

# The Billboard

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## Diners' Club Preps Own Record Club

Limits Membership to Own Subscribers; Plans to Buy Product From Any Label

By LEE ZHITO

HOLLYWOOD — The Diners' Club will invade the record business with a disk club of its own.

The Diners' Record - of - the - Month Club will seek to cover all bases by offering its members a choice of stereo or monaural versions of pop, classical and jazz products as released by the various la-

### June Launching Date

Target date for launching its disk club membership drive is set for June 1. The Diners' Club itself boasts a membership of approximately one million and is swelling its ranks with an average of 30,000 new joiners per month. Membership in the disk club will be limited to those who already belong to the Diners' Club itself.

Members will be using the disk club as a service available only to members, thereby becoming another joiner lure in Diners' all-out drive to retain its leadership in the disk club field. Diners', ever intent on building its membership, recently intensified its push for more joiners when American Express and the Hilton Hotel chain entered the credit card field.

Diners' will officially announce its disk club in the June issue of its monthly magazine circulated to its members. This will be followed up with direct mail pieces via its million-plus mailing list. It will not compete with the existing disk clubs for members by advertising in consumer publications.

Diners' Club members will be offered an inducement disk package to join the Diners' Record-of-the-Month Club comparable to the other record clubs. Those who will agree to buy six LP's after which they will receive one album

at no charge for each two albums they buy. They will be charged \$3.98 for monaural LP's and \$4.98 if they choose stereodisks. Members will be given a choice from a group of four or five selections in each category, thus allowing members as many as fifteen different LP's from which to pick each month's selection.

Three panels will be established, each making the monthly selections in the three musical categories.

### No Label Tie-Ups

Diners intends to offer the product of any and all record manufacturers without the active participation of any label. Thus, no diskery has been or will be signed up to furnish product. Instead, Diners will operate as a giant direct-mail dealer, making mass purchases of product picked by its panels.

Plan for the disk club was masterminded by Bernard Solomon, local CPA who is close to the Diners' operation. Solomon gave Johnny Thompson of Challenge Records a piece of the business to aid him from a consultant standpoint. Thompson will not take an active part in the club. Since this is a personal venture on Thompson's part, it in no way involves Challenge product (label is basically in the singles field) being handled by the club.

Solomon signed contracts with Diners' exec Al Bloomingdale on January 22, with Diners' actively participating in the operation of the disk club. Diners will handle (Continued on page 6)

## MANCINI FEELS 'GUNN' CLEFFING FULL-TIME JOB

NEW YORK — Henry (Hank) Mancini, the "hot" composer of the "Peter Gunn" theme music, left this city tired and weary but pleased last Wednesday after a fast five days of interviews with the press, deejays and other music business cats. He was pleased at the recognition he had received as a composer, not for himself alone but for all theme music writers. And, of course, he wasn't at all unhappy about the smash sales of his "Peter Gunn" album on Victor, the Ray Anthony theme on Capitol, the new albums on Contemporary, and the forthcoming ones on Columbia and M-G-M. (The Billboard, February 9.)

Mancini, who was with the Tex Beneke orchestra as arranger and pianist after the war before settling down in Hollywood to write for movies in the late 1940's, feels that the "Peter Gunn" album may encourage the kids toward a greater appreciation of "professional music performed by professional musicians." He noted that the "Peter Gunn" music appealed not only to the college crowd and the adults, but to teen-agers as well. He also pointed out that when he originally wrote the music for "Peter Gunn" he wrote it only to fit the story and had no knowledge that it would break out on records the way it did. He feels that the melodic ideas he has introduced into his "Peter Gunn" music may have lent it its great appeal. (Continued on page 6)

## WB Mulls Disk Club To Operate Thru Retail Dealers

Plan Aims at 'Solid Relations With Backbone of Industry'

By BERNIE ASBELL

CHICAGO — A new record club to offer consumers the benefits of current mail order clubs but which would operate thru retail dealers is now being contemplated by Warner Bros. Records, it was learned exclusively by The Billboard this week.

If the label goes ahead with the plan, it would do so after Labor Day 1959, when the WB catalog would be sufficiently large to offer an enticement to consumers.

This bare announcement, without further elaboration, was made by Hal Cook, WB vice-president in charge of sales, to a closed meeting of a handful of Chicago dealers, quietly invited for a discussion of current manufacturer-dealer tensions. Cook told the gathering that WB was eager to develop solid relations with dealers as "the backbone of the industry," and that he wanted to invite frank suggestions as to how the label ought to conduct itself to serve dealers best.

### Formative Stage

The Warner plan for a record club apparently was not intended to be spilled at the meeting. One of the dealers, however, said he had assumed that such an announcement was the reason Cook had called the dealers together. At that point, Cook said that that was not his purpose but that such

a plan actually was in the formative stages. He emphasized that the projected club would be designed to benefit retailers by directing club members into the stores.

It did not go unnoted by the dealers in attendance that Cook was vice-president of Columbia Records when Columbia launched its mail order club. Jim Conkling, president of Warner Bros. Records, was at that time the president of Columbia.

In forecasting the scope of future Warner Bros. operations, Cook said that the last thing the record industry needs is "just another label." The WB plan was to build itself into a formidable major as fast as the resources of the Warner Bros. organization could promote such growth. As evidence of this intention, he pointed out the assembly of experienced executive talent which has been brought into the firm. Other WB execs present at the meeting were George Avakian, Eastern a.&r. chief, formerly album a.&r. topper for Columbia; Harry Anger, manager of special promotions; and Pete Sutro, with the quizzical title of co-ordinator of activities.

### Dealer Cross-Section

The dealers present at the meeting were selected as a representative cross-section of the record marketplace. Those present were Hudson-Ross, Inc., a city-wide appliance chain with record departments; Rose Radio, operators of two downtown stores with a discount policy; Polk Bros., operators of furniture and appliance stores in outlying neighborhoods with a discount policy on disks; Marshall Field & Company, a downtown class department store with a list price policy; Village Music Shop (Continued on page 3)

## NEWS OF THE WEEK

### Carlton Pegs Album Release

On Club Issue for Dealers . . .

Carlton Records this week introduced six new LP's, knocked clubs and offered dealers a "fabulous" deal on these albums in order to fight club competition. . . . Page 2

### AGAC Royalty Collection Plan

Causes Stir in Brill Circles . . .

American Guild of Authors and Composers' plan to collect writer mechanicals caused rumblings among publishers and cleffers alike this week. Many publishers seemed disposed to try to avoid compliance with the plan while some writers claimed they misunderstood terms of the deal when they signed AGAC collection authorization form. . . . Page 3

### You Can't Make a Hit

With Muscle, Says Trade . . .

Idea that juke box plays can make a hit record had the music industry bemused this week during the hearings held by the Senate Rackets Committee in Washington. . . . Page 3

### Tampa Fair Sets Records

In Most Departments . . .

The Florida State Fair, looked upon by many as a barometer for outdoor show business, shattered records in almost every department last week. Attendance and spending was sharply ahead of any recent year . . . Page 58

### DEPARTMENT AND FEATURES

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## From Little Airms, Etc.

NEW YORK—Entry this week of the Diners' Club into the record club field highlights the changing character of the disk club business over the years. Once it was a relatively simple affair. That's when there was a single club entity, that of Columbia Records. Long after came RCA Victor, then Capitol. The Crowell Collier record club had also, in the meantime, spurred interest in the club scene.

From those humble beginnings have come dealer-operated clubs, highlighted by the entrance and exit of Sam Goody's club; a tape club operated by the Stereophonic Tape Society; an indie disk club, operated by Grand Award; a projected multi-label club proposed recently by Dot Records, and finally, the Diners' Club version of the mail order disk business.

## Sked Further Dealer Meets

CHICAGO — In addition to the Chicago dealer meet, it was understood that the WB execs had met with, or had meetings scheduled with, key dealers in other major cities, such as Cleveland, Detroit and Cincinnati. At these clam-bakes the WB mahoffs were set to continue their discussions with dealers over current manufacturer-dealer relations, as well as to outline the current status and growth plans of the WB label. One of the facts pointed out to the Chicago dealers, was that as of the March album release, the WB diskery would have 67 albums on the market, of which 64 would also be available in stereo.

# Carlton Pegs Album Pitch To Dealers on Club Issue

## Urges Retail Push on Non-M.O. Disks; Offers Special Profit Deal

NEW YORK — Carlton Records is introducing its new album product this week with a challenge to dealers to start pushing records of companies who do not sell their products thru record clubs. In a bold and forthright statement as any record company has issued to date, the label is calling on dealers, via ads and mailing pieces, to lay off albums that are also sold thru clubs, and to be "a retailer—not a mouse." The diskery, in order to get retailers to work on the line, is offering what it calls "the greatest album deal for retailers ever devised to give the retailers extra profit."

The position being taken by Carlton against record clubs is a followup of its original anti-club stand. The label was the first to use the statement in trade ads that its records were not and would not be sold thru record clubs, as early as three months ago. Since then London Records has started a campaign exhorting the dealer to push merchandise that is not sold thru clubs. And only a few weeks ago, Jerry Blaine, head of the Jubilee-Josie line and the five-city Cosnat Distribution chain, came out against record clubs.

### Controversial Picture

It is obvious that a new facet has been added to the controversial club picture. Heretofore a source of irritation between club companies and dealers, the club issue is now being used as a mer-

chandising battleground at the manufacturer level.

Altho Carlton Records would not reveal the specific deal it was offering on its new albums, it was ascertained that it was "better than a 10 or 20 per cent deal," that it would last for 30-days only, and that it would start on February 23. It covers only new stereo and monaural albums being released

by Carlton in two weeks. Idea of the deal, according to label head Joe Carlton, is to give the dealers a "real reason to go out and push my merchandise rather than albums that customers can obtain thru record clubs."

New Carlton albums include a "Porgy and Bess" set with Monty Kelly and a 55-piece orchestra, an

(Continued on page 22)

# TOP BATONEERS SET FOR VICTOR 'SORIA SERIES'

NEW YORK — RCA Victor's "Soria Series," designed as a gala classical line to debut in the fall of this year, will include four noted conductors in the first release. These are Sir Thoma Beecham, Bart., Herbert von Karajan, Ernest Ansermet and Fritz Reiner. With the new series, the Sorias, Dario and Dorle, return to the disk field as independent producers. One year ago they ended their five-year affiliation with EMI U. S. (Angel Records), of which Soria was president and Mrs. Soria director of artists relations, press and advertising.

Product by Beecham will include a recording of "Messiah," to be done in June in London with the Royal Philharmonic and soloists Jon Vickers, tenor, and Griorio Tozzi, basso. Later Beecham will record Gounod's "Romeo and Juliet," with a cast including Jussi Bjorling. Both recordings are being done via negotiation with EMI.

The von Karajan package will mark the occasion of the Vienna Philharmonic's start of a world tour under von Karajan's direction. Tour gets under way in the fall. Package will include four records, the repertoire being made up of compositions by musicians identified with the musical life of Vi-

enna—Beethoven, Brahms, Haydn and the Strauss family. These recording sessions are scheduled for early spring.

Ernest Ansermet will be represented in the new series by "The Royal Ballet—Gala Performances." This was cut last month in London with the Royal Opera House Orchestra. A two-record package, this will include selections of popular ballet repertoire by Tchaikowsky, Delibes, Chopin and others.

Fritz Reiner will record "Don Quixote" for the series, with Antonio Janigro as featured soloist.

The new series will be done in stereo and will also be available in monophonic versions. Distribution will be thru RCA Victor's regular set-up.

# Decca Gold Label High'ts Sacred Wax

NEW YORK — The four Decca Gold Label packages set for mid-February release include two sets of special Lenten and Easter interest.

The Don Cossack Choir, under Serge Jaroff, recently signed to an exclusive Decca pact, has its initial release on the label, titled "Choral Masterpieces of the Russian Orthodox Church." The disk was made in this country.

Second highlight package is "Sacred Music of Thomas Tallis," performed by the New York Pro Musica under Noah Greenberg's direction. It's the first set for the group since its highly successful, "Play of Daniel."

The other two LP's include a performance of Beethoven's "Symphony No. 5," conducted by Lorin Maazel and works of Haydn and Brahms by German pianist Carl Seeman, now on his debut tour in the United States.

# Jubilee Sets Barclay Deal

NEW YORK — Jubilee Records and its affiliate, Josie Records, in the future will be distributed in France and its territories by Barclay Disques of Paris. An agreement was signed last week by Madame Nicole Barclay, head of the Barclay label, Irving Sidors, the company's American rep, and Milton Summerfield, representing Jubilee. Recently, the Barclay firm also acquired the catalog of Atlantic Records for distribution in France.

# OBIE BRINGS 10-INCHER BACK—BUT IN STEREO

UNION CITY, N. J. — Eli Oberstein, colorful veteran disk magnate, was set to unleash another revolutionary development on the trade this week, with the announcement of a forthcoming release of "40 to 50" 10-inch stereo albums.

Oberstein said that contrary to reports he would not sell them at 79 cents. "Nobody could sell stereo at that price," he explained. "Don't fool yourself, you've got to add at least a dime a pressing for stereo over old LP's. The stampers and mothers wear out much faster and it's much more difficult to get a good pressing when the disk is really well modulated. No, we'll

be selling these not for 79 cents but for 98 cents.

"We see these as a transition item—a low-price record for those who have just bought a new, inexpensive, let's say \$39.95, phonograph. That kind of buyer won't be interested in high price records, not at least till he's had a taste of what stereo is. That's what we'll be giving him. Our first release will have a little of everything—mood music, classical, jazz, sounds of railroads and oceans—the works. And dealers will get this stuff (Continued on page 6)

# EMI Topper Visits Coast

HOLLYWOOD—Joseph Lockwood, chairman of Electrical Musical Industries, Ltd., the Capitol Records, Inc., parent firm, visited here for several days last week on the final leg of a round-the-world tour of EMI subsidiaries. He arrived after spending some time in the Far East.

While in Hollywood, Lockwood addressed a meeting of Capitol execs, reporting on the world-wide acceptance of Capitol's product and ready recognition of its trade-mark. During his stay, he visited the new Capitol plant site where construction is currently under way to expand the firm's West Coast manufacturing facilities and to build a new electronic lab.

Lockwood will stop over in New York en route to his headquarters in England.

# DOT PREXY TO EUROPE

HOLLYWOOD — Dot Records prexy Randy Wood will accompany Billy Vaughn to Europe to attend presentation ceremonies in Germany and Holland where Vaughn will receive gold records to honor his disk sales in those countries. They will stop off in New York en route to record additional sides with Pat Boone.

# Victor Pushes 'Redhead' LP

NEW YORK — RCA Victor has mounted a major promotional drive on behalf of its original cast album of the Gwen Verdon hit musical, "Redhead." Bill Alexander, advertising, publicity and promotion chief of the RCA Victor Record Division, is spearheading the campaign on a national level with ads in Playbill, the New Yorker, Esquire and Playboy. This will be backed up by TV commercials on top network programs and a flock of radio spots over 188 stations carrying the monitor show.

Dealers will get point-of-sale material, highlighted by a "motion" four-color display for counters or windows, plus a streamer and mailing pieces.

Locally, ad mat and transcribed radio spots are in preparation, and the album will be featured in RCA Victor's deejay publications. All pop jockeys are getting the package, and a national consumer contest is in the works.

# 39 Stereo LP's In Cap. Issue

HOLLYWOOD — Capitol Records will issue 39 stereo albums consisting of 29 pop, 2 Capitol-of-the-World and 8 classical. Product, previously released in monaural, includes pop albums by Nat Cole, Frank Sinatra, Jackie Gleason, Billy May, Stan Kenton, (Continued on page 22)

# ADDRESS NARAS N. Y. MAIL HERE

NEW YORK — The New York address for the National Academy of Recording Arts and Sciences (NARAS) is now 400 Madison Ave, New York 19. The old post office box number is discontinued.

# More 'Sing Along' on Col. Feb. Agenda

NEW YORK — The Columbia Records pop release this month will include new albums by Ray Conniff: "Broadway in Rhythm," Erroll Garner: "Encores in Hi Fi," Polly Bergen: "All Alone by the Telephone," Doris Day: "Hooray for Hollywood, Vol. II," Norman Luboff Choir: "Sleepy Time Songs," Mitch Miller: "Still More Sing Along With Mitch" and the Dave Brubeck Quartet: "Newport, 1958." There will also be new albums by Sammy Kaye, Frankie Laine, Jo Stafford, Jerri Adams, Johnnie Ray, Four Lads, Vic Damone, Les Elgart, and others.

On the classical Masterworks end, there will be John Gielgud's "The Ages of Man," a new Handel "Messiah" with the New York Philharmonic under Leonard Bernstein, a new "Gaité Parisienne" with the Philadelphia Orchestra, a new Bach "Magnificat in D Major" with the Baroque Chorus and Ensemble, and Copland's "A Lincoln Portrait" with Andre Kostelanec and the New York Philharmonic. There also other waxings with the New York Philharmonic, the Vienna Radio Choir, and the Philadelphia Orchestra.

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## Delay Seen on Stereo Tape Cartridge Units

**Ampex Says None On Market in '59**

NEW YORK — Dealers better not hold their breath waiting for the RCA-type stereo tape cartridge players. In a "confidential" letter to all Ampex Audio dealers, Phil Gundy, president of the Sunnyvale, Calif., firm, stated that Ampex will not market such a new recorder this year. RCA, who promised to have their units in dealer hands by Christmas, still have not shipped to their distributors. And a high source at RCA hinted that the machines wouldn't be available until the NAMM Show in June.

The Gundy letter stated that existing machines might satisfy the mass market. "But," said Gundy, "further development of the mechanical and electrical systems, the tape itself, and techniques used in recording and duplication will be necessary before Ampex customers will be satisfied with the quality obtainable." The statement seemed to cast doubt on the quality of any cartridge tape produced, since Ampex duplicating equipment is widely used by the recorded tape industry.

An interesting side light to the Gundy statement is the fact that Ampex was ready as long ago as last July to put their unit on the market but held up promotion pending RCA's strong entry into the field. Another interesting aspect to the new Ampex point of view is the fact that they have consistently backed RCA in inter-industry scuffles over cartridge tape ever since RCA first declared their intentions 13 months ago. (Continued on page 6)

## WB Club Deal For Dealers

• Continued from page 1

of suburban Hinsdale with a list price policy; Singer One-Stop, the city's largest one-stop operation with three outlets; and a retail store from Rock Island, Ill., about 150 miles west of Chicago.

Most of the discussion was an airing of dealer grievances against mail order record clubs and the growth of rack jobbers. The usual venting of complaints against discounting was severely inhibited by the presence of the most successful discounters in the city. Also, Cook and Avakian outlined plans for building the WB catalog.

## CAP'S PREXY GUEST SPEAKER

HOLLYWOOD — Capitol Records President Glenn Wallich will be the principal speaker at the annual awards banquet of the Audio Engineering Society and the Institute of High Fidelity Manufacturers to be held here Monday (16). Wallich will be honored with an AES Certificate of Appreciation "for his outstanding leadership and encouragement of continuing research of high-fidelity engineering."

Wallich's address will treat the growth of Capitol, the firm he helped found 17 years ago and guide to its present position in the world's record industry, as it paralleled the growth of hi-fi.

## OPERATION EXEC TASK FORCE

NEW YORK — All RCA Victor execs were promotion men last week.

In order to dramatize the company's faith in its "Red-head" package, top RCA Victor brass personally rushed copies to local deejays February 12, four days after the recording session. Among the execs who participated in Operation Executive Task Force were George Marek, Bill Bullick, Jack Burgess, Steve Sholes, Charlie Grean and Herman Diaz. They covered local outlets.

## London Feb. Agenda Cues 17 New Sets

NEW YORK — London Records has announced a February release of 10 stereo sets, (including three multiple LP units) and seven monaural packages. The merchandise embraces both classical and pop material. At the same time, a new release was also announced for Richmond, low-price London subsidiary, of 10 classical and six pop sets.

Highlight stereo-monaural London release of the month is a new recording of Lehar's "The Merry Widow," featuring Hilde Gueden and the Vienna State Opera Ork and Chorus. The Richmond material includes re-releases of Stanley Black, Edmundo Ros and Ted Heath.

London also announced the appointment of two distributors for its various lines in the Miami-South Florida area. Brooke, the Decca distributor for the area, will handle London and Monument, while Pan American Distributors gets Felsted and Richmond.

## CAPITAL HIGH FIDELITY SHOW DRAWS BIG GATE

WASHINGTON — Well over 16,400 visitors milled their way thru 65 exhibit rooms showing over 300 products in Washington's four-day International High Fidelity Festival last week (February 5-8). The show raised \$10,000 for its beneficiary, the National Symphony Orchestra, it was announced by M. Robert Rogers, director of the orchestra, and originator of an annual series of five hi-fi shows here.

Included among the shows "firsts" were exhibition of hi-fi records manufactured in the Soviet Union, the recorded stereo track

# Industry Denies Gangster Power to Build Disk Hits

## Racketeer-Vocalist Tie-Ups for Juke Play Pressure Valueless

By MILDRED HALL

WASHINGTON — Last week's hints by Senate rackets committee that it would tie in vocalists with racketeer efforts to push juke play of their records, and thereby garner "hit" money, have refueled the question of whether juke play "popularizes" songs, or kills them.

Also, the music industry is open-mouthed at the ignorance of union racketeers or any other amateurs in the music business, who think they could manipulate "hit" conditions for a singer or tune. All in the business, from network president to song plugger, know by blood, sweat and tears, that only the unpredictable whim of the

public makes or breaks popularity of tunes and singers.

The Committee has refused to reveal the identity of any of the vocalists allegedly linked to the union racketeers who have strong-armed the juke industry. Nor would committee spokesmen say whether there were any tie-ins with top juke singers or popular vocal groups.

The argument over whether juke play has a substantial role in popularizing tunes or singers, raged thru last session's hearings on the O'Mahoney (D., Wyo.) bill to end juke performance royalty and double mechanicals on juke records. A stream of composers and pub-

lishers, and ASCAP spokesman Herman Finklestein said jukes "rarely" if ever, popularized a song; juke hit lists were said to be always a couple of weeks behind deejay and retail sales barometers on hits; and overlap by jukes frequently "killed the tune."

Any racketeer maneuvering to popularize his pressured or partly-owned vocalist might read the Judiciary Committee's final majority report which stated:

"The evidence indicates that while there is some testimony to the effect that in certain instances, the juke box does popularize music, that on the whole, this is a very minor gain to the composer and author in the over-all picture. As a matter of fact, disk jockeys, TV and radio programs are the biggest medium for the popularizing of musical compositions."

The "certain instances" referred to had been mentioned by Hammond Chaffetz, juke manufacturer spokesman, who quoted Columbia Records a.&c. maestro Mitch Miller. Mitch was quoted as saying that certain tunes had "poor sales" until they hit the jukes.

Music industry members agree that there have been instances. But general feeling is amazement that any racketeer thinks he can make a going thing of "pressuring" hit popularity for vocalists by Tommy-gun tactics. He should save the bullets, is the general consensus. The magic formula for the hit tune or vocalist has yet to be

(Continued on page 6)

## Fred Fox Refuses ASCAP Nomination

NEW YORK — Publisher Fred Fox has declined a bid to be nominated for the ASCAP board of directors. In a letter to Paul Cunningham, ASCAP president, Fox explains that current methods of setting up the board do not mirror the will of the majority of the membership. Fox' letter follows:

"May I reply to your letter of February 10, 1959, acknowledging the fact that I had been asked by Mr. Abe Olman, on behalf of the ASCAP Nominating Committee, whether I would permit my name to be put in nomination for the ASCAP Publisher Board of Direc-

tors. No member of the Sam Fox Publishing Company, in its 35 years of ASCAP charter-membership, has ever before served on the Board of Directors.

"My gratification at Sam Fox having survived so long and mute an apprenticeship must be tempered, nevertheless, by the thought of the responsibility an ASCAP Directorship entails. A director of ASCAP is not only a representative of a segment of the music industry, he is an impartial trustee of rights granted composers, authors and publishers by the Constitution, and a custodian of the values of American music. Tho others are able to shoulder such responsibility without effort, to me it is a matter of great weight.

"Were I to believe that the free voice of a majority of the membership of the Society would be in a position to elect me or any other nominee, I could not decline. The recent proceedings in Washington and disputes within the Society reveal, however, that there is at present no means by which such a free voice of the majority may be expressed.

"Under these circumstances, I have no choice but to respectfully decline the nomination."

NEW YORK — Writer candidates for the ASCAP board of directors have been named for a two-year term beginning April 1. (Continued on page 22)

## Victor Issue Spotlights Elgart Albums

NEW YORK — RCA Victor's final February LP shipment spotlights "Larry Elgart and his Orchestra." Elgart's first LP for the label. Also included in the release is an abridged version of "The Chocolate Soldier," featuring Rise Stevens and Robert Merrill. This one-disk set contains the principal melodies.

Jim Reeves is featured in an album of sacred songs, "God Be With You." A polka album, "Care-free Polkas," by Johnny Vadnal and his ork, completes the release. The polka album is designed for beginners and advanced polka enthusiasts and contains instruction material. The sets are also available in stereo.

## COL.-PHONE TIE ON BERGEN LP

NEW YORK — Columbia Records has come up with a new gimmick to help promote the forthcoming Polly Bergen album "All Alone by the Telephone." Firm has worked out a tie-up with the Bell Telephone Company, in conjunction with N. W. Ayer & Son, Inc., via which the telephone firm will supply Columbia with plastic music box phones that will be sent to deejays thruout the country. Phone will play "All Alone" when the receiver is lifted. The Bell Company will push the album via folders in subscriber's monthly statements, and with displays in various Bell offices.

# Juke Bids for Stereo EP's, Singles; Keys New Thinking

NEW YORK — The steady growth of stereo LP sales and the jump into the stereo machine market on the part of phono and juke box manufacturers has caused much new thinking on the part of the major and large indie record labels. Just as these manufacturers joined the swing to stereo LP's via the pressure—and the sales—of certain small indie labels, so the large manufacturers are joining the EP and 45 r.p.m. stereo parade due to phono and juke box manufacturer pressure.

It may come as a surprise to many, but it indicates the changing nature of the record business, to note that juke box manufactur-

ers primarily, and secondly phono manufacturers, are creating the initial demand for stereo 45's and singles. There are few customers for this size or speed wax except for juke operators—altho there will be when enough of the new inexpensive (\$39.95 and up) stereo machines are sold, perhaps by next fall. But meanwhile, juke manufacturers are asking for product, EP's and singles for their new stereo machines. Altho record manufacturers have tried to satisfy this demand by issuing EP's taken from stereo albums, operators, whose boxes are oriented primarily toward singles, are asking for current hits in stereo. Columbia, for in-

stance, is putting out an EP containing Johnny Cash's "Don't Take Your Guns to Town," along with three other Cash sides this week.

**Two Inventories**  
Obviously there will be two inventories to be manufactured by record companies if they decide to issue their hottest single items on both stereo and monaural. And of course dealers will have to carry two inventories, as they are doing now with LP's, when their single record and EP customers want both stereo and monaural 45's in the sometime future. This will add to scheduling difficulties, as well as add to the returns manufacturers (Continued on page 38)

# AGAC Collection Plan Cues Pubber, Cleffer Rumblings

Pub in 'Sit Tight' Mood; Some Writers See Flies in the Pie

By REN GREVATT

NEW YORK — Publisher and writer ranks were rumbling this week on the subject of projected plans of the American Guild of Authors and Composers to collect writer royalties from publishers. A number of objections to the plan were cited.

Several publishers interviewed in Dempsey's Restaurant and the cor-

ridors of the Brill Building stated they had received frantic calls from some of their writers who had signed AGAC's collection authorization, from as far away as the West Coast. Consensus of the calls was that: "I didn't really know what I was signing. They send you so much stuff in the mail you reach the point where you just automatically sign."

In other cases writer objections had to do with misunderstanding as to the actual terms of the collection arrangement being set up by AGAC. Some writers seemed to have gotten the impression that AGAC planned to collect royalties on existing and past copyrights. On the theory that probably as much as 75 per cent of all mechanicals to be expected had already been realized, these writers did not object to paying the AGAC 5 per cent service fee for collections of these small amounts. When some discovered that the collection arrangement proposes to cover all mechanicals on future copyrights as well, the furor started.

Another writer objected to the principal of having to pay, in effect, two separate mechanical collection fees. In the first place, the Harry Fox office charges publishers 3½ per cent for collecting royalties from diskeries. Under terms of the standard AGAC contract, publishers are permitted to charge this collection fee out of writer's shares of royalties up to 1¼ per cent. Adding this to the 5 per cent which AGAC proposes to charge writers for collecting their mechanicals from publishers, writers would

then be shelling out up to 6¾ per cent.

At MPPA, it's understood that no official stand has yet been taken on the matter. But privately, a number of publishers have voiced an inclination not to go along with the arrangement. "If any writer will exercise a legal assignment on the matter, then we'll have to go along with it, but it will certainly confuse our bookkeeping operation," said one publisher. "And for that matter, there are a good many older writer contracts with clauses which prohibit assignments."

Another publisher pointed out one serious defect in the new collection proposal, from the writers' own personal point of view. "Many times a writer has come to me when he needed a little scratch—you know, some pin money. If I agree to turn all his money over to AGAC, how do you think I'm going to give him any kind of advance. Out of my own pocket? Let him go to AGAC and see if they'll give him an advance. Let's see how much they are really pulling for those writers then. When they

(Continued on page 22)

## Vocalion to Issue Old Nostalgia

NEW YORK — "Songs of Our Times," a popular series originally released on Decca, will be issued on the company's low-price line, Vocalion, in March. The series consists of one LP each for the songs of each year from 1917 to 1944. Nostalgic music from World War I, the Roaring Twenties and World War II are included. Such artists as Nat Brandwynne, Carmen Cavallaro and Ted Straeter are featured. New covers have been designed for each album in the extensive series.

On another front, Decca has announced the signing of organist Ethel Smith to a long term renewal pact. Sporting a new club act, Miss Smith also has a new single of "Spanish Marching Song," claimed to be the Basque-oriented tune which inspired the Castro forces in Cuba to their triumph over the Batista regime.

## USIA DRAFTS JULLIARD HEAD

WASHINGTON — Dr. William Schuman, composer and president of the Julliard School of Music in New York, has been appointed to the U. S. Information Agency's Advisory Committee on Cultural Information, USIA Director George V. Allen announced last week (11).

Dr. Schuman will counsel the Agency on its music programs overseas, including the promotion of American music abroad, and on USIA's work with other government agencies active overseas in the field of music.

Schuman, winner of the first Pulitzer prize given for music composition, is also a member of the Music Panel of the American National Theater and Academy (ANTA), which selects performing artists appearing abroad under the President's Special International Program.

## HOT 100 ADDS EIGHT

NEW YORK—There are eight new sides on this week's Hot 100 chart. Essentials are:

- 62. Anthony Boy—Chuck Berry, Chess
- 70. Alvin's Harmonica—David Seville & the Chipmunks
- 73. Please Mr. Sun—Tommy Edwards, M-G-M
- 76. When the Saints Go Marching In—Fats Domino, Imperial
- 81. Telling Lies—Fats Domino, Imperial
- 87. Miss You—Jaye P. Morgan, M-G-M
- 96. Pink Shoelaces—Dodie Stevens, Crystalette
- 98. I Don't Need You Anymore—Teddy Bears, Imperial

## White House Moves to Ease Exchange Program

WASHINGTON — Last minute cancellations, mixups in payment and transportation for government overseas appearances by American performing artists, which have plagued the Cultural Exchange Program, may soon become a thing of the past. Appointment of an interim assistant to the Secretary of State to co-ordinate the diffuse government activities in the program has been made, pending official passage of the Thompson (D., N. J.) and Fulbright (D., Ark.) bills to create the official position.

Representative Thompson told the House last week (11) that the State Department now has by executive order, an interim assistant to the Secretary for International Culture Relations, Robert H. Thayer.

Thayer, appointed in December 1958, has sent Thompson a progress report made to the Department, on a survey being made of all government activities in the cultural exchange field. More than 14 government agencies, from U. S. I. A. to the Agricultural and Defense Departments have fingers in the exchange pie. Thayer

proposes a "clearing house" of information, and is getting reports from all agencies and personnel involved.

One facet of the study of activities and funds — reportedly amounting to over \$400,000,000 in all — will cover the problem of how well the government facilities for transportation of persons and equipment are being used. (American performers could probably give some first-hand and pertinent data on this point.) There will be a "Cabinet Presentation" of the facts, plus a Presidential order giving the secretary of state official responsibility for the exchange program.

The Thayer survey will also report on co-operation from non-government groups in this field.

(Continued on page 22)

## Mantovani Due For '59 U. S. Concert Tour

NEW YORK — British maestro, Mantovani, one of the all-time top sellers for London Records here, arrives in the States shortly to start his 1959 concert tour. Tour will cover 54 cities in 18 States, commencing Saturday (28) in Milford, Conn., and winding up May 3 in Great Falls, Mont.

London officials said Mantovani's latest LP, "Continental Encores," has sold more than 100,000 copies in the seven weeks since its release. This is the first simultaneous monaural-stereo release on Mantovani product and label execs stated that current sales are running about two to one monaural over stereo.

Lee Hartstone, London veepee, said plans are now under way for the seventh annual "May Is Mantovani Month" promotion, which is expected to set an all-time record for album sales of one artist in one month.

## JAZZ BENEFIT FOR PETTIFORD

NEW YORK—A jazz concert for the benefit of Oscar Pettiford, noted jazz bassist who was seriously injured in an auto crash in Vienna recently, will be held Monday, February 23, at Birdland. Pettiford is suffering from a head concussion and other injuries. Larry Douglas, who is setting up the concert, has already rounded up a bevy of stars who will be present, including Steve Allen, Zoot Sims, Billy Taylor, Gigi Gryce, Donald Byrd, Gegry Mulligan, Art Farmer, Mary Lou Williams, Osie Johnson, Hank Jones, Mat Matthews and many others.

Douglas states Pettiford's Medical bills total \$3,000, and that \$651 has already been collected.

Emsees at the Birdland concerts for Pettiford will include William B. Williams, Al (Jazzbo) Collins, Jack Walker and Symphony Sid.

## Flick Sparks 'Porgy & Bess' Wax Boom

NEW YORK — The forthcoming movie version of "Porgy and Bess" has sparked a tremendous number of new albums of the Gershwin opera by American diskeries. As is to be expected, many of the versions coming out—or already out—are in the jazz idiom. Columbia Records, who snagged the sound track version of the score, has two additional albums. One will feature the Percy Faith orchestra, the other will feature Miles Davis and a jazz orchestra. War-

(Continued on page 38)

## WAX BY BUS

### Riverside Takes a Stereo Ride

NEW YORK—A Greyhound bus, acquired last year by Riverside Records toppers, Bill Grauer and Orrin Keepnews, for remote recording purposes, has now been fitted for remote stereo waxings such as "Coney Island in Stereo," and other sets in the label's "Sounds in Motion" series.

Grauer and several engineers left in the bus this week for Mexico City, where they will record sounds of bull fighting at the Plaza Mexico. In March, the bus will head for Florida with the whole production staff, for America's top sports car race to record the 1959 edition of "Sounds of Sebring," in stereo.

Meanwhile a hot debut album for the label by actor Peter Ustinov titled "The Grand Prix of Gibraltar," is moving out. In this set, a parody on the "Sounds of Sebring" series, Ustinov imitates the sounds of the sports cars and their drivers. A follow-up set is planned with Ustinov, when he returns here from Hollywood.

## LOPEZ LUCKY POINT IS '8'

NEW YORK — Veteran orkster Vincent Lopez has a new version of his theme song, "Nola," which is being released on Carlton this week. There is also an LP due in the near future. Lopez, who is a numerologist, feels that eight is his lucky number and that a numerical combination that adds up to eight will produce a hit disk for him.

Carlton Records, to comply, changed the series number of his forthcoming album to 12-302. By coincidence the number of his single is 503.

## Concertapes Issues 4 Stereo EP's

CHICAGO—Concert Discs, a subsid of Concertapes, Inc., is putting out a package of four stereo EP's with a sampler price tag of \$2.98. At the regular price tag of \$1.49 each, the package has a regular retail value of \$5.96. Included in the package are "Silks, Satins and Strings" by the Radiant Velvet Strings; "Big Beat" by Mike Simpson; "Lighting the Torch" by Nancy Wright; and "Symphony of Dance" by the Musical Arts Symphony.

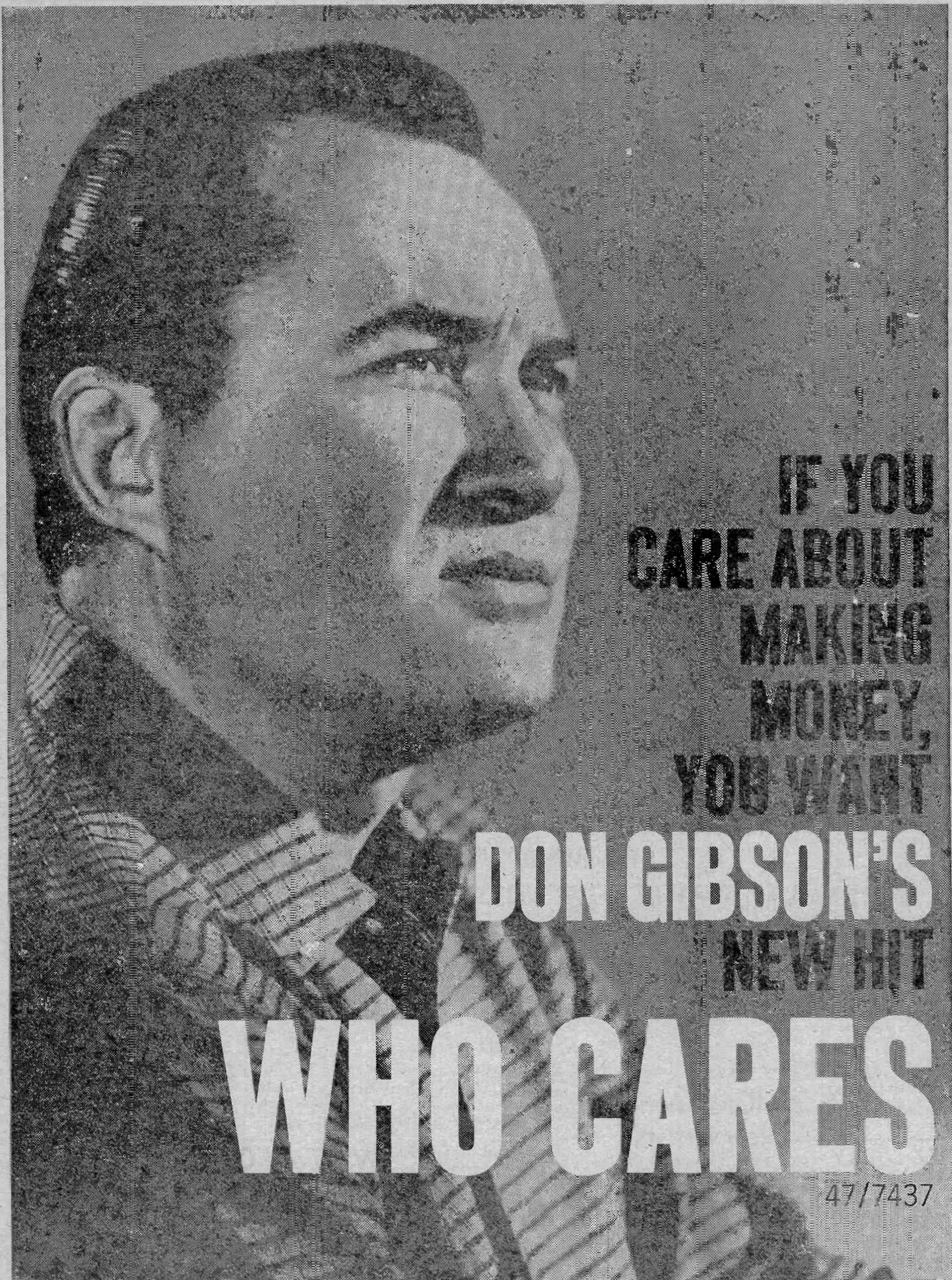
Following this release by 10 days, the firm will issue a package of five stereo singles to be available only to juke box operators. Price and titles were unannounced.

## MGM Pacts New Artists

NEW YORK—M-G-M Records signed two new artists, bandleader Harry James, and songstress Shaye Cogan this week.

James, who had been on both Capitol and Columbia, comes into the M-G-M house for both singles and albums. The trumpeter will be backed by a "swinging new band of sidemen," according to the label. All James releases will get extra heavy promotion and exploitation.

Miss Cogan, wife of Phil Kahl, exec of Roulette Records and Planetary Music, comes to M-G-M "under very amicable terms," said a spokesman. Publisher Lou Levy is credited with having suggested the thrush's switch to Kahl and with having brought her to M-G-M's attention.



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RCA VICTOR

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RADIO CORPORATION OF AMERICA



# 'Gunn' Cleffing Full-Time Job for 'Hot' Composer

• Continued from page 1

There will be an album titled "More Music From Peter Gunn" on RCA Victor in a few months. Mancini noted that his tracks had to be re-recorded for records so that they would be available in stereo too. He said that he didn't try to re-write any of the arrangements for stereo, but felt that Si Rady (who a.&r.d the first album for Victor) did a great job in the recording booth to get an outstanding stereo sound. He said that the Victor album of "Gunn" is selling as well in stereo as in monaural.

Mancini will also conduct an album for Columbia Records. This album will feature Lola Albright, who is the fem lead on the "Gunn" TV seg. The album will include six of the "Peter Gunn" tunes with lyrics—two written by Livingston and Evans and four by Sammy Cahn.

At the present time Mancini is not trying to do more than the "Peter Gunn" music even tho he is besieged with offers from movie and TV show producers. He feels that he has enough work each week doing a first-rate job for "Gunn." He is convinced that there will be more and more jazz-based music that will cut across all lines and sell pop in the future.

# Pastner Heads Wynne Label

NEW YORK — Sid Pastner is the new head of Wynne Records, new label formed by American Record and Tape and the Releasing Corporation of Independent Film Producers. Pastner, previously album sales chief for ABC-Paramount Records, was named by ART prexy Joe Satinsky. The Wynne label will issue singles and albums, with many of the albums to contain music from film sound tracks.

First release, which will be ready the end of this month, will include two singles and five albums. One single will contain the title tune from the film "The Itch to Scratch." Ted Weems and his Ork have been signed by the label for albums.

# 10-Incher Back

• Continued from page 2

with the standard 38 per cent markup.

"We made these records in Europe. I've been going over there and back it seems about every two weeks. Frankly, I'd like to quit the trips for awhile. It's pretty exhausting.

"By the way," added Oberstein, "we've also done very well without regular, \$4.98 stereo line. You know you have to have a de luxe line in addition to the low-price material. The high stuff is where your profit is. Anybody who is strictly low-priced with stereo can get killed in this business. And that's what some of them are learning even now."

# SONABEND SWIMS AND DENIES

NEW YORK—The name, A. M. Sonabend, recently a familiar one in connection with various reported attempts by the Studebaker-Packard interest to enter the record business cropped up again this week. This time there were two interesting rumors involving these interests

Finally reaching Sonabend at the swank Whitehall hotel in West Palm Beach, Fla., a reporter asked, "How's the weather down there?"

"Well, it's just great," enthused the financial wizard from South Bend, "Right now, I'm in my swimming trunks and I'm talking to you from poolside. The weather is wonderful."

In answer to other questions, Sonabend denied any connection with a syndicate which just acquired a Webster, Mass., pressing plant from Don Gabor of Remington Records. He also denied another rumor of the week regarding the possible acquisition of Mercury Records by Studebaker-Packard. "We talked with them several months ago but we never came to any deal," said Sonabend. "And frankly, we're doing such great business with our Studebaker Lark right now that we've decided to just stay with that for the time being. This alone may take care of our tax loss carry forward this year."

**GIVE TO DAMON RUNYON CANCER FUND**

# Diners Invade Disk Business

• Continued from page 1

all billing and will charge the disk club wing 10 per cent for its credit services. Should the club hit its anticipated mass volume, Bloomingdale has an 18-month option to take over 50 per cent ownership of the record club for the Diners' club.

Initial disk club membership fulfillment will be handled from Los Angeles. Plan is for one of the existing record clubs to take over Diners' disk fulfillment at a later date.

Diners' Record - of - the - Month Club is opening offices at 971 North Lacienea Boulevard, across the street from Diners' Club Los Angeles headquarters.

# Cap. Re-Inks Dean and June

HOLLYWOOD — Capitol last week signed new contracts with Dean Martin and June Christy, both long-termers with the label. Martin first joined the Cap fold in 1948. Miss Christy came aboard in 1945.

Martin has two gold records (for "Amore" and "Memories Are Made of This") to his credit with top sellers last year including "Volare" and "Return to Me." Lee Gillette helms his sessions.

Miss Christy entered Capitol via the Stan Kenton band door, first appearing as vocalist with the Kenton crew and later as a single, enjoying a loyal jazz following. Bill Miller is her a.&r. producer.

# Gone, End & Jamie Roll Up Hefty Sales

NEW YORK — Total single record sales for Gone, End and Jamie Records, were in excess of 850,000 for the month of January and are expected to go well beyond a million in February, according to Don Carter, vice-president of the George Goldner companies. The firms are currently riding the charts with Duane Eddy's "Lonely One" on Jamie and "Lover's Never Say Goodbye" by the Flamingos on End.

Carter also reports heavy sales on the Imperials "Wishful Thinking" on End and for "Stagger Lawrence," a novelty disk by Spencer and Spencer on the Gone label. Other current singles for which the exec expresses high hopes are "Leotards" by the Royal Teens on Mighty and two Guyden releases, "One Million Years" by the Heartbeats and "Believe Me" by Frankie Ervin.

Several LP's by the various labels in the Goldner stable are due to be released in March. These will include 24 Jamie sets and a total of 10 packages on Gone and End.

# Cartridge Units

• Continued from page 3

Tradesters wondered if the current Ampex move marks a definite break with RCA.

An RCA spokesman, high up in the Radio-"Victrola" Division, had the following to say about the Ampex move:

"We have no comment on the Ampex announcement, except to say that we categorically deny that we have told anyone that we would not ship our magazine-load tape machines this year. There has been no change in our plans whatsoever."

The Gundy letter, aside from stating that they see no solution to "the basic limitations of the magazine system," asserted Ampex's intention to promote harder than ever 900 Series of reel-to-reel machines. This series plays both two and four-track tapes at either the 7 1/2 or 3 3/4 inch-per-second speed.

Meanwhile, at the High Fidelity Show in California this week, a rival tape cartridge system is being shown (see story in Audio Products section).

# Industry Denies

• Continued from page 3

discovered on this planet, they point out.

This same theme was thoroely sounded by spokesmen for networks and recording, by deejays, singers, composers and talent firms, during hearings last year on the Smathers bill to divorce music and broadcast interests.

The only insistance that juke play popularizes songs has come from the juke operators at hearings over the past dozen Congresses. There have also been a few statements from small independent record companies and music publishers who said that juke play gave them a "free market" for their wares.

The question of racketeer-vocalist tie-in also brings up the question of which vocalists or groups would provide sufficient pay-off to make the pressuring of juke operators pay off? It was testified at the juke hearings by Richard Adler ("Damn Yankees," "Pajama Game" composer) that only the "top singers of the times, like Presley today, or Eddie Fisher some years back, are automatically played on juke boxes, regardless of what tune they sing."

# THE NATIONAL ACADEMY OF RECORDING ARTS AND SCIENCES

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Arrangers  
Singers

Musicians  
Conductors  
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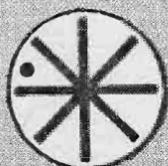
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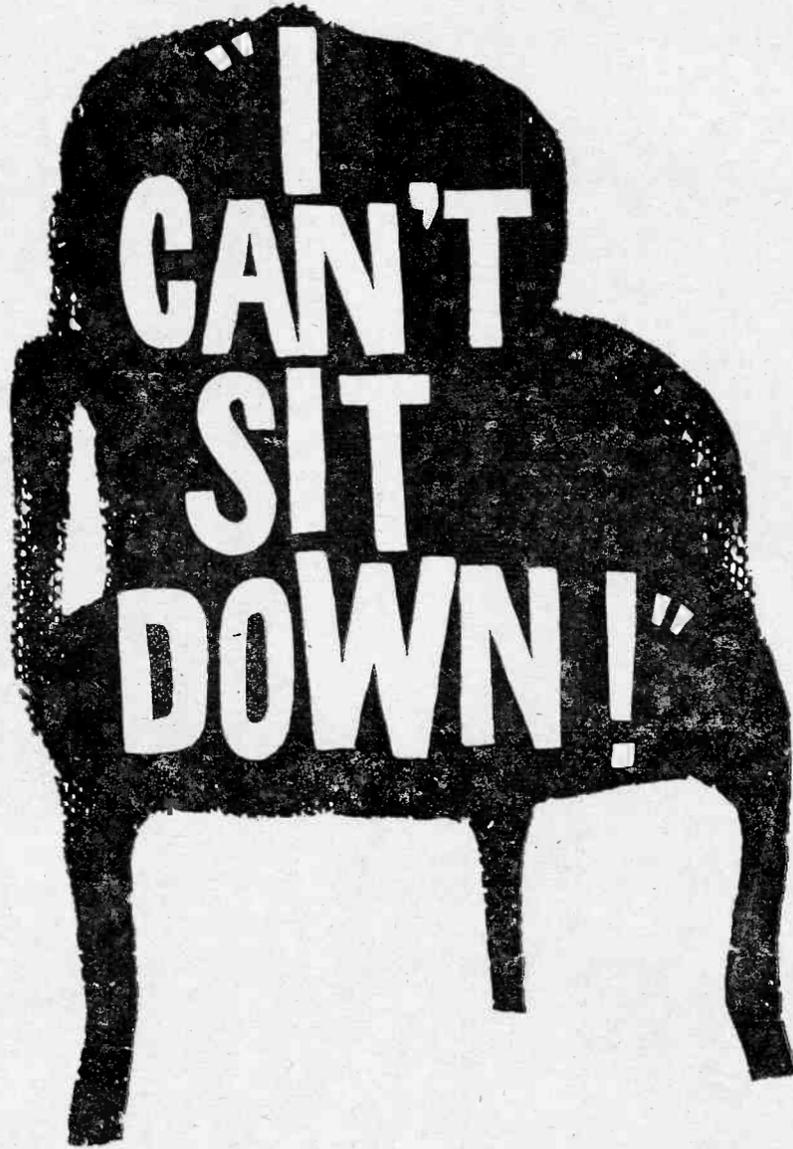
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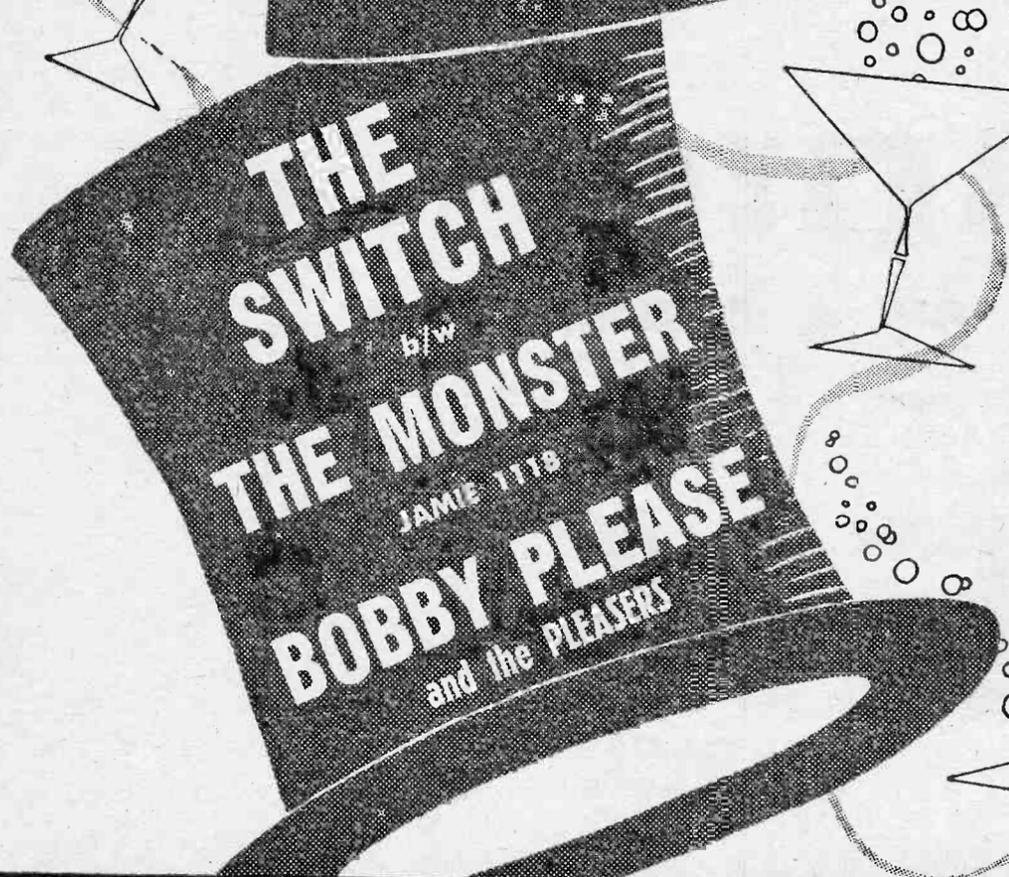
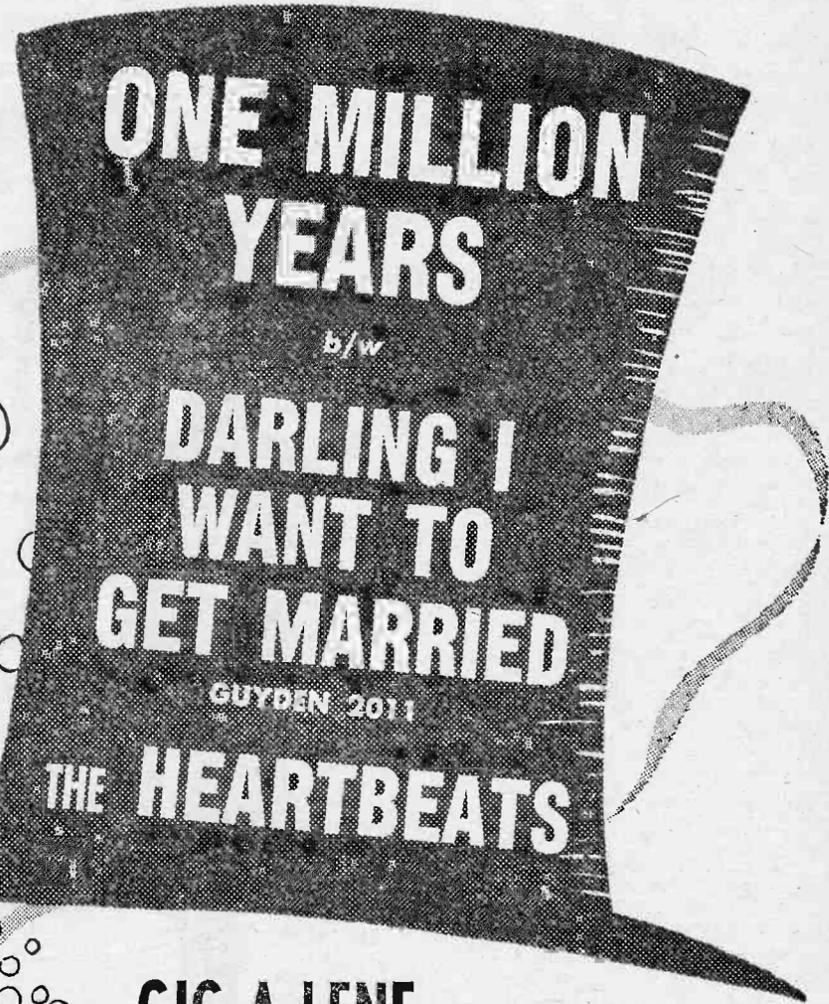
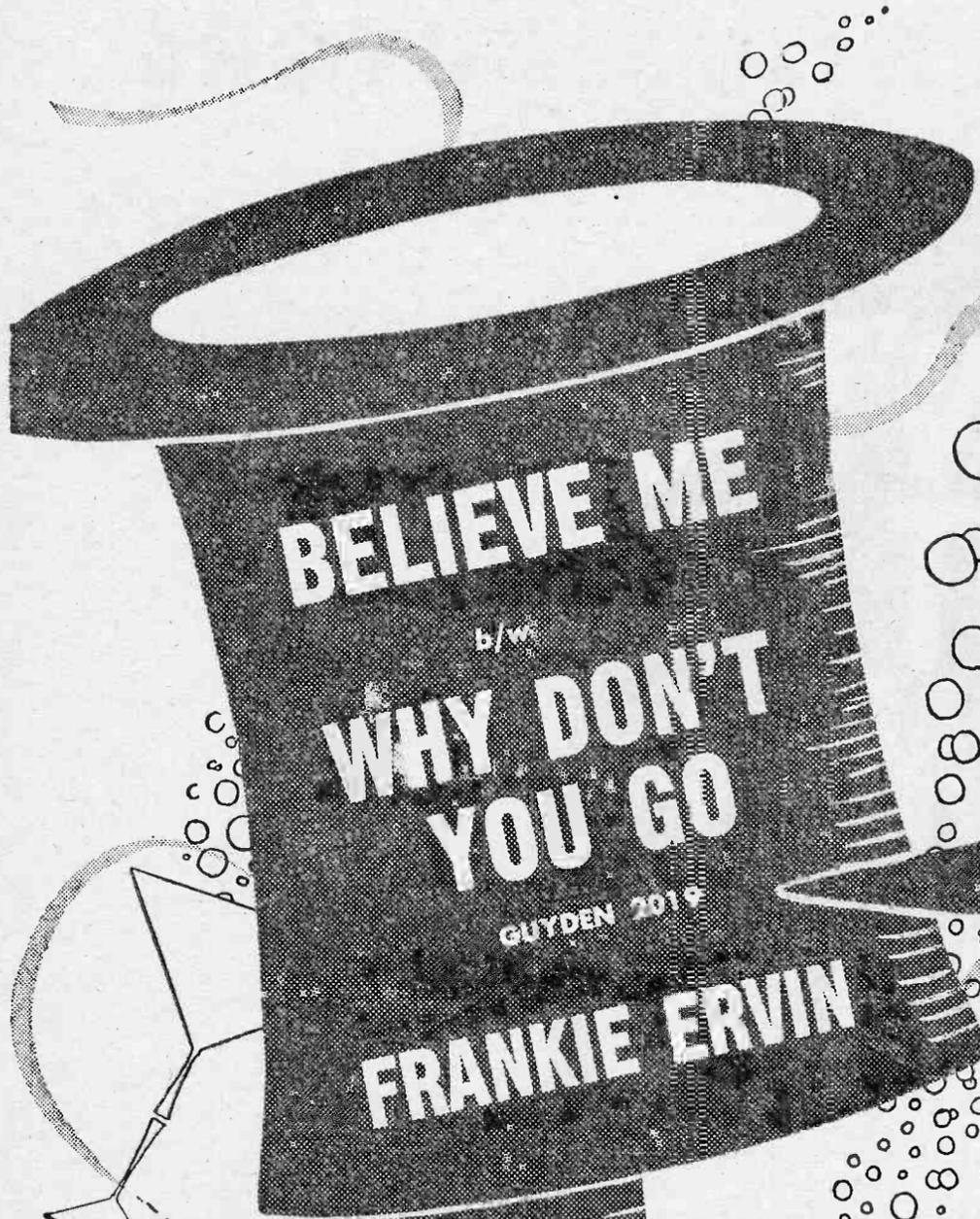
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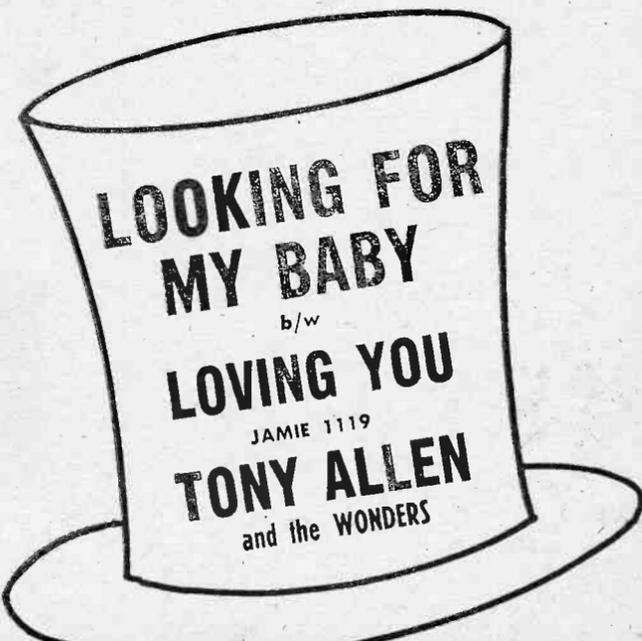
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# VOX JOX

By JUNE BUNDY

**STORZ MEET:** The forthcoming Second Annual Pop Music Disk Jockey Convention and Seminar, again under the sponsorship of the Storz Stations, will spotlight a debate on the relative merits of indie and network broadcasters between NBC executive veepee **Matthew J. Culligan** and indie station chain prexy **Gordon McLendon**. Also on hand for the meet in Miami at the plush Americana Hotel this spring (May 28, 29, 30, 31) will be veteran deejay **Howard Miller**, who will take an active part in the convention. **Todd Storz** reports that hotel reservations for the Florida conclave are going at a rapid rate on a "first-come-first-served basis." Meanwhile, Storz's national program chief, **Bill Stewart** (convention co-ordinator) is asking for suggestions "regarding subjects to be discussed, panelists to be invited, etc." Suggestions and/or reservations should be sent to Stewart, Storz Stations, 820 Kilpatrick Building, Omaha.

**GIMMEX:** As of last Wednesday (11) fem deejay **Jo Warner**, KYTE, Pocatello, Idaho, was going into her ninth consecutive day of marathon broadcasting. She passed the 180-hour mark at midnight and hoped to keep up the wakeathon for a total of 240 hours. Like **Peter Tripp**, WGMG, New York, and other stay-awake jocks, she staged the endurance contest for the benefit of the **March of Dimes**. She broadcasts continuously from a downtown music store.

**Jack Murphy**, WARM, Scranton, Pa., recently ran a contest asking listeners to identify **Clyde McPhatter's** waxing "A Lover's Question," with winner receiving \$5. Altho only a small segment of the Atlantic disk was played, the jock received 1,773 cards and letters in two days. . . . **Tom Edwards**, WERE, Cleveland, suggests that jocks have listeners send in the name of the song they think will win the Academy Award for a contest gimmick.

**Dick Nelson**, KDRO, Sedalia, Mo., is conducting a "Pickle Puckering" contest, whereby dialers may take a bite of a pickle (any kind) and then put the lip imprint on a post card with name and address. Winner will be crowned "King or Queen of Pickle Puckers." Grand prize will be "a king size pickle (any kind)."

**CHANGE OF THEME:** **Robin Seymour**, WKMH, Detroit, named the "outstanding Young Man of the Year" by the Dearborn, Mich., Junior Chamber of Commerce. . . . **Don Loughmane** has been named to the newly created post of station operations manager of WHB, Kansas City, Mo., with administrative duties in both sales and programming for the station. . . . **James H. Quello** has been appointed operations manager and **Reginald P. Merridew** program director of WJR, Detroit.

**Ed Grenman**, WBBM, Chicago, has launched a new folk music show, "Sing Me a Story," on Tuesday nights. Grenman joins **Mike Murphy** and **Lee Young** as deejays at the station. . . . **Don Kelly** has retired as "Morning Mayor" of WDCY, Minneapolis, to become program director. Listeners have been invited to write in votes for their choice of a new "Morning Mayor" to emcee the station's 6-9 a.m. time spot. Nominees include WDCY jocks **Bill Diehl**, **Dan Daniel**, **Jim Ransburg**, and **Stanley Mack**. Kelly will continue his air work at a later hour and on a limited basis.

New staffer at WHTN, Huntington, W. Va., is **Ken Jones**. . . . **Lynn Trammell**, WBAP, Fort Worth, Tex., is emceeing a new "Serenade in the Night" show, featuring poetry and nocturnal mood music from 11 p.m. to midnight. . . . **Don Caldwell** is doing a "TV Dance Party" for Pepsi-Cola on WTRF-TV, Wheeling, W. Va. The show salutes students from local high schools each week. Pepsi has sponsored a segment of Caldwell's radio show over WHLL, same city, for the past year.

**Doyle Cooke**, WSRA, Milton, Fla., notes that his station has launched a new show, "WSRA Musical Survey," featuring disks and news about the music business, at 5 p.m. on Sunday afternoons. . . . **Joe Campbell**, owner and operator of Joe's Record Bar, Fayette, Ala., is looking for a deejay slot on a classical or semi-classical program. He recently graduated from the Midwestern Broadcasting School, Chicago.

**Thomas S. Carr**, is the new manager of WBAL, Baltimore. . . . **Milt Stanley**, formerly with KERP, El Paso, Tex., has joined new station KATR, Corpus Christi, Tex. . . . New program director of WLAM, Lewiston, Me., is **Bob Mowers**, who replaces **Frank Sweeney**, who resigned from WLAM to become afternoon jock on WHOT, Youngstown, O., last week. Mowers will continue to emcee WLAM's "Spinner's Sanctum" from 2 to 6 p.m.

Recent changes at WCAD, Gadsden, Ala., move **Bob Mayne** up to program director, while **Charlie Boman** succeeds Mayne as assistant manager and **Richard Godfrey** is now sports director. . . . **Wes Allen Dripps**, formerly chief engineer of WKYR, Keyser, W. Va., is program director - deejay at new station KDOM, Windom, Minn. . . . **Ed Black**, ex-staffer at KEEP, Twin Falls, Idaho, has joined KGVO, Missoula, Mont., as program director.

**Bruce Morrow** has taken over emcee chores on "The Big Show," Saturday nights over WINS, New York, and a segment of "The Sunday Music Party," from 4 p.m. to midnight. . . . **Jim Aylward**, ex-spinner at WWNH, Rochester-Portsmouth, N. H., has moved to Boston outlet WEEI as a producer. He will handle production chores for the current WEEI-CBS live music and record shows and will "incorporate much of his comedy gimmick material." . . . **Jim Tate** has left KWVL, Waterloo, Ia., to join KOIL, Omaha.

**Norman Wain**, formerly deejay-program director of WDOK, Cleveland, has resigned from that post to become radio-TV director of Wyse Advertising, same city. Wain is currently emceeing the "Friedman Buick Dance Party" on WEWS-TV, Cleveland, every Saturday from noon to 1 p.m.

## ARTISTS' BIOGRAPHIES FOR JOCKEY PROGRAMMING



### Five Bell Notes Have Ringing Hit

The Bell Notes are five teen-aged boys all of whom play one or more instruments and live in Long Island, N. Y.

Seventeen-year-old **Carl Bonura** is the leader and founder of the group. Bonura plays sax and sings. **Ray Ceroni**, at 20, is the group's oldest. Ceroni is the other half of the singing duo and is responsible for the guitar work. **Lenny Giambalvo**, a 19-year-old college freshman, hopes to combine medical studies with his bass fiddle playing. **Pete Kane** and **John Casey**, both 17, play piano and drums respectively.

Local disk jockey **Alan Frederics** was instrumental in helping them get their first recording, "I've Had It," on Time Records, and it's climbing Billboard's charts rapidly.



### 'Rawhide' Scores for Link Wray and Men

**Link Wray** was born in Dunn, N. C., on May 2, 1935. Both of his parents were Holiness preachers, and the artist launched his career by singing in the church choir with his family. He spent two years in the Army, and when stationed in Germany entertained for the Armed Forces Network.

Wray plays drums and bass. He and his two brothers (both of whom are members of The Wray Men) write their own material and arrangements. His first record, "Rumble," turned into a hit and his latest release, "Rawhide," an instrumental on the Epic label, promises to repeat.

At present Wray and his group have just concluded a tour of the South and Southwest. Their most recent TV appearance was on the Dick Clark Show.

### YESTERYEAR'S TOPS—

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

FEBRUARY 12, 1949

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

FEBRUARY 13, 1954

1. Oh, Mein Papa (Oh, My Papa)
2. Stranger in Paradise
3. That's Amore
4. Changing Partners
5. Secret Love
6. Rags to Riches
7. Heart of My Heart
8. Ricochet
9. Till We Two Are One
10. From the Vine Came the Grape
10. Make Love to Me

# ON THE BEAT

By REN GREVATT

Could you ever imagine **Elvis Presley** in the Copacabana? I posed the question to **Eydie Gorme** and **Steve Lawrence**, both of whom might be termed far removed from the Memphis rockabilly in their general approach to a song.

"Absolutely," said Lawrence, "He's one of the few singers around today who have managed to hold on to their appeal. I think he has a great career ahead. I think Presley would probably be one of the greatest drawing cards a club like the Copa ever had."

The young husband and wife team, who are not a team in the show business sense, were particularly high on Presley because of his skill as a performer. They were equally taken with **Johnny Cash** and **Johnny Mathis**. "They are great coming artists because they can perform. They know what to do on a stage. **Tony Bennett** is another record artist who has risen above the normal concept of the record artist today. Bennett is sensational with a live audience."

**Miss Gorme** readily admitted the value of the experience both gained in the early late-night edition of the **Steve Allen** show. "It's the kind of training few artists can get today," she averred. "But before that both Steve and I, as singles, knocked around tank towns across the map doing one-nighters, one-week dates and what have you, for practically peanuts. Neither of us made any money, but the experience we got, before either one of us ever thought of records, helped us more than anyone would ever imagine. That kind of work hardly exists any more."

The couple are currently riding out a two-year Army hitch for Lawrence. They live in a modest apartment on Washington's Connecticut Avenue. Lawrence drives to his post in Fort Myers, Virginia, every day. Right now, he's attached to the U. S. Army band as that unit's official vocalist. He does a weekly CBS radio show with the band, and has a disk jockey show which is aired across the country. "The Army feels Steve is good public relations and they have been very good about his TV engagements," **Eydie Gorme** added.

Asked about the future, after the Army, both doubted that they would form a night club team. "First we'll go to Hawaii and just loaf," declared Lawrence. "We'll both spend our time in hammocks sipping pineapple juice or whatever they drink out there." **Miss Gorme** added that: "When Steve works, I won't work and when I work, he won't. But we'll both continue recording. The main thing is that whatever we do, we'll be together. That's the way it is with us."

**Eydie Gorme's** albums are among the top sellers for ABC-Paramount Records. Her latest is "Love Is a Season." Lawrence just completed his final effort under his Coral contract with **Don Costa** receiving special dispensation from Am-Par to be in on the date. Now, Lawrence is officially with ABC-Paramount too. He's expected to cut his first Am-Par sides on his next weekend pass to New York.

**Philip Warren**, a record distributor in Auckland, New Zealand, has updated us on the disk situation in that down under country. According to Warren: "We have a fair percentage of the hit parade market in this country with material from a number of American companies. However, like a flash of lightning from the heavens, a young man has joined our list of famous recording names and has become the top-selling recording artist in New Zealand. His name is **Johnny Devlin**."

"In less than one year, Johnny has turned into a national institution. Teen-agers in this country have forgotten big overseas artists and flock to buy this young man's recordings released here on our own label, Prestige. His record sales in New Zealand on a population basis with the U. S. A. have sold about two and a half to three million copies."

Warren, in adding a list of Devlin sides, says this should interest a number of American publishing houses. "Doubtless they will be wondering what has stirred new life into their songs, down under." Some of the sides of interest are, "Lawdy Miss Clawdy," "Susie Darlin'," "Slippin' Around," "Hand Jive," "My True Love," "Move It," "Bony Moronie," "Oh, Lonesome Me," and "Whole Lotta Shakin' Goin' On."

**Joni James** recently became one of the first American artists to record an album in England. After a successful venture into TV in Britain, Miss James is figuring on a return visit next month. She'll do two more albums, while her husband, **Tony Aquaviva**, will record several stereo instrumental packages. Miss James also expects to appear in the M-G-M film "Your Cheatin' Heart," based on the life of the late, great **Hank Williams**.

The boys of the Michigan State Prison, Jackson, Mich., have written to thank us for mentioning their recent blood donor drive. **Al (Flat Top) Daly**, who conducts a jockey show at the prison, says that, thanks to **Ben Worthy** of WKMH, Dearborn, Mich., a year's Billboard subscription has recently been donated to the blood donor team. The letter concludes: "Many thanks again and best wishes from your most 'captive' readers." . . . Sunday (15) was set as the day of a "great gospel singing concert and big broadcast of 1959," at Mount Morris Presbyterian Church in Harlem. The bash was to feature "a cascade of gospel singing stars from WHBI, Newark, other stations and Cosmopolitan Records." **Hilda Simms**, the **Flanagan Singers**, the **Gospel Clefs** and **Christine Clark** were to be featured with 50 others.

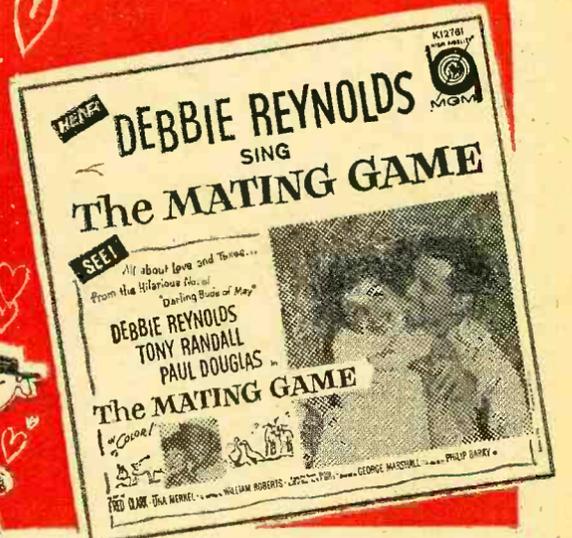


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## Gabor Sells Pressing Plant

NEW YORK — Don Gabor, mahoff of Remington Records, announced the sale this week of his Webster Record Corporation, a pressing plant in Webster, Mass., to a financial syndicate known as Thompson Record Corporation. Intermediary for the sale was Paul Puner, original owner of Musicraft Records and more recently active in the audio-visual field.

Puner explained that the sale came about as a result of Gabor's continuing success with his super-market disk lines. In this connection the point was made that Gabor wanted to devote more time to his expanding disk business and put more capital into its development. Profits realized from the sale were expected to be partially earmarked for this purpose.

Under terms of the deal, Gabor will have a five-year access to at least 50 per cent of the plant's pressing facilities for his various labels. Puner has been retained by the new ownership to manage the plant. He will operate out of resident offices in New York City. Neither Puner nor Gabor would divulge the personnel involved in the Thompson syndicate, which is listed as a Connecticut corporation. Puner would identify them only as "active in many other fields, outside the record business." This statement led to speculation that A. M. Sonabend and the Studebaker-Packard interests might be involved but this was denied by Sonabend (see separate story). The deal also involves options on pressing plants in Montreal and Puerto Rico, which Gabor also controls.

Meanwhile, Gabor was figuring in several legal actions. Earlier, Safeway Stores sued Gabor's Remington firm in a \$90,000 breach of contract action, alleging

## BMI TO PRESENT R&B ACCOLADES

NEW YORK — BMI's achievement awards to publishers and writers in the rhythm and blues field will be presented at a luncheon at the Hotel Pierre Wednesday, February 25.

Sixty-five writers and 46 publishers, from 13 States and the District of Columbia, will be honored at the event.

## Brenda Lee Set for Paris

NEW YORK — Brenda Lee, Decca chanteuse "Rock the Bop," "Dynamite," will play a one-month engagement at the Olympia Theater in Paris, starting March 18, according to her manager, Dub Albritton.

The tot vocalist has had strong disk reaction in France via release of two sides on French Polydor.

that Remington refused to accept returns on disks from a special merchandising campaign. Remington now has instituted a counter suit, which seeks \$49,000 from Safeway for alleged unpaid invoices. In a separate action, Gabor has sued the chain for \$150,000 alleging that the Safeway suit interfered with a number of special deals which Remington was negotiating at the time.

Remington is now also awaiting determination by referee of actual damages in a long-standing suit by Shapiro Bernstein Music, Oxford Music, Meridian Music and St. Nicholas Music. Remington recently lost this Federal Court suit over royalty payments.

## LEGIT MUSICAL REVIEWS

### Gwen Verdon a Radiant 'Redhead'

"Redhead" should be around for a long run due chiefly to the charm and radiance that Gwen Verdon projects. Whenever Miss Verdon is on stage (and fortunately this is often), all is well. She mugs, sings better than passably, and her dancing is splendid to see.

She puts life and color into the only fair score, and her wonderful command of her role makes the routine, whodunnit plot seem better than it is. Richard Kiley also comes across well in the role of her at-first, reluctant suitor.

Costumes and lighting are excellent. The staging in general is good with some really clever stunts. The climax, a very involved chase scene in a wax museum, is hilarious. Bob Fosse, who choreographed and supervised the production, has provided Miss Verdon with some sparkling dance routines, tho some of the dance numbers are quite reminiscent of his earlier efforts. When she's serious, Miss Verdon's dancing is a delight, and in those numbers wherein she's supposed to be awkward, she is comic indeed.

"Uncle Sam Rag," one of the ensemble numbers, is a verveful sequence with a long chorus line in bright costume, moving across the stage in a cockney take-off on various American popular items of the 1890's.

The setting of the show in turn-of-the-century London allows for colorful costumes and several lighting effects, which are displayed with technical skill. The show has its amusing situations and a fair share of funny gags. Chief asset of the production, however, is the winsome Miss Verdon. The original cast album has been recorded by RCA Victor. This can be a profitable item.

Howark Cook.

\* \* \*

### 'She Shall Have Music' Rowdy Fun

After a trial run at the Theater Marquee, a larger house has been obtained for "She Shall Have Music," a strong contender for this season's off-Broadway musical honors. The re-opening is slated for Tuesday (17) at the 41st Street Theater. The larger seating capacity should come in handy as word gets around about this show.

It's good boisterous fun, ranging from suggestive to bawdy. The story is a romp about how the lowliest man in London seeks to make a cuckold of a blustering oaf, even before the latter can wed his innocent country lass. It's at its best when it is most impudent, which, fortunately, is a major part of the time. Louis MacMillan's direction lags only rarely, when the story is taken a mite too seriously and the action gets a little pretentious.

Dede Meyer has turned out 17 songs to go with Stuart Bishop's book, and on the whole they make up a better than average collection. Chappell has bought the publishing rights so it's not too unlikely that an album deal may follow. A few singles also are possible, tho there aren't too many "Hit Parade" contenders. Five ballads all have some potential, namely: "Wonder Where My Heart Is," (has neat folk flavor), "Scarlet Trimmings," "Someday Maybe," "Who Are You" and "One Sweet Moment." There are also a couple of distinctive novelties: "Basic," a fine rhythm number, and "If I Am to Marry You," a humorous patter-type entry.

Cast is well suited to the vehicle, with Lawrence Weber particularly effective as the rake. Biggest laughs were drawn by Skedge Miller as a semi-masculine groom-to-be. Major contributions also were made by Betty Oakes, Barbara Pavell, Lawrence Chelsi and Edgar Daniels.

Sam Chase.

\* \* \*

## NIGHT CLUB REVIEWS

### Four Lads Click at Latin Quarter

The Four Lads prove again that they are one of the most entertaining male vocal groups around today with their current engagement at the Latin Quarter in New York. They grab audience attention with their flashy opener, "Runnin' Wild," and hold it from then on, via their vocalistics, smart pacing and pleasant comedy. The Lads, who punch across every tune to good results, also include a medley of their many record hits, and an old-time song medley which was happily joined by many of the customers in the club on the night caught (10).

The featured performer on the new show at the LQ is comedienne Jean Carroll. She had the large audience in hysterics with her many one-line gags and stories, many of which were pungent, but great for a night club crowd. The rest of the LQ show is the same as previously reviewed, but it is still opulent, eye-filling and a solid buy for the money.

Bob Rolontz.

\* \* \*

### Hightower in Pleasant Club Debut

Thrush Donna Hightower made her New York club debut at the Village Vanguard last week. The singer, who has an album out on Capitol, is in the mold of Dakota Staton, but she does not reach the same level of excitement with her vocalizing as the latter. Miss Hightower sold her ballads, such as "C'est La Vie," and "Don't Take Your Love From Me" with warmth and feeling, but on her rhythm tunes she failed to make the same impression.

The Max Roach quartet and the Red Garland Trio are also on the bill along with Miss Hightower. The Roach combo now consists of the leader on drums, George Coleman on tenor, Bokker Little on trumpet, Ray Draper on tuba and Art Davis on bass. The group comes thru with exciting hard bop, sparked by Roach, tenorman Coleman and trumpeter Little. Red Garland turned in some easy-going piano solos on this turn around, supported by Specs Wright on drums and Doug Watkins on bass.

Bob Rolontz.

## ROUTINE IN '59; STUNNING IN '49

HOLLYWOOD — This is one of those "Signs-of-our-times" stories. Capitol is hitting the market with 88 separate albums during February. This sizable release is rather routine according to the firm's current standards. A mere decade ago, Capitol's album product issued during the entire year of 1949 consisted of 75 packages. Albums released during the company's first five years (1942-1947) numbered but 63.

Eighty-eight packages released this month break down as follows: 14 pop, 4 Capitol - of - the - World, 14 Capitol classical, 9 Angel—all monaural; 29 pop, 2 Capitol - of - the - World, 8 Capitol classic, 8 Angel—all stereo.

## Maxin Outlines Heller's New MGM Duties

NEW YORK — Eddie Heller, colorful a.&r. man who recently ankleed the RCA Victor scene, has joined M-G-M Records. Heller, who like M-G-M Records chief, Arnie Maxin, hails from the Quaker City of Philadelphia, will concentrate mainly on what Maxin described as "an album series with an exciting new twist." He will also focus on special singles a.&r. duties.

Heller will not only produce disks but will take part in their merchandising and exploitation as well. This function will be co-ordinated with Charlie Hasin, sales chief, and promotion and advertising head, Sol Handwerker. This marks an extension of Maxin's new philosophy which finds a.&r. men creating and then "running" with their creations.

Initial Heller LP project, recording of Aaron Bell ork in themes from the TV series, "Peter Gunn," to appear on the \$1.98 Lion line, was completed this week. Earlier, Heller had cut a single of "The Elephant Walk," by the Chords on Metro.

## Welk Makes Dot Debut This Month

HOLLYWOOD — Lawrence Welk makes his initial appearance under the Dot banner in the label's February album release. Package is titled "Mr. Music Maker—Lawrence Welk, and consists of dance medleys comprised of fox-trots, polkas and waltzes. Welk, long a mainstay at Coral, signed a long-term exclusive pact with Dot late last year.

Other albums in Dot's seven-package February release include "Pat Boone Sings," Eddie Peabody's six LP's for Dot, a Lonnie Donegan package of spirituals, blues and folk songs; albums by Bob Crosby, the Clark Sisters and the debut release of "Don, Dick and Jimmy," round out the release.

## Shapiro Sets S. A. Trek

NEW YORK — Nat Shapiro, Columbia Records' international a.&r. co-ordinator, leaves this week (17) for a trip thru Central and South America. He will visit all Columbia Records affiliates on his Latin trek, and bring back material for the label's "Adventures in Sound" series.

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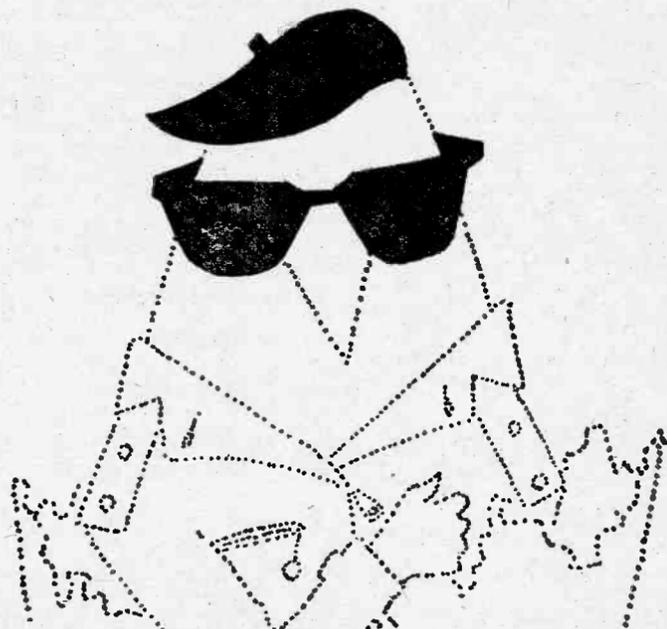
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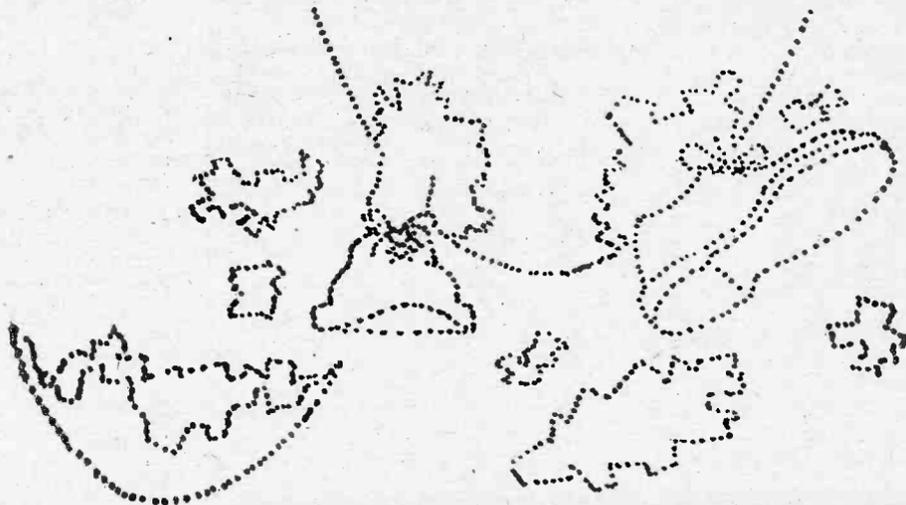
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Through these and other avenues, The Billboard delivers—every week—a countless number of song, record and artist exposures, thus providing a service immeasurable in its value to the growth and prosperity of the industry.

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The Billboard will be the sole publication whose material will be used on a regular basis for record programming features by UPI.

"...the most accurate, the most up-to-date and the most authentic music news and listing..."

"Because Billboard record data is so vital a music programming tool..."

"...in response to requests for this material by the stations themselves"

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

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

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

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

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

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

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

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

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

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

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

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

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**'LONELY NIGHTS'**  
checker 916

**'I'M SORRY'**  
**Bo Diddley**  
checker 914

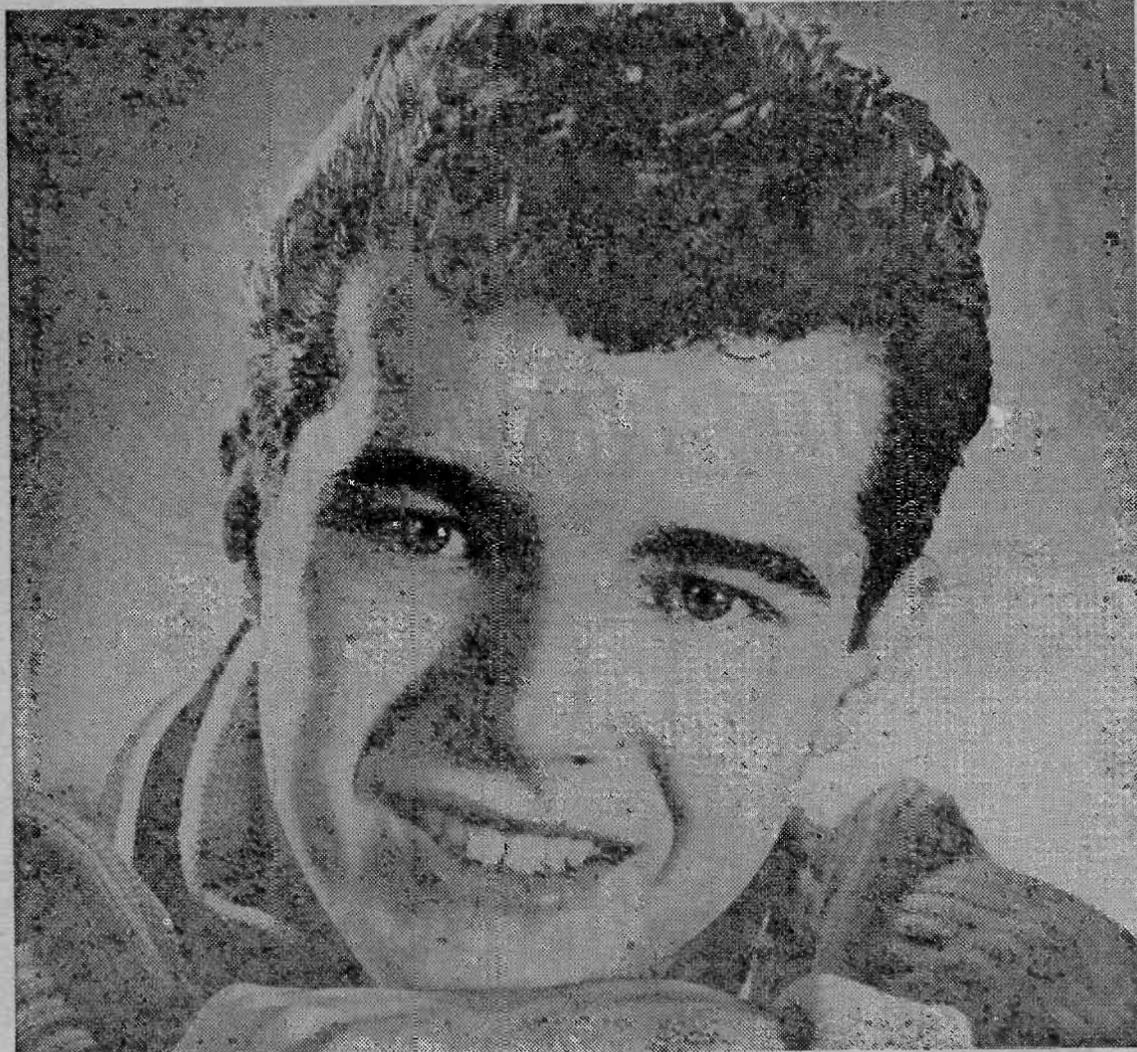
**'A FOOL SUCH AS I'**  
**PAT O'DEA**  
argo 5325

1959's TOP NOVELTY  
**'Whatcha Doin' In The Woods'**  
**GLORIA MAY**  
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## DISTRIBUTOR NEWS

By HOWARD COOK

CHICAGO: Joan Karras of The Billboard reports the following action among Windy City distributors: Tops at Capitol Records Distributing Corporation are "I've Got You Under My Skin" by Louis Prima and Keely Smith, "Catch a Little Moonbeam" by the Rinky Dinks and "Peter Gunn" by the Ray Anthony Ork. At Columbia Records Distributing Company "Don't Take Your Guns to Town" by Johnny Cash, "The Children's Marching Song" by Mitch Miller and "The Hanging Tree" by Marty Robbins are the head items. Strongest pop platters at United Record Distributors are "Joannie" by Johnny Bane & the Impala Singers on Vision, "Sugar Plum" by Mel Albert on Apollo and "Be Eve: Wonderful" by Ted Taylor on Duke. Best-selling r.&b. disks at United are "That Will Never Do" by Little Milton on Bobbin, "Worry, Worry" by B. B. King on Kent and "You're Gonna Need Someone" by Nappy Brown on Savoy. James H. Martin lists "With the Wind and the Rain in Your Hair" by Pat Boone as his strongest seller. Following are "The Shag" by Billy Graves on Monument and "Hawaiian War Chant" by Bill Vaughn on Dot. Heading the list of best sellers of Music Distributors are "The Story of My Love" by Conway Twitty, "My Happiness" by Connie Francis and "Please, Mr. Sun" by Tommy Edwards. Decca Records Distributing Company lists "Hummin' the Blues Over You" by Brenda Lee, "Evening Rain" by Earl Grant and "Dinah Cha Cha" by the Tommy Dorsey-Warren Covington Ork. Fastest moving Coral records are "May You Always" by the McGuire Sisters, "Nola" by Billy Williams and "My Darling's Earrings" by Nick Noble. Top Brunswick platter is "Lonely Teardrops" by Jackie Wilson. RCA Victor best-sellers are "Chip Off the Old Block" by Eddy Arnold, "Hiawatha" by Buddy McCoy and "Tomboy" by Perry Como. Midwest Mercury names "It's Just a Matter of Time" by Brook Benton, "I Got a Wife" by the Mark IV and "She Say (Oom Dooby Doom)" by the Diamonds. Strongest sellers at MS distributors are "Alvin's Harmonica" by David Seville & the Chipmunks on Liberty, "Charlie Brown" by the Coasters on Atco and "Plain Jane" by Bobby Darin on Atco. All-State's best-selling records are "Donna" by Ritchie Valens on Del Fi, "I Cried a Tear" by LaVern Baker on Atlantic and "Lonely One" by Duane Eddy. Lenny Carmisa's strongest items are "Where Were You (On Our Wedding Day)" by Lloyd Price on ABC-Paramount, "Who's That Knockin'" by the Genies on Shad and "Fried Eggs" by the Intruders on Fame. Chicago Manufacturers names "This Could Go on Forever" by Rod Bernard on Argo, "Glass Cutter" by Dale Hawkins on Checker and "I'm Sorry" by Bo Diddley on Checker. Thanks a million, Joan.

MILWAUKEE: Benn Ollman, Billboard correspondent in Milwaukee writes of the following action among Milwaukee distributors: Malcolm Lewis is now working for Garmisa Distributing. Top numbers are "Stagger Lee" by Lloyd Price, "Manhattan Spiritual" by Reg Owen on Palette, "I'm a Man" by Fabian on Chancellor, "Gazachstahagen" by the Wild Oats on United Artists, "Petite Fleur" by Chris Barber on Laurie and "Rummy Polka" by the Matys Brothers on Sunnyside. Ken Sidmore, formerly with the J. L. Hudson Company in Detroit, is now on the staff of Sherco, Inc. Heaviest orders are for the Crown LP, "Salute to Benny Goodman." "Nautilus" on Colpix is also moving strongly. Bill Farr of Morely Murphy Company, Columbia Records Distributors, reports heavy action on "The Girl on Page 44" by the Four Lads. The deejay contest is proving successful. Other top Columbia platters are "Don't Take Your Guns to Town" by Johnny Cash, "The Children's Marching Song" by Mitch Miller and "I Had a Dream" by the Kirby Stone IV. Don Smith of Records Unlimited, Inc., mentions heavy sales for "Lost Love" by Roland Stone on U. S. A. "The Ole Sumner's Strut" by the Nu Tornados is also selling well. Ditto "Lonely One" by Duane Eddy. Top LP's are "Ricky Sings Again" by Ricky Nelson on Imperial and "Jack Scott Sings Again" on Carlton. Bob Thompson of Capitol Records lists "Peter Gunn" by Ray Anthony, "Sally" by the Kingston Trio and "My Man" by Peggy Lee. Best selling album is "From the 'Hungry i'" by the Kingston Trio. Jerry Puboda is the new sales staffer for the Taylor Electric Company, RCA Victor distributors. Top singles, according to Bob Mahl, are "Who Cares" by Don Gibson and "Peter Gunn" by Henry Mancini. Mahl also reports that a great deal of effort is being put into dealer and radio tie-ins for Van Cliburn's concert later this month. Top Mercury wax, says Don Thorn, is "I've Got a Wife" by the Mark IV, "It's Just a Matter of Time" by Brook Benton and "She Say" by the Diamonds. "Improvisations in Music" by Nichols and May is the top

(Continued on page 22)

3

HITS! UNDER ONE ROOF

**UA**

UNITED ARTISTS RECORDS

## Westminster March Agenda

NEW YORK — Westminster Records is continuing its project of recording great choral works plus all the Scarlatti Sonatas for harpsichord with its new March releases. And the firm has completed its recordings of the "Song and Dances of Spain" with the 11th and final LP in the series to be issued next month. Firm's newest choral recording is Hanel's complete "Judas Maccadaeus" with the University of Utah Chorus and the Utah Symphony plus soloists. The label has also a flock of other classical works set for the March release.

On the popular side the Westminster label will issue three new sets, including another jazz album by Cy Coleman. Coleman's jazz version of "The Flower Drum Song" was the first jazz LP ever issued by the firm. New Coleman set is titled "Why Try to Change Me Now."

BILLY BARNES

**I'M COMING TO SEE YOU**

b/w

**WHAT AM I SUPPOSED**

**TO DO**

UA 157

MARV JOHNSON

THE ORIGINAL VERSION

OF

**COME TO ME**

b/w

WHISPER

UA 160

AL CASEY

**THE STINGER**

b/w

KEEP TALKING

UA 158



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# "YANCY DERRINGER"

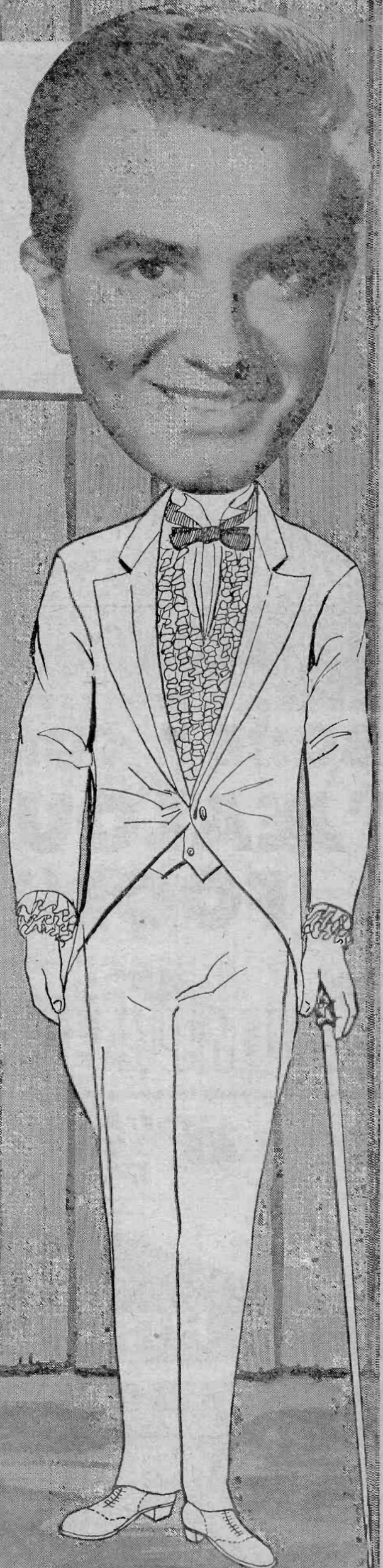
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CONWAY  
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THE STORY  
OF MY  
LOVE

MGM K12748

JAYE P.  
MORGAN  
ARE YOU  
LONESOME  
TONIGHT

MGM K12752

FRAN  
WARREN  
SHAME  
AS LONG  
AS YOU  
BELIEVE  
ME

MGM K12753

SAM  
(THE MAN)  
TAYLOR  
BUCKS  
COUNTY  
BOUNCE  
BODY  
AND  
SOUL

MGM K12756

## Bill to Give Tax Break to Self-Employed

WASHINGTON — The House is moving briskly toward passage of a bill to allow a tax break for the self-employed, in amusement and other fields, to provide for voluntary pension plans. Also in the pension area, Rep. A. Ashley (D., O.) has urged passage of his bill to permit pensioned veterans to retain eligibility for veterans' benefits, which would be canceled in many ways by last session's raise in Social Security rates.

The House Ways and Means Committee ignored Treasury objections last week, and voted out of committee a bill permitting tax deduction of 10 per cent of income, or \$2,500 a year, whichever is smaller, for retirement funds for the self-employed. A similar bill passed the House last session, but was lost in the Senate in the closing rush.

Treasury officials say the bill will cost the government over \$350 million a year in tax money needed to balance the President's budget, already in a precarious state.

In introducing his measure for pensioned veterans, Ashley cited a typical case in which the 7 per cent Social Security raise would increase a man's income by \$74 a year, but cost him his veteran's disability pension of \$942 a year. Ashley urged prompt action by House Committee on Veterans Affairs. The bill would allow single veterans to receive \$1,650 a year income; married veterans, \$3,350, while still retaining eligibility for veterans' benefits.

## New Start for Peak Label

PHILADELPHIA — Jimmy Myers, well-known Quaker City music man and chairman of Richloy Records, Inc., has announced reactivation of the Peak label here. Originally the label had a disking by Billy Duke and the Dukes of "Chalypso."

Set for early release is a coupling by Jimmy DeKnight and the Knights of Rhythm, including "Rock Around the Clock," and "Rock Around the Clock Cha Cha." Richloy, a one-stop here, is a wholly owned subsidiary of Myers Music, publisher of the song. The new disk will also be released in England, the Continent, Latin America and Japan.

## Merc Adds 2 N. Y. Staffers

NEW YORK — Two appointments to the New York Mercury Records staff were announced this week by Wilma Cozart, veepee and classical a.&r. director of the label. Sandra Berger, formerly Miss Cozart's assistant has been named production co-ordinator, while Edward Van Neal has been added to the staff for music editing and library work. The expanding scope of operation of the department made the changes necessary, Miss Cozart said.

## UA Acquires Master

NEW YORK — United Artists Records has purchased a master, "Come to Me," b-w "Whisper" by Marv Johnson, from Tamla Records, a Detroit label. Price paid for the disk was not available.

The sides were recorded by Berry Gordy, manager of Jackie Wilson and cleffer of Wilson's current hit, "Lonely Heartdrops." Several covers of "Come to Me," the key side, are rumored due.

## FOLK TALENT & TUNES

By BILL SACHS

### Around the Horn

"Jubilee U.S.A." travels to Detroit this week to originate Saturday's (21) ABC-TV show before 4,500 dealers affiliated with its sponsor, the manufacturer of Massey-Ferguson farm equipment. In addition to Red Foley and announcer Joe Slattery, the roster will include Marvin Rainwater, Uncle Cyp Brasfield, Chuck Bowers, the Jubilee Promenaders with L. D. Keller, and Slim Wilson's Jubilee Band, plus guests Eddy Arnold, Betty Johnson, Toronto's Hames Sisters Trio and West Coast comedian Shug Fisher. Already on the scene in Detroit to make preparations are executive producers Si Siman and John Mahaffey, producer Bryan Bisney and assistant Bill Ring, scenic artist Don Sebring, and scripters Bob Tubert and Don Richardson. Show personnel arrives in the Motor City Thursday (19).

"Grand Ole Opry's" Roy Acuff and His Smokey Mountain Boys, the Wilburn Brothers and June Webb are slated to embark soon on a tour of Australia and possibly Hawaii. . . . Ferlin Husky is appearing as a daily feature on the Peter Lind Hayes show over ABC-TV this week (16-20). . . . Faron Young takes the emcee spot on the Prince Albert portion of "Grand Ole Opry" over NBC radio Saturday (21), with Kitty Wells as special guest. . . . Randy Sparks and Eddy Akridge will guest Saturday (21) on Nat Nigberg's "Country America" via KABC-TV, Los Angeles, with the Louvin Brothers set for February 28; Bob Willis and His Texas Playboys, March 7, and Leon McAuliff and His Cimarron Boys, March 21. Nigberg recently inked a booking pact with MCA.

The Browns, Jim Edward, Maxine and Bonnie, show their wares in the guest slot on "Louisiana Hayride," Shreveport, Saturday (21), with Johnny Cash and the Tennessee Two heading up a homecoming celebration on "Hayride" March 7. . . . Hal Willis, Canadian lad new on Decca, is plugging his first release for the label, "Only the Tender, Young Hearts" b/w "I'm Gonna Hitch My Hotrod to a Star." Scoopie Brucie Harper, platter-spinner at WLAC, Nashville, is handling publicity and promotion on Willis. . . . A package highlighting Jim Reeves, Hank Locklin, Jean Shephard and Marvin Rainwater launch a seven-day tour of Midwestern States at Kansas City, Kan., Easter Sunday, March 29. Reeves is set on a string of one-nighters that will keep him away from Nashville until April 6.

Abbie Neal and Her Ranch Girls, busy in the Pittsburgh sector in recent months, including a weekly TV show on WJAC-TV, Johnstown, Pa., have just begun a four-month tour of the Western States. Abbie and her gals kicked off the trek with a week's engagement at the Canyon Lake Supper Club, Rapid City, S. D., beginning February 9. On Monday (16) the combo began a month's return engagement at the Commercial Hotel, Elko, Neb., to be followed by a month's stay at the Mapes Hotel, Reno, Nev. They return to the Commercial Hotel in Elko for a limited stand before heading back to Pittsburgh. The girls are slated to resume on WJAC-TV in July. In the meantime the station is filling the time slot with the "Abbie Neal Film Series."

Guesting with Red Foley on "Jubilee U.S.A." from Spring-

field, Mo., Saturday, February 28, will be Red Allen. "The Red Foley Show," on NBC radio, this Saturday (21) presents as special guests the Jordanaires. . . . Denver Duke and Jeffrey Null's new release on the Guitar label couples "Tears in the Wind" with "I'm Jealous." . . . Ned Landry, twice winner of the Music Festival held annually at Shelburne, Ont., which carries with it the title of champion fiddler of North America, according to the promoters of the event, plans to tour the States soon with a band recruited in this country. Landry is working under the guidance of Gerry O'Brien, St. John, N. B., agent.

### With the Jockeys

Red Howard, veteran staff member of Station WIBM, Jackson, Mich., and who for the last three years has been spinning a nightly country music platter show there, phones in to say that he's been experiencing considerable trouble in getting enough sample wax for programming. He promises to put to the best of use any records the artists or the waxworks might send him. . . . Pete Wasilka sends out an S.O.S. for c.&w. disks to be featured on a taped platter seg to be heard over five Central Pennsylvania stations that make up the Allegheny Mountain Network. It will mark the first time the stations have aired country music. Wasilka gets his mail at Brisbin, Pa. . . . Clyde Beaver, deejay-entertainer, has shifted his country platter-spinning activity to WCQS, Queen City Broadcasting System station at Alma, Ga.

"We at Station WHOW, Clinton, Ill., read and use The Billboard in programming and selecting new records," write the lads who handle the operation at that Cornbelt Broadcasting Company 1,000-watter. "We never miss reading your articles concerning country music. We are mighty proud to be associated with country music. Thus, we cannot overlook the statement made recently by a deejay from Pekin, Ill., that his station had the only regular country music show in Central Illinois. We are the country music capital of Illinois. We play over seven hours a day country music, six days a week, and two and a half hours on Sunday. We play more country music than any other daytime radio station in Illinois, and we are located in the center of the State. We are in dire need of good country records, especially from Columbia, MGM and Decca."

Johnny Pumhandle, who started on KPER, Gilroy, Calif., three months ago with a half-hour live show on Saturdays with his band, the Texas Pals, has had his time extended to one hour. In addition, he has been given a three-hour c.&w. deejay stint on the same station, and says he is in need of c.&w. wax. "I have complete freedom of choice of selections," scribbles Johnny, "and I promise I'll plug anything you can help me secure." Pumhandle and his combo doubles on niteries in the area and appear each Saturday night at the IFDES Hall in Gilroy. . . . Jimmie (Rocky) Star infos from Keokuk, Ia., that he's now taping c.&w. shows for two stations in that area and would welcome deejay samples from the waxworks. His address is 222½ Concert Street, Keokuk, where he recently opened his Allstar Music & Advertising Service. He reports that he is also angling to rep several labels in that area on promotion.

# MUSIC AS WRITTEN

By BOB ROLONTZ

## CLIBURN AT MADISON SQUARE GARDEN

Van Cliburn will perform at Madison Square Garden for 18,000 high school students of the New York City area in a special concert to be given by the New York Philharmonic on March 16. The Philharmonic will be conducted by Harry John Brown for this special event which will take place in the afternoon. Idea for the teen-age concert was originated by the pianist who has given many concerts for school children in different cities thruout the country over the past six months. Cliburn and Brown are donating their services for this concert. Student tickets are priced at 50 cents and will be sold thru the public and parochial schools.

## New York

Sammy Fain and Paul Francis Webster have penned the score for the forthcoming TV show "A Diamond for Carla" which will be presented by the Desilu Playhouse of CBS-TV. Frank DeVol will adapt and conduct the show which will be produced by Johnny Green. . . . Dave Cogan, head of the accounting office of Cogan and Epstein, accountants to a host of theatrical names, is co-producer of the forthcoming Broadway show "A Raisin in the Sun." . . . Guy Mitchell will sing the title tune of the new Bob Hope flick "Alias Jesse James." Tune was penned by Marilyn and Joe Hooven and By Dunham. . . . Irving Deutch is flipping over the renewed action of the Johnny Nash waxing of "Walk With Faith in Your Heart" on the ABC-Paramount label. . . . Robert Q. Lewis is waxing another kiddie album for M-G-M. This is called "A Community Sing of 60 All-Time Favorite Children's Songs," and the comic will be accompanied by eight youngsters.

Georgia Gibbs is now appearing at the Diplomat Hotel in Hollywood, Fla. . . . Gretchen Wyler opened at the Shamrock Hotel in Houston this week. . . . Jimmy Clanton leaves for a Honolulu tour early in March. . . . Eydie Gorme opens at the Eden Roc, Miami, next week. . . . Counterpoint Records has entered the pop singles field. Label has signed Vivian Lori, and Joey Castle and the Knights. . . . Urania Records has signed Ray Seide as art director. . . . Pat Jordan has left his directorial post at Mutual Broadcasting System to head up the new label American Stereophonic Society Records, which also releases disks under the Harvest label. . . . Buddy Johnson and his Ork, and thrush Ella Johnson have been signed by Roulette Records. . . . Roulette artists out on the road working on their new recordings include Cathy Carr, Frankie Lyman and The Playmates. . . . Station WOL in Washington is carrying live shows from The Birdland in New York and the Showboat in Washington every Saturday night.

Clyde McPhatter and the Harry Edison Quartet will open at the Village Vanguard in New York on Tuesday (17). . . . Bobby Short has been held over at the Weylin Hotel in New York for three more months. . . . Sandy Beck of Custom Distributing in Celveland is touting the Celveland Symphony Orchestra in a spirit of civic pride and because he thinks it's a great orchestra and because the orchestra records for Epic, a line he handles. It is a fine orchestra. . . . Herman J. Houck has been appointed advertising manager of the magazine Jazz, a quarterly published on the West Coast by Ralph Gleason. Houck is the brother of Carl Houck, a Fantasy Records exec. . . . Fabian was picked as the most promising male vocalist of 1958 by listeners to the Dick Clark TV Show.

There will be another Playboy LP this year featuring the jazz artists that have won the magazine's reader poll. This year's LP will contain sides from various record labels. It will be a twin-pocket set titled "The Playboy Jazz All-Stars - Vol. II." . . . Counterpoint Records has signed singer Pat Montaine. . . . George Frazier has contributed a piece called "The Story of Jazz" to the March issue of Coronet. . . . Thelonius Monk will give a concert at Town Hall in New York on February 28. . . . Jerome Hines is waxing an album of Negro spirituals with the Skitch Henderson Ork for RCA Victor. . . . Dee Lawson and Her Trio will be at Andre's Club in Great Neck, Long Island, starting this week. . . . Bobby Scott married non-pro Nancy Forsythe in Illinois last week. . . . Nat Hentoff has written an article about Miles Davis for the March Esquire!

Leo Cluesmann retired from the International executive board of the AFM last week, and was succeeded as secretary of the International Musicians Union by Stanley Ballard of Minneapolis. Cluesmann's unexpired term on the Federation executive board was filled by Al Manuti, prexy of Local 802 of New York, who was elected by the Federation executive board to the post. Cluesmann was elected Secretary Emeritus by the board. . . . The U. S. Army Recruiting Service swung into high gear this week when it launched its third 13-week series of country and western music shows which are carried by 150 TV stations. . . . Morty Palitz, Jubilee a.&c. chief, is in Europe visiting overseas distributors for the label. He'll be back in the U. S. by next week. . . . Kay Thompson leaves this week (17) for Moscow to visit with Russian entertainers (that's what the press release says.) . . . Gene Gotthel, formerly with Leslie Distributing, New York, is now with Trinity Distributors in Connecticut.

## Chicago

Lynn Jenks legs out of the branch managership of Disney Records here, being replaced temporarily by Bob Auerbach, art director of Walt Disney Music. . . . David Allen, after a number of years out of circulation, opens at Mister Kelly's March 2, about same time his Warner Bros. LP due to hit the browser racks. . . . Chico Hamilton, also on WB, holds at Sutherland Hotel till February 22. . . . At Marienthal Brothers' two spas, London House is hosting Jonah Jones and Mister Kelly's lit up by Ella Fitzgerald. . . . Monique Van Vooren booked for two nights at Chez Paree February 16 and 17, pending Jerry Lewis opening on 18.

# Canadian Air Music Fees Set

TORONTO — Swift agreement was reached for the 1959 fees to be charged Canadian broadcasters by two Canadian performing rights societies.

BMI amended its schedule of fees for broadcasters, adopting a method first used by Composers, Authors and Publishers, Canadian counterpart of ASCAP.

It collects fees of three-quarters of 1 per cent of a radio station's gross revenues, less the station's payments for commissions to recognized advertising agencies, 15 per cent sales commissions and production charges.

From TV stations, BMI originally proposed a flat sum of \$54,500 to be apportioned among the stations but set a percentage rate of three-fifths of 1 per cent.

The method of collection will be paid on a station's gross revenues for the second month preceding that in which the performance takes place. Thus, the fee for January, 1959, would be calculated on the revenues of the station in November, 1958.

CAPAC's fee of 2 per cent of gross revenues from private stations remains unchanged, but its fee for Canadian Broadcasting Corporation is increased from 1.8 to 2 cents per capita of the population reported by the Bureau of Statistics.

# Urania Offers Two Stereo LP 'Firsts'

NEW YORK — New Urania album product is high-lighted by the first stereo recording of Beethoven's "Missa Solemnis," done by the German Philharmonic Orchestra and chorus, with four vocalists. Other classical stereo packages include a two-disk set of highlights from "Die Meistersinger," with Carl Bamberger conducting the Frankfurt Opera Orchestra and chorus; Mendelssohn's "Italian" Symphony, with Sir Eugene Coossens conducting the London Philharmonic, backed with Mendelssohn's "Trumpet Overture in C," by the Vienna State Opera Orchestra batoned by Hans Swarowsky. Latter, with the Vienna Philharmonica Symphony, is also represented with another stereo first, Tchaikovsky's "First Symphony." An opera sampler and a package of Bach organ repertoire by Robert Noehren fill out the classical release. The Mendelssohn and Tchaikovsky and the Noehren packages are also issued monaurally.

Pop release contains a stereo package of popular marches by the West German Army Band; "Jazz at Stereoville," with Coleman Hawkins and other noted jazzmen. These are also available monaurally.

# Diamond Joins CCNY Staff

NEW YORK—Israel Diamond, director of logging at BMI, has been appointed to the statistics staff of the department of Business Administration of the City College of New York. Diamond will teach a course in mechanized control systems in business during the day session of the 1959 spring semester. Diamond, a writer and editor on the subject of mechanized control systems, has a broad experience in the field.

All the news of your industry every week in The Billboard . . .

MGM Records

JONI

JAMES

THERE MUST BE A WAY

MGM K12746

MAURICE

CHEVALIER

NOBODY THROW THOSE BULL

QUEL TEMPS

MGM K12759

TOMMY

EDWARDS

PLEASE MR. SUN

MGM K12757



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*his first  
record and  
a two-sided  
smash!*

**'BREAK  
THE  
CHAIN'**

**'I'LL PUT A  
STRING ON  
YOUR FINGER'**

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BUFFALO, N. Y.  
Scan Dist.  
CHICAGO, ILL.  
M & S Dist.  
CINCINNATI, O.  
A & I Dist.

CLEVELAND, O.  
Benart Dist.  
DETROIT, MICH.  
Pan-American Dist. Co.  
EAST HARTFORD, CONN.  
Allied Record Dist.  
JACKSONVILLE, FLA.  
Binkley Dist. Co.  
KANSAS CITY, MO.  
Choice Dist.  
LOS ANGELES, CALIF.  
Hart Dist.

MEMPHIS, TENN.  
Music Sales Dist.  
MIAMI, FLORIDA  
Binkley Dist.  
MILWAUKEE, WIS.  
Lieberman Dist.  
MINNEAPOLIS, MINN.  
Harold N. Lieberman Co.  
NEW ORLEANS, LA.  
All South Dist.  
NEW YORK, N. Y.  
Portem Dist.

OMAHA, NEBR.  
Choice Dist.  
PHILADELPHIA, PA.  
Marnel Dist.  
PITTSBURGH, PA.  
Remlee Dist.  
RICHMOND, VA.  
Allen Dist.  
ST. LOUIS, MO.  
Choice Dist.  
SAN FRANCISCO, CALIF.  
Hart Dist.  
SEATTLE, WASH.  
Stanley Dist.

Some  
areas  
still  
open



**PROVEN BY SALES AS THE  
BEST SELLING VERSION!**

**THE**

**MORGAN BROS.**

**MOOLA**

The word 'MOOLA' is written in large, bold, black letters. The letter 'O' is significantly larger than the others and contains three black and white portraits of the Morgan Brothers stacked vertically. The top portrait is the smallest, the middle one is medium-sized, and the bottom one is the largest, all fitting within the curve of the 'O'.

**Orchestra Conducted by LeRoy Holmes**

**MGM K12747**

## 39 Stereo LP's in Cap Issue

• Continued from page 2

Judy Garland, Gordon MacRae, Guy Lombardo, Les Brown, Gordon Jenkins, Fred Waring, Keely Smith, Meredith Wilson, among others.

Cap of the World series includes Norrie Paramor's "Zodiac Suite" and a package of "Guatemalan Marimba Music."

from the George Pal Production "Tom Thumb"  
An M-G-M Release

**tom thumb's tune**

ROBBINS MUSIC CORPORATION

**3 BIG ONES FROM MPHC**

**DEARER THAN DEAR**  
ROGER WILLIAMS KAPP

**THE HANGING TREE**  
MARTY ROBBINS COLUMBIA

**TRUST IN ME**  
PATTI PAGE MERCURY

"ARE YOU LONESOME TONIGHT?"  
J. P. Morgan—MGM

"I KNEEL AT YOUR THRONE"  
Joe Medlin—Mercury

"MAMA CARA MAMA"  
Arena Twins—Kapp

"BYE BYE BLUES"  
Sonny Burke—Decca

"ME AND MY SHADOW"  
Jerry Vale—Columbia

"TWENTIETH OF MAY"  
Joe Leahy—Felsted

"LAST NIGHT IN THE MOONLIGHT"  
Bobby Sharpe—Destiny

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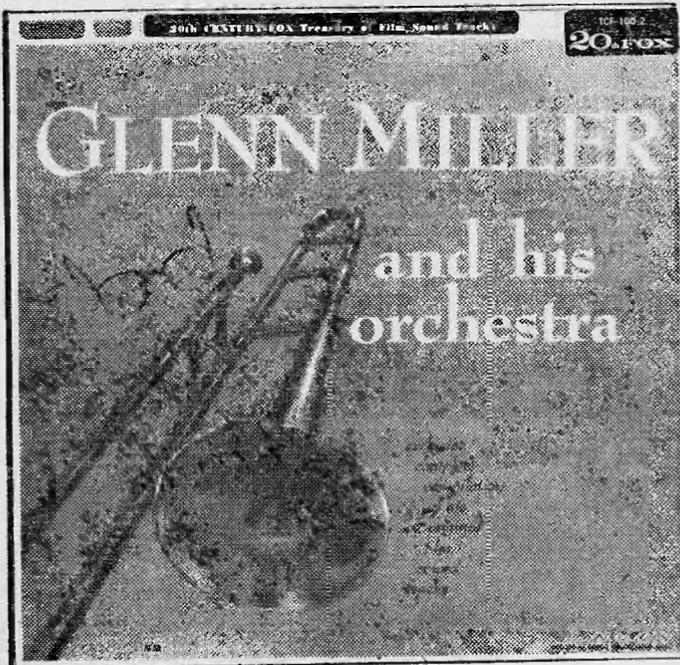
Mills  
**HIT REMINDERS**

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

MILLS MUSIC, INC.

20th CENTURY-FOX Treasury of Film Sound Tracks

**GLENN MILLER and his orchestra**



A big-selling sound track album available in stereo, SFX-3011 and monaurally, Fox 3011.

## Tele Records Expands Bases

**HOLLYWOOD** — Tele Records, the newly formed firm producing disk promoting films for TV will open filming facilities in Chicago and New York in addition to their existing Hollywood studios. T-R's Bradley Kemp will leave Monday (9) for the East to set up production points in those two cities. This is expected to facilitate the operations by bringing production facilities within quick reach of artists in the East or Midwest. Tele Records, as reported by The Billboard last week, has lined up a network of 200 TV stations to play its filmed versions of disk artists performing their latest releases.

### AGAC Collection

• Continued from page 4

have to look to the collection agency for loot, they'll know how good a friend the publisher was."

#### 'Sit Tight' Mood

Most publishers seemed in a mood to sit tight because in the words of one: "This is AGAC's latest show of force after their attempt to set up a new contract sort of died a quiet death. If they should eventually win this round, it would certainly put them in a far stronger position with regard to a new contract. We'll just have to wait and see what happens."

Meanwhile, cleffer Frank Slay offered another aspect of the situation. "Maybe it's a good idea for AGAC to try to collect the royalties. I'm not really involved because I resigned from the organization when it seemed they had no real intention of helping BMI writers. I would say, however, who needs a collection from the publishers? They ought to check the record companies direct. Frankly, I see it all as kind of a giant castle. The record companies are sitting way up on top like kings. They throw the crumbs down to the peasants way down on the ground. The peasants of course being the publishers and writers. They scrounge around among each other to see who can grab hold of the biggest crumb and the guy who does acts like a big deal. The record companies are making the big money today. Why do you think so many publishers and writers are getting into the record business themselves?"

### Carlton Pegs

• Continued from page 2

LP with Vincent Lopez titled "Nola" out of which a single containing "Nola" is being issued, a jazz album with Tony Scott, another with the Bill Gannon Three, a set called "Memories of Brussels," and an LP featuring the Bob Florence Ork.

#### Clobber the Clubbers

In Carlton's ads and dealer mailings the label asks dealers to "work with a company, a product, a deal and a policy designed to preserve and protect the retail system of distribution... and designed to make you a retailer, not a mouse and to protect you against the inroads of the record clubs. Use the Carlton deal to clobber the clubbers." Carlton albums will carry the tag-line "these albums are not available thru record clubs" and the diskery will send a special plaque out for dealers to post on their wall, advertising the new Carlton albums and with a line explaining that the albums are only available thru record shops.

Carlton told The Billboard that he believes the deal he is offering on his albums is "the biggest in the history of the business" and that it will be backed with the type of advertising and promotion that he has thrown behind his singles and the rest of his line to

## DISTRIBUTOR NEWS

• Continued from page 16

LP. Marty Schwartz of James H. Martin reports strong action on "Gotta Travel On" by Billy Grammer on Monument and "Somebody Loves You" by Kathy Linden on Felsted. Rolf Voeglin, Tell Music top man, lists "Tall Paul" by Annette on Disneyland and "May You Always" by the McGuire Sisters and "Nola" by Billy Williams on Coral. Rick Froyo of M. S. Distributor's top money-makers are "Plain Jane" by Bobby Darin on Atco and "All American Boy" by Bill Parsons on Fraternity. At Decca, according to Bob Bile, the strongest platters are "Dinah Cha Cha" by the Tommy Dorsey-Warren Covington ork and "Bye Bye Blues" by Sonny Burke.

**NEWARK, N. J.:** Top items at Laredy Record Distributors who handle Grand Award; Mark, Baton, Hanover and Secco Records are "Tina" by Joe Salvador on Secco, "Baby, It's Cold Outside Cha Cha" by Enoch Light & the Light Brigade on Grand Award, "Love and Affection" by Danny Staton on Hanover and "Hot Tamales" by Noble (Thin Man) Watts on Baton. Strongest LP's are the "I Want to be Happy Cha Cha," volumes one and two by Light.

**NEW YORK:** Syd Shaeffer of Mercury has the following promising records: "I Kneel at Your Throne" by Joe Medlin, "The Wabble" by Jimmy McCracklin, "I Ain't Givin' Up Nothin'" by Benny Hewitt. Strongest albums are "Improvisations in Music" by Nichols and May and "Remember When" by the Platters on Mercury. Stereo sales are high.

Secco has added Trutone in Miami. The label's current top LP's are the Jose Melis, Frederico Toroba, Celia Cruz and Arturo Chate cha cha albums.

**NOTES IN THE MAIL:** Leo Cheslak of Cadet Distributing Company in Detroit writes that Savoy is cooking with "You're Gonna Need Someone" by Nappy Brown, "Baby, Won't You Please Come Home" by Big Maybelle. Liberty has another big one in "Alvin's Harmonica" by David Seville & the Chipmunks. Liberty's subsid, Freedom, has a comer with "Don't Wake the Kids" by the Four Dots. Epic is hot with "Rawhide" by Link Wray. Cadence is ablaze with the Chordette's "No Other Arms, No Other Lips" and Shelby Flint's "I Will Love You." Other current hot disks at Cadet include "Catch a Little Moonbeam" by Doc Burch on Challenge, "Haunted House" by Johnny Fuller on Specialty, "The Ballad of Barbara Graham" by Val Norman on Valor and "Sea Cruise" by Frankie Ford on Ace. Best-selling LP's are "Peter Gunn" by Shelly Manne & His Friends on Contemporary, "Flower Drum Song" by the Mastersounds on World Pacific, "Cocktail Dancing" by the Lester Lanin Trio on Epic, "Hypnotique" by Martin Denny on Liberty and "The Songs That Made Him Famous" by Johnny Cash on Sun.

**BRIEFS:** Quality Records of Canada will distribute Lee Records... James E. Meyers, Richloy Records, Inc. in Philadelphia, announces that their Peak label has been reactivated... Chips Distributors have been pegged to handle Paul Cohen's Todd Records in Philadelphia. Columbia Records Distributing Company has a gas of an idea in their Chinese menu stunt to promote singles from and the LP of "Flower Drum Song."

### Fred Fox

• Continued from page 3

These are in addition to the present incumbents, and include:

For popular-production directorship: Arthur Schwartz, Noble Sissle, John Redmond, Louis Alter, Edward Elisen, Dana Suesse, Dorothy Fields, Louis C. Singer, Harold J. Rome, Sam H. Stept, Francis Drake (Pat) Ballard, Sam Coslow, Howard Dietz, Sylvia Dee, Arnold B. Horwitz, Leroy Anderson, Robert Allen and Harvey Bacall.

For standard writer-directorship: Paul Creston, Morton Gould, Gian Carlo Menotti, William Grant Still, Vincent Persichetti and Bernard Wagenaar.

Simultaneously, Abe Olman, chairman of the publisher nominating committee, announced following candidates, in addition to incumbents:

For pop production directorship: Ervin Drake, Lyn Duddy, Ernest R. Farmer, Anna Fisher, Fred Fox (see story above), Bernard Goodwin, W. C. Handy Jr., and Dave Ringle.

For standard publisher directorship: Rudolf Tauer, H. W. Burtch, Harold Flammer and Charles Foley.

Writers nominating committee comprised Chairman Warren and Harold Adamson, Eubie Blake, May Singhi Breen, Norman Dello Joio and Harold Orlob. Publishers committee comprised Chairman Olman and Donald Gray and Leo Talent.

date. Carlton looked upon his anti-club move as the most important step he has taken since he started his firm last year.

### Cap Hi-Fi Show

• Continued from page 3

work, "Fantasia," and a playing of hi-fi tapes of music festivals from some 16 nations. Over \$10,000 worth of equipment was necessary to provide this particular treat for the show's visitors.

True to the prophecy of Charles Fowler, chairman of the National Advisory Committee for the Festival, and Publisher of High Fidelity Magazine, sister publication to Billboard, the presidents were on display beside many of the hi-fi and stereo products.

Visitors could see not only the VP of the United States, Nixon, who opened the show, but what was more important to the addicts, there were: Avery Fisher, president of Fisher Radio Corporation; Paul Weathers, president of Weathers Industries; L. M. Sandwick, vice-president of Pilot Radio; Frank McIntosh, president of McIntosh Laboratory; William C. Shrader, president of Shrader Sound; William O'Connor, president of Southern Wholesalers (RCA); and Leon Knize, general sales manager of Stromberg Carlson.

When asked about plans for 1960, the hardworking management of Music Productions, Inc., which produced the show, hinted at a tie-in with the general cultural outlook, and a "Visit the U. S." theme. Mr. Robert Rogers is chairman of Music Productions, and Margot Phillips is president.

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...for dealers  
...for manufacturers  
IN FULL COLOR EVERY MONTH  
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# Astronomical!

# TERESA BREWER

SINGS



# HEAVENLY LOVER

(AL CHIAR DI LUNA PORTO FORTUNA)

Orchestra and chorus directed by DICK JACOBS  
962084



# SAC Debuts Tape Cartridge Players

Two Models at \$100 and \$130 Play Thru Existing Stereo Disk Systems

SKOKIE, Ill. — While the tape playback industry looks for mass delivery of the long-awaited RCA Victor semi-automatic tape cartridge playback unit (The Billboard January 12) Stereophonic Automatic Corporation here unveiled a stereo tape magazine playback unit. It will convert almost any existing disk system, either console or component, by merely replacing the disk playback with the tape cartridge player.

While RCA Victor's self-contained semi-automatic cartridge playback unit runs \$229.95, the SAC convertor lists at \$100. Tony Flan, prexy of SAC, said he would be delivering in quantity within 30 days of the official debut at the Los Angeles High Fidelity Show this week.

The Fidelivox Sonata model conversion unit, aimed at the general consumer, with its \$100 tag, will

play Fidelipac magazine cartridges loaded with four-track pre-recorded tape at 3¾ inches per second. Both half-hour and full-hour Fidelipac cartridges will be available.

The Fidelivox Camerata, listing for \$130, aimed at the audiophile, will play two-track tape Fidelipac cartridge of 15 and 30-minute playing time at 3¾ inches per second.

The almost-square plastic-cased Fidelipac magazines, which come in three different sizes, are produced by the Fidelipac division of SAC, located in Toledo, under the direction of George Eash, inventor of Fidelipac. SAC acquired exclusive manufacturing and distribution rights to Fidelipac last fall. Fidelipac is a self-contained, self-driven single spool unit that plays continuously by virtue of an endless loop. The tape is pulled from the spool at the center and simultaneously rewound automatically on the outside. A single twist in the tape, before splicing the ends creates a Mobius loop so that both sides of the tape can be used, doubling the playing time. The Fidelivox tape magazine unit eliminates having to flip the cartridge to get maximum use of the tape. Fidelipac utilizes Dupont Mylar coated tape only.

The SAC tape magazine playback operates merely by inserting a Fidelipac magazine along a guide rail into the wide mouth of the tape deck. The tape starts playing automatically and ceases operation immediately when the magazine is removed. Magazines can be interchanged anytime with-

(Continued on page 26)

## Retail Space Age Is Here, Says Jensen

NEW YORK — The year 1959 heralds the space age in merchandising, according to Karl Jensen, head of the Jensen Needle firm. Jensen urges his distributors to make every inch of display space count in today's contest for sales.

Jensen says that much display space is either overlooked or used improperly in distributor showrooms as well as dealer's stores.

"Putting display space to work doesn't require adding a foot to the distributor's showroom—or the dealer's shop," Jensen asserts. "It means reclaiming areas that aren't living up to their full sales potential."

Among the waste space to be found in record stores, he cites: 1) Wall areas, ideal for charts and posters; 2) ceilings, with their natural facilities for mobiles and hangers; 3) racks, which sell best when they are kept stocked, and 4) counters, often left to haphazard display.

"Merchandising on the shelf has little sales future for distributor or retailer," observes Jensen. "But the same merchandise, out in full view on displays, walls and counters, multiplies its sales potential many times over."

In this new era of merchandising, distributors have a mission to show dealers how to harness their total selling area, he believes. "In today's competitive market," says Jensen, "distributors can serve as 'space cadets'—getting retailers to give their product maximum exposure and thus speeding up sales turnover."

## Epstein Resigns From University

NEW YORK — Larry Epstein, long associated with University Loudspeakers, has resigned from that firm. He was director of sales and merchandising.

Epstein has joined Julian Gorski in United Audio Products, producer of Wigo speaker systems and stereo record changers.

Charles Ray will continue as sales manager of University and will assume some of Epstein's duties.

## SWANK DISPLAY

### Zenith to Move Salon In Chicago

CHICAGO — Zenith announces plans to relocate its public display salon here around May 1st to larger quarters at 200 N. Michigan Avenue, northwest corner of Lake Street and Michigan Avenue. The company's present display salon at 333 N. Michigan Avenue will be in operation until moving day.

The new salon space has been leased by Zenith for 15 years. Col. W. W. Yaschenko, manager at 333 will supervise the new salon. It is closer to the Loop and nearer traffic from elevated lines. The air-conditioned display area of over 6,000 square feet allows showcasing of every instrument in Zenith's growing product lines. No sales of radios, TV sets, phonos or stereo record players will be made there.

Purpose of the salon, like that of its New York counterpart at 666 Fifth Avenue, is to give prospects a chance to pre-shop Zenith products and, aided by an informed sales staff, to obtain complete information about them. Salon visitors can then place orders for merchandise with their local Zenith dealers. The salon also serves as an extension of dealer's own showrooms.

The new display salon will be modern in furnishing, with dramatic lighting and unique decor. "See-through" windows give passers-by an unobstructed view of the complete display area.

Four listening studios sealed off from the rest of the salon by glass panels will be set up. These will be used by trained attendants to demonstrate high fidelity and stereo.

## PLAYER IS \$59.95

### V-M Aims at Teeners Via Stereo 45 Unit

NEW YORK — The V-M Corporation has begun full production of a 45 r.p.m. automatic stereo portable phonograph. Introduction of the unit constitutes a "first" for V-M. All currently available stereo portables are multi-speed units. The new V-M model—completely self-contained—plays 16 r.p.m. disks

as well as stereo and monophonic 45's automatically.

According to V-M sales manager Bud Cain, the unit is primarily aimed at the 18,000,000 teen-agers "who constitute a richly profitable market." Cain pointed out that "many of the record companies

(Continued on page 57)



An unusual bonus plan has been building radio volume for Aber's in Boulder, Colo. As the picture illustrates, Aber's has posted a sign over the radio display which reads: "This week only, buy any radio in the store and receive 10 per cent off the purchase price of any other item in the store." The idea has really taken hold. Many budget-minded buyers are buying radios when they came in with an entirely different purchase in mind. The radios included in the promotion are all in the better-price brackets.

## EDITORIAL

### A Foot in the Door

The phone rang this morning and our wife answered it. According to her later report, this is what happened.

A voice came over the line saying: "This is a recorded message. You are the lucky winner of a cutlery set worth \$15. I will repeat. You are the lucky winner of a cutlery set worth \$15. To get your prize, simply call Pearl River 7-4060. Let me repeat that number—Pearl River 7-4060. Be sure and call within the next 10 minutes. That number again is Pearl River 7-4060. I will now repeat the message, etc., etc. . . ."

Dutifully, our wife called the given number and was told that she had indeed won the aforementioned cutlery set "worth \$15." A man would call at her convenience to deliver the prize and he would, at the same time demonstrate a complete set of home-cleaning appliances—vacuum cleaner, paint sprayer, etc.

Our wife agreed to this and set a time and date for the appointment. It happens that we have been tossing around the idea of getting a new vacuum cleaner. The unit he will demonstrate is one of the popular, brand-name models. We think he has a better than even chance of selling us one.

There's nothing new about this method of soliciting new business. Many of our readers will consider it old hat.

The only reason we mention it here is, first of all, that it happened and was extremely effective in our case. Secondly, we're a little disappointed that the caller was a vacuum cleaner salesman (even tho we need one) instead of our local phonorecord dealer trying to get us to sit down for a demonstration of his new stereophonic phonographs.

Ever thought of using this type of sales approach? Instead of cutlery, you could use some of those old LP's you haven't been able to move. They'll help you get your foot in the door that leads to a big ticket phono sale.

## New Low for Stereo Is \$34.95 Arvin Unit

CHICAGO — Trav-Ler Radio Corporation threw a price bombshell into the stereo phonograph battleground this week with a series of five portables and a wooden console that underprice most competitors on the market from \$5 to \$100.

Highlights of the Trav-Ler portables are a four-speed manually operated dual channel unit at \$34.95, which is \$5 under the previous low and a four-speed automatic changer stereo unit at \$59.95, which is \$20 under the previous low. Both manual and automatic portables have two four-inch speakers, one in the cabinet and another in the removable lid.

At \$69.95, Trav-Ler has a portable automatic changer, utilizing five-inch speakers. A custom portable automatic changer stereo at \$79.95 is a three-piece unit, with master playback and two removable side enclosures, which contain five-inch speakers. Peak-priced portable is a \$99.95 automatic changer with the two removable side enclosures, each of which contains a six and a three-inch speaker.

All Trav-Ler portables boast individual stereo volume controls, tone controls that simultaneously

adjust tone for both channels, a flip-over stereo cartridge with two sapphire needles and a new metal turntable with a rubber mat protector. The manual portable has the metal turntable fitted with a built-in 45 adapter. All the portable stereos are of wood construction, offered in at least two different two-tone color combinations and stress lightweight construction.

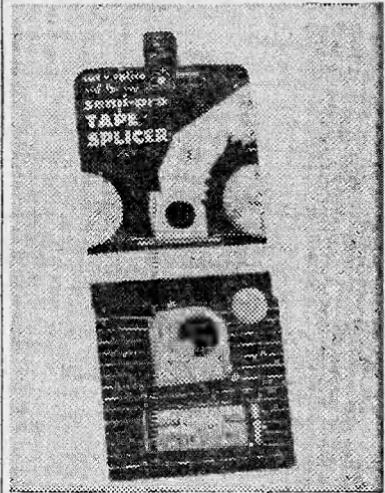
Price-breaker in the stereo console field is a \$99.95 mahogany or blond unit with four-speed automatic changer and two five-inch speaker units, one in the master playback console and the other

(Continued on page 57)

## New Display For Splicer

NEW YORK — Robins Industries SP4 Semi-Pro splicer, which makes "The Splice With the Gibson Girl Shape," now comes in a brand new package designed to facilitate display and make it more attractive.

The new package is a box with a display flap. It may be used for



a hanging-display package, or a fold out easel in back can be used to form a stand. In black, orange and white, the package has a large pricing spot in front. Full illustrated instructions for splicing are on the back.

The price, \$3.50 list, is unchanged.

## Walco Merges With Clevite

NEW YORK — The Electrovox Company, Inc., East Orange, N. J., manufacturer of Walco replacement needles and record accessories, announces a merger between their firm and Clevite Corporation, Cleveland, O.

The merger affects the entire interests of the Electrovox Company, Inc., Walco Products, Inc. and their San Juan, Puerto Rico affiliate Precision Products. There will be no change in Walco management or personnel.

According to Robert Walcutt, who will continue to pilot the East Orange firm, the merger will vastly improve the Walco name and position. In addition to their present product lines, Walco will distrib-

(Continued on page 57)



**THE**  
**HOTTEST**  
**NEW HIT**  
**of 59!**

# MARGARITA

*Chuck Rio  
And The Originals*

#48016



## RECORDER PROMOTION

'Sell the Family'  
Is New V-M Pitch

NEW YORK — A tape recorder can be fun to use for the whole family. That's the central idea in a big V-M promotion just announced. The promotion is built around a "Family Pleasure Package," containing nine elements.

For example, one of the elements in the "Pleasure Package" is a group of four puppets and a "TV theater stage" plus tape recorded puppet plays for family shows. Other original puppet plays can be recorded by the family.

Also included are children's stories recorded on tape, a stereophonic concert, a record of unusual sound effects to record on tape, square dances on tape (with a printed instruction guide), a "zany play script" to record and an "Add-the-melody" tape recorded accompaniment.

One of the more interesting elements in the package is a "Co-Star" tape taken from the Co-Star series of records, produced and distributed by Roulette Records. With this special Co-Star tape, the recorder owner can co-star with such show business personalities as Tallulah Bankhead, Basil Rathbone, Fernando Lamas and June Havoc.

The Pleasure Package has a dual purpose. It gives the family entertainment and, at the same time, shows them the various ways a tape recorder can be used. A "How-to-do-it" manual is part of the package. It explains the benefits and uses of the tape recorder.

To back up this promotion, V-M has created a new display fixture, ad mat program and "everything the dealer needs" to do an effective promotion job.

V-M Sales Manager Bud Cain explains the emphasis on "family" benefits in the following way.

"The point we try to make to the consumer," Cain told The Billboard, "is that when John Q. Public weighs the purchase of a \$225 machine he must realize that he isn't buying it just for one purpose. It's a family purchase and mother and the children are going to get as much use out of it as he does.

"By way of example," Cain said, "our manual has a day-by-day story of how one family uses the recorder right thru the week. It

isn't just a list of uses such as we've put out in the past. If on Tuesday Mother has to go out to the store and she wants to leave a message for the children, she tape records it and they play it when they come in from school. Things like that dramatize tape recorder usage."

Cain also told The Billboard that V-M does not intend dealers to sell the "Family Pleasure Packages" separately even though there may be a demand for them. V-M will do no promotion on it on the consumer level.

Robins Shows  
New Cans for  
Tape Storage

NEW YORK — In addition to its standard seven-inch tape storage can, Robins Industries is now marketing the TC-5, a five-inch can, according to Herman (Hy) Post, president. Identical to the larger product, the TC-5 has three ribs on each side to allow for easy secure stacking.

Designed to reduce the tape and film "aging," the TC-5 also helps prevent erasure and assures safe storage of tapes and film.

The TC-5 lists at 55 cents.

Pittsburgh Jobber  
Sold to Admiral

NEW YORK — Admiral has purchased Pittsburgh Products Tri-State Company, subsidiary of Joseph Horne Company, Pittsburgh, Pa., department store.

Pittsburgh Products has been Admiral's distributor in Western Pennsylvania, (Pittsburgh and Altoona, Cumberland, Md., and Wheeling, W. Va.

As part of Admiral, Pittsburgh Products will retain personnel and management. In addition, sales efforts will be expanded sharply to keep pace with consumer market growth in the Pittsburgh area, and an increased sales staff is expected to mark this expansion, says the firm.

Robins Adds  
Spirit Level  
Accessory

NEW YORK — One of the least appreciated elements in record and stylus life is also one of the easiest to accomplish—a level turntable. A skewed turntable causes wear on one side of the record grooves, as well as uneven wear on the stylus. Just as bad, it multiplies distortion in the sound. This is even more of a problem with stereo disks, where two channels are impressed in one groove.

The simplest way to check on whether the turntable is perfectly horizontal is to use a spirit-level. The position of the bubble in the glass will tell the hi-fi enthusiast whether the table is out of true, and allow him to correct it.

Robins Industries has added a turntable level to its line of record-care accessories, according to Herman (Hy) Post, president. The TL-1 consists of a spirit level housed in gold anodized aluminum case that sits easily on any turntable, and is especially easy to read because of extremely clear markings. The TL-1 lists at \$1.15.

USACO Jobs  
Concertapes  
In Chicago

NEW YORK — Metropolitan Chicago distribution of Concert-Disc stereo and monophonic records and Concertapes stereo tape recordings is being channelled thru USACO, Inc., a wholesale distributing firm. Previously, Concertapes used a representative-distributor-dealer marketing set-up in the Chicago area.

USACO is an outgrowth of U-Say-It, Inc., a personalized home-recording company, organized some years ago by Al Freiburger, general manager of Concertapes. In announcing the appointment of USACO as metropolitan area distributor, Freiburger said he is seeking additional record lines. Already he has made contact with Canadian and European record reps who want representation in the Midwest.

USACO, he said, will employ a distributor sales staff, but also will sub-distribute to electronics parts houses and other record distributors.

Meredith Buys  
Replogle Globes

CHICAGO — Replogle Globes, Inc., veteran producer of the Lyric line of record carrying cases, last week was purchased by the Meredith Publishing Company, Des Moines, Ia. Talk with the north-side Chicago firm indicated that the 20-year-old carrying case subsidiary of the firm will continue under the new corporate set-up. Lyric will be announcing new product soon.

All-State to Promote  
Webcor Via Trade-Ins

NEW YORK — All-State, distributors of Webcor products in metropolitan New York and New Jersey, are getting set for a slambang promotion on stereophonic phonographs. The promotion is a local one, confined to area served by All-State.

Kick-off is next Monday at which time All-State salesmen will be giving details to dealers. The firm is readying window and in-store displays, banners, streamers, etc. Co-op ad funds will be made available to dealers.

The thinking behind the proposition was detailed for The Billboard by Sid Koenig, who pilots the All-State operation.

"The way I look at it," said Sid, "there are about a million turntables in the New York metropolitan area. Right? Right. Since stereo records came along, all those turntables are obsolete. That's the message we're going to give the public. We're calling it the 'Webcor Annual Spring Trade-In Sale.'"

According to Koenig, the trade-in aspect of the promotion is important because many people have phonos that are in working order and don't feel disposed to buying a new unit — unless they can get something for the old one.

"Besides, people are always looking for a deal," said Sid.

He pointed out that the trade-in gimmick is nothing new, especially in the phono business. But he stressed that his trade-in proposition

Herb Frank Named  
To Granco Post

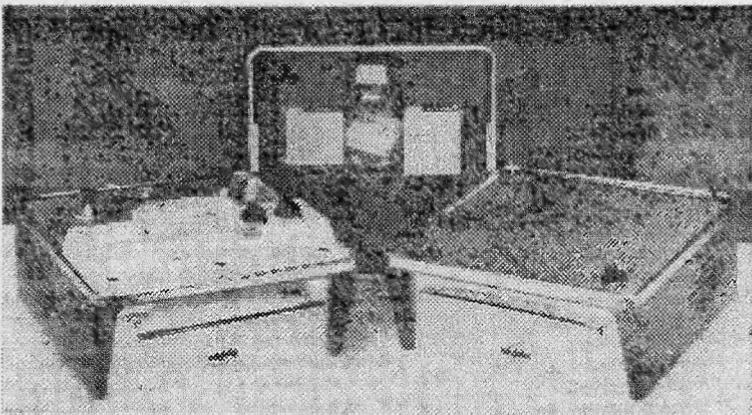
NEW YORK — Herb Frank has been named director of sales of Granco Products, Inc., Long Island City manufacturer of radios and phonos.

The appointment marks Herb Frank's return to business after a serious auto accident many months ago. He was formerly national sales manager for Steelman and divisional manager for CBS-Columbia. He has had over 20 years experience in the business.

According to Granco prexy, Henry Fogel, Frank's appointment is the first step in a large-scale expansion program.

Electro-Voice to  
Woo Patio Trade

BUCHANAN, Mich. — Electro-Voice is ready to promote its "Musicaster" speaker-enclosure system for the summer "patio" trade. The speaker with its rugged die-cast enclosure is well suited to patio or play room use. It is waterproof, light-weight, and can be hung almost anywhere on its own swivel handle. Price of the unit is \$48.00. The finish is baked enamel in "mesa tan." Dimensions are 21½ by 21½ by 8½ inches deep.



WEBCOR'S ROYALITE 2001 is now available in a stereo playback unit as shown. As a monophonic system, the Royalite's big feature was its light weight — only 20 pounds. The extra matching speaker system with its own built-in amplifier (shown here) weighs only 12 pounds.

is going to blitz the New York area in a big way.

Concurrently, with his phono promotion, Koenig is working with Webcor in their first quarter tape recorder promotion. It has, he told The Billboard, been a very successful deal for All-State. In January, they moved their entire quota for January, February and March.

The New Jersey branch of All-State is also a record distributor (Mercury, London, M-G-M, KVAP and Veve). The New York branch intends to get into record distribution and is now looking for lines. They hope to be set with disk distribution by the time of the NAMM Show in June, Koenig said.

United Audio  
Debuts New  
Dual Changer

NEW YORK — United Audio Products is readying a blitz on behalf of its "Dual" record changer. According to Julian Gorski, firm's topper, the "Dual" changer has many unique features. The "Dual" is a combination of professional turntable and de luxe changer, Gorski said.

Timing it with the introduction of the new unit, is the appointment of Larry Epstein, as veepee in charge of sales. He told The Billboard that the "Dual" and a complete line of accessories will be made available on a limited and a strictly enforced franchise basis. Some top reps have already applied for the line now that the unit is in actual production, says Epstein. He added further inquiries regarding distribution and representation will be welcomed and acted on promptly.

## SAC Debuts Tape

• Continued from page 24

out turning any switches or dials and without fear of damaging the unit or the magazine.

Flan emphasized that a survey of component and stereo set makers indicates that over 80 per cent of the equipment made has a stereo tape input jack, plus a selector disk.

Flan told The Billboard that he rushed first models to the L.A. show, starting Sunday (15), which was about 30 days before they had planned to show the Fidelivox units. Several major makers of recorded music and a number of independents have already agreed to make music available on Fidelipac, but because of negotiation primarily regarding pricing of the three different sized magazines containing pre-recorded music, definite announcement can not be made immediately.

Both the Sonata and the Camarata will be available with a metal tape deck, mounted on a wooden cabinet, with a choice of four woods, mahogany, limed oak, walnut and fruitwood available.

Al Thyness, formerly with Zenith and Hallicrafters in the Midwest, has been named general sales manager of SAC. Thyness is currently setting up distribution of the SAC tape magazine conversion units.

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

## THEY LAUGHED

WHEN I SAT DOWN AT  
THE TYPEWRITER . . .

. . . to order copies of HIGH FIDELITY to sell to my customers. But now they're ordering copies themselves!

Fourteen months ago, when I told some of my fellow dealers I planned to sell HIGH FIDELITY over the counter, they laughed. Said the profits would be too small. Now I'm sitting pretty. I figure I've made several hundred extra dollars from the sale of HIGH FIDELITY alone . . . several thousand from the extra records and equipment I've sold as a result of HIGH FIDELITY's advertising and editorial pages.

Now that HIGH FIDELITY has merged with AUDIOCRAFT, it's the best magazine the music listener and hi-fi

hobbyist can buy. Two magazines in one, as a matter of fact. It's certainly a sure-fire profit booster for me!

Those dealers are laughing on the other side of their faces now . . . and ordering copies of HIGH FIDELITY themselves.

How about you! Are you stocking HIGH FIDELITY?

There's a 40% profit on each sale — you pay 36c for copies; sell them for 60c. And there's no risk — unsold copies are fully returnable!

ORDER TODAY FROM:

**High Fidelity**

The Publishing House, Great Barrington, Mass.

Introducing! A profit-plus for '59!

# A New WEBCOR Sales Winner

with special Webcor features that help you sell!



Only  
**\$159<sup>95</sup>\***

## The President MODEL 1050

A Stereo Hi Fi Fonograf with the convenience of a portable, PLUS big-set Stereo sound performance.

**IT'S LOADED WITH SALES-BUILDING FEATURES!**

- Has four big speakers, a 6-inch and 4-inch in each section with crossover network.
- Dual channel 20-watt amplifier. 10 watts for each channel.
- Automatic shut off.
- Webcor's exclusive Stereo-Disk-changer plays 33 and 45 stereo and monaural records intermixed.
- Bayonet hinges for easy "slip on" or "slip off" of speaker sections.
- In handsome Charcoal grey.

*There's a Webcor Stereo Fonograf to match every customer's need and price preference. Call your Webcor distributor today!*

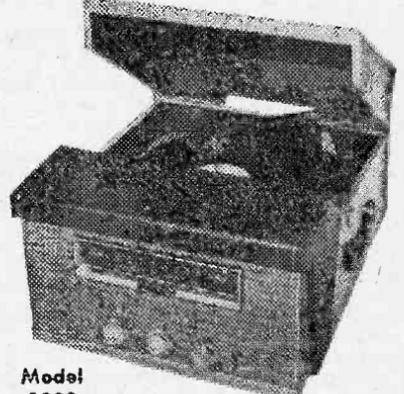
*For the name of your local Webcor Distributor write Webcor Inc., Chicago 39, Ill.*

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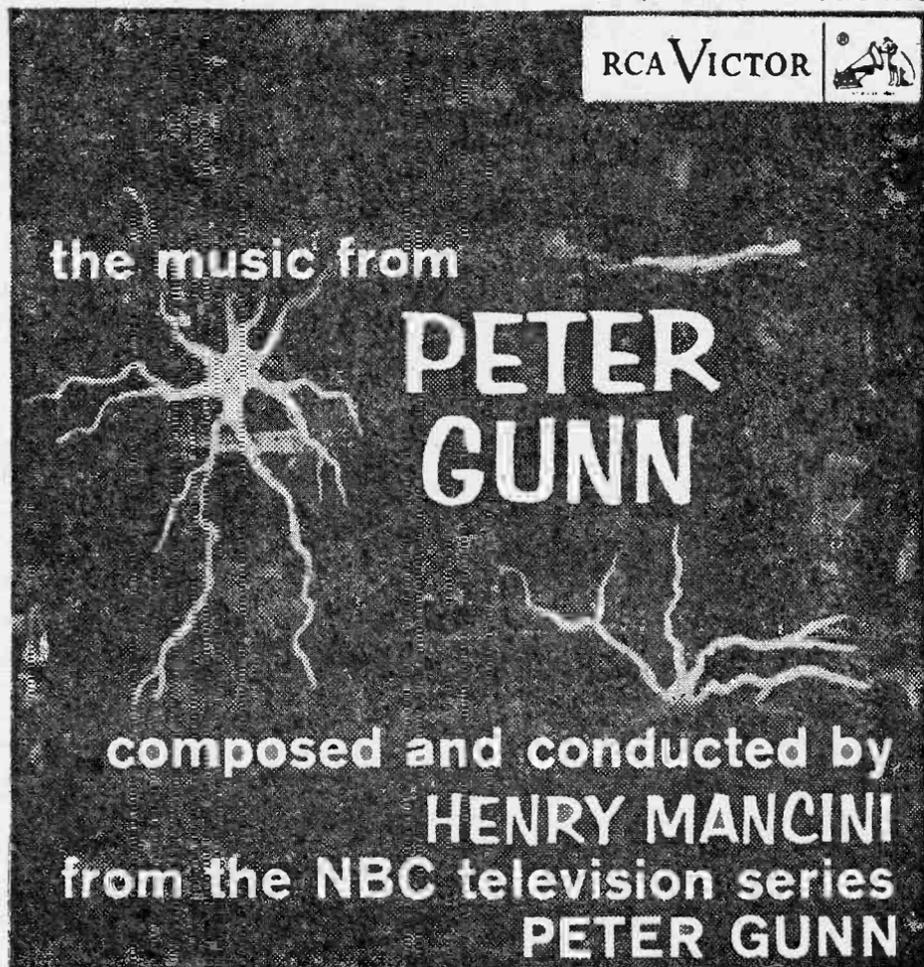
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# The Billboard Buying Guide for PACKAGED RECORDS



## BEST SELLING LP'S

FOR SURVEY WEEK ENDING FEBRUARY 7

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

This Week		Last Week	Weeks on Chart
1.	<b>Flower Drum Song</b> . . . . .	1	6
	Original Cast, Columbia OL 5350		
2.	<b>Peter Gunn</b> . . . . .	3	2
	Henry Mancini, RCA Victor LPM 1956		
3.	<b>Sing Along With Mitch</b> . . . . .	2	32
	Mitch Miller, Columbia CL 1160		
4.	<b>Come Dance With Me</b> . . . . .	13	2
	Frank Sinatra, Capitol W 1069		
5.	<b>More Sing Along With Mitch</b> . . . . .	5	15
	Mitch Miller, Columbia CL 1243		
6.	<b>Tchaikovsky: Piano Concerto No. 1</b> . . . . .	6	29
	Van Cliburn, RCA Victor LM 2252		
7.	<b>South Pacific</b> . . . . .	4	47
	Sound Track, RCA Victor LOC 1032		
8.	<b>The Music Man</b> . . . . .	8	51
	Original Cast, Capitol WAO 990		
9.	<b>Open Fire, Two Guitars</b> . . . . .	10	2
	Johnny Mathis, Columbia CL 1270		
10.	<b>The Kingston Trio</b> . . . . .	12	14
	Capitol T 996		
11.	<b>Only the Lonely</b> . . . . .	7	21
	Frank Sinatra, Capitol W 1053		
12.	<b>Gems Forever</b> . . . . .	14	26
	Mantovani, London LL 3032		
13.	<b>Gaite Parisienne</b> . . . . .	9	3
	Boston Pops (Fiedler), RCA Victor LM 2267		
14.	<b>Stardust</b> . . . . .	11	31
	Pat Boone, Dot DLP 3118		
15.	<b>The King and I</b> . . . . .	21	125
	Sound Track, Capitol W 740		
16.	<b>Oklahoma!</b> . . . . .	18	255
	Sound Track, Capitol SAO 595		
17.	<b>From the "Hungry i"</b> . . . . .	—	1
	The Kingston Trio, Capitol T 1107		
18.	<b>Hymns</b> . . . . .	15	100
	Tennessee Ernie Ford, Capitol T 756		
19.	<b>Concert in Rhythm</b> . . . . .	17	11
	Ray Conniff, Columbia CL 1252		
20.	<b>Ricky Sings Again</b> . . . . .	16	3
	Ricky Nelson, Imperial IMP 9061		
21.	<b>My Fair Lady</b> . . . . .	22	150
	Original Cast, Columbia OL 5090		
22.	<b>Johnny's Greatest Hits</b> . . . . .	23	45
	Johnny Mathis, Columbia CL 1133		
23.	<b>The Fabulous Johnny Cash</b> . . . . .	24	5
	Columbia CL 1253		
24.	<b>Film Encores</b> . . . . .	25	74
	Mantovani, London LL 1700		
25.	<b>Continental Encores</b> . . . . .	—	1
	Mantovani, London LL 3095		



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

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

### Pop Albums

#### FOR LP FANS ONLY

##### Elvis Presley—RCA Victor LPM 1990

This LP effort by Presley contains some of his earlier recordings. Most are in a rocking, blues vein, and the chanter's genuine command for this type of material is displayed in full. In addition to the excellent material, sales will be further sparked by the cover photos of the artist—one showing him in Army uniform; the other a displayable fan shot.



#### JONAH JUMPS AGAIN

##### The Jonah Jones Quartet—Capitol T 1115

Jonah Jones should continue his string of hit albums with this swinging, new set. As was the case with his other sets, it features the wonderful trumpet work of Jones and an occasional bright vocal, plus fine backing by the other members of the quartet. The tunes are mainly standards, and Jones does some exciting things with "I'll Always Be in Love With You," "Pennies From Heaven," "Balling the Jack" and others. Strong wax here.



#### WELCOME TO THE CLUB

##### Nat King Cole—Capitol W 1120

Cole works out on a group of swinging, jazz-oriented offerings with interesting backings by Dave Cavanaugh. These often have the flavor of a Basie sound. Cole himself, as usual, is fine and is somewhat reminiscent of his earlier swinging efforts. He also does a very passable job with several blues, usually reserved for the more basic blues artists like Joe Turner, to wit, "I Want a Little Girl" and "Wee Baby Blues," the latter also known as the "Oo Wee Blues." Solid programming here and it has heavy sales potential.



#### BLUE CHIFFON

##### The George Shearing Quintet & Ork—Capitol T 1124

The quintet is backed by the Billy May ork in a series of exciting performances. The set is exciting and offers a fresh, new and securely "new" Shearing sound. Top tracks are "Young and Foolish" and "My One and Only Love." Displayable cover. Top pop and jazz potential.



#### JUDY GARLAND AT THE GROVE

##### Capitol T 1118

Set was recorded during a recent live appearance at the Coconut Grove. Miss Garland is supported by Freddy Martin's ork on a group of her well-known show-stoppers and a terrific gag reading of "Purple People Eater." She's never sounded better. Fine cover photo of the artist and excellent sound are additional assets.



#### REMEMBER WHEN?

##### The Platters—Mercury MG 20410

The Platters sing a group of nostalgic standards, including their current best selling single "Smoke Gets in Your Eyes," "Somebody Loves Me," "Thanks for the Memory" and other hits of the '30's and early '40's. Choice jockey wax and a strong sales item.



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----- Pop Talent Albums -----

**THE FRANK MOORE FOUR**  
Capitol T 1127

The group scores well with their first album effort on a lightly swinging series of tunes. Selections are nicely varied, and the crew has an original, fresh sound. The LP can move in both pop and jazz marts if exposed. Tunes include "Manhattan," "I'll Never Smile Again" and "Night Train." Fine, new talented group.



----- Classical Albums -----

**BRAHMS: DOUBLE CONCERTO; TRAGIC OVERTURE**  
David Oistrakh, Violin; Pierre Fournier, Cello with the Philharmonia Orch. (Galliera)—Angel S 35353

STEREO & MONAURAL

The majestic concerto is interpreted with a feeling that is maintained thruout. The contrasts between execution of the movements indicates their obvious affection for the work. The orchestra under Galliera responds in complementary fashion, both in support of the artists and on the dramatic overture. Despite competition, this will sell.



----- Classical Spécial Merit Albums -----

**DOHNANYI: VARIATIONS ON A NURSERY TUNE: PIANO CONCERTO**

Ernst Von Dohnanyi, Piano with the Royal Philharmonic Orch. (Boult)—Angel S 35558

STEREO & MONAURAL

Stereo proves more effective with this release than with most keyboard works in view of the prominence of the orchestral role. As in the monaural version, the performance of the variations on "Baa Baa Black Sheep" brings out its satiric charm, while the Concerto is music that deserves more frequent performances. The pianistics of the composer at the keyboard are remarkable in meeting his own technical demands, but considering that he was over 80 when he recorded the album, they become downright incredible.



----- Jazz Albums -----

**SHELLY MANNE & HIS FRIENDS PLAY "PETER GUNN"**

Contemporary C 3560

The intriguing Shelly Manne variations on the Hank Mancini tele themes make this album a truly outstanding entry in the "Peter Gunn" disk derby. Superlative musicianship and excellent recording result in a unique combination of free flowing jazz conceptions that are cleanly interlaced to create an ear-arresting texture of sound. High degree of artistic merit, coupled with Manne's strong following among jazz enthusiasts and further enhanced by the timely interest in Mancini's "Gunn" score, all add up to a sizzling grand total.



----- Children's Albums -----

**SLEEPING BEAUTY**  
Sound Track—Disneyland 4018

STEREO & MONAURAL

"Sleeping Beauty" has a wonderfully captivating score based on thematic material from Tchaikovsky's "Sleeping Beauty Ballet." Adaptation is by George Bruns. Songs performed by the Princess Aurora, the Prince and the Good Fairies as well as instrumental backgrounds to the action are carried off delightfully here. Seven channel stereo employed in the theater cannot be duplicated, of course, but the two channel effects provide a good feeling of depth which will bring the picture back in sharper reality to those who have seen it. This one should be a winner on counters.



(Continued on page 33)

ALBUM COVER OF THE WEEK



FOR LP FANS ONLY, RCA Victor LPM 1990. Two brilliant cover shots of the famed singer make for a bright display of Presley's two moods. On one side he is pictured as the carefree, relaxed artist of civilian life and on the other, as the snappy and alert soldier. It's a sure knockout for his innumerable fans and should spark off the sales of his latest effort.



**Best Selling Pop EP's**

FOR SURVEY WEEK ENDING FEBRUARY 7

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1. RICKY SINGS AGAIN—Ricky Nelson . . . . .Imperial EP 159
2. THE FABULOUS JOHNNY CASH . . . . .Columbia EPB 12532
3. LONELY ONE—Duane Eddy . . . . .Jamie JEP 100
4. MARDI GRAS—Pat Boone . . . . .Dot DEP 1075
5. KING CREOLE, VOL. 1—Elvis Presley . . . . .RCA Victor EPA 4319
6. HYMNS—Tennessee Ernie Ford . . . . .Capitol EAP 1-756
7. NEARER THE CROSS—Tennessee Ernie Ford . . . . .Capitol EAP 1-1003
8. DETOUR—Duane Eddy . . . . .Jamie JEP 301
9. SPIRITUALS—Tennessee Ernie Ford . . . . .Capitol EAP 1-818
10. ELVIS—Elvis Presley . . . . .RCA Victor EPA 992

# FABULOUS FOR FEBRUARY

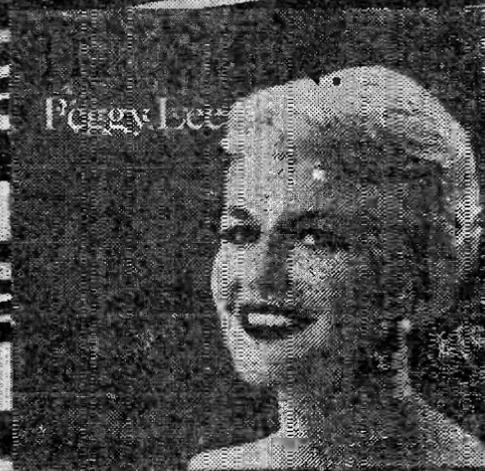


W-1120



T-1115

SOUNDS UNLIMITED



JUDY GARLAND THE GROVE



T-1118



T-1117

The Best of... Night in Dublin



T-10201





• **Review Spotlight on Albums . . .**

• Continued from page 31

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

**SABICAS: THE DAY OF THE BULLFIGHT**  
ABC-Paramount ABC 2265

This big, handsome package, made to order for the general public as well as bullfight fans, includes four pages of de luxe text and pictures about the corrida. However, the music is not the usual band playing pasodobles, but flamenco impressions of a full day of a bullfight, from the matador's awakening at dawn to a final "Lovers in the Night" sequence. Gypsy guitarist Sabicas, aided by three other guitarists, two singers and a dancer, strikes convincing sparks with his performances. American composer Kenyon Hopkins has written terse orchestral introductions to each of the eight sequences, and they capture the spirit effectively. But the highlight of the album remains the guitar fireworks of Sabicas.



----- **Religious Albums** -----

**PRAISE HIM**  
Fred Waring Ork—Capitol T 1122

The beautifully recorded Waring singers make one of their few a cappella appearances. There are 18 favorite hymns in the selection, including "I Love to Tell the Story," "Little Brown Church in the Vale," "I Would Be True." Technically, the singing is tops and the hymns chosen are bound to have a broad appeal. Cover photo of symbolic religious figures in stained church glass makes a handsome display piece.



**THE STRANGER OF GALILEE**  
Blackwood Brothers Quartet—RCA Victor LPM 1892

The highly favored sacred group, which is most familiar on the Nashville scene, turn in another listenable and soul-satisfying effort. Here are great gospel songs like "Sweet Peace," "The Last Mile of the Way," "When I Take My Vacation in Heaven," and hymns like "What a Friend We Have in Jesus." Biblical painting on the cover is an eye-stopper and different. Fans should grab this, and it can make new friends for the quartet.



----- **Specialty Albums** -----

**MORT SAHL 1960 OR LOOK FORWARD IN ANGER**  
Verve MG V 15004

Mort Sahl, the college crowd's favorite comedian—or satirist—has a ball on his second legally authorized LP. It is full of the usual Sahl barbs, aimed at the government, Communists, Republicans, Democrats, liberals, psychiatrists and any other target that his penetrating witticisms can reach—and they reach almost everything and everybody. Certain to sell to the college set, the beatniks, the jazz crowd, the young intellectuals and anyone else who is able to laugh at man's foibles.



• **Reviews and Ratings of New Popular Albums**

**EXPLANATION OF PACKAGE RATING CATEGORIES**

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

**SPOTLIGHT**—Sure-Fire Merchandise—  
Top Demand  
**★★★★**—Very Strong Sales Potential — Essential Inventory

**★★★**—Good Potential—Will Sell  
**★★**—Moderate Potential — Salable Qualities  
**★**—For dealers who stock all merchandise.

**POPULAR ★★★★★**

**★★★★ I LIKE MEN!**

Peggy Lee. Capitol T 1131  
The wonderful Miss Lee sings about her men—"Charley My Boy," "I'm Just Wild About Harry," "Jim," "Oh Johnny," etc. The backgrounds are varied — sometime rhythm only—and in other cases band brass and wind instruments, and in still others, string groups. The constant thruout is Miss Lee herself who is in great form. Plenty of jockey fodder here packed into a set that should garner a lot of sales action for quite a spell.

**★★★★ REPERCUSSION**

David Carroll Ork. Mercury SR 60029

STEREO & MONAURAL

Here's an excellent sound package for stereo and hi-fi addicts, a sequel to Carroll's "Percussion in Hi Fi" album, this LP spotlights a different category of percussion instruments on each selection. Cuban percussion instruments on "The Peanut Vendor," Chinese percussion instruments on "Chinatown, My Chinatown," etc. A strong entry with excellent performances by stand-out percussionists.

**★★★★ THIS THING CALLED LOVE**

Tommy Sands. Capitol T 1123

The album is a bit of change in style for the versatile chanter, paced by smooth ork support, he registers solidly on an attractive group of evergreens. Tempos are nicely varied, and the set can also appeal to adult buyers. Standout selections are "Don't Blame Me," "Should I," and "That Old Feeling." Good cover shot of artist.

**★★★★ LES BAXTER'S AFRICAN JAZZ**  
Capitol T 1117

Another imaginative package from the orkster. Despite the title, set can move in pop markets. Underlying the inventive treatments of the tunes are various rhythms. Sound is excellent. Lush, rich approaches on the tunes are interpreted with color. Various soloists are featured on the original compositions.

**★★★★ BROADWAY COMPLEAT**

Warren Barker Ork. Warner Bros. BS 1253 & B 1253

STEREO & MONAURAL

Here's a quantity-plus-quality package of show tunes, marking what the label believes to be the first time the scores of four different Broadway shows (32 tunes in all) have been presented in one album. Scores from "My Fair Lady," "South Pacific," "Can-Can" and "Oklahoma" are played with "original feelings and tempos" for maximum nostalgic impact. A solid item.

**★★★★ SALUTE TO THE SMOOTH BANDS**

Freddy Martin Ork. Capitol T 1116

In this most attractive new album orkster Freddy Martin and his crew salute the great dance bands of yesterday and today with duplications of the themes or the big hits of these smooth orks. Bands saluted include Hal Kemp, Clyde McCoy, Ambrose, Russ Morgan, Wayne King, Glenn Miller, Ray Noble, and others. The sound is excellent, and the performances are first rate. More than that every tune is danceable. A set that could be a strong seller if exposed.

**★★★★ DANCING ROOM ONLY**

Guy Lombardo Ork. Capitol T 1121

Lovely album of favorites in the traditional and timeless Lombardo style, including "Autumn Leaves," "Stardust" and "I'll See You in My Dreams." Also charming orchestrations of "Fascination" and

(Continued on page 35)

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**SORRY**  
(I RAN ALL THE WAY HOME)  
AND  
**FOOL, FOOL, FOOL**

CUB K9022

**TAKING OFF IN SALES!**

**MIKE O'NEIL**

CUB 8001 STEREO AND MONAURAL

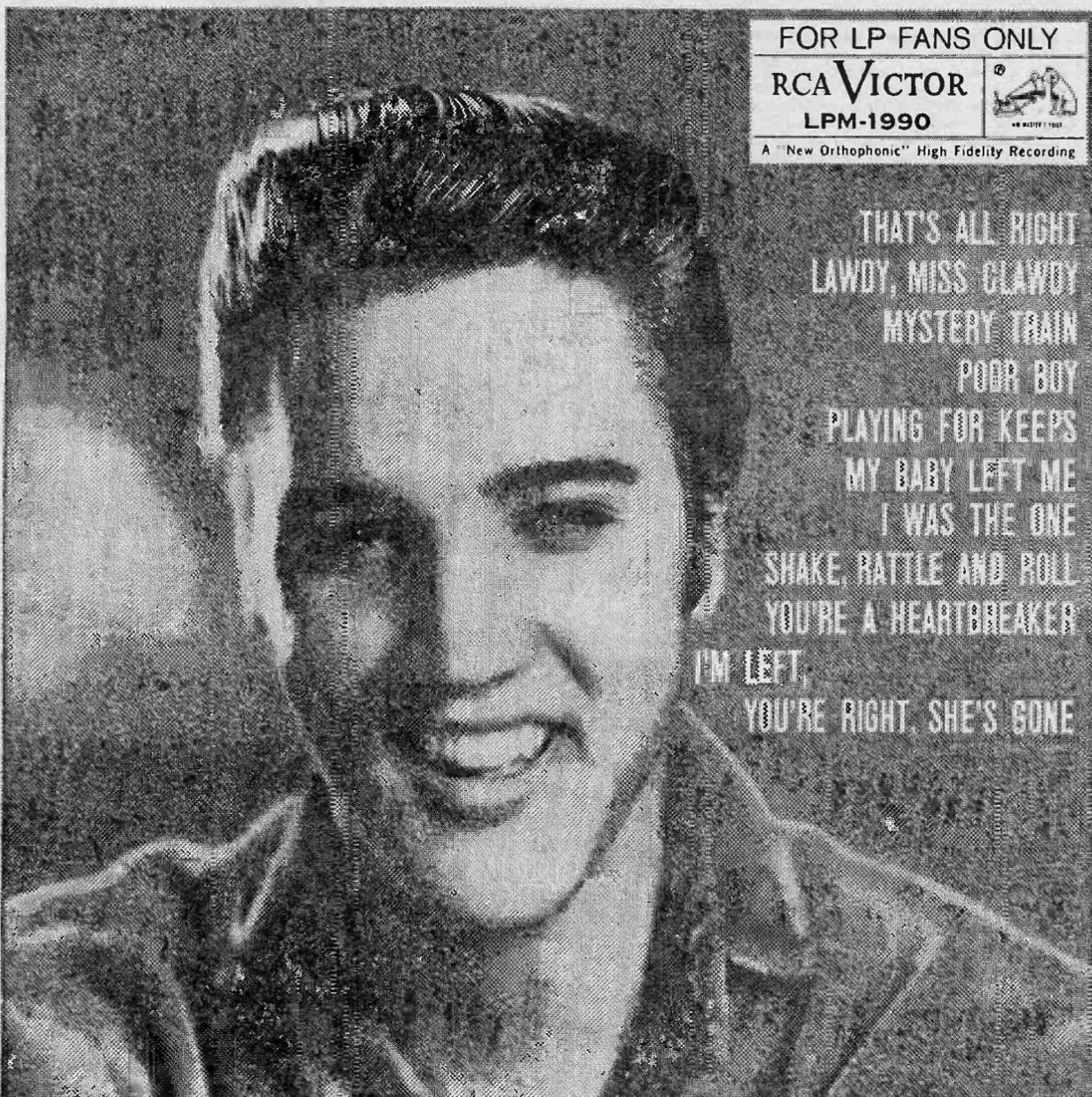
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THAT'S ALL RIGHT  
 LAWDY, MISS CLAWDY  
 MYSTERY TRAIN  
 POOR BOY  
 PLAYING FOR KEEPS  
 MY BABY LEFT ME  
 I WAS THE ONE  
 SHAKE, RATTLE AND ROLL  
 YOU'RE A HEARTBREAKER  
 I'M LEFT,  
 YOU'RE RIGHT, SHE'S GONE

The ten big tunes that sky-rocketed Elvis to the top—now, for the first time—all together in one RCA Victor L. P. Album. LPM-1990.

**attention...**

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**RCA VICTOR**  
Tmks RADIO CORPORATION OF AMERICA



# Reviews and Ratings of New Popular Albums

Continued from page 33

"Around the World" in waltz tempo. A sure thing for the many Lombardo fans.

## POPULAR ★★★

★★★ THE SOUND OF WAYNE KING  
Decca DL 78823

STEREO & MONAURAL

Here's an attractive stereo recording featuring the smooth Wayne King ork playing recent hits, such as "Volare," "Gigi," "A Certain Smile," "Young and Warm and Wonderful," etc. The orchestra performs them with aplomb and the stereo sound is good. For the many Wayne King fans.

DANCING TONIGHT TO MORROW  
Buddy Morrow Ork. RCA Victor LSP 1925

STEREO & MONAURAL

Buddy Morrow and his ork turn in some swinging readings of standards and originals on this new stereo set. Morrow has always been a dance band with a beat and the ork shows off its beat strongly on such tunes as "I'll Be Around," "Tea for Two," "Count Down," and "Rock to Morrow." It's a wild album aimed strictly at the younger set. Stereo sound is fair.

★★★ HI-FI FIDDLER'S DELIGHT  
Helmut Zacharias & His Magic Violins.  
Decca DL 8822

Zacharias and his string ensemble are featured in this mood set on several international favorites. It's a fine mood package that can have wide appeal. Light rhythm backing on the selections helps



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create a listenable setting. Tunes include "Around the World," "Mandolin Serenade" and "Tammy." Good potential.

★★★ GARRY MOORE PRESENTS  
THAT WONDERFUL YEAR—1940  
Warner Bros. WS 1281 & W1282

STEREO & MONAURAL

A terrific tie-in with Moore's "That wonderful year" feature on his TV show. Dedicated to "old foofs," the LP contains such favorites from 1940 as "There's a Small Hotel," "The Last Time I Saw Paris" and "Tak'n a Chance on Love." In addition, the reminiscent liner notes serve to bring back those pre-war days. Strong appeal. The DJ's should have a field day with this one too.

★★★ SHALL WE DANCE  
Jay Jerome Ork. ABC-Paramount ABC 261

Dealers with customers who like good dance sets should demonstrate this one. The rhythms are truly infectious. Sides are made up of a series of medleys which include pop standards, as "Mood Indigo," "Who's Sorry Now," etc. Spiced by Latin-styled pieces. Jerome's styling is in the society groove and in excellent taste.

★★★ SUNRISE SERENADE  
The Ray Charles Singers. Decca DL 8838

This is the first in what Ray Charles says is a series of sets to come having to do with times of the day. In this "morning" group are "Sunrise Serenade," "Good Morning," "Oh, What a Beautiful Morning," etc. Interesting backings contain on various occasions an accordion, twin pianos, bells and rhythm. Nice arrangements and the finely drilled Singers do their usual classy vocalizing.

★★★ THE MAGIC TOUCH OF  
BUCK RAM  
Mercury MG 20392

A package of lush instrumentals, tastefully arranged. Sides were recorded in France, and disk has obviously been well-engineered. Material for the most part comprises Ram's songs, and includes "The Great Pretender," "Only You," and "The Magic Touch."

★★★ THE PALMER METHOD  
DANCING  
Jimmy Palmer Ork. Mercury SR 60033

STEREO & MONAURAL

Palmer provides a pleasant instrumental package of nostalgic standards in a sprightly businessman's bounce dance tempo. Medleys spotlight some 33 oldies covering a wide span of years. Selections include "I Won't Dance," "Rosalie," "Woodchopper's Ball," "C'est Si Bon," "The Best Things in Life Are Free."

★★★ THE GARBAGE COLLECTOR  
IN BEVERLY HILLS  
Produced by Irving Taylor. Warner Bros. BS 1254 & B 1254

STEREO & MONAURAL

Hundreds of albums after the first collections of work songs, this album is one of the first to present a whimsical spoof on the genre. These songs do not tell of mine, mill or farm but the glories of such odd jobs as the title song, the cop in the nudist colony, prison interior decorator, rock and roll vocal coach, etc. Some don't quite come off, but there's enough fun in the others to make this an amusing item. Attractive cover, illustrating the title song, is in the same take-off vein and the idea should tickle enough customers to ring up substantial sales.

★★★ MISTER PIPE ORGAN!  
Eddie Dunstetter. Capitol T 1128

Fine organ package. Instrument used is a four-manual, 24-rank Robert Morton studio organ and a three-manual Hammond. Engineering and performances are outstanding. Material includes "Open Your Eyes," "Parade of Wooden Soldiers," "Poinciana," etc.

★★★ EXCITING SOUNDS FROM  
ROMANTIC PLACES WITH LEO  
DIAMOND'S ORK  
ABC-Paramount ABC 268

Diamond is literally a "one-man band" on this interesting package, which features the harmonica virtuoso playing all 12 parts, via some effective multi-tracking. By recording the entire album on 35-mm. motion picture sound film, the over-all effect is smoothly harmonious mood music. Selections are travel-keyed standards—"La Vie En Rose," "Sleepy Lagoon," "Lili Marlene," etc. Fine jockey wax.

★★★ DRINKING SONGS SUNG  
UNDER THE TABLE  
The Blazers. ABC-Paramount ABC 270

A top quartet of its type. Sides are done with style and élan. Material includes a flock of great saloon tunes, such as "Rye Whiskey," "Father, Dear Father," "Show Me the Way to Go Home," etc. Dealers should demonstrate it for potential buyers.

★★★ GEORGE JESSEL SINGS TEAR  
JERKERS OF THE NOT-SO-GAY  
NINETIES

Treasure LP 408  
Jessel, after a spoken introduction, reads several of the top numbers of the "Gay '90's" period. All are in the weeper vein. Chorus assistance on the misty melodies is excellent. The lyrics of the grand old melodies are presented in just the right vein by the master showman. If exposed, this can be a profitable item. Selections include "She's More to Be Pityed Than Censured," "We Never Speak as We Pass By," and "She's Only a Bird in a Gilded Cage."

## POPULAR ★★

★★ LET'S SING SONGS EVERYBODY  
KNOWS  
Russ Morgau, Organ. Decca DL 78828 & DL 8828

STEREO & MONAURAL

Organ and rhythm section versions of old favorites ("Down by the Old Mill Stream," "Always," "Dear Old Girl," etc.). Tempo is held down to a pace that allows for singing and tight harmonizing by groups that aren't too sure of their ground. So it's a good disk to recommend for a party. The stereo version uses distinct separation that will please recent purchasers of a stereo phono.

★★ TWO BEERS AND EVERYBODY  
SINGS  
The Strugglers. Warner Bros. WS 1257 & W 1257

STEREO & MONAURAL

A unique sing-along package, reproducing the entertainment of an evening at San Francisco's Red Garter night club. Old tunes are sung by the beer and peanut-eating audience to accompaniment of a banjo-flavored combo. Tunes are really "Show Me the Way to Go Home," etc.

★★ HAWAIIAN DREAMS  
Joe Maize & His Cordsmen. Decca DL 8817

Set of island melodies is very similar to many others available. Maize and group interpret the melodies in so-so fashion. Some sale possible.

## COUNTRY & WESTERN ★★★★★

★★★★ LONESOME LOVE  
Jean Shepard. Capitol T 1126

Excellent country package. Jean Shepard is in the true tradition, and her sides here carry the flavor of the true country weeper. Included are "You Win Again," "A Thief in the Night," "I Hate Myself." Lovers of the authentic c.&w. have it here.

## INTERNATIONAL ★★★

★★★ AROUND THE SAMOVAR  
Leonid Bolotne Ork. Warner Bros. WS 1255 & W 1255

STEREO & MONAURAL

A Russian song program that effectively captures the many moods of the national temperament. Here is the lightness and the brooding, the laughing and the sighing of the Russian people. At first glance, it must seem that this is slanted toward the Russian community here, but the disk should please a wider market. The sound, particularly in the stereo version, is superb.

## INTERNATIONAL ★★

★★ LURE OF TAHITI  
Terorotua & His Tahitians. ABC-Paramount ABC 271

From the lovely island of Tahiti comes this album of rhythmic, interesting folk items, played by natives of that island paradise. The music is out of the usual groove—(ho it bears a relation to Hawaiian melodies—but the insinuating rhythms are certain to attract fans of the genre. Tunes include popular songs of Tahiti, improvisations on chants, etc.

## POLKA ★★★★★

★★★★ "STASH"  
Stan Wolowic & The Polka Chips. ABC-Paramount ABC 275

Spirited polka item should find a home in this market. The crew serves up a series of danceable melodies. Some are instrumentals, and there are also some with English and Polish vocals. Good cover will help.

## RELIGIOUS ★★★★★

★★★★ RESPLENDENT THEMES  
Scored for Symphonic Strings by Paul Mickelson. Word W 7002-LP

Orchestral arrangements of sacred music. A top package of its type, well recorded and packaged. Book-type cover opens to reveal extensive notes and the words of such material as "Friendship With Jesus," "Lead Me to Calvary," "Only Trust Him."

## SACRED ★★★★★

★★★★ LIGHT OF THE LORD  
Tommy Collins. Capitol T 1125

Former country singer Tommy Collins, who is now a minister, offers a splendid  
(Continued on page 38)



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**AUGIE RIOS**

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**THE CHORDS**

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**ELEPHANT WALK**

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**TORN BETWEEN TWO LOVES**  
and  
**BEFORE**

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METRO K20013

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Music by  
Henry Mancini from  
the TV program starring  
Craig Stevens



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# ELEPHANT WALK

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**KANSAS CITY! BUFFALO!**  
**ALREADY TAKEN BY STORM!**

**RCA VICTOR**  
TRADE MARK RADIO CORPORATION OF AMERICA

## • Reviews and Ratings of New Popular Albums

• Continued from page 35

collection of gospel and sacred tunes, including a couple of originals. Collins has a clean, simple style, and he sings these items with much sincerity. Most satisfying listening by a solid artist. "Amazing Grace," "My Saviour's Love," "Softly and Tenderly" are included. Strong merchandise for this field.

### SPECIALTY ★★★★★

★★★★ **BILL CULLEN'S MINSTREL SPECTACULAR**  
 With the Endmen. ABC-Paramount ABC 164  
 TV emcee Cullen presents an imaginary minstrel show, beginning with a colorful intro as the showboat lands and the band marches thru the town. Cullen's informative narrative ties together a group of showmanly instrumental and group vocal minstrel items, "Didn't He Ramble," "The

Glendy Burke," "Shenandoah," "Dixie," "Camptown Races," "Waiting for the Robert E. Lee," etc.

### SPECIALTY ★★★

★★★ **THEMES FOR AFRICAN DRUMS**  
 The Guy Warren Sounds. RCA Victor LPM 1864  
 Authentic African drum solo work by Guy Warren is featured in this exotic package. Warren warbles native chants briefly and some of the sides are backed by other instruments. However, Warren's admirable "talking drum" solos dominate, ranging effectively in mood from "The Talking Drum Looks Ahead," to "Ballad for Giraffes." Warren plays bongos, the African Binton Obonu ("talking drum") congo drums, regular jazz drums, and the African bamboo flute.

## • Reviews and Ratings of New Classical Albums

### CLASSICAL ★★★

★★★ **DVORAK: CELLO CONCERTO; FAURE: ELEGIE FOR CELLO & ORK**  
 Janos Starker, Cello with The Philharmonia Orch. (Susskind). Angel S35417

STEREO & MONAURAL

Stereo is exceptional on this disk, in that besides the usual brilliance, there is complete naturalness of sound. Starker excels as an interpreter, using his cello as a musician rather than solely as an instrumentalist. While his tone is occasionally wispy and his technique suffers at times, he breathes life and poetry into every phrase. No current competition on the Faure, and the Dvorak should stand against all comers. Fine photo of artist on cover.

★★★ **FRANZ VON SUPPE: 6 OVERTURES**  
 Philharmonia Promenade Orch. Angel S 35427

STEREO & MONAURAL

"Poet and Peasant," "Pique Dame" and other frivolities that have never lost their popular appeal. Von Suppe's effervescent music gets a generally spirited treatment, tho at times these readings are just a little flat and stolid. Charming sketches of gayly garbed, dancing peasants adorn cover.

### CLASSICAL ★★

★★ **CATCH THAT CATCH CAN**  
 New York Catch Club. Experiences Anonymes EA 0312

STEREO & MONAURAL

Catches by 17th Century Englishmen of whom Purcell and Blow are the best known. Words are in the finest English tradition of lusty, literary bawdiness. The fresh young voices have caught the style well, and give the material virile and objective, but never lewd, treatment. Fine pack-

aging set off by Hogarth sketches on jacket. A rare gem for the market.

### LOW-PRICE CLASSICAL ★★★

★★★ **ROMANTIC STEREO MUSIC**  
 Berlin Concert Orch. (Kevellazy). Rondolette SA 63

STEREO & MONAURAL

Tchaikovsky's "Romeo and Juliet" and smaller-scaled snatches of Mozart and Wagner as performed by a first-rate, but unknown group. While treatment of the Tchaikovsky is on schmaltzy side, it's ideal for the market. Highs are unclear, except when volume controls are turned up, but at loud volume the stereo sound is good and dynamic. A lot of sound for the money. Should sell well on the racks.

## • Reviews and Ratings of New Jazz Albums

### JAZZ ★★★

★★★ **BIRDS OF A FEATHER**  
 Carmen McRae with Ralph Burns Ork. Decca DL 8815

Miss McRae seems to veer back and forth from jazz to pop. Here it's all jazz, with some fairly loose, relaxed backings of various complements — rhythm with four French horns and sax; trumpet, rhythm and five voices, etc. Tunes all have to do with birds—"Bye Bye Blackbird," "Mr. Meadowlark," "Skylark," etc., which makes for a program of good songs. Some of the gal's scat-styled improvising seems to lack sureness, but vocalizing is otherwise on the credit side. Good cover shot.

### Juke Bids

• Continued from page 3

will get back from distributors and one stops on single records that don't become hits.

Meanwhile, manufacturers are finding out that stereo is becoming a revitalizing force for their classical and pop LP catalogs. Classical items being re-done in stereo appear to have a new appeal even for collectors who already have them in monaural. And the same is true of pop items. Marais and Miranda, the folk singers, have just cut their familiar repertoire in stereo in order to appeal to the new twin-track record buff. There will be more and more of this put on the market until it will be possible to get Benny Goodman playing "Sing, Sing, Sing" in stereo, etc., and everyone else who ever sold records in quantity.

Everybody's Doin' It

Even manufacturers who once said they would not cut everything in stereo, altho still reiterating their stand, are gradually cutting almost everything in stereo. Only a soloist or a duo is liable to be recorded monaurally in the future and it is doubtful if the duo will stay monaural very long.

### Flick Sparks

• Continued from page 4

ner Bros. Records has just issued a brand new jazz version of the score with instruments playing the roles of the leading characters. United Artists will soon issue two new "Porgy and Bess" LPs. One will star thrush Diahann Carroll and Andre Previn, the other is a jazz version with the New York City Civic Jazz Orchestra conducted by Bili Potts.

Carlton Records will release an instrumental version of the tunes from the opera, played by a 55-piece orchestra under Monte Kelly. Decca Records has one set with Sammy Davis, with arrangements by Ralph Burns. There is one in the can at Verve Records with Ella Fitzgerald and Louis Armstrong. M-G-M has one on the fire. And Roulette Records will issue a new album of Gershwin tunes with Pearl Bailey that will contain five or six songs from "Porgy and Bess." There are also low-priced versions of the opera out or due out. One is already released on the Aamco label, another is due on the Stereo-Fidelity label.

*Dot's***PARADE of BEST SELLERS****DOT BEST SELLERS**

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

**NEW RELEASES**

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

**BEST SELLING LP'S**

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

**BEST SELLING and NEW STEREOGRAPHIC LP'S**

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

*Dot*

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THE NATION'S BEST SELLING RECORDS

# HONOR ROLL OF HITS

TRADE MARK REG.

## THE NATION'S TOP TUNES

 For survey week ending February 7

This Week	Last Week	Weeks on Chart	This Week	Last Week	Weeks on Chart
<b>1. Stagger Lee</b>		<b>3 6</b>	<b>6. My Happiness</b>		<b>5 9</b>
By Price-Logan—Published by Sheldon (BMI) BEST SELLING RECORD: Lloyd Price, ABC-Paramount 9927.			By Peterson & Bergantine—Published by Happiness (ASCAP) BEST SELLING RECORD: Connie Francis, MGM 12738. RECORDS AVAILABLE: Ella Fitzgerald, Decca 24446; Mulcays, GNP 131; Pied Pipers, Cap 1628; Ron Roth Trio, Cardinal 1003; Jon Steele & Sondra, Coral 6 1/2; Townsmen, Cardinal 1032.		
<b>2. Smoke Gets in Your Eyes</b>		<b>1 12</b>	<b>7. All American Boy</b>		<b>6 5</b>
By Harbach-Kearns—Published by Harms (ASCAP) BEST SELLING RECORD: Platters, Mercury 71383 RECORDS AVAILABLE: Richard Barrett, MGM 12616; Harry Belafonte, Jubilee 5035; Earl Bostic, King 4570; Connee Boswell, Dec 25055; Carmen Cavallaro, Dec 24185; Dennis Day, Cap 1610; Jerry Gray, Dec 27450; Gordon Jenkins, Dec 27166; Guy Lombardo, Dec 23996; Tab Smith, Argo 5323; Fred Waring, Dec 23728.			By Bill Parsons-Orville Lunsford—Published by Buckeye (ASCAP) BEST SELLING RECORD: Bill Parsons, Fraternity 835.		
<b>3. 16 Candles</b>		<b>2 8</b>	<b>8. Hawaiian Wedding Song</b>		<b>15 5</b>
By Dison-Khent—Published by January (BMI) BEST SELLING RECORD: Crests, Coed 506.			By Charles E. King-A. Hoffman-D. Manning—Published by Pickwick (ASCAP) BEST SELLING RECORD: Andy Williams, Cadence 1358. RECORD AVAILABLE: Mary Kay Trio, Warner Bros., 5015.		
<b>4. Donna</b>		<b>4 9</b>	<b>9. Gotta Travel On</b>		<b>7 11</b>
By Ritchie Valens—Published by Kemo (BMI) BEST SELLING RECORD: Ritchie Valens, Del-Fi 4110.			By Paul Clayton—Published by Sangra (BMI) BEST SELLING RECORD: Billy Grammer, Monument 400; RECORDS AVAILABLE: Harry Belafonte, Vic 7445; Janet and Eileen, Testa 103; Bill Monroe and His Blue Grass Boys, Decca 30809.		
<b>5. The Children's Marching Song</b>		<b>8 4</b>	<b>10. Lonely Teardrops</b>		<b>9 10</b>
By Sharp-Arnold—Published by Miller (ASCAP) BEST SELLING RECORDS: Mitch Miller, Col 41317; Cyril Stapleton, London 1851. RECORDS AVAILABLE: Ingrid Bergman Orphan Choir, 20th Fox 126; Lennon Sisters, Brunswick 55113; Norman Leyden Child's World Ork, Vic WBV-106.			By Barry Gordy Jr. & Tyran Carlo—Published by Pearl (BMI) BEST SELLING RECORD: Jackie Wilson, Brunswick 55105		

### Second Ten

<b>11. Petite Fleur</b>		<b>22 2</b>	<b>16. May You Always</b>		<b>21 5</b>
By Sidney Bechet—Published by Hill & Range (BMI) BEST SELLING RECORD: Chris Barber's Jazz Band, Laurie 3023. RECORDS AVAILABLE: Sidney Bechet, Brunswick 55114; Bob Crosby, Dot 15890; Joe Darensbourg Quintet, Lark 4510; Wilbur De Paris, Atco 2011; Wally Fawkes-Sandy Brown Quintet, London 1858; Lloyd Glenn, Aladdin 3446; Gene Krupa Quartet, Verve 10162; Scamps, Arlan 502; Bob Wilber Jazz Quartet, Cub 9021.			By Larry Markes-Dick Charles—Published by Hecht-Lancaster & Buzzell (ASCAP) BEST SELLING RECORD: McGuire Sisters, Coral 62059		
<b>12. Manhattan Spiritual</b>		<b>11 8</b>	<b>17. A Lover's Question</b>		<b>12 15</b>
By Billy Naxted—Published by Zodiac (BMI) BEST SELLING RECORD: Reg Owen Ork, Palette 5005.			By Brook Benton-Jimmy Williams—Published by Eden-Progressive (BMI) BEST SELLING RECORD: Clyde McPhatter, Atlantic 1199		
<b>13. Goodbye Baby</b>		<b>10 7</b>	<b>18. (All of a Sudden) My Heart Sings</b>		<b>14 5</b>
By Jack Scott—Published by Starfire (BMI) BEST SELLING RECORD: Jack Scott, Carlton 493.			By Rome-Jambian-Herpin—Published by Leeds BEST SELLING RECORD: Pam Anderson RECORDS AVAILABLE: ... \$0073; Roy Hamilton, Epic 433 24501		
<b>14. I Cried a Tear</b>		<b>13 4</b>	<b>19. Peter Gunn Theme</b>		<b>17 4</b>
By Al Julia—Published by Progressive (BMI) BEST SELLING RECORD: LaVern Baker, Atlantic 2007.			By Henry Mancini—Published by Northridge (ASCAP) BEST SELLING RECORD: Ray Anthony, Cap 4041. RECORDS AVAILABLE: George Kelly, Winley 237; Henry Mancini Ork, Vic 7460; Shelly Manne and His Men, Contemporary 367.		
<b>15. Tall Paul</b>		<b>18 3</b>	<b>20. With the Wind and the Rain in Your Hair</b>		<b>23 2</b>
By Bob Roberts-Bob Sherman-Dick Sherman—Published by Music World-Wonderland (BMI) BEST SELLING RECORD: Annette, Disneyland 118. RECORD AVAILABLE: Judy Harris, Surf 5023.			By Jack Lawrence-Clara Edwards—Published by Paramount (ASCAP) BEST SELLING RECORD: Pat Boone, Dot 15888.		

### Third Ten

<b>21. Lonely One</b>		<b>24 2</b>	<b>26. Lucky Ladybug</b>		<b>28 5</b>
By L. Hazlewood & Duane Eddy—Published by Gregmark (BMI) RECORD AVAILABLE: Duane Eddy, Jamie 1117.			By Frank C. Slay Jr. & Bob Crewe—Published by Conley (BMI) RECORD AVAILABLE: Billy and Lillie, Swan 4020.		
<b>22. Charlie Brown</b>		<b>30 2</b>	<b>27. The Diary</b>		<b>19 7</b>
By Leiber-Stoller—Published by Tiger (BMI) RECORD AVAILABLE: Coasters, Atco 6132.			By Neil Sedaka-Howard Greenfield—Published by Aldon (BMI) RECORD AVAILABLE: Neil Sedaka, Vic 7408.		
<b>23. I've Had It</b>		<b>- 1</b>	<b>28. She Say (Oom Dooby Doom)</b>		<b>- 1</b>
By Carl Boumura-Raymond Ceroni—Published by Brent (BMI) RECORD AVAILABLE: Bell Notes, Time 1004.			By Mann-Anthony—Published by Stratton (BMI) RECORD AVAILABLE: Diamonds, Mercury 71404.		
<b>24. Little Space Girl</b>		<b>20 3</b>	<b>29. Nobody But You</b>		<b>25 5</b>
By Jesse Lee Turner—Published by Longhorn (BMI) RECORD AVAILABLE: Jesse Lee Turner, Carlton 496.			By Dee Clark—Published by Gladstone (ASCAP) RECORDS AVAILABLE: Dee Clark, Abner 1019; Luther Dixon, Chess 1682; Jimmy Simms, Lamp 2017; Mamie Van Doren, Dot 15883.		
<b>25. I Got a Wife</b>		<b>- 1</b>	<b>30. Chipmunk Song</b>		<b>27 10</b>
By Mascari-Wenzloff—Published by Pure (BMI) RECORDS AVAILABLE: Pee Wee King, Gold 1009, Mark IV, Mercury 71403.			By Ross Bagdasarian—Published by Monarch (ASCAP) RECORD AVAILABLE: David Seville, Liberty 55168		

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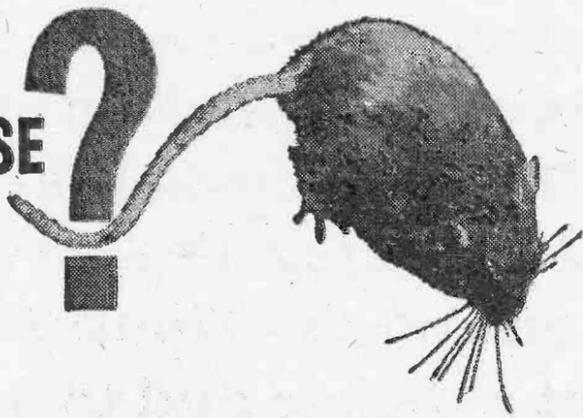
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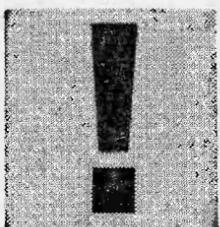


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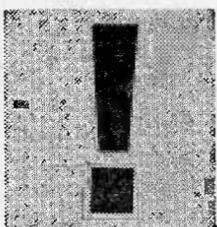
OR A MOUSE



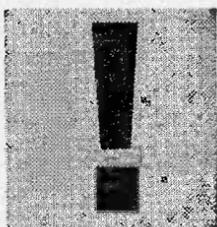
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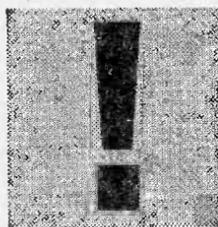
LP & STLP 12/111  
PORCY AND BESS  
Stereorchestrations  
MONTY KELLY AND  
HIS ORCHESTRA



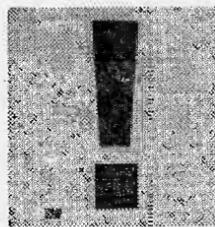
LP & STLP 12/302  
NOLA and other piano  
Instrumentals by  
VINCENT LOPEZ  
and his orchestra



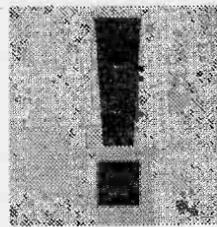
LP & STLP 12/113  
FREE-BLOWN JAZZ  
Tony Scott  
Jimmy Knepper



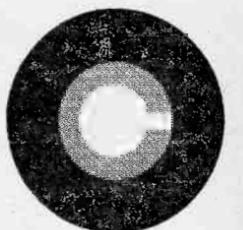
LP & STLP 12/114  
SWEET SINGING  
SWING  
BILL CANNON 3



LP & STLP 12/115  
NAME BAND: 1959  
BOB FLORENCE AND  
HIS ORCHESTRA



LP & STLP 12/112  
MEMORIES AUX  
BRUXELLES  
Presented by  
Alexander Laszlo



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**CARLTON RECORD CORPORATION**

345 WEST 53TH STREET, NEW YORK 19, N. Y.

# The Billboard

# HOT 100

FOR THE WEEK  
ENDING  
FEBRUARY 22

THREE WEEKS AGO	TWO WEEKS AGO	ONE WEEK AGO	THIS WEEK	TITLE	Artist, Company, Record Number	WEEKS ON CHART
5	5	1	1	STAGGER LEE	Lloyd Price, ABC-Paramount 9972	11
4	4	2	2	16 CANDLES	Crests, Coed 506	13
3	3	3	3	DONNA	Ritchie Valens, Del-Fi 4110	13
1	1	4	4	SMOKE GETS IN YOUR EYES	Platters, Mercury 71383	14
12	2	5	5	ALL AMERICAN BOY	Bill Parsons, Fraternity 835	9
2	6	6	6	MY HAPPINESS	Connie Francis, M-G-M 12738	11
8	8	7	7	LONELY TEARDROPS	Jackie Wilson, Brunswick 55105	13
9	10	9	8	GOODBYE BABY	Jack Scott, Carlton 493	10
6	7	8	8	GOTTA TRAVEL ON	Billy Grammer, Monument 400	13
13	11	10	10	MANHATTAN SPIRITUAL	Reg Owen Ork, Palette 5005	11
23	16	14	11	HAWAIIAN WEDDING SONG	Andy Williams, Cadence 1358	8
41	13	18	12	TALL PAUL	Annette, Disneyland 118	7
50	35	22	13	PETITE FLEUR	Chris Barber's Jazz Band, Laurie 3022	6
27	19	12	14	I CRIED A TEAR	LaVern Baker, Atlantic 2007	11
30	20	13	15	THE CHILDREN'S MARCHING SONG	Cyril Stapleton, London 1851	6
22	18	17	16	PETER GUNN THEME	Ray Anthony, Capitol 4041	7
7	9	11	17	A LOVER'S QUESTION	Clyde McPhatter, Atlantic 1199	18
35	29	16	18	THE CHILDREN'S MARCHING SONG	Mitch Miller, Columbia 41317	6
20	15	15	19	(ALL OF A SUDDEN) MY HEART SINGS	Paul Anka, ABC-Paramount 9987	9
—	69	29	20	CHARLIE BROWN	Coasters, Atco 6132	3
11	17	23	21	MAY YOU ALWAYS	McGuire Sisters, Coral 62059	7
34	31	21	22	WITH THE WIND AND THE RAIN IN YOUR HAIR	Pat Boone, Dot 15888	6
62	34	26	23	THE LONELY ONE	Duane Eddy, Jamie 1117	5
36	26	20	24	LITTLE SPACE GIRL	Jesse Lee Turner, Carlton 496	7
88	67	36	25	★ I'VE HAD IT	Bell Notes, Time 1004	5
14	25	24	26	LUCKY LADYBUG	Billy and Lillie, Swan 4020	9
19	14	19	27	THE DIARY	Neil Sedaka, RCA Victor 7408	11
84	45	34	28	I GOT A WIFE	Mark IV, Mercury 71403	4
89	52	40	29	★ SHE SAY (OOM DOOBY-DOOM)	The Diamonds, Mercury 71404	4
28	21	27	30	NOBODY BUT YOU	Dee Clark, Abner 1019	12

THREE WEEKS AGO	TWO WEEKS AGO	ONE WEEK AGO	THIS WEEK	TITLE	Artist, Company, Record Number	WEEKS ON CHART
45	38	31	31	I'M A MAN	Fabian, Chancellor 1029	6
49	39	33	32	DON'T TAKE YOUR GUNS TO TOWN	Johnny Cash, Columbia 41313	5
87	62	52	33	★ THERE MUST BE A WAY	Joni James, M-G-M 12746	5
33	22	30	34	LA BAMBA	Ritchie Valens, Del-Fi 4110	8
99	91	60	35	★ THE STORY OF MY LOVE	Conway Twitty, M-G-M 12748	4
92	73	38	36	IT'S JUST A MATTER OF TIME	Brook Benton, Mercury 71394	4
10	12	25	37	WHOLE LOTTA LOVING	Fats Domino, Imperial 5553	14
100	74	47	38	TRAGEDY	Thomas Wayne, Fernwood 109	14
—	95	61	39	★ NOLA	Billy Williams, Coral 62069	4
15	23	28	40	THE CHIPMUNK SONG	David Seville and the Chipmunks, Liberty 55168	11
37	40	39	41	RED RIVER ROSE	Ames Brothers, RCA Victor 7413	8
58	53	44	42	PRETTY GIRLS EVERYWHERE	Eugene Church, Class 235	8
18	24	32	43	TO KNOW HIM IS TO LOVE HIM	Teddy Bears, Dore 503	22
32	41	41	44	LOVE YOU MOST OF ALL	Sam Cooke, Keen 2008	14
97	72	56	45	★ PLAIN JANE	Bobby Darin, Atco 6133	4
47	49	46	46	DON'T PITY ME	Dion and the Belmonts, Laurie 3021	9
57	56	45	47	IT'S ONLY THE BEGINNING	The Kalin Twins, Decca 30807	6
53	43	48	48	TRUST IN ME	Patti Page, Mercury 71400	6
—	76	59	49	★ APPLE BLOSSOM TIME	Tab Hunter, Warner Bros. 5032	3
43	37	55	50	BLUE HAWAII	Billy Vaughn, Dot 15879	8
25	27	43	51	BIMBOMBAY	Jimmie Rodgers, Roulette 4116	15
61	54	54	52	LOVERS NEVER SAY GOODBYE	Flamingos, End 1035	5
—	—	99	53	★ VENUS	Frankie Avalon, Chancellor 1031	2
82	79	64	54	★ FIRST ANNIVERSARY	Cathy Carr, Roulette 4125	4
79	57	49	55	GOOD ROCKIN' TONIGHT	Pat Boone, Dot 15888	6
39	42	42	56	TEASIN'	Quaker City Boys, Swan 4023	9
90	81	63	57	WHO CARES	Jon Gibson, RCA Victor 7437	5
52	60	68	58	★ THE GIRL ON PAGE 44	The Four Lads, Columbia 41310	7
55	50	50	59	TRY ME	James Brown, Federal 12337	10
16	30	37	60	LONESOME TOWN	Ricky Nelson, Imperial 5545	18

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

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

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

**THE BILLBOARD'S BEST BUYS**

THREE WEEKS AGO	TWO WEEKS AGO	ONE WEEK AGO	THIS WEEK	★ STAR PERFORMER THIS WEEK	TITLE	Artist, Company, Record Number	WEEKS ON CHART
17	28	35	61		ONE NIGHT	Elvis Presley, RCA Victor 7410	15
64	58	75	62		AMBROSE (PART 5)	Linda Laurie, Glory 290	4
48	44	51	63		LET'S LOVE	Johnny Mathis, Columbia 41304	7
98	94	72	64		RAWHIDE	Link Wray, Epic 9300	4
—	—	—	65	★	ANTHONY BOY	Chuck Berry, Chess 1716	1
96	83	74	66		EVENING RAIN	Earl Grant, Decca 30819	4
93	84	70	67		MATILDA	Cooke and His Cupcakes, Judd 1002	5
94	71	69	68		ALRIGHT, OKAY, YOU WIN	Peggy Lee, Capitol 4115	4
73	63	57	69		GAZACHSTAHAGEN	Wild Cats, United Artists 154	7
—	—	—	70	★	ALVIN'S HARMONICA	David Seville and the Chipmunks, Liberty 55179	1
95	86	77	71		WICKED RUBY	Danny Zella, Fox 10057	4
67	89	—	72	★	WIGGLE WIGGLE	Accents, Brunswick 55100	8
—	—	—	73	★	PLEASE MR. SUN	Tommy Edwards, M-G-M 12757	1
—	97	86	74		TEARDROPS WILL FALL	Dicky Doo and the Don'ts, Swan 4025	3
—	—	98	75	★	ARE YOU LONESOME TONIGHT?	Jaye P. Morgan, M-G-M 12752	2
—	—	—	76	★	WHEN THE SAINTS GO MARCHING IN	Fats Domino, Imperial 5569	1
21	32	58	77		PROBLEMS	Everly Brothers, Cadence 1355	15
38	47	62	78		ROCK-A-CONGA	Applejacks, Cameo 155	9
72	65	80	79		THE SHAG	Billy Graves, Monument 401	4
70	66	67	80		THE WEDDING	June Vall, Mercury 71382	13
—	—	—	81	★	TELLING LIES	Fats Domino, Imperial 5569	1
—	96	82	82		GIVE ME YOUR LOVE	Nat King Cole, Capitol 4125	3
26	36	65	83		THE LITTLE DRUMMER BOY	Harry Simeone Chorale, 20th Fox 121	9
76	70	73	84		RASPBERRIES, STRAWBERRIES	Kingston Trio, Capitol 4114	6
—	—	94	85		JUPITER-C	Pat and the Satellite, Atco 6131	2
24	33	53	86		TOM DOOLEY	Kingston Trio, Capitol 4049	21
—	—	—	87	★	MISS YOU	Jaye P. Morgan, M-G-M 12752	1
—	—	88	88		NOLA	Morgan Brothers, M-G-M 12747	2
69	87	87	89		THE WORRYIN' KIND	Tommy Sands, Capitol 4082	7
—	85	81	90		MY MAN	Peggy Lee, Capitol 4115	3

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

**POP**

- VENUS** ..... Frankie Avalon  
(Rambled-Jimskip, BMI) I'm Broke (Rambled-Jimskip, BMI) Chancellor 1031
- ANTHONY BOY** ..... Chuck Berry  
(Arc, BMI) That's My Desire (Mills, ASCAP) Chess 1716
- ALVIN'S HARMONICA** ..... David Seville and the Chipmunks  
(Monarch, ASCAP) Mediocre (Monarch, ASCAP) Liberty 55179
- PLEASE MR. SUN** ..... Tommy Edwards  
(Welss & Barry, BMI) The Morning Side of the Mountain (Remick, ASCAP) M-G-M 12757
- WHEN THE SAINTS GO MARCHING IN** ..... Fats Domino  
TELLING LIES  
(Marquis, BMI) (Reeve, BMI) Imperial 5569

The above are previous Billboard Spotlight picks

- ARE YOU LONESOME TONIGHT?** ..... Jaye P. Morgan  
MISS YOU  
(Bourne, ASCAP) (Santly-Joy, ASCAP) M-G-M 12752

**C&W**

NO SELECTIONS THIS WEEK

**R&B**

NO SELECTIONS THIS WEEK

THREE WEEKS AGO	TWO WEEKS AGO	ONE WEEK AGO	THIS WEEK	★ STAR PERFORMER THIS WEEK	TITLE	Artist, Company, Record Number	WEEKS ON CHART
—	—	96	91		BLAH, BLAH, BLAH	Nicola Paone, ABC-Paramount 9993	2
—	—	89	92		SEA CRUISE	Frankie Ford, Aca 554	2
—	99	90	93		THE HANGING TREE	Marty Robbins, Columbia 41325	3
—	—	—	94		SINCE I DON'T HAVE YOU	The Skyliners, Calico 103	1
—	—	97	95		MIDNIGHT OIL	Charlie Blackwell, Warner Bros. 5031	2
—	—	—	96		PINK SHOELACES	Dodie Stevens, Crystalette 724	1
—	—	100	97		MOONLIGHT SERENADE	The Rivelinas, Coed 508	2
—	—	—	98		I DON'T NEED YOU ANYMORE	Teddy Bears, Imperial 5562	1
—	100	85	99		MADRID	Nat King Cole, Capitol 4125	3
31	46	66	100		I GOT STUNG	Elvis Presley, RCA Victor 7410	15



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hit

of all time!



MANTOVANI

Narration by Anthony Oliver

Separate  
Tables

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1948

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RECORDS

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• Best Selling Sheet Music in U. S.

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

This Week	Last Week	Weeks on Chart
1. SMOKE GETS IN YOUR EYES (Harms).....	1	8
2. MY HAPPINESS (Happiness) .....	2	6
3. CHILDREN'S MARCHING SONG (Miller) .....	4	5
4. HAWAIIAN WEDDING SONG (Pickwick) .....	3	5
5. MAY YOU ALWAYS (Hecht, Lancaster & Buzzell) ....	6	4
6. GOTTA TRAVEL ON (Sanga) .....	5	5
7. 16 CANDLES (January) .....	8	5
8. WITH THE WIND AND THE RAIN IN YOUR HAIR (Paramount) .....	13	3
9. YOU ARE BEAUTIFUL (Williamson) .....	10	5
10. PETITE FLEUR (Hill and Range) .....	—	1
11. THERE MUST BE A WAY (Valando) .....	11	2
12. LONESOME TOWN (Eric) .....	7	14
13. DONNA (Kemo) .....	—	1
14. TEASIN' (Kellem) .....	14	2
15. LOVE LOOK AWAY (Williamson) .....	—	2

• Best Selling Sheet Music in Britain

(For week ending February 7)

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

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

• Best Selling Pop Records in Britain

(For week ending February 7)

This Week	Printed thru the courtesy of the "New Musical Express," Britain's foremost musical publication.	Last Week
1. I GOT STUNG/ONE NIGHT—Elvis Presley (RCA).....		1
2. AS I LOVE YOU—Shirley Bassey (Philips).....		5
3. KISS ME, HONEY HONEY, KISS ME—Shirley Bassey (Philips).....		3
4. BABY FACE—Little Richard (London).....		4
5. TO KNOW HIM IS TO LOVE HIM—Teddy Bears (London).....		2
6. SMOKE GETS IN YOUR EYES—Platters (Mercury).....		6
7. DOES YOUR CHEWING GUM LOSE ITS FLAVOUR?—Lonnie Donegan (Pye-Nixa) .....		11
7. PROBLEMS—Everly Brothers (London).....		3
9. THE DAY THE RAINS CAME—Jane Morgan (London).....		6
10. MY HEART SINGS—Paul Anka (Columbia).....		14
11. TEA FOR TWO CHA CHA—Tommy Dorsey Orchestra (Brunswick).....		10
12. HIGH SCHOOL CONFIDENTIAL—Jerry Lee Lewis (London).....		19
13. A PUB WITH NO BEER—Slim Dusty (Columbia).....		—
14. IT'S ONLY MAKE BELIEVE—Conway Twitty (MGM).....		9
15. WEE TOM—Lord Rockingham's XI (Decca).....		—
16. APPLE BLOSSOM TIME—Rosemary Juno (Pye-Int.).....		20
17. LITTLE DRUMMER BOY—Beverly Sisters (Decca).....		—
18. THE WORLD OUTSIDE—Four Aces (Brunswick).....		—
19. GIGI—Billy Eckstein (Mercury).....		—
20. THE WORLD OUTSIDE—Ronnie Hilton (HMV).....		17

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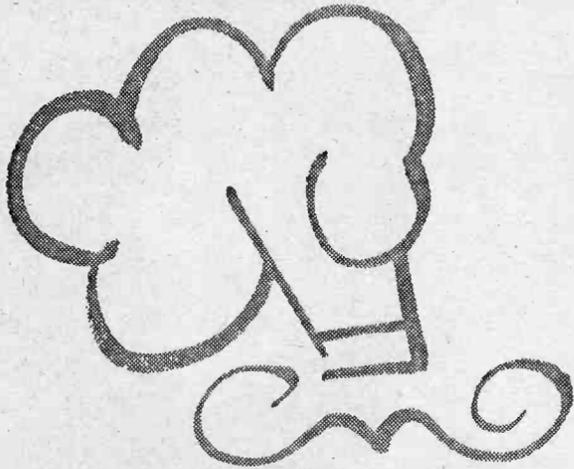
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DE LA CHANSON**

**"LOST MELODY**

(Melodie Perdue)"

**"THE GYPSIES (Les Gitans)"**

RECORD NO. 4148



### The Billboard HOT C & W SIDES

THREE WEEKS AGO	TWO WEEKS AGO	ONE WEEK AGO	THIS WEEK	TITLE	Artist, Company, Record Number	WEEKS ON CHART
			1	BILLY BAYOU	Jim Reeves, RCA Victor 7380	15
10	10	4	2	DON'T TAKE YOUR GUNS TO TOWN	Johnny Cash, Columbia 41313	5
3	2	2	3	COUNTRY MUSIC IS HERE TO STAY	Simon Crum, Capitol 4073	16
2	4	3	4	LIFE TO GO	Stonewall Jackson, Columbia 41257	16
8	8	9	5	GOTTA TRAVEL ON	Billy Grammer, Monument 400	7
13	6	5	6	COME WALK WITH ME	Wilma Lee, Stoney Cooper, Hickory 1085	10
7	11	11	7	WHEN IT'S SPRINGTIME IN ALASKA	Johnny Horton, Columbia 41308	6
4	3	6	8	PICK ME UP ON YOUR WAY DOWN	Charlie Walker, Columbia 41211	18
12	12	8	9	I'VE RUN OUT OF TOMORROWS	Hank Thompson, Capitol 4085	12
11	7	7	10	DARK HOLLOW	Jimmy Skinner, Mercury 71387	5
—	30	21	11	WHO CARES?	Don Gibson, RCA Victor 7437	3
6	9	13	12	TREASURE OF LOVE	George Jones, Mercury 71373	14
5	5	10	13	CITY LIGHTS	Ray Price, Columbia 41191	18
9	13	12	14	MY BABY'S GONE	Louvin Brothers, Capitol 4055	17
14	22	15	15	THAT'S WHAT IT'S LIKE TO BE LONESOME	Ray Price, Columbia 41309	7
21	14	14	16	WHICH ONE IS TO BLAME?	Wilburn Brothers, Decca 30787	7
17	26	20	17	BEST YEARS OF MY LIFE	Carl Smith, Columbia 41290	5
19	15	17	18	THAT'S WHAT IT'S LIKE TO BE LONESOME	Bill Anderson, Decca 30773	6
16	16	18	19	SO MANY TIMES	Roy Acuff, Hickory 1090	8
23	28	25	20	LAST NIGHT AT A PARTY	Faron Young, Capitol 4113	4
15	19	23	21	YOU'RE MAKING A FOOL OUT OF ME	Jimmy Newman, M-G-M 12707	16
—	—	—	22	MY REASON FOR LIVING	Ferlin Husky, Capitol 4123	1
—	—	—	23	KNOXVILLE GIRL	Louvin Brothers, Capitol 4117	1
22	23	22	24	ALL OVER AGAIN	Johnny Cash, Columbia 41251	18
—	17	16	25	A LONG TIME TO GO	Faron Young, Capitol 4113	3
—	27	27	26	WALKING MY BLUES AWAY	Jimmy Skinner, Mercury 71387	4
26	21	19	27	CIGARETTES AND COFFEE BLUES	Lefty Frizzell, Columbia 41268	11
—	—	—	28	I'M IN LOVE AGAIN	George Morgan, Columbia 41318	1
—	—	—	29	MOMMY FOR A DAY	Kitty Wells, Decca 30804	1
29	—	—	30	FINALLY	Mel Tillis, Columbia 41277	4



BOBBI AND THE BEAUS  
**LOSING GAME**

b/w  
**MELVIN**

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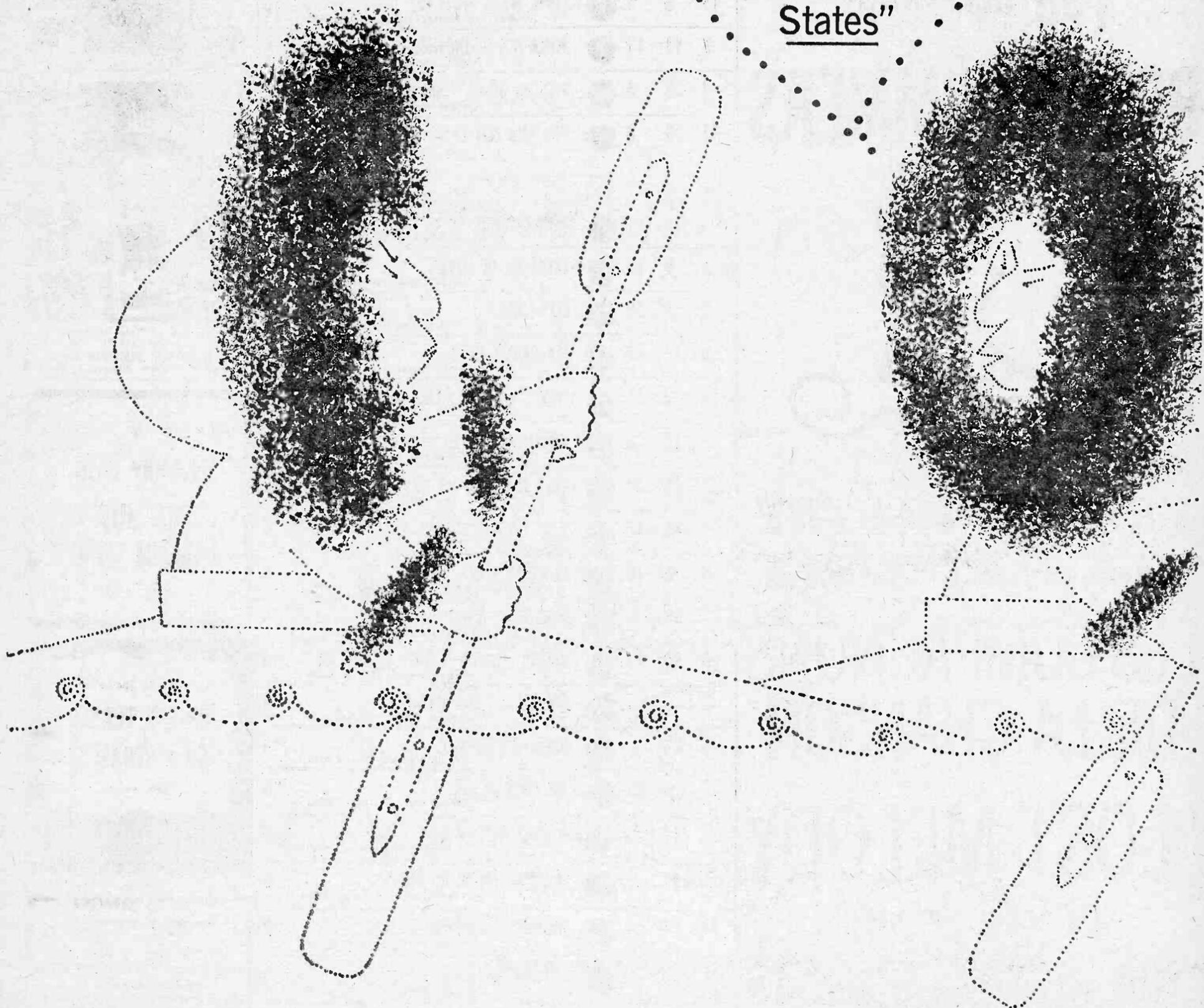


# "WHEN IT'S SPRINGTIME IN ALASKA" (IT'S FORTY BELOW)

JOHNNY HORTON

4-41308

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understand  
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all over the  
States"



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c/w

47/7473

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**RCA VICTOR**  
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## The Billboard Reviews

## THIS WEEK'S SINGLES

## • Reviews of New Pop Records

## EXPLANATION OF RATING CATEGORIES FOR SINGLES

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

**SPOTLIGHT**—Strongest Sales Potential of All records reviewed this week

★★★★—Very Strong Sales Potential

★★★—Good Sales Potential

★★—Moderate Sales Potential

★—Limited Sales Potential

★★★★

## DAVE BURGESS

★★★★ Lulu  
CHALLENGE 59037—Rhythm tune, with a touch of country flavor. Plenty of beat and charm here. Watch this, it has a chance. (Golden West, BMD)

## ★★★★ I Don't Want to Know

Ballad, chanted with a world of heart. Side has a country feeling—of the type that goes strongly in pop. Watch this side, too. (Jat, BMI)

## THE CHANTELS

★★★★ I Can't Take It  
END 1037—The chicks have a fine side in this tale about a broken-hearted gal who finds it difficult to endure life, since she and her fella parted. Strong side. (Real Gone, BMD)

## ★★★★ Never Let Go

Real crazy rocker is gospel-derived. Good sound by the gals on this happy side. Gals don't want their cat to let go—ever! Also a powerful bid. (RealGone, BMD)

## FRANK SINATRA

★★★★ French Foreign Legion  
CAPITOL 4155—This intros with the strains of "Le Marseillaise" and then works into a pleasant tune about what he'll do if the chick turns him down. Can move. (Barton, ASCAP)

## ★★★★ Time After Time

Sinatra chants the appealing ballad standard in warm fashion, which should appeal strongly to spinners. (Sands, ASCAP)

## DOMENICO MODUGNO

★★★★ Cia Cia Bambina  
DECCA 30845—There's an elaborate, windy, shimmering organ intro to this with Modugno coming in to give the tune a fervent belt. It's his '59 award-winning tune at the San Remo Festival. Worth watching! (Robbins, ASCAP)

## ★★★★ Farfalle

Another Italian language effort; this has cute, sneaky rhythm and a lyric that's delivered with a chuckle. It's catchy and can catch spins. (BIEM)

## DEBBIE REYNOLDS

★★★★ The Mating Game  
M-G-M 12761—Title tune from the chick's latest film is given an attractive dual-track reading with good chorus support. It bears watching. (Robbins, ASCAP)

## ★★★★ Right Away

Medium-beat song is belted to good effect by the thrush. Good side, but flip appears top effort. (Carrie, ASCAP)

## HUTCH DAVIE

★★★★ Begin the Beguine  
ATCO 6136—Here's a smart version of the standard by the Hutch Davie crew that has a sound and a good feel. It could happen—watch it. (Harms, ASCAP)

## ★★★★ Dipsy Doodle

The tune that is still associated with the Larry Clinton ork of two decades ago is played smartly by the band. Flip sounds more potent. (Lincoln, ASCAP)

## TOBY AND RAY

★★★★ Bom Do Wa  
BLUE MOON 411—The pair have a countryish sound on this good rocking blues effort. Fine sound here and the teeners will go for it. Side has the sound of "At the Hop." (Cliff, BMI)

## ★★★ Just Waiting for You

The male duo offers a slow, sincere rendition of the ballad with choral backing. Side has a sound and should be watched. Label is distributed by Verve. (Cliff, BMI)

## BOBBY PLEASE

★★★★ The Switch  
JAMIE 1118—Please tells this charming tale about a dance where the kids all switch partners to meet somebody new in rocking style. It's a natural programming side. Watch it! (Harlan, BMI)

## ★★ The Monster

Rocker tells of a cat who created a monster, whom he thought was later destroyed, but he encounters the cat later on. Flip appears the money item. (Please, BMI)

## LUCY RIVERA

★★★★ Make Me Queen Again  
END 1041—The gal gives this slow, pounding ballad side a deeply felt effort which should appeal strongly to teeners. It's all about a cat who left the scene just when she was interested. Strong reading and message. (Bloor, BMI)

## ★★ Itie

Miss Rivera is a swingin' rockabilly who sings thru a heavy echo chamber effect. Fair wax. (Vanderbilt & Bonnie, ASCAP)

★★★★

## THE KITTENS

★★★★ Letter to Donna  
UNART 2010—An answer to the late Ritchie Valen's smash. Side is a tribute to the young singer. It's bound to get some play. (Unart, BMI)

## ★★★★ It's All Over Now

Rocker is delivered with verve by the group who have a really wild sound. Backing is equally frantic. It can move as well as the flip. (Unart, BMI)

## ERNE FELICE

★★★★ Sitin' on the Sidewalk  
RCA VICTOR 7463—Felice sings a mild rockabilly item with an assist from cute sounding chicks. Has a pleasant, relaxed feel which could stir up some attention. (Alamo, ASCAP)

## ★★★★ All These Years

Felice sings a tender ballad with a simple and effective guitar accompaniment. Girl chorus moves up behind to give a nice backing. Appealing talent. (Paula, BMI)

## ERNEST TUCKER

★★★★ What's the Matter Claudy  
JUBILEE 5360—Tucker tells this driving rocker with spirit over listenable backing. It has a sound and the tune is a good one. It could get coins. (Dara & Benell, BMI)

## ★★★★ Cowboy Hop

On this side Tucker sings about a rocking dance at the cowboy hop where all the famous Western names will appear. Two strong sides. (Benell, BMI)

## ROBIN LUKE

★★★★ Strollin' Blues  
DOT 15899—The "Susie Darlin'" chanter from Hawaii sings the Terry Gilkyson tune with easy style. A good chanting effort that could stir action. (Montclare, BMI)

★★★★ You Can't Stop Me From Dreaming  
The oldie gets a smart, swinging, rocking reading by Robin Luke. Vocal reading and guitar backing gives it a strong country feeling. Figures as a dual-market threat. (Remick, ASCAP)



## ----- Pop Records -----

## CONNIE FRANCIS

IF I DIDN'T CARE (Chappell, ASCAP)  
TOWARD THE END OF THE DAY  
(Francon, ASCAP)

The chick has two hot sides, either of which can go all the way. "If I Didn't Care" is a rockaballad treatment of the old Ink Spots' hit, with lush string and chorus backing and a tenor-sax echoing. Flip, "Toward the End of the Day" is similarly presented. Both are great sides, and it can be either or both. M-G-M 12769



## JUNE VALLI

## THE ANSWER TO A MAIDEN'S PRAYER (Cherio, BMI)

Miss Valli turns in a highly pleasing reading of a pretty rockaballad with strong teen lyrics. It's a good follow-up to her "The Wedding," and it rates as a strong contender. Flip is a cute novelty, "In His Arms," (Criterion, ASCAP). Mercury 71422



## NEIL SEDAKA

## I GO APE (Aldon, BMI)

Sedaka has two potent entries that can repeat the success of "The Diary." Top side is a peppy rocker with the teen phrase figuring prominently in the lyrics. Flip, "Moon of Gold," is a rockaballad on which he's supported by Ink Spots type backing. RCA Victor 7473



## DALE HAWKINS

## CLASS CUTTER (Bon Bon-Bel Aire, BMI)

Hawkins offers an infectious ditty in listenable fashion about a cat who likes to cut classes. The side should prove attractive to teens. Good backing helps, and the lad could have a winner with this. Flip is "Lonely Nights," (Ace, BMI). Checker 916



## BILL HALEY &amp; HIS COMETS

## I GOT A WOMAN (Progressive, BMI)

## CHARMAINE (Miller, ASCAP)

Haley has his strongest sides in a while. Both are top efforts that stand a chance to cop heavy loot. He reads, "I Got a Woman," the Ray Charles tune, with plenty of feeling. "Charmaine," the oldie, is also handled with a hit sound. Decca 30844



## CHUCK RIO &amp; THE ORIGINALS

## C'EST LA VIE (Jat, BMI)

## MARGARITA (Jat, BMI)

Rio delivers "C'est La Vie," a real swingin' item, with lots of zest. The group assists with a rhythmic, Tex-Mex sound. Side moves all the way. Flip, "Margarita," is a wild rocker that continues to build in sound and excitement. Either can score. Jackpot 48018



## THE FLEETWOODS

## COME SOFTLY TO ME (Cornerstone BMI)

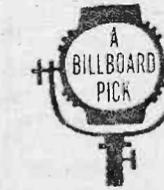
The kids have an interesting sound on this catchy, folkish tune. It's of the ballad type and different enough to attract play and coin. There's already some West Coast action. Flip is "I Care So Much," (Cornerstone, BMI). Dolphin 1



## CARMEN McRAE

## PLAY FOR KEEPS (Korwin, ASCAP)

Miss McRae has a very winning effort in her debut single for her new label. It's a lovely ballad that is read against a lush Vic Schoen arrangement. It's an excellent jockey side and with exposure this could take off. Flip is "Which Way Is Love," (Garland, ASCAP). Kapp 259



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

Pop Talent

ROD MCKUEN

**TIMES A-GETTIN' HARD (Folkways, BMI)**  
**LONESOME BOY (Centaur, ASCAP)**

McKuen impresses with his fine reading of two folk-based melodies. "Times" is a weeper-sort, and the lad handles it with appropriate pathos. "Lonesome Boy" is also a bit on the melancholy side, and McKuen's reading is warmly expressive. Good talent. Decca 30840

MARV JOHNSON

**COME TO ME (Jobete, BMI)**  
**WHISPER (Gordy-Jobete, BMI)**

Johnson has a highly acceptable first effort. Top side is a rocker on which he reminds somewhat of Clyde McPhatter. "Whisper" is an unusual ballad that is sold with heart. He expresses himself to listenable advantage on both sides. United Artists 160

BOBBY RYDELL

**PLEASE DON'T BE MAD (Lowe, ASCAP)**  
**MAKIN' TIME (Lowe-Skyline, ASCAP)**

Rydell has a handsome wax outing to mark his initial recording efforts. He has a pleasant voice, and handles the material in capable style. "Please" is a pounding ballad that is emotionally belted. "Makin' Time," is in the rocker groove. Both have sales potential. Cameo 160

Pop Novelty

SEÑOR WENCES

**'S ALL-RIGHT? 'S ALL-RIGHT! (Joy, ASCAP)**  
**DEEFEECULT FOR YOU—EASY FOR ME (Joy, ASCAP)**

The famed ventriloquist has two cute sides that add up to a strong novelty disk. With the help of his little friend Johnny, he presents the two amusing items with charm. Top side is delivered against a cha cha beat. On the flip, "Deefeeicult," he's teaching Johnny how to sing. Joy 228

Pop Disk Jockey Programming

PETE CANDOLI ORK

**BEER BARREL CONGA (Shapiro-Bernstein, ASCAP)**  
**77 SUNSET STRIP CHA CHA (Witmark, ASCAP)**

Candoli applies a contagious tango rhythm to "Beer Barrel Polka" and comes up with an exciting and danceable disk. It's an excellent programming side and also has a chance to score. Flip is a cha cha treatment of the popular TV theme. Warner Bros. 5039

DAVE (BABY) CORTEZ

**THE HAPPY ORGAN (Lowell, BMI)**

Cortez presents a snappy reading of a tune based on "Shortnin' Bread." The organ is featured against sparkling rhythm support. Good side for all segs, and with plugging this could also move out for loot. Flip is "Love Me As I Love You," (Lowell, BMI). Side is being distributed thru Ember. Clock 1009

THE KING PINS

**(JAZZ AT THE) HOUSE ON MAIN STREET (Conley, BMI)**

Catchy tune is done in a pleasantly swingin' groove. The gang has a smart sound, and the side should find approval from listeners. It can also click sales-wise, if exposed. Flip is a rocker version of the same tune, "(Rockin' at the) House on Main Street," (Conley, BMI). Swan 4027

C&W Records

WARNER MACK

**YES, THERE A REASON (Cedarwood, BMI)**  
**TOO BASHFUL (Cedarwood, BMI)**

Mack has two powerful vocals on numbers that he clefled himself. "Reason" is a traditional-styled ballad on which he sounds a bit like Webb Pierce. On "Too Bashful," the flip, he has more of a pop approach, and this side can also attract in pop marts. Decca 30841



THE VICTORS

\*\*\* It Will Happen By and By  
JACKPOT 48015—Happy side is of the gospel type. Bright hand-clappin' backing supports nicely all the way. It bears watching. (Jat, BMI)

\*\*\* Mi Amor

Celestial-type rockaballad shows pleasant harmonizing by the group. This can move. (Jat, BMI)

NICK TODD

\*\*\* Little Rosey Red  
DOT 15893—A pleasant, bouncy effort by Todd, with nice fem chorus backing. He's taking Little Rosey Red to the prom. Worth spins. (St. Nicholas, ASCAP)

\*\*\* Red Roses for a Blue Lady

A nice oldie tune gets an up-dated triplet-backed version by Nick Todd. Side has a mighty pleasant sound and a good vocal effort. This could latch on to coin. (Mills, ASCAP)

LARRY ELGART

\*\*\* Liza  
RCA VICTOR 7461—Big band treatment of the oldie is a fine jockey side for adult segs. The crew has never sounded better. (New World, ASCAP)

\*\*\* Nola

Tune is currently popular again via several vocal versions. This can provide a listenable programming change. Good chance. (Fox, ASCAP)

GLORIA MAY

\*\*\* What-Cha Doing in the Woods  
CHESS 1719—Chick has a sexy sound on this suggestive tune that is read against various forest sounds. Side tells of cat who has switched from being hip to folksy. Jocks might like. (Arc, BMI)

\*\*\* The Boy in My Dreams

Sultry sound by Miss May on a so-so rockaballad. It can sell. (Arc, BMI)

BETTY AND DUPREE

\*\*\* If It Ain't One Thing  
KENT 318—Bright rocker is presented in cheerful fashion by the pair. Tune has a slight gospel flavor. With exposure this could take off. Good backing. (Modern, BMI)

\*\*\* I Hope You're Satisfied

The duo handle the bluesy ballad in winning fashion. Driving ork support helps on their earthy reading. It can attract pop and r.&b. loot. (Modern, BMI)

LEE CASTLE

\*\*\* Lafayette  
CHALLENGE 59036—Instrumental in march tempo, with an occasional bit of chorus chanting. Side has a fresh sound and an infectious quality, reminiscent of certain civil war tunes. Watch it. (Jat, BMI)

\*\*\* Big Texas

Another instrumental with an occasional chanting by chorus. Like the flip, it has a fresh sound, and it is interesting material. (Jat, BMI)

DANNY COSTELLO

\*\*\* Say No More  
CORAL 62082—Ballad, slow in tempo, with chanter doing a sensitive reading. Arrangement very tasteful. (Coliseum, BMI)

\*\*\* Don't Forget

Bouncy melody, which evokes a nostalgic gang-sing effect. Rhythm and beat is slow, but pronounced. Nice. (Leeds, ASCAP)

LEE STONE

\*\*\* Moonlight Madness  
CORAL 62077 — Ballad, slow in tempo, belted out with a big voice. Arrangement is excellent, departing markedly from the triplet figure which many would use here. (Bandstand, BMI)

\*\*\* A Prayer and a Penny

Like the flip, a slow ballad, with an arrangement that is both lush and yet carries a strong beat. Stone chants it well. (Sheraton, ASCAP)

ESQUIVEL

\*\*\* Whatchamacallit  
RCA VICTOR 7462—Fetching instrumental novelty, with a bright, creative melody line and a fresh arrangement. Worth exposure. (Southern, ASCAP)

\*\*\* I Feel Merely Marvelous

Well-made side, with chorus chanting the pretty melody from "Redhead," backed by a bright arrangement. (Chappell, ASCAP)

FLOYD ROBINSON

\*\*\* The Man in the Moon Is a Lady  
RCA VICTOR 7459—Bright novelty, reflecting the space age. Chanter is joined by a gimmicked voice. Tune is essentially a rocker. Watch it. (Acuff-Rose, BMI)

\*\*\* You're Mine

Pretty melody, bouncy and light-hearted. Lyric has a novelty quality. Deejays will find it's a change from routine wax. (Memo, BMI)

JERRY ADAMS

\*\*\* Play for Keeps  
COLUMBIA 41335—A most attractive, slow tempoed ballad by Bob Allen gets a meaningful reading by the classy thrush. Fine album material which could catch action here with exposure. (Korwin, ASCAP)

\*\*\* Who Needs You

Miss Adams offers the tune which was a big hit for the Four Lads several seasons back. She hands it an intro consisting of a slow version of the release, then moves into a moderately swinging reading of the chorus. Good wax. (Korwin, ASCAP)

SI ZENTNER

\*\*\* Walkin' Home  
BEL CANTO 727—Smooth, blues-like tune is given a well-orked instrumental treatment. Side is an excellent jockey item.

\*\*\* Jolly Roger

Another listenable instrumental item that provides spinnable wax for adult segs.

DANNY DANIELS

\*\*\* When I Feel the Blues A-Coming On  
VITA 181—Daniels croons this blues tune in soft fashion with big "Basie" band-type backing providing a good showcase. Fine side for pop and r.&b. jocks. (Spark, BMI)

\*\*\* Listen Mr. Blues

Daniels sounds a bit like Joe Williams on this smart-sounding blues. Also a side with dual-market appeal. The band really wails. (Spark, BMI)

THE CARROLL BROTHERS

\*\*\* I Found You  
FELSTED 8550—The Carroll Brothers sing this strong rockaballad with feeling over a good arrangement by the combo. Side has a current sound and it has a chance. (Bae, ASCAP)

\*\*\* Movin' Day

Here too, on an up-tempo rocker the boys come thru with a listenable performance. Two good sides by the Brothers. (Bae, ASCAP)

BILL HARRINGTON

\*\*\* Don't Bug Me Baby  
JUBILEE 5359—Bill Harrington sells this rickety tick novelty. Listenable instrumental with a bright feel features Bill Harrington saying "Don't Bug Me Baby" now and then. Could get many spins. (Gibraltar, ASCAP)

\*\*\* Cut'n' Shoot Choo-Choo

Here's another smart instrumental with Harrington merely saying Cut'n' Shoot every few bars. Two cute novelty sides. (Gibraltar, ASCAP)

CLYDE

\*\*\* Clyde's Blast  
COLUMBIA 41332 —An interesting, big-sound rocking blues with the Clyde souped-up piano featured. This has quite a sound and it can generate attention. (Eastlake, ASCAP)

\*\*\* Theme From "Auntie Mame"

The attractive theme material is given a lush, concertoish piano reading by the artist, billed only as Clyde. Can catch spins. (Witmark, ASCAP)

THE COLLINS KIDS

\*\*\* Kinda Like Love  
COLUMBIA 41329—Fine vocals by the duo on this happy waxing. Chorus supports the good effort on the catchy tune. (Ranger, BMI)

(Continued on page 54)



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• **Reviews of New Pop Records**

• Continued from page 53

★★ Sugar Plum

A rocker with the pair featured in harmony. A mighty cuts side in medium tempo but the flip has the edge. (Fairway, BMI)

THE WIZARDS

★★★ Du Bist Meine Liebe  
DOT 15903—This is a continental type ballad with lyrics alternating from phrase to phrase between English and German. Choral vocal is effective. An appealing melody can catch spins. (Vernon, ASCAP)

★★ The Bells of Heidelberg

A medium-beat rock instrumental with a tenor and piano alternating in the lead spots. Bells intersperse in the backing. A listenable sound with a good slow, dance beat. (Alta, ASCAP)

DON REED

★★★ Oleo the Butterfly  
DOT 15902—This is somewhat of a "Chipmunks" kick. It's a cute tune with a catchy melody with the lead voices, Oleo and Margarine, being a couple of speeded up voices. Don Reed's voice comes in in straight fashion with some cute repartee. Could move. (Cadillac, ASCAP)

★★ San Francisco Beat

The Reed band goes strictly instrumental on this side with a good rocking swinger. Solid dancing fare with stops. Flip is the side however. (Karin, ASCAP)

ROD BERNARD

★★★ This Should Go On Forever  
ARGO 5327 — Rockaballad, chanted with soul. Chanter has a sound. (Jamil, BMI)

★★ Pardon, Mr. Gordon

Blues, with a novelty lyric. Funky guitar and solid horns aid the vocal. (Jamil, BMI)

B. B. KING

★★★ I Am  
KENT 317—Pounding rockaballad is rendered with appeal by the artist. Tune is of the inspirational variety. Message is that he is tops in the eyes of his love. (Shuman-Edwards, ASCAP)

★★ Worry Worry

Ballad is read by King with fine ork support. He gives the blues a good shout. Side should cop r.&b. loot. (Modern, BMI)

BARBARA ALLEN

★★★ You're the One I Care For  
FELSTED 8556—The fine oldie is given a sweet reading by the dulcet-voiced thrush. It has a warm sound and a chance for some coins. (Joy, ASCAP)

★★ The Rockin' Charleston

Barbara Allen sells this peppy Charleston effort nicely while the band keeps a two beat behind her. (Peer, BMI)

THE RAY CHARLES SINGERS

★★★ A Touch of Pink  
DECCA 30834—This unusually titled tune is from the forthcoming flick "The Wild and the Innocent." The Ray Charles Singers sell it stylishly and it should get loads of jock spins. (Northern, ASCAP)

★★ Hip Hop

Bright polka item is sung with verve by the vocal group while the band backs them with a happy-time beat. (Zodiac, BMI)

THE KAI WINDING TROMBONERS

★★★ Cha Cha Chicago  
COLUMBIA 41330—This is the old tune "Chicago," set to cha cha rhythm. The trombone group gets a fine sound and excellent backing. The Winding name on a single can attract plays. Worth a hearing. (Fisher, ASCAP)

★★ Sidewalks of Manhattan

This is a jazzy shuffle-beat reading of the oldie, "Sidewalks of New York," coupled in medley form with the Rodgers and Hart tune, "Manhattan." Side swings nicely and is most listenable. (Marks, BMI)

JULIUS LaROSA

★★★ Protect Me  
ROULETTE 4135—Ballad of the devotional-love variety is handed a handsome reading with good ork backing by the chanter. Pretty tune. Good prospects. (Par, ASCAP)

★★ Where's the Girl

March-like ditty is given a winsome reading by LaRosa with spirited backing. Flip appears top side. (Planetary, ASCAP)

JERICHO JONES

★★★ Blues Knocked on My Door  
TODD 1007—Country-blues with a sad message is read with know how. Side can go in both pop and c.&w. marts. (Old Charter-Jamil, BMI)

★★ Save Your Lovin' for Sis

Countryish medium-beater is given a good shout by Jones. Cute novelty has a sound that can attract. Side has a sound. (Old Hickory-Jamil, BMI)

VINCENT LOPEZ

★★★ Nota

CARLTON 503—The old Lopez theme, recently updated via other disks, now gets a mildly rocking treatment by Lopez with a break-in spot of his old-style approach. Jocks will spin. (Fox, ASCAP)

★★ Rosalia

Lopez piano sounds appealing enough on this medium paced item. Flip would catch the initial attention. (Fischer, ASCAP)

JOE RENE

★★★ Do the Cha-Cha, Papa

CLARO 5911—This side has a much more authentic Latin cha cha sound using the cow bell percussion and organ in the instrumentation. A good record that would be fine for boxes and jocks. (Wilco, BMI)

★★ Alouette Cha-Cha

The old French folk song is set to the cha cha tempo here. Side has a chorus in the vocal. A well-made record which could catch some spins. (Wilco, BMI)

JERRY CARRETTA

★★★ Parisienne Pom Pom

CORAL 62079—Attractive continental novelty instrumental. Side carries an unusual sound, as tho of a carnival atmosphere. For deejays. (Boulder, ASCAP)

★★ Foolin' Around

Instrumental, with souped up piano sound and a strong beat. Relaxed. (Boulder, ASCAP)

BOBBY STARR

★★★ Sweet Man

RADIO 120—Blues, with a good lyric and smart arrangement. Chanter has solid backing by a singing group, plus funky instrumentation. (Dandelion, BMI)

★★ Please Give Me a Chance

Rockaballad. Chanter does it with heart; but side has not the impact of the flip. (Dandelion, BMI)

SHIRLEY BATES

★★★ Spanish Orange Blossoms

RADIO 119—Spicy side is a rocker with a Latin touch. The chick handles the calypso-ish effort in grand style. It can attract coins. (Dandelion, BMI)

★★ Am I Ready

Tune with a religious message is read with charm by the thrush. It's somewhat on the folksy side with light plucked string accompaniment. (Dandelion, BMI)

GARY CROSBY

★★★ Sentimental Journey

VERVE 10163—Smart, dual-track reading of the oldie is also a powerful contender. Good jockey side with a good chance to step out. Sides are from his recent album. (Morris, ASCAP)

★★ After the Lights Go Down Low

This is one of the young chanter's strongest bids recently. He reads the oldie in knowing manner. Fine ork backing helps. This appears one to watch. (Harvard, BMI)

"DEACON" & THE ROCK & ROLLERS

★★★ I Don't Wanna Leave  
NAU-VOO 804—Deacon and the Rock and Rollers perform this slight little rocker to good effect. It's a good side for the new label. (Stella Lane, BMI)

★★ Rockin' to the Moon

The boys sell this tale about a rocking trip to the moon in the usual rock and roll grooves. Two better than average sides. (Stella Lane, BMI)

EILEEN RODGERS

★★★ King of My Heart

COLUMBIA 41334—The gal implores the king of her heart to make her the queen. It's a slow easy rocking tune and the gal hands the attractive tune a nice reading. Can get coins. Watch it. (Evans, ASCAP)

★★ I Never Know When to Say When

Miss Rodgers does a nice job with a smart tune from the legitier, "Goldilocks." Interesting material but flip may have an edge for the singles field. (Ankerford, ASCAP)

JOHN KEY

★★★ Lost Teen-Ager

MERCURY 71397—Key turns in a serious recital on a tale of a lonely teen-ager that is meant for lonely teen-agers everywhere. (Martin-Rose, BMI)

★★ Tucumscarl

This tune is dedicated to a town in New Mexico where the chanter has a gal who is very dear to him. (Gatos, BMI)

THE NATURALS

★★★ Three Young Men

CUB 9026—This dirge is dedicated to the three rock and roll artists, Buddy Holly,

Warren Storm

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(Troubles on My Mind)

b/w

In My Moments of Sorrow

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Big Bopper and Richie Valens, who were killed recently in the airplane crash. (Hill & Range, BMI)

★★ The Flower Song  
The fine melody, "Narcissus," is performed neatly by the Naturals. (Allendale, BMI)

**JOHNNY SEA**  
★★★ Loneliness  
NRC 019—Sea has much the style of Johnny Cash on this side. Even tho he has the same sound, he could go just the same. Worth a hearing. (Wonder, BMI)

★★ Frankie's Man, Johnny  
This is the Johnny Cash version of the folk tune and Sea gives it a Cash-like interpretation. Has an interesting backing. (Cash, BMI)

★★★ Oh! What It Seemed to Be  
The oldie gets wrapped up in pleasant style by Miss Gale. Chorus supports. (Joy, ASCAP)

**SUNNY GALE**  
★★ The Gypsy Told Me So  
DECCA 30837—The Philadelphia Lass gives out with a feelingful vocal on a tune with moderate appeal. Fem chorus supports the gal. (Aldon, BMI)

★★ Oh! What It Seemed to Be  
The oldie gets wrapped up in pleasant style by Miss Gale. Chorus supports. (Joy, ASCAP)

**TOMMY MARA**  
★★ With Someone You Love  
FELSTED 8561—Mara delivers an expressive ballad in slow tempo with chorus support. (Knollwood, ASCAP)

★★ Yancy Derringer  
This title is based on a popular TV character and it's done in folkish style. (H. R., ASCAP)

**LESTER LAUNDREE**  
★★ Chopstick Cha-Cha  
RCA VICTOR 7465—Novelty with some unusually wild effects, both in the lyric and instrumentally. Will cause comment. (Baker, ASCAP)

**ENRIC McNAMARA**  
★★ Did Your Mother Come From Ireland Cha Cha  
Geographically, this is the other side of the world; but treatment approaches the flip in its nutty quality of hysteria. (DeSylva, Brown & Henderson, ASCAP)

**WARREN STORM**  
★★ In My Moments of Sorrow  
NASCO 6025—Bright weeper is sung neatly by the warbler, helped by uptempo gospelish backing. (Excelloree, BMI)

★★ Troubles, Troubles  
The chanter with the Fats Domino-ish sound handles this weeper with feeling over okay support. (Excelloree, BMI)

**THE RIO MADRID ORK.**  
★★ Mary Had a Little Lamb  
GONE 5051—This is the old nursery rhyme set to a cha cha beat. It's a big band with a good sound, and on the basis of title it can catch plays. (Alan-K, BMI)

★★ In a Little Spanish Town  
Another oldie, attractively dished up, again in the cha cha style. A good, danceable side. (Feist, ASCAP)

**KING CURTIS**  
★★ Chili  
ATCO 6135—King Curtis comes thru with a "Tequila" type reading of this swinging effort. Jocks will spin. (Progressive, BMI)

★★ Castle Rock  
The old jazz standard is performed neatly by the Curtis crew. (Wemar-Sylvia, BMI)

**PEE WEE KING**  
★★ I Got a Wife  
TODD 1009—Pee Wee King has his first side in a long spell and his debut on the new label. It's a bright cover but a late one of the Mark IV disk which is moving fast. (Pure, BMI)

★★ Slow Poke Cha Cha  
The old Pee Wee King hit gets an updated cha cha treatment. Side has a bright sound. (Ridgeway, BMI)

**WILL GLAHE**  
★★ The 30th of May  
LONDON 1859 — March-styled tune dedicated to the 30th of May is handed an okay reading in German by the Will Glahe crew. (Bourne, ASCAP)

★★ In Einem Weindorf  
On this side a tune that evokes memories of edelweiss et al., is handed a warm vocal by the Glahe crew. (BIEM, ASCAP)

**MARGARET ANN AND THE JA DA QUARIETTE**  
★★ My Cutey's Due at Two to Two Today  
WARNER BROS. 5036—A cute sounding gal lead, Margaret Ann, somewhat in the Brewer style, takes the lead on this bright revival of the old Eddie Cantor song programmable stuff. (Stasny, ASCAP)

★★ Good Time Charlie  
Margaret Ann gives out with a cute rickety-

tick rhythm number with a banjo backing. Boys in the group lend support to the listenable side. (Hecht-Lancaster & Buzzell, ASCAP)

**BOTTI-ENDOR QUARTET**  
FEATURING RUDI  
★★ Love in the Morning  
DESIGN 830—A calypso tune is done in pleasant style to a rumba rhythm. Side features a group vocal. (Jeb, BMI)

★★ Ciao Capri  
A pleasant Neapolitan styled song sung in Italian by Rudi with group vocal assist. (Cove, ASCAP)

**JACK LEWIS ORK. & CHORUS**  
★★ Mornin' Glory Road  
UNITED ARTISTS 159 — Gospel-flavored rocker is given a stirring group sing by the lusty chorus. Some jocks might like. (Riekl & United Artists, BMI)

★★ Wonderful World  
March-like, inspirational tune starts with a whistled intro. Sound is similar to that on flip. (Riekl & United Artists, BMI)

**SAM (THE MAN) TAYLOR**  
★★ Body and Soul  
M-G-M 12756—The fine standard is performed with feeling by Taylor on tenor supported by rhythm. Good jock programming here. (Harms, ASCAP)

★★ Bucks County Bounce  
Sam "The Man" Taylor plays this bouncy effort neatly while the band backs him in swing style. (Time, BMI)

**ESQUERITA**  
★★ Laid Off  
CAPITOL 4145—"I lost my job" is the plaintive story of Esquerita on this driving rocker on which the singer shows off a good style over crazy combo support. (Big "D," BMI)

★★ Just Another Lie  
On this side the chanter sells a blues with feeling helped solidly by the combo. Two listenable sides. (Tree, BMI)

**RAY PHILLIPS**  
★★ Snap Your Fingers  
DECCA 30836—Attractive new ballad is sung sweetly by Phillips backed by a chorus and rhythm combo featuring a guitar. It's a country-pop item. (Fairway, BMI)

★★ I Can't Win for Losin'  
On this new uptempo effort the chanter explains that no matter what he does he always ends up losing in love. This side is also aimed at two markets. (Buna, BMI)

**THE ROCK-FELLERS**  
★★ Orange Peel  
VALOR 2004—The Rock-Fellers bow on the label with an unusual novelty effort, which features a deep-deep voice bass. (Elizabeth-Sherman, BMI)

★★ Ours  
Pleasant rockaballad is performed neatly by the boys who contribute some unusual effects. (Elizabeth-Sherman, BMI)

**THE DYNAMICS**  
★★ Pidgeon-Toed  
DELTA 1002—Interesting instrumental effort is handled neatly by the combo and it has a chance for some juke box foot. (Sound, BMI)

★★ Blue Moon  
The Dynamics perform the Rodgers and Hart favorite pleasantly in stroll tempo. (Robbins, ASCAP)

**THE FOUR CHECKERS**  
★★ Broken Heart  
ACE 129—Rhythmic ballad is given a fair shout by the group with bright ork backing. (Filomena, BMI)

★★ Sheila  
Rockaballad tribute to Sheila comes off as a so-so side. Slim prospects. (Filomena, BMI)

**BOB ANDERSON & THE MASQUE MUSIC MEN**  
★★ Kiss of Perfection  
ALLAN 107 — So-so ballad is warbled against light ork support with soft piano featured in the backing. (J. A. Enterprises, BMI)

★★ Wild Ecstasy  
Pleasant belt by Anderson on a beguine. Flip appears a bit stronger. (American, BMI)

**IRVING FIELDS**  
★★ Carmen's Cha Cha Cha  
FIESTA 098—Irving's magic fingers produce a bright one here. Arrangement of the melody from "Carmen" is crisp and creative. (Morand, BMI)

★★ Miserlou Cha Cha Cha  
Another bright keyboard effort. Fields, a specialist in the Latin rhythms, knocks these off with class. (Colonial, BMI)

(Continued on page 56)

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## Reviews of New Pop Records

Continued from page 55

**ROBIE LESTER**  
 ★★ The Tree and the Sea  
 CASCADE 5901 — Miss Lester offers a sweet-voiced interpretation of this pretty ballad with choral effects and the concerto sound in the piano. Gal has a pleasant sound somewhat in the Gogi Grant style. (Karin, ASCAP)

★★ The Chimney Sweep  
 This is an interesting medium-rhythm tune with Miss Lester again coming thru in good style with an interesting percussion sound in the backing. A talented thrush. (Karin, ASCAP)

**ROBERT LUKE HARSHMAN**  
 ★★ Stop Talkin', Start Lovin'  
 RADIO 122—Swift-pace rocker asks that the chick stop talkin' and start lovin'. Nice performance. Side can move in all marts. (Faire, BMI)

★★ Love Whatcha' Doin' to Me  
 Rocker has a Latin beat. It's a danceable item that can go as well as the flip. Wild backing. (Dandelion, BMI)

**THE COMMANDERS**  
 ★★ Once Upon a Dream  
 BUENA VISTA 334—Rather smart styling

of a pretty tune from Disney's "The Sleeping Beauty" is done a la Ray Conniff. Good jockey side. (Disney, ASCAP)

★★ Sing a Smiling Song  
 Same comment. (Disney, ASCAP)

**CLAIRE HOGAN**  
 ★★ I Wonder  
 BUENA VISTA 333 — Tune from "The Sleeping Beauty" is based on a Tchaikovsky theme. Smart, medium-beat reading by the thrush. (Disney, ASCAP)

★★ Sing a Smiling Song  
 Another Tune from "The Sleeping Beauty" is also Tchaikovsky derived. Readings are in a jazz vein. (Disney, ASCAP)

**THE COOK BROTHERS**  
 ★★ Jingle Jingle  
 EMPEROR 300—The Cook Brothers handle this bright little effort smartly over listenable backing by the ork. (Gunter, BMI)

★ Moe Don't Know  
 The Brothers Cook, Jim and Chuck, tell that you shouldn't listen to Moe, since he doesn't know a thing. Flip is stronger. (Gunter, BMI)

**ARNIE BLAINE**  
 ★★ This Is the City  
 COLLEGIATE 100—A bluesy item, with a fresh melody line which has a haunting quality. Blaine sings it with heart. Worth exposure. (Sylvia, BMI)

★ Stolen Moments  
 Rockaballad, adequately chanted. (Sylvia, BMI)

**LEON MERIAN ORK**  
 ★★ The Rockin' Bee  
 20th FOX 129—This is a trumpet solo on "Flight of the Bumblebee" by Merian to a rocking tempo. Band backs the side in classy style. This is worth a listen. (Delaware, ASCAP)

★ Baby-O  
 A moderately rhythmic blues instrumental by the trumpet man. (Famous, ASCAP)

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

**THE BRANDT TRIO: Blueberry Hill/Blast and a Half—Wyn 1601**

**MYRON LEE: To Be Alone/Rona Baby—Hop 2076**

**LOUISE MANNING: The Shlp of Love/That's a Hurtin' Thing—Tiara 6124**

**LARRY PUMA: Valeria Jo/Tired of Being a Little Boy—Intrastate 43**

**RHYTHM HEIRS: Strange World/Cradle Rock—Yucca 105**

**AEAN RILEY: The Ballad of Ma Dooley/The True Story of Tom Dooley—Prospect 701**

**CLAUDE ROBINSON: Kisses/Cotton Pickin' Mama—Studio 1002**

**NANCY SHERMAN: Dear Ada/Catalina Honeymoon—Wanderlust 1109**

**JOAN VAN ARNEM: Hawaiian Shores/Melodies Bring Memories—Wanderlust 1110**

**THE VELVETS: Everybody Knows/Hand Jivln' Baby—Plaid 101**

**THE VI-COUNTS: Passion/Take Me to Your Leader—Donick 100**

## Country & Western

**TEX WILLIAMS**  
 ★★★★★ Yankee, Go Home  
 SHASTA 109 — Williams teams up with Bonnie Sloan on this version of the tune. Tex Williams offers a meaningful recitation with the thrush, then the pair come thru in a nice harmony duet. (Jat, BMI)

★★ I'll Hold You in My Heart  
 The veteran country chanter chants the well-known country tune, of which Eddy Arnold is a co-cleffer. The deep bass tones come thru nicely, assisted by chorus. Worth spins. (Adams, Des & Abbott, BMD)



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Oscar McLollie—#243

★ Cash Box Picks ★

**NO TIME**

The Titans—#244

★ Billboard Picks ★



★ ★ ★

**WARD ALLEN**  
★★★ Back Up and Push  
D 1040—Lively hoe-down features happy fiddles with rhythm accompaniment. Good side for the market. (Glad, BMI)

★★★ Maple Sugar  
Side is similar in production, and potential appears about the same as for the flip. (Glad, BMI)

**STANLEY BROTHERS**  
★★★ Keep a Memory  
KING 5180—Sawed fiddles support the Stanley Brothers in their hill rendition of this moderate-pace weeper. It can move. (Acuff-Rose, BMI)

★★★ Mastertone March  
Bright, instrumental side is done in lively hoe-down fashion, featuring banjos, guitars and fiddles. Good side for e.&w. jocks. (Lola, BMI)

**RED KIRK**  
★★★ Dark Streets  
STARDAY 421—Kirk sells this sad weeper with much feeling over traditional country support. It could do well in the country market. (Buna-Starday, BMI)

★★★ I Wonder  
Another good vocal by Kirk, again on a song about the perils of love. Singer can handle a tune. (Buna-Starday, BMI)

★ ★

**BOBBY MIZZELL**  
★★ Atomic Fallout  
REED 605—Boogie woogie piano blues by Mizzell has an okay down to earth sound. (Double "M," BMI)

★ Don't Make Me Lonely  
Jerry Woodard assisted by the Chordaires gives this ballad a fair reading. Flip has more interest. (Double "M," BMI)

**RANDY LEE**  
★★ I Never Knew  
SPANN 402—A soft and tender reading of a ballad with only moderate appeal. Arrangement and vocal, however, are handled in pleasant fashion. (Nu-Star, BMI)

★ Never Ever  
Routine rocker with a Latinish flavor fails to jell. (Nu-Star, BMI)

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

**RAY JUICE AND LITTLE JO:** Lonesome Guitar/Please Don't Set Me Free—Britt Star 747

**Rhythm & Blues**

★ ★ ★

**OSCAR McCOLLIE**  
★★★ My Heart Speaks  
CLASS 243—Warm reading of a pretty rockaballad by the artist who has a slight Roy Hamilton sound. It can move in pop and r.&b. marts. (Recordo, BMI)

★★★ Convicted  
Pounding ballad-with-beat is rendered with feeling with good chorus and ork backing. Also a dual-market entry. (Rene, ASCAP)

**THE EL DEENS**  
★★★ Why Can't I Find You  
FEDERAL 12347—Rockaballad, with lead singer having an attractive, high-pitched sound. Relaxed rhythm. (Armo, BMI)

★★ My Love for You  
Rockaballad with conventional triplet figure. Group's lead singer impresses. (Armo, BMI)

★ ★

**GUITAR GABLE**  
★★ This Should Go On Forever  
EXCELLO 2153—Gable contributes a good low-down, funky blues with a Deep-South type backing. (Jamil, BMI)

★★ Please Operator  
This might be called a telephone blues and it's delivered with considerable expression by the cat. (Excellorec, BMI)

**LIGHTNIN' SLIM**  
★★ Feelin' Awful Blue  
EXCELLO 2150—The cat, who once had "I'm Grown," has another wild, primitive-sounding side. This side is way down South in the swamps. (Excellorec, BMI)

★★ I'm Leaving You Baby  
This is a going-away blues delivered with more of the Far South quality by Slim. (Excellorec, BMI)

**ANN FORD**  
★★ The Fool  
APOLLO 532—Miss Ford sings a clink-clink piano backed bleeder ballad. She's broken-hearted and thereby hangs the tale. Okay performance. (Georgal, BMI)

★ Can't Ya Tell  
The deep-voiced thrush pounds out a medium beat rocker with fair results. (Sylvia, BMI)

**Spiritual**

★ ★ ★ ★

**THE CARAVANS**  
★★★★ Mary Don't You Weep (Parts I & II)  
GOSPEL 1017—Moving performance. Group is precise and has fine technique, and do the vocal with emotion. Lead singer is terrific, and on side II he reaches a peak of excitement which effectively contrasts with the slow, measured chorus. (Savoy, BMI)

**THE LAWRENCE ROBERTS SINGERS**  
★★★★ When the Lord Saved Me  
SAVOY 4111—A fine girl lead, backed solidly by a fem vocal group sells this rocking spiritual with much fervor. It's a first rate waxing and the lead is exceptional. (Savoy, BMI)

★★★★ I'm a Rollin'  
Another exceptional vocal by the inspired lead singer, again with excellent support from the group. The group is a fine one. (Savoy, BMI)

**THE ROBERTA MARTIN SINGERS**  
★★★★ Certainly, Lord  
SAVOY 4112—The gals sell this intense gospel item strongly with the chorus giving the answers as the lead asks the questions. A strong side. (Hill & Range, BMI)

★★★★ I Can Make It  
The Roberta Martin Singers led by an unnamed male singer run thru a quiet spiritual tune with feeling. (Hill & Range, BMI)

**THE UNIQUE GOSPEL SINGERS**  
★★★★ I Wonder Where Would You Be  
GOSPEL 1014—The Unique Gospel Singers sell this gospel effort with sincerity and feeling with a male lead and a fem second lead coming thru with ringing vocals. (Crossroads, BMI)

★★★★ I Had to Tell It  
On this side the fine group turns in an enthusiastic reading of a jubilee spiritual with the male lead in front again. Two strong sides. (Crossroads, BMI)

**THE SENSATIONAL SIX**  
★★★★ Highway to Heaven  
GOSPEL 1015—This one moves right along, with lead singer exhorting his Maker, and the chorus giving him terrific support. Excitement builds. (Savoy, BMI)

★★ A Man Was Praying  
There's a lot going on here as the lead delivers his prayerful thoughts to the accompaniment of exciting sounds of his followers. (Savoy, BMI)

★ ★ ★

**PROF. CHARLES TAYLOR**  
★★★ I'll Go  
SAVOY 4114—Thrush leads the Prof. Taylor group with much feeling as she sings this medium tempo effort. A good side for the market. (Planemar, BMI)

★★★ The Message  
On this side Prof. Taylor takes the lead on a swifty, rocking spiritual. He performs it with his usual spirit, which is on him on this recording. (Planemar, BMI)

**THE SELAH SINGERS**  
★★★ Here Is One  
GOSPEL 1018—Lead chanter delivers a fetching vocal, to an accompanying chorus which grows increasingly exciting. (Savoy, BMI)

**V-M Aims at Teen-Agers**

Continued from page 24

either are producing or have firm plans to produce stereo 45 records."

Cain quotes Billboard experts as estimating that "between 300 and 500 stereo 45 singles and EP's are available now." He says it's true these are slanted primarily at the juke box trade, but poses the question: "Is it logical that the producers of these records will withhold them from the consumer market after creating demand for them thru juke boxes?"

In a February 5 letter to V-M distributors, Cain had this to say: "A whole new market is yours when you introduce the Model 301. This is a 45 stereo player purposefully engineered to play 45 stereo records! We do not subscribe to unattractive manual kiddie players when teen-agers over and over again have proved they have the money to pay for quality product. The 301 is a V-M first. There's no other product like it on the market!"

V-M's new model lists at \$59.95 in most States. One section of the compact unit contains a dual-channel amplifier, automatic "45-16" record changer, all controls and a six-inch speaker. The detachable

second section contains a matching speaker. Styling is in charcoal gray and white leatherette. It has a dual loudness control which regulates loudness of each channel separately or simultaneously for stereo balance. The tone control reg-speaker. Styling is in charcoal gray and white leatherette. It has a dual loudness control which regulates loudness of each channel separately or simultaneously for stereo balance. The tone control regulates both stereo channels. The dual channel amplifier is rated at 8-watts (peak)—4-watts each channel.

**Arvin Unit**

Continued from page 24

matching speaker which may be removed from a space in the rear of the console and spaced as desired for stereo separation. Another console in the modern styling at \$129.95 boasts a pair of speakers, each of which contain one six-inch woofer and one three-inch tweeter. The matching speaker enclosure is housed in the console cabinet or may be removed for stereo separation.

High end console model of the Trav-Ler stereo is a \$179.95 self-contained mahogany or blond unit which carries a 12-watt output thru a 10-inch woofer, five-inch mid-range and three-inch tweeter. Console features a three-position record compensator, a three-position speaker selector switch, built-in output jack and in-pu stereo balance control. The companion external speaker for the console runs \$79.95.

Trav-Ler also has an all-transistor monaural manually-operated 45 r.p.m. portable, running on four flashlight batteries, with automatic start-stop mechanism, protective plastic tone arm housing with built-in brush to clean needle, tone control, and an E-V power-point cartridge with two needles, at \$39.95. Set weighs seven pounds and is housed in a wood construction simulated leather case. At \$19.95, Trav-Ler has a three-speed manually operated monaural portable in a modern styled polystyrene case.

Bob Cohen, advertising manager of the Chicago firm, said that Trav-Ler is already in preparation at its New Orleans, Ind., plant for delivery of new stereo models some time around mid-summer to augment the current line.

**Walco Merges**

Continued from page 24

ute Cle vite Acoustical Products—headphones, magnetic recording heads, etc.

Celvite is best known in the phono and audio field thru their subsidiary, Brush Development Company. Brush developed and holds patents on ceramic and crystal cartridges used in most phonographs. In addition to Brush, Celvite has 10 other divisions, each of which has one to five manufacturing plants.

Walcutt believes the merger with Celvite will result in many new products being introduced. He pointed out that the firm employs about 300 engineers in their research and development branch.

★★★ Today  
This side has an infectious rhythm, with free interplay between the lead and the chanting chorus. (Savoy, BMI)

**THE CORINTHIAN GOSPEL SINGERS**  
★★★ 'Tis So Sweet  
GOSPEL 1016—The chantress delivers the message of trusting in Jesus. Her voice has purity and is technically fine. (Savoy, BMI)

★★★ Do What the Lord Say Do  
This is an uptempo side, in contrast to flip, with lead taken by a male chanter. Good wax of the call and response type. (Savoy, BMI)

**Sacred**

★ ★ ★

**RAY BAKER**  
★★★ Light in the Mansion  
KING 5177—Hymn is rendered with a hill sound by Baker and the Happy Travelers, a mixed vocal group. Lovers of this sort will find this attractive fare. (4-Star, BMI)

★★★ Preach the Word  
Vigorous, mountain-styled gospel is also presented with appeal by Baker and the group. T's can also move well. (4-Star, BMI)

**International**

★ ★

**TRABUCCO**  
★★ Out, Out  
FELSTED 8553—Trabucco and his musette ork, a French combo, sell this bright folkish item with spirit. Good jockey wax.

★★ Sarah  
Same comment.

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## FLORIDA STATE FAIR SHATTERS PAST MARKS

Weather Excellent, Spending Soars; Rogers, Royal, Auto Races Score Big

By HERB DOTTE

TAMPA—If, as many in outdoor show business long have maintained, the Florida State Fair here is an indicator of things to come, the 1959 season should be even bigger than last year, an excellent one generally for fairs.

Thru Thursday (12), tenth day of the 12-day event, the fair raced to all-time highs in gate, grandstand, midway and concession receipts. The apparent reasons for the record-shattering pace were the weather—the finest the fair has received in more than 20 years—and a surprisingly powerful pull by Roy Rogers, Dale Evans and their show in front of the grandstand.

A less obvious reason was the per capita spending, which was considerably higher than at the '58 event when talk of recession was heard on all sides. It is upon the higher per capita spending that showmen here put their beliefs that the '59 fair season will be even better than last year.

The weather thru the first 10 days was ideal, with daytime tem-

peratures usually in the high 70's or low 80's and with nights pleasantly warm. There was, moreover, scarcely a threatening sky, much less rain, during that period.

All of this contrasted with cold, rainy weather during the 1958 run, when the mercury dipped so low that charcoal fires were maintained at times in the horticultural building to save plants and flowers from dying.

The contrast in weather with last

year was matched by a spectacular contrast in grandstand business.

Roy Rogers, Dale Evans and their show, acknowledged as the strongest box office draw in the fair field, succeeded in doing what no other attraction in the history of the fair here had been able to do; they consistently pulled good to record-breaking crowds in 13 shows during the first 10-day stretch.

(Continued on page 64)

## RALEIGH CHARTS 75,000 STADIUM

State Fair Would Get Major Game Plus Big Winter Sports Festival

RALEIGH — One of the nation's largest athletic stadiums is projected for the North Carolina State Fairgrounds here. It would cost millions and contain more of the ultra-modern structural concepts applied in recent years by J. S. (Doc) Dorton, manager. Discussions have been underway for months and are just now being made public, due to the appointment of a committee by the governor.

The big football bowl would seat 75,000-100,000 people and have a retractable dome roof. Several stadia around the country have been planned with the dome idea in mind but none has been built yet. Raleigh's would be No. 1, and would create a "big day" during the fair by virtue of a college gridiron game, such as the South Carolina State Fair benefits from in mid-week.

Dean Henry Kamphoefner and Prof. Horacio Caminos of the N. C. State College School of Design are developing the bowl's plans from preliminary sketches. They will be presented to a special stadium committee in March which has been named by Gov. Luther Hodges.

### Financial Support

Hodges reportedly is solidly behind the project, which needs approval of the Legislature before any State Fairgrounds property can be committed. It is thought little or no tax money will be required for construction. Some of the State's strongest financial interests are backing the project, and a nationally known bonding firm has

expressed interest in handling the sale of bonds not taken by local investors.

J. W. (Willie) York, prominent Raleigh businessman, is committee chairman. The stadium would be even more radical in design than the famed cable-and-steel roof of the Fair Arena, and cantilevered concession building tops.

The bowl would serve N. C. State College for its home football games, replacing outgrown Riddick Stadium, which seats only 19,000.

(Continued on page 64)

## Thornton Stresses Fair Entertainment

DALLAS—Robert L. Thornton, mayor of Dallas and president of the State Fair of Texas, stressed entertainment as the vital part of fairs at the 32d annual convention of the Texas Association of Fairs and Expositions here last week. The three-day confab was held Thursday thru Saturday (5-7) in the Baker Hotel.

In speaking to the fair delegates, Thornton said that every fair

## CONTEST TO NAME QUEEN

TAMPA — The International Association of Fairs and Expositions will sponsor a queen beauty contest on an international basis this year, with the winner to be picked during the association's annual Chicago convention.

Meeting here Sunday (8), the IAFE voted that entries must be sponsored either by State fair associations or the official State fair of a State or province. Efforts are to be made to obtain a financial sponsor.

The board discussed advisability of a study on how fairs most adapt themselves to changes in North America, particularly the population shift from rural to urban areas. No action was taken but members will be requested to give thought to the advisability of such a study, with the subject to be explored further at the Chicago convention.

## Colo. Springs Rodeo Names Heyse Prez; Sets Parade Plans

COLORADO SPRINGS, Colo. — Harold Heyse, executive vice-president of the Pikes Peak or Bust Rodeo Association, was elected president for 1959. Kenneth Brookhart was named vice-president and directors for the coming year will be J. A. Ackerman, Ralph Watson and William Thayer Tutt.

Reappointment to the same positions they held in 1958 were Cheddy Thompson, executive di-

(Continued on page 64)

## NAAPPB Well Repped at Tampa Fair

TAMPA — William Muar, of Roseland Park, Canadaigua, N. Y., and John S. Bowman, president and executive secretary, respectively, of the National Association of Amusement Parks, Pools and Beaches, were among association members who visited the Florida State Fair here.

Other NAAPPB members or representatives of members noted were: C. D. (Doc) Baldauf and A. A. Martin, Alabama State Fair Amusement Park; Jack Eyerly, Eyerly Aircraft, Salem, Ore.; Ida Cohen, Chicago, insurance; Mr. and Mrs. Bernie Berkley and Al McKee, Fairvland Kiddie Park, Elmhurst, N. Y.

Mr. and Mrs. Ken Davis and Mr. and Mrs. Sol Nuger, Biloxi-Gulfport Amusement Park, Biloxi, Miss.; Floyd E. Gooding, Gooding Zoo Park, Columbus, O.; Alex Moeller, Waldameer Amusement Park, Erie, Pa.; Carl Sinclair, Meyers Lake Park, Canton, O.; Mr. and Mrs. Vernon D. Platt, Somerton Springs Swim Club, Feasterville, Pa.; Cliff Wilson, Dallas State Fair Park; Fred Markey, Dodgem Corp., Exeter, N. H.; Lyndon Wilson, Allan Herschell Co., North Tonawanda, N. Y.; Robert Plarr and Mrs. Sarah Plarr Ott, Dorney Park, Allentown, Pa.

## Pennsy Mulls 'Legal' Bingo

HARRISBURG, Pa. — A bill to legalize bingo in Pennsylvania along the lines adopted in New Jersey and New York was introduced in the State Senate last week by Senators Fred Rooney (D., Northampton) and Thomas Mo-Creesh (D., Philadelphia).

It would limit the game to sponsorship by charitable, religious, patriotic or civic organizations, and make Sunday bingo illegal. Similar legislation has been offered in practically every session since World War II, but has been defeated each time.

## SAM J. LEVY SCORES AS TAMPA TOASTMASTER

TAMPA—Sam J. Levy Sr. of Barnes-Carruthers Theatrical Enterprises, Chicago, ran true to form as toastmaster at the annual banquet of the Great Tampa Showmen's Association here Sunday night (8) in the Tampa Terrace Hotel, wowing showmen and their guests. It was Levy's seventh straight year as toastmaster.

Chester, Kitty and Doc of TV's "Gunsmoke" program provided the entertainment.

Club Custodian William R. Stophel was presented with a gold life membership card for getting 75 new club members. The presentation was made by C. C. Groscurth, retiring president. Earl Maddox, incoming president, in turn presented Groscurth with a gold life membership card.

Besides Levy, Groscurth and Maddox, others on the dias were Congressman William C. Cramer, Tampa Mayor Nick Nuccio, Maurice E. Hartnett, manager of the Calgary Stampede and president of

the International Association of Fairs and Expositions; Roy Rogers; William Carsky, president of the Showmen's League of America,

(Continued on page 64)

## ROGERS SIGNS FOR ALLENTOWN; IOWA CLOSES

TAMPA—Roy Rogers will give five night shows and two matinees at the Greater Allentown (Pa.) Fair. Negotiations were closed here during the Florida State Fair by Art Rush and Mike North, Rogers' reps. Ed Liedig represented the fair.

Rogers also finalized plans for six night shows and one matinee at the Iowa State Fair, Des Moines, with Lloyd Cunningham here from the fair.

## Entertainment Line-Up Set For Bedford

BEDFORD, Pa. — Entertainment at this fall's Great Bedford Fair will feature the No. 1 revue of CAC-Hamid from Tuesday thru Saturday of fair week, August 10-15. Opening night, Monday (10), will have a firemen's parade from town out to the grounds. Acts will supplement the wind-up in front of the grandstand.

Richard Eichelberger, fair manager, said greater participation is being solicited from fire companies in Southwest Pennsylvania and Maryland.

The International Auto Daredevils will be for Wednesday afternoon, and Saturday's matinee will feature big-car racing promoted by Sam Nunis. Tony Vitale will provide nightly fireworks.

Midway will be occupied by Prell's Broadway Shows, a change from the originally contracted Amusements of America which was released from their pact due to a last-minute conflict of dates.

## Eastern Fair Swing Set for Gene Autry

NEW YORK — Gene Autry's first route of Eastern fair appearances is expected to meet with excellent grandstand business by the fairs on his route. The veteran cowboy performer made the New Jersey State Fair in 1958 and then a couple of dates in the South.

The Autry unit opens Friday, August 14, at the Orange County Fair, Middletown, N. Y. Other bookings in New York State include Hamburg, 15-16; Watertown 17; Elmira (matinees), 18-19; Rochester (night) 19 and two shows on the 20th.

A couple of dates are being filled now, and there will be a vacation after Labor Day. Betty Johnson, who rides in addition to her vocalizing, will be added for Louisville, September 17-19; Nashville, 21-26, and Richmond, Va., 23 thru October 3. Dates were booked thru CAC-Hamid.

The Melody Ranch orchestra and Western variety acts will round out the unit. Autry has not made an extended series of Eastern fair dates before, altho he played a series of indoor one-niters in 1957.

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**WINTER EVENTS**

**Western TV Names Head Texas Expos**

DALLAS—Television name attractions, mostly from video's still-strong Westerns, are again being used in numbers at this year's long list of Texas fat stock shows and rodeos that are making the State the winter capital of the fair business.

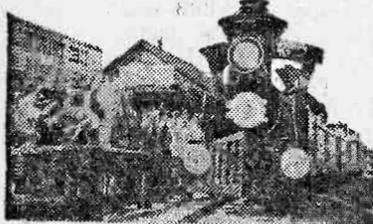
Dale Robertson, who fills the role of Jim Hardie in "Tales of Wells Fargo," was the featured attraction at the Southwestern Exposition and Fat Stock Show, Fort Worth, which closed its 10-day run here Sunday (8). Robertson is also the name lure at the San Antonio Livestock Exposition, which opened its 10-day run Friday (13), along with the Bill Hames Shows on the midway.

Jim Arness, the Matt Dillon of "Gunsmoke," will be offered along with the rodeo at the Houston Fat Stock Show and Rodeo, February 25-March 8. Gene Autry, perennial favorite among Western fans, will hold forth at the Rio Grande Valley Livestock Show and Rodeo in Mercedes, March 19-23.

Officials of the San Angelo Fat Stock Show and Rodeo have signed the Rin-Tin-Tin troupe as its name attraction, with the Hames Shows as midway attraction.

F. W. Stewart, Seguin, was elected president of the association succeeding another Stewart, James H. C. O. Miller, Palestine, was named vice-president and Murdoch was re-elected secretary-treasurer.

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**MICH. STATE FAIR PACTS DICK CLARK**

DETROIT—Dick Clark, emcee on ABC's "American Bandstand" television program, has been signed to head up one segment of the Michigan State Fair's Coliseum show this year, Donald L. Swanson, manager, announced.

Clark will be in the building on the four days ending Labor Day and, according to the present schedule, will do two a day. He will bring in a show that is expected to include some record names. Booking was thru GAC-Hamid, Inc.

The popular Clark did a one-day stand last year at the Atlanta fair and pulled in thousands of teenagers.

Last year the fair featured Tennessee Ernie Ford on the first weekend and Ricky Nelson on the final weekend. The building is used for livestock shows during the week.

Swanson said negotiations are

under way to select names for the final weekend of this year's fair. Nothing specific has yet been lined up for the grandstand, which again will be free, he said.

**FIRE VICTIM**

**Canada Towns Bidding for Winter Fair**

AMHERST, N. S. — The Maritime Winter Fair is being offered for sale and there is a lively possibility the big livestock show will wind up in Saint John. The fair buildings in Amherst were severely damaged in a \$500,000 fire last July, forcing cancellation of the show.

The fair has been held for 46 years in Amherst, located on the New Brunswick-Nova Scotia border. In addition to Saint John, bids for the event have come from Moncton, Charlottetown, Truro and Windsor, N. S.

Saint John Exhibition officials said earlier this winter they would like to see the fair moved here, if Amherst should decide to part with it. The event is undertaken jointly by Amherst and the Maritime Stock Breeders Association.

**RECORD TOUR**

**173,687 See Mounty Troupe During 1958**

TORONTO — With the Royal Canadian Mounted Police's famed Musical Ride discontinued, some statistics about its success might be worth noting.

More than a half million Canadians and Americans watched the ride in 123 formal performances last year. The 39 men and 36 horses in the troop traveled 12,000 miles to most of the continent's top fairs and stock shows—15 in Canada and a half dozen in the U. S. In San Francisco, they attracted 173,687 people in a week, 20,000 more than Arthur Goldfrey and Goldie did the year before.

Last year was the longest as well as the most glittering season for the Musical Ride. It was on the road from June 29 to November 15. Horses and men traveled by train under Inspector Norman Jones, a mustached ramrod of a man who has trained riders since 1939.

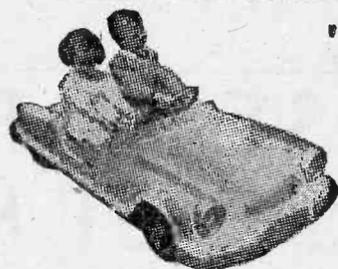
The RCMP provided men and horses, paid only the men's salaries. Shows and fairs they visited paid traveling and billeting expenses and the bill for care of the horses. Exclusive of travel, it ran \$750 a day.

**Banks Chosen By USAC; Pa. Meet Visited**

READING, Pa. — Officials of the United States Auto Club made a visit to the Pennsylvania State fair meeting last month, shortly after appointment of Henry Banks to succeed Duane Carter as director of competition.

Banks attended along with Tom Binford, USAC president, and Dave Cassidy. Carter was director for three years.

The new director is a past (1950) national champion and native of Royal Oak, Mich. Currently residing in Compton, Calif., he will move to Indianapolis.



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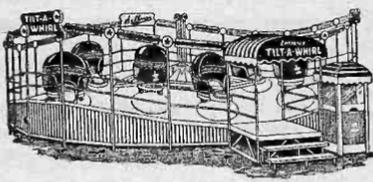
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**STYLE SIDELIGHTS**

**Ladies Sparkle At Tampa Affair**

TAMPA—The latest in Florida after-dark styles were on display here Sunday night (8) as gowns worn by the ladies of outdoor show business sparkled at the annual banquet and ball of the Greater Tampa Showmen's Association. The gala event was held in the ballroom of the Tampa Terrace.

Making her first appearance at the event was Mrs. Roy (Dale Evans) Rogers, who selected a printed royal blue cocktail dress with pearl accessories and a rhinestone and pearl angel cap. Miss Dorothy O'Brien was smart in a black cocktail-length number with a diamond pin, while Mrs. Glenn Porter chose white taffeta and net with rhinestones and pearls. Mrs. Josephine Haywood came in white chiffon with silver and blue butterfly trim.

Mrs. Joe Scortino was in ice blue satin with black trim and an orchid. Dorothy Locke, wife of Police Capt. Horace Locke, wore a floor-length emerald green velvet and rhinestone accessories. Mrs. Beulah Boyd had on a green nylon and lace ballerina-length gown, with a pouff overskirt of organdy, caught at the side with a white rose. Mrs. Al Williamson wore a gold sheath, a Cadillac original, with matching gold jewelry. Judy Boyd was seen in a waltz-length white and royal blue with metallic blue design. Alice Johnson had a waltz-length rose and iridescent with skirt in tiers in balloon effect.

Mrs. Sam Delaney chose coral lace and net with a white orchid corsage. Mrs. Scott Dului wore black sheath with embroidered bodice and a corsage of white carnations. Mrs. Ramon Campderros wore aqua silk organza over taffeta, long torso with bouffant skirt and a shoulder corsage of pink carnations. Mrs. Wesley Hamiter had deep aqua pure silk taffeta, wide neckline, full-skirted, with a pink carnation corsage. Mrs. Priscilla Mielke chose green satin, Mrs. Dora Renn, white satin with sequins. Mrs. Louise Nuger wore royal blue chiffon. Mrs. Hazel Work wore starched beige chiffon and lace, while Mrs. Edith Walpert had lace over satin with satin bow trim.

**Picks Blue Net**  
Mrs. Bill Stophel looked serene in ice blue net and taffeta, with pink accessories and pink carnation corsage. Mrs. George Ringlin was in a white chiffon floor-length gown, accented with a blue orchid. Mrs. Mickey Davis wore a floor-length white net and lace trimmed with sequins. Mrs. Bob Venner was in an ankle length gown of red satin and nylon net tulle, with strapless top and bouffant skirt. Mrs. Marion Jones wore a pink chiffon draped gown and matching satin shoes. Mrs. H. Henry had soft tangerine draped chiffon. Mrs. W. J. Gardner was in white lace, trimmed with a large red bow. Mrs. Gordon Solie wore white lace over black, cocktail-length, and pearl accessories. Mrs. Josephine Allsup was in blue nylon over pink and pink jewels. Mrs. W. T. Lewis Jr. wore a soft blue cocktail-length with rhinestones.

Mrs. Harry Julius came in a cocktail gown of rose velvet. Mrs. Hobart D. Pelhank was in turquoise print. Mrs. Curtis Hixon chose a short formal in coral taffeta. Mrs. William C. Cramer had a Paris original in salmon pink Chantilly lace. Mrs. Bernie Mendelson chose black and beige. Mrs. Bob Hudson, wife of the sports editor of The Tampa Tribune, wore white brocade in trapeze style. Mrs. Hollingsworth, wife of Byron Hollingsworth, feature writer for

The Tampa Tribune, wore an original blouson green peau de sole cocktail suit. Mrs. Al Sweeney, of National Speedways, wore a Navy blue chiffon sheath.

Mrs. Earl Maddox was in black crepe and lace with a diamond necklace, over which was worn a mink stole and white orchid. Mrs. Van Jeter was in green satin with rhinestones and yellow roses. Mrs. Lewis Corum wore a gold lame short formal sheath by Dior. Mrs. James M. McEwen had an original creation of blue chiffon. Mrs. Harold Denike chose a short formal. Mrs. May Wigley had a white chiffon formal of Grecian lines and Mrs. Jim Dean a green and white flowered original. Mrs. J. Giamportone was in Ming blue. Mrs. Charles Gregory wore nylon net over taffeta, adorned with pink camellias. Mrs. J. D. Latture had a gown of pink chiffon over taffeta, decorated with crystal teardrops about the neckline.

**Black and Pink**  
Mrs. J. C. Huskisson, wife of the Florida State Fair manager, was in black, touched with pink lace. Mrs. Sol Fleischman was in a diamond sparkled black creation. Mrs. Melvin Berger chose sky blue chiffon and Mrs. Harry T. Coe Jr. a chic beige. Mrs. Ruth Walden wore sophisticated black and Mrs. L. D. Cagnina a turquoise brocade with aurora borealis necklace and earrings. Mrs. Bob Johnson chose tan Chantilly lace set off with sequins. Mrs. Leo Chardkoff wore a cherry red cocktail dress. Mildred Schwartz was in the always-popular black. Mrs. Joe Regueira wore a black waltz-length gown. Mrs. John Roker wore a full-skirted cocktail dress in white nylon with satin stripe, trimmed in emerald green taffeta. Mrs. Joseph B. Giglio was in black velvet with pearls. Mrs. Lona Miangolarro wore a sheath of sapphire blue; Mrs. Sally Ott a Mexican hand-made cotton skirt and blouse; Mrs. Charles Owen a black beaded creation, and Mrs. Dave M. Schwartz a cocktail gown of yellow.

Mrs. William Perrot came in a red cocktail gown with tiers of white lace. Mrs. Howard Stuckles wore a silk faille cocktail gown in a varigated stripe. Mrs. Chet Junkin was in a candy-stripe satin with appliqued roses and black velvet sprinkled with rhinestones. Mrs. Harry Brinkley wore a smart black velvet dinner gown accented with camillias. Mrs. Dick Miller wore a powder blue brocade satin waltz-length gown. Mrs. Russell Groscurth chose sunglow taffeta with a modified harem skirt. Mrs. Lee Maxwell had a teal blue crepe dinner gown with bodice of Chantilly lace. Mrs. Charles Hodges was in a black off-shoulder lace-over-satin cocktail gown, accented by a rhinestone pin by Renie. Mrs. Stuart McClellan was attired in a black chiffon original. Mrs. E. D. McGugan, London, Ont., wore a chic and strikingly different gown of strawberry chiffon.

**Wool Lace**  
Mrs. Harry E. Westroot was in imported French wool lace, with shoes of purple satin and a matching orchid with an autumn haze mink stole. Mrs. Elinor Glenn wore a peach Chantilly lace with matching shoes and carried a white fox stole. Mrs. Al Kunz came in soft chiffon. Mrs. Ep Glosser wore green satin and Margie Searles a printed silk. Mrs. Ernie Wenzik wore a gown of skyline blue and a white orchid. Mrs. Evelyn Wenzik was in dusty pink with baby orchids. Mrs. Ruth Earlywine was lovely in black. Mrs. Peggy Helman chose an aqua sheath with

white fox stole; Mrs. Myrtle Duncan a grey-blue sheath. Mrs. Earl Bennett was in bouffant black chiffon, Mrs. Tom Blackwell wore a black satin sheath and Mrs. Evelyn Long a green cashmere and satin, a Cadillac original.

Mrs. Bob Parker chose a black sheath of sequins and lace, Mrs. Doris Coulston a blue and green silk sheath from China, and Mrs. Margie Hesch a ballerina black lace and a mantilla. Mrs. Buddy Paddock wore a black and gold ensemble. Mrs. Minnie Yazvao chose lace in blue. Mrs. Morosa Herman wore a red ballerina-length taffeta. Mrs. Kitty Farino wore white crepe Italian silk. Mrs. William Melton wore a white sequined crepe sheath.

Mrs. Edna Ungar chose a ballerina-length, powder blue chiffon and lace. Mrs. Hal Wilson had a white dacron knit. Mrs. Pauline Woods wore a black lace sheath and Mrs. Joy Purvis a floral silk organza. Mrs. Hermine Hirsch wore a satin trimmed floral jersey. Mrs. Lee Frantz wore black taffeta and pink net. Mrs. Bill Lauther was lovely in an original of red trimmed in sequins. Mrs. Ruth Caskell chose blue taffeta and white lace and Mrs. Key Leisure a blue taffeta sheath. Mrs. John M. Garrett wore powder blue lace and Mrs. Howard D. Parker beige lace. Mrs. Walter B. Cox had royal blue lace. Mrs. James E. Strates chose a royal blue print, Dorothy Anderson a powder blue lace and Mrs. E. Davis black taffeta with lace top.

**Chooses Blue**  
Mrs. Billie Cooper chose a ballroom-length royal blue chiffon sheath draped from shoulder to floor. Mrs. Dixie Gordon Allen wore a mauve pois de soie. Mrs. John P. Miller Sr. chose a white lace sheath and Mrs. Jewel Sarama a black beaded sheath. Mrs. Al Dorso was seen in Chantilly lace, Mrs. Ben Weis wore satin brocade and Mrs. Ed Cerrame a white lace sheath.

Mrs. C. C. Groscurth was graciously attired in beaded black lace; Mrs. Ruth Schreiber in an original of black with a white beaded bodice. Mrs. Lolita Kemp wore an original brocaded cocktail gown and Mrs. Everett Fillingham white and green. Mrs. Harvey was in bouffant white taffeta and Mrs. Ray Beckler in taffeta, green on blue. Mrs. Flanders Thompson wore aqua lace with taffeta overskirt; Mrs. H. H. Seiler, black sheath with bodice of organdy. Mrs. Fred Huber wore shocking pink lace. Mrs. Dan Genung chose cream colored lace. Mrs. Lucille Lamkin had an original sheath of multi-colored brocade. Mrs. Helen Eule wore a cocktail gown of Kelly green. Mrs. Jack Norman was seen in a navy blue chiffon sheath with Chantilly lace-trimmed bolero. Mrs. Diana Dubay Norman wore a Chantilly lace sheath over gold lame with a chiffon drape. Mrs. Lynne Michele chose a sheath dress and duster of imported silk in a California green print. Mrs. Eddy Eltrecht wore a strapless turquoise cocktail gown. Mrs. J. C. Weer wore a black cocktail gown. Mrs. Bertha (Gyp) McDaniels had on an original of black taffeta eyelet in cocktail-length. Frances Lauther wore beaded navy taffeta.

**White Fox Stole**

Mrs. Evaline Below was attractively gowned in iridescent green and white fox stole, Mrs. Mary Jane Diaz in an original of purple satin and Mrs. Marie Diaz in black and silver French lace. Mrs. Dorothy Cohn Oren had a cocktail-length of green satin. Mrs. Harold Stombaugh wore a white brocaded cocktail dress and Mrs. Jess Warren a cocktail dress of black beaded crepe. Mrs. Marion Schirripa wore black crepe trimmed with lace. Mrs. Jack Gallup had a full-length evening gown of white satin brocade. Mrs. Bernard Thomas wore black silk sheath. Mrs. Rose Hunter wore a blue chiffon gown.

(Continued on page 61)

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

# USSR N. Y. Expo Sets 30-Day Coliseum Run

NEW YORK — Sixteen events, of which this week's New York Outdoor Exposition is the fourth, will have been held in the New York Coliseum by the time the first eight months of 1959 have passed, this August. Projected attendance for the period is 3,000,000 persons, making a total of 7,500,000 visitors since the building's official opening almost three years ago, according to the Coliseum Exhibition Corporation.

Principal reason for the big increase, Arthur Smadbeck, president of the firm, says, is the expected turnout for the Soviet Union Ex-

position in June and July. A million people are expected to see the display.

New to the Coliseum this year will be the Third Annual Home Improvement Products Show, New York Coliseum Antiques Fair, Start Your Own Business Exposition, Art U. S. A. '59, Scouting in Action for America, Fifth World Petroleum Congress Exposition, and the Soviet Union Exposition.

The Russian exhibition will fill the Coliseum's longest run, 30 days, and may possibly last 40 days. Part of the East-West exchange agreement, backed and supported by the U. S. State Department, it will attempt to familiarize Americans with Soviet industrial and consumer goods, art and science. There will be an admission charge.

Already held in the building this year have been the National Motor Boat Show, National Auto Accessories Exposition, and Home Improvement Products Show.

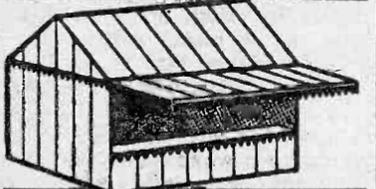
# New York's Boat Exhibit Pulls 415,000

NEW YORK — A record 415,000 spectators is estimated to have visited the 10-day National Motor Boat Show in the New York Coliseum. This is an increase of 26,000 over the 1958 figure.

The 1960 dates are already set, for January 15-24, show manager Joseph E. Choate reports.

Increases in departments other than attendance were also registered. Dealers registered this time totaled 12,700 which is a 35 per cent increase, and sales included 20,000 boats of all types and sizes. Total number of exhibitors was 403.

## ANCHOR



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# Martin Sets Lubbock Mark

LUBBOCK, Tex.—A new record was set at Municipal Auditorium here February 2 when a near-capacity crowd paid \$11,000 to see the "Mary Martin Show."

Snow and ice storms didn't stop the Texans from driving into Lubbock to see the Weatherford, Tex., native perform her life story in musical form. The starting time of the performance was delayed because of hazardous driving conditions.

The previous building record was held by Victor Borge when \$10,107 was paid in 1956 to see his show. The price scale was the same for both events, \$4.80 being the top.

# Ladies Sparkle at Tampa

Continued from page 60

length gown. Mrs. Jenny Wicks chose a floor-length white chiffon. Mrs. Georgia Litchfield wore a black velvet cocktail gown. Mrs. O. J. Weiss was alluring in a white chiffon fitted floor-length skirt, bodice overlaid with bugle beads and back side drapes, extending from the shoulders to hemline.

Mrs. Nick Nuccio, wife of the mayor of Tampa, was attired in a powder blue Chantilly lace short formal with scalloped neckline. Mrs. Maurice Hartnett had a royal blue floral chiffon sprinkled with blue rhinestones. Mrs. Carl Sedlmayr Sr. wore antique rose satin with a rose rhinestone yoke and matching stole. Mrs. Carl Brorein Jr. wore a teal blue silk cocktail-length formal. Mrs. Wilf Walker had a navy blue paisley cocktail, straight lined and sleeveless, worn with rhinestone necklace and earrings. Mrs. Ida Cohen had an imported Italian silk print, custom-made, with pearl jewelry. Mrs. Gordon Love had navy blue crepe with gathered sweetheart neckline. Mrs. M. E. Twedell chose a black crepe cocktail with white brocade bolero. Mrs. S. Miller a black peau de soie with lace top. Mrs. C. J. Sedlmayr Jr. wore a floor-length green tie silk formal with bustle back.

Mrs. Paul Sprague was in a ballroom gown of white taffeta with a bouffant skirt attractively styled in a cloud of gathers. Mrs. George Reinhardt, red taffeta gown with rhinestone straps, complemented with white carnations. Mrs. Jack Young wore coral chiffon with fitted front and full back trimmed in coral satin. Mrs. Mary Dennis, aqua marine blue nylon net trimmed in white sequin, complemented by a large side bow, with aqua rhinestone jewelry. Mrs.

Jimmy Cyr came in a strapless ice blue satin with fitted bodice and full skirt. Mrs. Earl Newberry, imported bouffant chiffon. Mrs. John D. Wright, two-tone tiered net.

**Black Crepe**  
Mrs. Grace Le May chose an exquisite black cocktail dress of crepe, with a bolero of pink, covered with black lace. Mrs. Ethel Purtle wore a black tunic of sparkling sequins over a pencil slim skirt of black crepe, a striking cocktail dress. Mrs. Cleo Hoffman wore a black crepe cocktail dress with a bustle back and a bodice of applique lined in pink. Mrs. Marion Brady chose an aquamarine cocktail, net over taffeta, with a small bolero jacket. Mrs. Violet Le May wore a severe black crepe two-piece tunic with mandarin neckline. Mrs. Essie Tate wore blue knit, Mrs. Maud Varnier blue lace and rhinestones, and Mrs. B. B. Bradley a black and silver embossed gown. Mrs. William Clain was chic in black. Also attractively gowned were Mrs. Hazel Mangan, Mrs. Dorothy O'Hara and Mrs. Lillian Barnes of California.

# Profits Drop

SPOKANE—Spokane Coliseum showed an operating profit of \$48,500 in 1958, compared to \$54,094 in 1957 and \$62,341 in 1956, but city officials called it satisfactory in view of the nationwide slump in show business last year.

Illustrating the fall upturn, December revenue was \$18,103 over expenses, as against \$11,549 in the last month of 1957. Net profit since start of operations in 1953 now totals \$217,629.

## ARENAS & AUDITORIUMS

# National Finals May Bring TV Rodeos to Three in '59

By TOM PARKINSON

**TELEVISION RIGHTS** for the National Finals Rodeo to be at Dallas next December have been awarded by the Rodeo Cowboys' Association to the William Morris Agency. In the association's Denver office last week, RCA Secretary Lex Connelly said this was a continuation of an established policy regarding television and rodeos.

RCA favors limited exposure of rodeo on television and is against airing too much. Some years ago it turned down a proposal to televise a "rodeo of the week." Connelly says the RCA intends that Rodeo "never will be like other forms" of sports and entertainment that have been overworked on TV.

The cowboys' association retains TV rights at rodeos it sanctions, and requests it gets to televise any particular rodeo are considered in light of the situation at the time. The general rule, observed pretty strictly in the past, provides that there will be two RCA rodeos on network television annually. In 1958 there was one TV show of rodeo from the Cow Palace, San Francisco, and one from the Will Rogers Coliseum, Fort Worth.

At least four requests now are being considered by the RCA for 1959 television, but none has been finalized. It is likely that one of them will be Roy Rogers and the "Chevy Show," repeating the recently aired combination, but it is not yet known whether this will be next fall or in the spring of 1960.

The National Finals Rodeo at Dallas will be televised in December, 1959. Conley said there is now a chance that the total number will be increased to three—two regular rodeos as in the past plus the new National Finals as well.

**RODEO OUTLOOK** is quite strong this year, in the view of RCA. The Southwestern Exposition and Rodeo at Will Rogers Coliseum, Fort Worth, just set new records, with 107,000 seeing the rodeo and 314,000 on the grounds. Harry Knight was the stock contractor. The Ector County Coliseum, Odessa, Tex., had another record-breaking rodeo. The recent Denver rodeo, also indoors, was up by 10,000 people for more new records. Beutler Bros. supplied the stock at both.

**ADDITIONAL INDOOR** rodeos include those at the El Paso Coliseum, ending Sunday (15); San Antonio, now under way; Southwest District Stock Show and Rodeo, Lake Charles, La., starting February 26; LSU Rodeo, Baton Rouge, La., in March and the first rodeo to use the new San Angelo (Tex.) Coliseum, March 12-15, with Colborn stock. Beutler-Morgan will have the stock at the Lubbock, Tex., rodeo, March 18-21. Another string of indoor rodeos starts in April.

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# 3 MILLION PEOPLE LIVE IN TRAILERS

## Show Families Included in Biggest Group

Show people are part of the largest single group of trailer users, a group that is estimated at 55 per cent of the more than 3,000,000 people now living in mobile homes.

This group is classified as professional people and skilled workers. There is no published estimate as to how many of these are in show business, but the number is great.

Others in the 3,000,000 trailerite population include servicemen, 20 per cent; retired persons, 10 per cent; vacationers, 4 per cent; students, 3 per cent, and specialized users, 8 per cent. Last named include the many who use trailer equipment as professional offices, sales offices, concession stands and other special uses.

### Production Zooms

The 3,000,000 trailerites are using an estimated 1,200,000 trailers of various types now. This number has been built up as trailer homes became more and more popular thru the past 20 years. In 1940 trailer production was 16,000. By 1950 it was 63,000. In 1955 production topped 100,000 in the 12 months, followed by 139,000 new trailers for 1956; 143,000 in 1957, and an estimated 130,000 in 1958.

In recent years great stress and interest has been shown in the trailer industry for 10-wides, the type of trailer that is designed for limited travel. It is wider than normal, larger and used mostly by persons who move infrequently. Special permits are needed to move 10-wides in most States.

Show people use 10-wides in many cases as winter homes, but for summer tramping these are too big. Still most practical then are the travel trailers and mobile

### FAMILIES

# Mobile Homes Found Better For Trouping

Trailers in tramping mean more convenience and better family life, in the view of most users.

Alternatives to house trailers are either hotels and motels or show-supplied space in sleeper trucks or railroad cars. Each of these means less convenience to trouper.

Trailer homes end the need for living out of trunks. There is not only more space but added convenience and comfort that comes in modern living. Included are use of all kinds of appliances plus the convenience of having one's own kitchen right at hand.

Comfortable sleeping quarters always are at hand without the inconvenience and worry of reservations. One of the principal advantages is that the trailer can be on the show grounds in most cases and people need not battle show or fair crowds to get to and from the downtown areas.

Where once tramping often meant that the show would transport only the people actually on the payroll, trailers make it possible for a man to bring his wife and children along as well.

# TRAILER SECTION

homes of standard width and up to around 40 feet in length.

Travel trailers generally are classed as those up to 25 feet in length. Mobile homes are from 25 to 60 feet. Show people usually select models in these classes, with special attention to those of less than maximum length. Long trailers are more difficult to handle on the highway and consequently of less convenience to trouper who are moving constantly.

Modern mobile homes are equipped with an amazing variety and array of luxuries and devices for better living. There are models with up to three bedrooms and some have two bathrooms. They are furnished in de luxe style and equipped with kitchen appliances of top quality. Many new models are equipped to handle automatic dishwashers, garbage disposals, air conditioning and laundry equipment.

## DID SHOWMEN HELP INVENT HOUSE TRAILERS?

Was it show people who invented the house trailer?

Formal history of the trailer coach business dates from 1930, when 1,300 units were built. But motorized circuses and carnivals were developing predecessors of house trailers before that. In a current book of show history, author George Chindahl suggested that showmen gave the trailer industry much of its early strength if not its basic inspiration.

And now annual production has climbed to approximately 130,000 in 1958—a hundred-fold increase—with show people still playing a very great part in the market.

About 42 per cent of current trailer sales are mobile homes and travel trailers, with the big 10-wides amounting to 58 per cent. Most mobile homes range in price from \$3,000 to \$9,000, with small ones available at about \$1,000. About 80 per cent of trailer sales are financed.

### VISITORS

## Ia. State Fair Has Own Park For Trailers

A trailer park especially for visitors to the State Fair is the boast of the Iowa State Fairgrounds at Des Moines. Built some years ago, the park is open only at fair time. It is intended primarily for fair-goers, but show people with trailers also use the facilities.

The fair board set aside about 15 acres for trailers in its 100-acre camping ground. Toilet facilities have been built on one side and shower facilities are on the other. There are electrical outlets in boxes so that six trailers can plug in to each outlet.

Iowans and show people find the trailer park handy during the annual run of the fair. The charge usually is about \$7.50. Farmers, exhibitors and others keep this a busy place at fair time.

The trailer park is only part of the over-all camping area at the fairgrounds. This area has been operated for a long time and recently was equipped with concrete foundations for tents. Fair sources report a surprising number of visitors still use tents.

## SHOWS, PARKS, FAIRS

# Commercial Uses Grow For Custom Trailers

Trailer coaches turned to specialized commercial and professional uses are growing in popularity.

On the market are trailer models designed for use as popcorn stands, refreshment stands and game concessions. Companies such as Calumet Coach, Wells Cargo, Mobile Office, New Moon, Metz and now Patrician Manufacturing Company are turning out trailers for commercial uses. Wells Cargo now is concentrating on suburban office models that are wheel-less units evolved from trailers but more like small buildings. They would be

suitable for use at fairgrounds and amusement parks. Patrician is introducing a 17-foot concession trailer.

Many showmen have put stock model trailers to special uses or converted others to new purposes. Trailers are used as ticket wagons and business offices. Others are social centers for the use and entertainment of auspices. A Southern iron works has built a custom trailer as a huge barbecue grill capable of handling 700 orders of chicken at a time. This is used at fairs.

Rest rooms for the public, picnic cars for the employees and many more uses are on the list to which showmen have put trailers. Many walk-thru shows and commercial exhibits for fairs and trade shows are framed in trailers.

Others also are using trailers for new purposes. A telephone company has one as an emergency field office capable of handling 600 lines. There are mobile chapels operated by church groups. Schools have turned to trailers to help relieve the room shortage. Doctors and dentists use trailer offices, and a railroad has eliminated old bunk cars for maintenance crews and replaced them with trailer homes.

## Trailer Show Displays 300 Late Models

About 20,000 persons inspected 300 mobile homes and travel trailers at the National Mobile Homes Show at Louisville thru Sunday (8). The show, a display case for the trailer industry, pointed up the great variety of trailers available on today's market.

The crowds came in two days that were open to the public. Earlier days were reserved for trailer dealers and others. For the first of the show, 137 exhibitors displayed the great variety of accessories and special fittings that are available for trailer homes. Seventy-eight manufacturers of mobile homes and travel trailers stayed for the entire run. Of the 300 coaches on view, 60 were in the travel trailer class, largest number ever shown of this type.

This show and a separate one on the West Coast are annual showcases of the trailer industry.

## Trailer Loan Picture Told By New Study

A survey of the financial picture for mobile homes has been announced by William W. Welch, financial consultant for the Mobile Homes Manufacturers' Association. Welch said the report indicates that unfavorable financial and industrial conditions—like the recent recession—do not affect the excellent credit experience of mobile home sales contracts.

Welsh referred to three major points brought out in the survey to substantiate his comments.

First, loss ratios show mobile home sales contracts as profitable as ever.

Second, more than twice as many banks and finance companies are now extending six and seven-year terms over those as reported in the 1957 MHMA survey.

Third, 90 per cent of lending institutions reporting in the survey regard mobile home paper as better than or equal to automobile paper.

### No Losses by 91%

Ninety-one per cent of 254 lending institutions reporting said they experienced no losses on mobile home paper. Only 3 per cent said their loss was less than one-tenth of 1 per cent and 6 per cent claimed their loss to be above one-tenth of 1 per cent.

Of 265 lending institutions that reported, 28 are extending mobile home financing terms to seven years and 20 more are extending terms to six years. In the 1957 survey, 13 institutions extended terms to seven years and seven to six years.

Ninety per cent of 237 banks and 93 per cent of 29 finance companies regard mobile home paper better than or equal to automobile paper.

Other information revealed in the survey follows:

Sixty per cent of 255 institutions said they have had no delinquent 60-day mobile home accounts, and 29 per cent claimed delinquent accounts totaled less than 2 per cent. The 1957 survey disclosed that 53 per cent of reporting institutions

(Continued on page 63)

## MOBILE HOME HIGHWAY MOVEMENT



STATES OF THE UNION continue to amend their regulations pertaining to length and width of trailers. Trend of last year's changes was to eliminate legal limits on the length of a trailer but keep limits on how long a trailer and car combination might be. Among States now having no specified limit on how long a trailer alone might be are North Dakota, Kansas and Alabama, which permit 50-foot overall length for car-trailer combinations; Minnesota, with a 55-foot combination limit, and both Idaho and South Carolina with a 60-foot combination limit. State of Washington has cut back its maximum trailer length to 35 feet. Oregon has increased the permissible width to 100 inches, but the great majority of States keep to the 96-inch width requirement. New Mexico moved in the other direction, reducing the maximum permissible width from 102 inches to the standard 96 inches. Iowa continues as the only State with limited permits for 10-wide trailers. Other States have provisions for issuing permits to allow 10-wide movements, but Iowa permits them to be moved only on low-boy freight trailers. Tennessee now has no regulation regarding legal length of a trailer, but it has added a requirement that combined trailer and auto length cannot be more than 45 feet. Several States have over-all limits as low as 45 feet. New Jersey increased its overall length maximum to 50 feet. Michigan has amended its trailer regulations considerably, and they now provide that maximum combination length is 60 feet, trailer length is 45 feet and width is 100 inches. Ten-wides are allowed with permits. Permits also can be obtained to move units with combination length of 70 feet. This adds up to a typical set of State regulations. The above map has been prepared by the Mobile Homes Manufacturers' Association and is up-dated. However, regulations are being changed by various States from time to time, and this information should be used as a general guide and rechecked before entering the States involved.

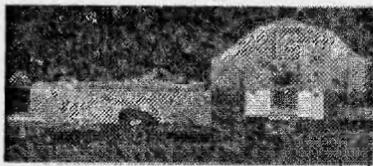
## New Accessories Include Trailer Washers, Dryers

One of the more recent developments in the way of accessories and furnishings for mobile homes is the home laundry unit, including washer and dryer, especially designed for trailer home use.

Many new model mobile homes have space earmarked for home laundry units. And the units themselves are designed with mobile homes in mind. Attention has been not only to the amount of space necessary and the connections for water and power, but also to such things as how to avoid problems of humidity in discharged air from the units.

## Trailerites Pick Mobile Homemaker

"Mrs. Mobile Homemaker of 1959" is Mrs. William R. Charette, 24, of Key West, Fla. Her husband, Bill, is a submariner assigned (Continued on page 64)



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SPECIAL

## TRAILER SECTION

### Small Trailers Built for Less Space, Budget

Not all trailers are built for bigness. There are many in the travel trailer class that meet the demands of trouper who hesitate to try show jumps with bigger models.

The small ones not only affect economies in design, weight, and bulk but also in price. There are units in all price brackets.

Some of the most economical trailers are those built primarily for campers and vacationers and selling for only a few hundred dollars. One of these models is comprised of a trailer base topped off with a canvas tent-like top section that can be set up in about five minutes. In traveling position, the tent folds into the trailer and leaves storage space on top of the trailer for such items as boats. Show people would be able to carry other equipment instead. One person who has tramped with carnivals has stated this type of trailer worked out well.

### Trailer Loans

Continued from page 62

at that time had no delinquencies. The grand total amount of mobile home paper outstanding as of June 30, 1958, was \$481,500,480. This involved 174,759 contracts averaging \$2,755 each. These figures were compiled from 263 institutions reporting.

Welsh said the average contract was 20 per cent smaller than the average contract of \$3,463 last December. He explained that mobile home and travel trailer sales showed an over-all decrease of 13 per cent and that a larger proportion of units sold were lower-priced travel trailers.

The survey also disclosed that 33

### LINKED?

## Trailer Use Climbs While RR Declines

Rise of trailer tramping parallels the decline of railroad shows. While many factors entered into the demise of railroad circuses, one of them was the fact that performers often would prefer to travel by trailer than by slow sleeper.

In the past 25 years the number of rail shows declined to the point that only a few carnivals now use the railroads. At least one of those is understood to have discussed the possibilities of cutting the coaches off of the train, altho two others have added coaches this season.

It was in the same period that trailers, among other developments, made possible the motorized show. It was the house trailer that brought new independence to trouper. They could travel with their entire family. There was freedom in how and when jumps were to be made, and they were no longer tied to a show cook-house.

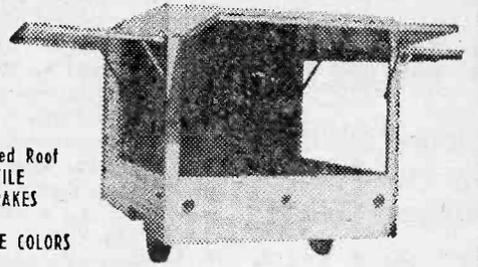
While hotels, motels, show sleeper trailers and converted house trucks also are used, house trailers now are a vital part of the show world, and every kind of show on the road has trailerites with it.

finance companies had \$269,559,586 outstanding in mobile home paper compared to 230 banks who had \$211,940,894 outstanding.

Fifty-four per cent of 243 institutions reporting said they had no repossessions of mobile home contracts, and 39 per cent declared their repossessions totaled under 4 per cent.

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## Carnival Routes

Merchants Jubilee: Bryan, Tex. Page Combined: (Fair) Sanford, Fla.  
Scott, Turner, Rides: (Boardwalk) Daytona Beach, Fla., 16-24.

## Circus Routes

Davenport, Orrin: Cleveland, O., 16-22; Rochester, N. Y., 23-March 1.  
Hamid-Morton: Milwaukee, Wis., 16-22; Topeka, Kan., 26-March 1.  
Polack Bros.: Louisville, Ky., 19-22; Albany, N. Y., 27-March 1; Chicago, Ill., 4-22.  
Ringling Bros. and Barnum & Bailey: Shreveport, La., 16; Nashville, Tenn., 19-21; Huntington, W. Va., 24-25; Charleston 27-28.

## Legitimate Shows

Dark at the Top of the Stairs: (Hannah) Cleveland, O., 16-21; (Shubert) Detroit, Mich., 23-March 7.  
Cay Felons, The: (Warner) Atlantic City, N. J., 16-21; (Wilbur) Boston, Mass., 23-28.  
Girls in 509, The: (Shubert) Detroit, Mich., 16-21; (Civic) Chicago, Ill., 23-April 4.  
God and Kate Murphy: (National) Washington, D. C., 16-28.  
Lil Abner: (Shubert) Cincinnati, O., 17-22; (American) St. Louis, Mo., 23-28.  
Look Back in Anger: (State) Minneapolis, Minn., 16-21; (Shubert) Cincinnati, O., 23-28.  
Lovely Star, Goodnight: (Shubert) New Haven, Conn., 25-28.  
Music Man, The: (Shubert) Chicago, Ill., indefinite run.  
My Fair Lady: (Riviera) Detroit, Mich., 16-March 21.  
Perfect Evening: (Shubert) Philadelphia, Pa., 16-28.  
Raisin in the Sun: (Blackstone) Chicago, Ill., 16-March 7.  
Sweet Bird of Youth: (Locust) Philadelphia, Pa., 16-28.  
Two for the Seesaw: (Michael Todd) Chicago, Ill., indefinite run.  
Warm Peninsula: Portland, Ore., 17-18; (State) Minneapolis, Minn., 24-March 1.

## Miscellaneous

McLean, Buck, Six-Gun Law: Tampa, Fla., 16-21; Winter Haven 23-28.  
Matchstick City: Sanford, Fla., 16-21.

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## Ice Shows

Holiday on Ice of 1959: Atlanta, Ga., 16-22; Louisville, Ky., 24-March 1.  
Ice Capades, 18th Edition: Lincoln, Neb., 16-22; Sioux City, Ia., 23-March 1.  
Ice Capades, 19th Edition: Hershey, Pa., 16-24; Detroit, Mich., 26-March 15.  
Shipstads & Johnson's Ice Follies of 1959: Boston, Mass., 17-March 1.

## Crawshaw Named Playland Manager

VANCOUVER, B. C.—Jerry Crawshaw, former manager of Royal Canadian Shows, has been appointed general manager of Playland Park here.

Crawshaw, born in Vancouver, has been employed by Burrard Amusements, Ltd., as promotion manager of the park since its completion last summer.

## Thornton Stresses

• Continued from page 58

Attendance at the meeting was good thruout the three days. James Stewart, manager of the Dallas fair and president of the fair association, presided at the business sessions. Bob Holleran, advertising director of the Lone Star Brewing Company, spoke on publicity and stressed local newspapers. Bill Petnecky, former association president, pinch-hit for Buster Thompson, local concessionaire, and spoke on showmanship, reviewing queen contests and similar special events.

Social activities, conducted by the two outdoor show clubs here, Lone Star Showmen's Association and the Texas Showmen's Club, were high points. Each held a well-attended party on Thursday evening and several open houses were sponsored by the organizations.

The annual banquet was held Friday evening in the Terrace Roof of the hotel with Stewart presiding. Entertainment, the "Truth or Consequences" TV show with Bob Barker, was presented by E. O. Stacy, Music Corporation of America.

Luncheons were held at noon on both Friday and Saturday with the meeting ending after the Saturday event.

## Raleigh Charts

• Continued from page 58

York said a major mid-winter carnival is planned to tie in with the established Dixie Classic basketball tourney held here each December. This would rival the Orange Bowl in Miami and would call for one of the nation's leading college teams to oppose the Atlantic Coast Conference champion.

The conference will give its opinion at its meeting in March. Major colleges in North Carolina have also been approached to play one or more home football games at the bowl. All have indicated interest, particularly if such use would prevent use of the stadium for pro football.

Parking on the fairgrounds handles 10,000 cars during the fair, and as many as 25,000 during the off-season. Considerable highway improvements are tied in with the construction project.

## INSURANCE

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## Fla. State Fair

• Continued from page 58

Going into the final two days, they faced three more performances with the strong possibility that they would wind up with a \$100,000 gross, a phenomenal achievement for the fair here.

The grandstand business, except for auto races, parades and thrill shows, had been palpably weak here in the past—so weak, in fact, that for the past three years the fair offered its grandstand attractions, excepting auto races, parades and thrill shows, free to all comers. But, even then programs of good acts failed to draw any people.

Working in front of a grandstand priced at \$2.50 for box seats and \$2 for reserved seats, with adult admissions in the uncovered bleachers at \$1.50 and kids at 60 cents, Rogers opened to crowds, while large by past standards here, were disappointing when gauged by the level of his usual fair audiences.

But, as his engagement progressed and the fair's usually light attendance days yielded to its customary strong days, his crowds built, and on Saturday night (7) Rogers gave the fair its biggest single night's grandstand gross in its long history.

Saturday (7) yielded other records. Al Sweeney and his auto races in the afternoon gave the fair its biggest gross for a day of auto races in the fair's history. It also constituted the biggest grandstand gross for either an afternoon or night show in the annals of the fair. But, a few hours later Rogers came back and smashed that record. Jack Kochman's Thrill Show went on that night as an added attraction, but, actually, the crowd was virtually a 100 per cent Rogers turnout.

Saturday (7) also produced a record-smashing gross on the midway for the Royal American Shows which piled up a ride and show take of \$49,538, after State taxes, to eclipse the old mark of \$36,713, set on the corresponding day last year. The Royal's business for the day was the second best day in the show's history, being exceeded only by a higher one-day gross at the Minnesota State Fair, St. Paul.

As the Royal went into the last two days, it already had shattered the previous record gross for any full run here. Indications, moreover, were that it would finish with a gross which would give the fair here the distinction, among the many strong fairs on the Royal's route, of being second only to the Minnesota State Fair in midway grosses.

Al Sweeney, with three days of auto racing during the first 10, experienced the best business in the many years he has been supplying racing to the fair. Each of his three days topped, by substantial margins, the receipts for corresponding auto race days of the past.

Food and drink and games concessionaires thruout the grounds reported good to excellent business.

J. C. Huskisson, fair manager, pointed up the record run in announcing the percentage of increases over last year. Thru the first nine days, he said, the outside gates were up 22.3 per cent in number of people and 24.9 per cent in dollars. The grandstand to the same point, he said, was up 129 per cent in people and 138.9 per cent in dollars.

## St. Louis Storm Rips Arena Roof

ST. LOUIS—The tornado that hit St. Louis last week ripped part of the roof away from the St. Louis Arena. This forced the moving of a scheduled boxing event to the Kiel Auditorium while the Arena was being repaired.

## THE FINAL CURTAIN

CROSS—Mrs. A. E., 80, mother of James B. Cross, past president of the Calgary (Alta.) Exhibition and Stampede, January 29 in Calgary. She was the widow of one of the four cattlemen who financed the first stampede. Surviving are three sons, two daughters, a brother and three sisters. Burial in Calgary.

EVERET—Harley (Father), 72, veteran outdoor showman, February 4 in Veterans' Hospital, Minneapolis. He had been on the William T. Collins Shows for 16 years, most of that time until recent years as ride superintendent. Earlier he had been with the Tivoli Exposition Shows for 10 years. Burial February 6 in Showmen's Rest, Minneapolis.

## MARRIAGES

SCHAFFER-RODNON—Harry (Hymie) Schaffer, part-owner of Hubert's Museum, New York, and Cherry Rodnon, New York, January 18.

## DIVORCES

CARTER—Jean Carter from Burton (Red) Carter, both formerly with Cole Bros. Circus and the Royal American Shows, recently in Illinois.

## Trailerites Pick

• Continued from page 63

to the U. S. S. Quillback based at the Key West Naval Operating Base. The couple has two daughters.

Louise Charette serves as the symbol of thousands of mobile home wives thruout the country. She reigned as queen of the 23d Annual National Mobile Homes Show sponsored by the Mobile Homes Manufacturers Association in Louisville.

Bill Charette is the only enlisted man in the Navy now on active duty who holds the Medal of Honor. He was feted to a ticker tape parade in New York City last year. In addition, he was chosen to select the World War II Unknown Serviceman.

## Colo. Springs

• Continued from page 58

rector; Robert Copsey, secretary-treasurer, and Mike Edwards, concessions manager.

The rodeo group announced that the annual parade, set for August 5, will have a theme to tie in with the State's centennial celebration. Instead of the usual floats, the parade committee wants anything from a travois strung behind an Indian pony to a Conestoga wagon. Last year the rodeo parade took over three hours to pass thru downtown Colorado Springs.

Beutler Bros., Elk City, Okla., for the fifth consecutive year, will produce the rodeo which set an all-time attendance record last year. Emsee will be Cy Taillon.

## Sam J. Levy

• Continued from page 58

and John Vivona, president of the Miami Showmen's Association.

Also five club officers, Richard Gilsdorf, second vice-president; Paul D. Sprague, second vice-president; C. J. Sedlmayr Sr., third vice-president; Harry B. Julius, treasurer; Vernon F. Korhn, secretary, and George Ringlin, chaplain.

Julius and J. C. (Tommy) Thomas were co-chairmen of the banquet and ball committee.

WETASKIWIN, Alta.—A referendum will be held on the proposed construction of a \$200,000 arena. Plans are for an arch-type building 300 feet long and 125 feet wide with an ice area of 17,000 square feet and seating for 3,000. The old arena was condemned last year.

JENNINGS—Harold E., 57, who formerly trouped with the C. R. Leggette, Nail and Pan American shows, December 14 in Lake Charles, La. Survived by his widow, Jewel. Burial in Lake Charles.

LaGROU—Stephen E., for the past 11 years operator of rides at Long Point Park, Geneseo, N. Y., January 2, at his home in West Henrietta, N. Y. He had also operated concessions at Dreamland Park, Rochester, N. Y., and Owasco Lake Park, Auburn, N. Y., for several years. In outdoor show business for over 50 years, Lagrou had operated the LaGrou Shows early in his career. Survived by his widow, son, brother and sister. Burial in Rochester.

LAW—James, 33, known in Eastern carnival circles as Penny Law, a Side Show annex attraction, died November 25 of a brain hemorrhage in Altoona, Pa. He had been with Morris Hamm, John Marks, Harrison Greater, Railey Bros. and Penn Premier Shows. Survivors include a sister, Mrs. Helen Fahringer of York, Pa.

McDONALD—Roy (Mickey), 69, clown, February 9 in Detroit. He had been appearing with the Orrin Davenport Shrine Circus. Born in Baraboo, Wis., he joined Ringling Bros. Circus at the age of 15. Survived by his widow and children. Burial in Tulsa, Okla.

MEAD—Mrs. Elizabeth Jones, of South Williamsport, Pa., sister of the late Johnny J. Jones, owner of the old Johnny J. Jones Exposition, January 17 at Silver Springs, Md. She was the last of the original 14 Jones children. Survived by her husband, Raymond, and a daughter, Gwendolyn.

SPENCE—Etta May, better known as Etta May Bosley, died January 31 in Tewksbury, Mass., State Hospital. A troupier since 1910, she had her own shows and worked for other shows, including Ringling Bros. Circus. She had been one of the Either English Ballet Girls. Survivors include her daughter, Josephine Oles.

STRIET—Ardith Alice, 41, daughter of Edgar and Alice Striet, of the old Regan Bros. Shows, January 16 at the Striet home in Furman, Ala. Besides her parents, she is survived by a sister, Mrs. Robert Jones. Services January 18 and burial in Palmer Cemetery, Furman.

## IN LOVING MEMORY

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## IN LOVING MEMORY

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Wife, DOROTHY GOULD



## ROLLER RUMBLINGS

### MARSI Action Draws Slap From URO Exec

CINCINNATI—Recent action of the Manufacturers' Association of the Roller Skating Industry in awarding exclusive representation rights at its periodic national trade showings to the Roller Skating Rink Operators' Association of America (The Billboard, February 2) drew caustic comment in a special bulletin mailed recently to members of the United Rink Operators from the URO secretary's office at Muskegon, Mich. The complete URO statement follows:

"The Manufacturers' Association of the Roller Skating Industry held a meeting on Sunday night preceding the MARSI trade show in Atlanta on January 19.

"As reported to our annual meeting in December, the RSROA had presented to MARSI an ultimatum to the effect that if the URO were allowed to be represented at future shows, RSROA would boycott them.

#### Four-Three-One Vote

"Bowing to this dictum, the eight members of MARSI went thru formality of voting, with the result (we are unofficially informed) of four votes for RSROA only, three for both organizations and one for neither. (It was later pointed out that four out of eight votes did not constitute a majority, but apparently thru a technicality in phrasing, the decision went to whoever received the greater number of votes cast.

"Viewed from any angle, this is an astonishing state of affairs. It is unbelievable that a group of manufacturers, holding a trade show for the promotion of business,

should offer such an insult to a substantial body of present and prospective customers. Are we to assume that URO dollars are not wanted? Will the next step be, in fact, to decree that the merchandise of these manufacturers is not to be available to those who bear the stigma of URO membership?

"It is also incomprehensible that one organization of rink operators should stoop to such tactics against another group of fellow operators. We are part of a nation dedicated to the principles of freedom, including freedom of personal affiliations and freedom in the conduct of our business. Our laws safeguard these freedoms.

"It is a little flattering, but more than a little ridiculous, that our organization should be deemed to constitute such a threat to the existence of another as to make these tactics excusable. It is about on a par with two youngsters squabbling over the same apple in the midst of an orchard. If each organization continued to sell itself on its own merits, it would still be many years before it would be necessary for either to covet the membership of the other or take steps to limit future membership. There are plenty of apples left on the trees.

#### Two-Way Affair

"We wish to point out that the vote to exclude URO from participation in future trade shows was that of only half the manufacturers voting; it would be unfair at this time to disclose the unverified report as to which members did so vote. We feel very strongly, however, that unless this situation is changed, it should be pointed out that loyalty is a two-way affair and our future business should go to those to whom it seems valuable.

"The voting members of MARSI present at the Atlanta meeting were Cleveland Skate Co., Hyde Shoe Co., Cottrell Wheels, Inc.; Sure-Grip Skate Co., Fo-Mac Enterprises, Inc.; Riedell Shoes, Inc.; Curvecrest Rink-Cote and Chicago Skate Co.

"We believe also that these dictator-like actions do not express the sentiments of the RSROA as a whole, for this body contains a great many operators whom we respect as friends and as businessmen of integrity. In fact, we consider this whole messy situation an outstanding example of the folly of allowing too much power to too few persons. We prefer to retain our faith in the inherent decency of the average businessman, while we deplore his tendency to be a member in name only, thus lending his name to actions which reflect no credit on him as a person and a businessman.

"The next MARSI trade show is to be held next September in Chicago. We feel that these shows are very worthwhile, valuable in the promotion of roller skating and in furnishing a means of getting together operators (without regard to organization affiliation) who are interested in the betterment of their business. We do not like to see such a project becoming embroiled in petty squabbles for personal power.

#### Not a Plaything

"On the other hand, our pride in our own organization does not allow us to feel that we should be forced to hide our membership pins if we wish to attend these shows. Our organization exists solely for the promotion and betterment of the roller skating industry.

(Continued on page 74)

## Kansas Group To Construct 'Western' Park

ABILENE, Kan. — Reproduction of part of old Abilene as it was in the days of the Western cattle boom is being planned by a newly formed company here.

Called Old Abilene Town, the attraction is to include a number of old-time buildings, some of which will be leased for commercial use now; a museum, possibly a swimming pool and other features.

A permanent midway with rides, concessions and attractions is planned. One of the promotions is to be the national finals of the Fast-Draw Club of America, a competition for youngsters. The promotion will be handled at various places thru the country by Charles Stanley, who is associated with Coney Island, Cincinnati, and who will head the finals here. Plans

(Continued on page 74)

## Philly Suburb Playland Gets New Operator

PENNSAUKEN, N. J.—Howard Finkelstein and Charles Henick are taking over the Playland operation at Pennsauken Mart, near Philadelphia on Route 73. Henick and his family will manage the park.

This will be Playland's third year of operation. There are 17 rides plus food, novelties, a couple of games and other elements, all owned by the partners. Parking for 7,000 cars is provided at the center on its two-and-a-half-acre field.

Ticket prices will be the same for major and kiddie rides, 11 for \$1. Units include Ferris Wheel, Merry-Go-Round, Helicopter, Tilt-a-Whirl, Roller Coaster, Train, Hot Rods, Chairplane, live ponies, and eight kiddie rides.

## New Jersey Senate Passes Game Bills

CAPE MAY, N. J.—The State Senate passed two bills introduced by Sen. Charles W. Sandman Jr. to change present laws on concessions and games. The bills provide for a referendum and the establishment of an Amusement Games of Chance Commission which will be governed by the State, under a single director, but which will be enforced and regulated by local authorities.

This action, it is believed, would return to the resort areas games of chance with the necessary safeguards and precautions.

It would no longer be illegal, said Senator Sandman, for a child to get a free ride on the Merry-Go-Round by catching the brass ring, for example. This is called a realistic approach to a problem that has plagued New Jersey seashore communities and law enforcement agencies since collapse of the Boardwalk game situation in 1956. The bills have the support of both political parties and are in the Assembly where early passage is expected.

## Disneyland Gross Up; Tops \$13 Million in '58

ANAHEIM, Calif.—Disneyland Park grossed \$13,496,186 last year, an increase of \$7,494,575 over 1957. Walt Disney Productions had a general increase of \$12,799,020 reported in its consolidated gross of \$48,577,262 for 1958 by Roy O. Disney, president.

Consolidated net profit for the company and its domestic subsidiaries for the fiscal year ending September 27 was \$3,865,743 or \$2.51 per share on the 1,537,054 common shares outstanding. In 1957, the net income was \$3,649,359 or \$2.44 per share on 1,494,041 shares outstanding.

The report included Disneyland for its full 12-month period in combination with the other interests. The report for 1957 for the park covered only July, August and September.

Other income in the report included: Film rentals, \$3,593,211; television income, \$1,139,159, and publications, licensing, comic strips and music, \$572,075.

Disneyland attendance, revenues and per capita spending continued to increase during the park's third year of operation, the report pointed out.

While the gross income of the park was greater in 1958 than any prior year, operating expenses likewise were up substantially. This was due to operating a seven-day week thruout the 1957-1958 winter as against six days the year before and to rising salaries and the inauguration of a 40-hour work week instead of the former 45 hours. The increased operating costs cut net profits compared with 1957.

The park is now operating five days a week with resulting savings in operating costs.

During the past year, the park added for the summer season the Grand Canyon Diorama, the Alice in Wonderland ride and, on the Rivers of America, the three-masted square-rigged sailing ship Columbia, a replica of the first United States ship to circumnavigate the globe.

A \$4,000,000 program of additional rides is now under way in the Tomorrow area. These include a 146-foot scale replica of the Matterhorn, complete with Bobsled ride, and an underwater

adventure ride featuring eight 40-passenger submarines. Autopia is being enlarged.

In addition to these attractions being installed by the park, a monorail rapid transit ride developed in co-operation with the Alweg Monorail System of Cologne, Germany, and involving an investment of approximately \$1,000,000, is being financed and installed. It will be operated by the park as a concessionaire.

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## Pacific Ocean Park Promotes Watson

SANTA MONICA, Calif. — Richard H. Watson has been elected controller and assistant treasurer of Pacific Ocean Park, Inc., J. L. Van Volkenburg, park president, said.

With the park since October, 1958, Watson was formerly manager and treasurer of Zenith Plastics Company, a subsidiary of Minnesota Mining & Manufacturing Company, in Gardena. He was also secretary-treasurer of Zeppo Marx's concern, Marman Products Company.

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## Rudy Bros.' Circus Names Towns, Acts

Signs Albert Rix Bears, Flying Wards, Woodcock's Bulls, Tiebor's Seals

SOUTH SAN GABRIEL, Calif.—Rudy Bros.' Circus will play all their Shrine dates of last year, plus several new major cities and Elk-sponsored repeats to make a long season, according to Rudy Jacobi, owner-general agent.

Announced repeats include Phoenix and Tucson, Ariz.; Rapid City, S. D.; Las Vegas, Nev., and Wyoming and Montana spots. Helena, Missoula and Butte, Mont., are some new dates.

A new 300-foot plastic striped backdrop composed of six 50-foot sections will be carried this year. The aerial production number will have a Chinese theme and include new wardrobe and special lighting.

Acts signed to date are Albert Rix with (9) bears, including polar bears, his first appearance off the Ringling show, where he worked show-owned acts; Helene, trapeze; Roland Tiebor's Seals; Tommy Bentley's French Poodles; Flying Wards; Bill Woodcock's Elephants;

Jack Meyand and Jeanette, unicycle juggling; Mebelle and Jack, plate spinning; Olveras, perch pole; Eddie Hendricks, wire; Maschino Troupe, acro; Senorita Christa, sway pole and slide for life, and Albert White, Harry Ross and Domingo Feliz, clowns.

Special paper will be used for the Albert Rix bear act. Also the show will send a herald thru the mails and make heavier use of radio and television time.

### Fans May Buy Lot

NORWICH, Conn.—Acquisition of land that could be used as a circus lot here was discussed at the recent business meeting of the Charles Sparks Tent, CFA.

## Polack Up 21% At Ft. Wayne; 40,000 See It

### Two Capacities For A.M. Shows; Turnaways Sunday

FORT WAYNE, Ind.—Polack Bros. Circus pulled big business here February 6-8. Promotion man Sam Ward said that the date was 21 per cent ahead of last year's counterpart.

The show opened Friday (6). Performances were given on two mornings and these were filled to capacity. On Sunday (8) afternoon a turnaway of several thousand was scored.

Over-all attendance on the run was reported at 40,000 people. Length of the stand was the same as last year's.

## Harold Bros. Opens March 5 at Lansing

LANSING, Mich.—Harold Bros. Circus will debut its 1959 edition at the Lansing Civic Center here March 5-7.

Owner-Manager Harold Voise announced last week that among the top acts will be George Keller's Wild Animals and the Flying Satellites, a flying return act made up of personnel from the Voise and Geraldo acts.

The complete run-down includes George J. Keller, wild animals; Kinko, clown car; Jeannine Pivotteu, one-arm planges; Les Blue and Yvette, unicycle juggling and comedy roly-poly; Roland Tiebor, seal; Claytons, whips and rope spinning; Les Geraldos, double trapeze; Roberto De Vasconcellos, high-school horse; Walton and Sina, perch pole; Jan Risko and Nina, juggling; Trude and Pete Luvas, aerial; Bobby Nelson, trained pigs; Therons, bicycles and dogs and monkeys; Paul Kelly's (3) Elephants; the Flying Satellites; Al Ackerman, Rollo, John Facer, and Larry Benner, clowns.

Jeannine Pivotteu, the Geraldos, the Luvas, DeVasconcellos, Jan Risko and Nina, and the flying act are signed for the entire Harold season. On outdoor dates, the Luvas will work from a helicopter. In the flying act will be George Voise, Madeline and Rene Geraldo, flyers, and Ralph Oyseth, catcher.

Lansing promotion is being handled by Walter Stebbins.

Show staff numbers Harold R. Voise, general manager; Richard N. Slayton, assistant manager-announcer; Henry Kyes, bandmaster; Wynn Danielson, organist and Bill (Boom Boom) Browning, drummer.

## Famous Cole Details Plans

HUGO, Okla.—The Famous Cole Circus will have four downtown units available for merchants this year, to be promoted by Bill Moore. They are a clown float, elephants, steam calliope hitch and an air calliope with pony hitch, according to Glen J. James.

The midway will consist of five candy stands, snake pit show, rhino pit show, new ticket wagon, grease joint; pony ride, handled by Wayne Newman, and Side Show, managed by Floyd Bradbury, which will feature new banners and red, blue and orange sidewall. The candy stands and snake show will be run by Mr. and Mrs. Ross McKay.

Mr. and Mrs. Herb Walters have moved into their new home at winter quarters here. Mr. and Mrs. Glen J. James have leased the D. R. Miller home in Hugo for another year. The Walters and James are the owners of Famous Cole.

Charles Rex, transportation superintendent, and staff are readying trucks for the road tour. John A. Frazier, general agent, and Floyd Bradbury, band leader, helped promote the Hugo March of Dimes. Smokey Joe Burgess is breaking a camel act. Shirley Rex is working on two new dog acts and Capt. Harry Rooks is breaking new pony drills. Mrs. Doris Smith will have the cookhouse.

Co-owner Glen James is winding up his stay as Choctaw County Chamber of Commerce manager April 1.

## Best Has R-B Side Show

TAMPA, Fla.—Dick Best will have the Side Show for Ringling Bros. and Barnum & Bailey Circus in Madison Square Garden this spring, it was learned here this week. The circus uses a Side Show in New York only. Best also operates Side Shows on the Royal American Shows and in Riverview Park, Chicago. Last year the Ringling Side Show was operated in New York by Nate Eagles.

## Ringling Draws 24,000 People In Montgomery

7,000 Come in Rain For Sunday Matinee; \$4 Seats Do Well

MONTGOMERY, Ala.—Ringling Bros. and Barnum & Bailey drew about 24,000 in four shows at the Alabama State Coliseum here. Friday night (6) accounted for 5,000, afternoon and night shows Saturday (7) both did 6,000, and the final Sunday matinee produced 7,000 in an all-day pouring rain. The building's 9,200 seats included a few ringside seats pegged at \$4 which reportedly sold well. The three-day stand was a Martel Brett promotion.

## Soviets Host European Shows

COPENHAGEN—Soviet countries are seeing circuses from western countries of Europe this year.

Trolle Rhodin's Zoo Circus, of Sweden, has been working in Poland and will play there until April, when it goes to Moscow and Leningrad, after which it will return to Poland prior to going to Czechoslovakia in 1960.

The "French Circus," which played November-December in Leningrad and is now in Moscow, will leave for Peking, China, on February 18 by plane.

## P. T. Barnum Biog To Be Movie, Book

HOLLYWOOD—"The Fabulous Showman," Irving Wallace's biography of P. T. Barnum, is to be made into a movie later this year with Martin Jurov and Richard Shepherd producing the film at Paramount Pictures Studio here.

The biography will be published by Alfred A. Knopf this fall. Subsequently the New American Library, under the Signet imprint, will publish a paper-back edition tied in with the release of the picture.

## McMahon Will Manage Hagen; Couls Returns

OKLAHOMA CITY—Joe McMahon, for nine years general agent of Hagen Bros. Circus, this year will be general manager of the show, it was announced by owner Howard Suesz. He also revealed that Bob Couls, formerly with the show, is returning as manager.

Last year the Hagen show was managed by James M. Cole. McMahon was agent, and Couls was with Adams Bros. Prior to last year, Couls was Hagen's manager. Marjo Couls will have the Hagen office again this season.

The show will have a new marquee, a new banner line and a new Side Show top, a 55 with three

40's. A new grease joint and a new pit show are being built at Edmond, Okla., permanent base of the show.

A Sanguin spool truck is being built at Hugo, Okla., for Hagen Bros. to spool this year's big top. Suesz also announced that Hagen Bros.' staff will include:

Enoch Bradford, boss canvasman; Art Johnstone, assistant big top boss; Henry and Sandra Thompson, Side Show; Blackie Littlejohn, Side Show canvas; Al Dean, cookhouse; Marcy Meynard, front door, and Little Bob Stevens, concessions.

Tex Meynard will be equestrian director and announcer. He also will have the concert. George Vest will be organist and calliope player.

On the advance, Harry Doran, with Theron Dustin and Joe Mason, will comprise the billposting brigade. C. C. Smith will be press agent. Henry Thompson is painting the show.

## UNDER THE MARQUEE

An article in The Wall Street Journal of February 3 discusses Florida tourist attractions and mentions John Barrow's Wild Animal Safari on U. S. 1; Lord's Last Supper, Lake Wales; Bibleland, Orlando; Moonshine Exposition, St. Augustine; Lightner Museum of Hobbies, St. Augustine, and Silver Springs, Ocala.

Circus men recently stopping in Chicago include Paul Eagles, Paul Cristiani, Bill Griffith, Howard Suesz, Harold Voise, Dick Slayton and Justus Edwards. . . . Clyde Beatty-Cole Bros.' Circus recently broke an ad in New York papers offering a 20 to 40 per cent discount to groups at their upcoming stand in nearby Palisades (N. J.) Park.

(Continued on page 67)

## Turnaways for Detroit Show

DETROIT—Business for the annual Detroit Shrine Circus took a big upsurge with many turnaways marking last weekend. The show hosted over 35,000 in three performances Saturday (7).

### Gray Gets Day

SWIFT CURRENT, Sask.—Gil Gray Circus will play here under Shrine auspices on June 6. Show will appear at the fairgrounds.

## Bailey Bros. Sets Alaska, Texas Dates; Signs Acts

GAINESVILLE, Tex.—Bailey Bros. Circus will play Anchorage, Alaska, June 13-22, for the Anchorage Shrine Club, followed by a stand in Fairbanks for the Farthest North Shrine Club, according to Bob Stevens, show owner. This will make Stevens' second trip to Alaska with a circus, the first being the historic trek with Bailey-Cristiani in 1954.

Show opens at Muskogee, Okla., April 2-4, indoors for the Shrine Temple. Three Texas dates, Texas City, April 14; Galveston (15) and Beaumont (16-17) are set for the Shrine. A route for April 5-13 is now being set.

Three performing baboons from

### Knie Names Acts

BRUSSELS—The Knie Bros. Circus, of Switzerland, is presenting its second bill at the Cirque Royal arena, February 4-March 1. Two American acts, the Schaller Brothers, trampoline, and the Chapmans, aerial novelty, as well as the Three Merkys, comedy bar act which has worked in America, are on the bill.

## Harvey Articles Appear in Second Reprint Booklet

PERRY, Ia.—A second volume of circus articles by R. M. Harvey has been published by the Chief Printing Company here. The articles first appeared in The Perry Chief as a weekly feature by the dean of show agents, who resides here. The books were made up of photostats of the newspaper articles. Harvey said that requests for copies of the first edition had come in great numbers, surprising both him and the newspaper. He is continuing to write more articles in the series.

Sweden; Relisto, also from Sweden; Ricca, juggler from Mexico; Tony Steele's new flying return act with three other flyers; Milt Robbins, announcer; Marie Loter, organist, and Ed White, drummer, have been signed.

## 35 New Mills Performers Due From Europe in March

CLEVELAND HEIGHTS, O.—About 35 performers contracted for the new edition of Mills Bros. Circus will leave Europe early in March and arrive at Ashtabula, O., for a civic welcome on March 12.

Show manager Jack Mills, back here after a sojourn to Florida, said that some of the acts will leave Hamburg, Germany, March 3 and others will leave the next day from Southampton, England. They will arrive aboard the U. S. S. America at New York March 11 and will be met by a chartered Greyhound bus for the trip to the show quarters.

Mills said that details about the coming acts will be announced later. He added, however, that included would be a troupe of five Spanish musical clowns that were contracted in Hamburg. Both Jack and Jake Mills were in Europe in December to scout talent and contract acts.

Among the acts on next season's show will be two of the acts brought in by the Mills brothers last year and held over. Also, clown Herman Joseph will return.

Mills Bros. will open April 18, it was announced by the manager. In Florida, Mills said he caught Ringling and Cristiani shows.

PROMOTERS

Tom Parker's International Ice Revue

Can use Promoters with crews for dates in Illinois, Indiana, Iowa and Wisconsin. We have the top sponsors.

This is the first telephone promotion ever used for an ice show.

TOM PARKER Theatrical Enterprises 20 E. Jackson Chicago, Ill. Phone: HARRISON 7-4550

WANTED

Phonemen for books, banners, tickets. Pay daily. Will give producers on this spot their own towns, as we have plenty set to follow. (No collect.)

PHONE: BILL AVANT C Enter 5-0857, 9:00 a.m.—3:00 p.m. Write or wire Southwest Productions Box 772, Lafayette, La. P.S.: Also one more Contracting Agent.

PHONEMEN

Work Wash., D. C. area year round. Just starting on Cerebral Palsy Show. Other top deals follow. UPC book—banners—tickets. Plenty of taps, \$10 to \$150. Phones in. Need 5 SOBER, steady producers ONLY. 25% paid daily. You can't miss \$150 day up. Big money men more. Call JUNIPER 7-6385 or write Box 6, Mt. Ranier, Md.

2—PHONEMEN—2

Top-notch hospitalization deal just starting, \$200 up daily. U.P.C.'s, book; 25% daily; paid collectors. All cards with cut-offs. You will get well here.

GARDNER Aurora, Illinois Phones 60610-28049—9 till 5 daily "PHONE COLLECT IF YOU KNOW ME"

AVAILABLE

Two Chimp Acts

Open dates February, April, August 10 on. If interested write

CHIMP ACT

Box 604, Muscatine, Iowa

WANT GROUND ACTS

That can do one or more. Stage 80x80. State lowest for Washington birthday, Feb. 23; matinee and night—2 shows.

ED REED

Roger Smith Hotel New Brunswick, New Jersey Tel.: KILMER 5-1094

PHONEMAN

One man needed for ticket deal just started. Plenty of calls. Also Md. State ad deal.

BOB FEENEY

1809 Forest Glen Rd., Silver Spring, Md. JU. 5-2070

2—PHONEMEN—2

Banners and UPC's Daily Delivery—Paid Collectors—Pay daily. Office is ready with phones in.

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370 S. E. 2 St., Ft. Lauderdale, Fla. JACKSON 4-7013 NO COLLECTS PLEASE

PHONEMAN

Top Producer needed. Phone open, year-round deal. Reload protection. Write

ROY BELL

2847 W. 8th St., Los Angeles, California DUNkirk 8-6085 (no collect calls)

PHONEMEN WANTED

Bridgeport, Conn.—FOrEst 6-4708. Pay every day. Phones and office ready.

Deal started Monday, February 16.

PHONEMEN

Can place 3 top advertising men on deal. 8th year—collectors—cards. Call AMherst 8-6223, Columbus, Ohio.

UNDER THE MARQUEE

By TOM PARKINSON

Continued from page 66

ST. LOUIS COPS SWITCH RUN TO MAY DATES

ST. LOUIS—Due to tornado damage to the St. Louis Arena the annual Police Circus has been shifted to later dates, officials announced.

The circus will be held May 7 thru 17 instead of the original dates of April 23 thru May 3. The twister, which struck the Mound City early Tuesday (10), ripped a portion of the roof off the building.

is worked by Buddy Watkins and his wife and is now showing at Coney Island Park, Caracas, Venezuela. They expect to be in South America for four more weeks.

Mrs. Elizabeth Shropshire has returned to her 4-Paw Hotel, London, Ky., feeling much better after receiving medical care in Holmes Hospital, Cincinnati.

Show folks wintering at the Modern Trailer Court, Hugo, Okla., include Sam V. Price, Roy and Joy Thomas, Bernice and Joyce Jacobs, Hazel and Lee Bradley, Ted and Carrie LaVelda, Donnie McCracken, Peggy and Shorty Sylvester, Alphonso and Lillie Loyal, Keller, Jerry and Dianne Pressley, Jack and Dorothy Turner, the Harry and Mary Rawls family, Willie Rawls, the Dick and Frances Loter family, Dixie and Darlene Loter and Lou Walton.

Franklin and Astrid performed at Sarasota recently for 250 Florida legislators who were guests of the Ringling Museums.

Mr. Mistin Jr., who was with Ringling in 1953, now plays the piano-accordion and xylophone in Europe and is known as D'Avall.

Jorgen and Edna Curtis Christiansen report good attendance at the rodeo and horse show of the recent Denver Stock Show. While there they visited the Zoppe-Zavatta riding family and Bill Bushbaum Jr., who were working their acts at the show.

Raymond Bickford, of the Clown Club of America, writes that the club is compiling a directory of the names and addresses of all clowns, professional and amateur, in all entertainment fields in the U. S.

Circus personalities employed in the filming of "The Big Circus" at the M-G-M lot in Hollywood include Hugo Zacchini, who will be shot from his cannon 10 times during the film; Ronnie Lewis Trio, high Roman ladder act; Flying Viennas and the Four Flying Alexanders, and Gene Mendez, high wife. Barquette, who handles the aerial choreography, took some time off to attend the opening Polack Bros. Circus at Flint, Mich.

Cirque Medrano in Paris has Alma Piaia, former Ringling aerialist; Ilonka and Helene Karoly, high-school, bareback and six Liberty horses, and Digger Pugh's Moon Girls, trampoline trio and tumblers.

Evald Carstensen, Danish trainer, was badly clawed while performing with the Circus Lalmiri with a group of Circus Benneweis lions January 16 at Bari, Italy.

Homer Holder has a write-up in the January 15 Staunton (Va.) Leader relating his experiences as an elephant man with the John Robinson, Hagenbeck-Wallace, and Barnum and Bailey circuses.

Popo De Bathe finished his six-week run in Honolulu February 14. He was quoted in a child-guidance column in the Honolulu Star-Bulletin of January 30 on how

Pete Iepke cards from Irvine, Pa., that he's now well and is appearing each Friday night at the Corral Inn with his band. He plans to attend a CFA party Saturday (21) held by the Orrin Davenport-Jake Mills tent in Cleveland Public Auditorium following the night performance of the Grotto Circus.

Tom McGrath, phoneman, is in Veterans Hospital, Indianapolis, and would appreciate mail. He is a disk jockey on the hospital's radio station.

Estelline Pike infos from Hubert's Museum, New York, that new attractions there include Sailor Jim White, strong man; Petite Marie, midget artist, and Stacy Hall's performing dogs and monkey. Sealo the Seal Boy; Loretta, tattooed lady, and Lydia, contortionist, have closed. Bill Ballantine and Roy Heckler and his fleas appeared on "I've Got a Secret," TV show, January 21. Estelline expects to return to the Ringling show for the Garden date with her swords.

J. S. Ramsey, advance man, and his wife were taken ill in Pennsylvania in November. Mrs. Ramsey is still confined to a hospital and he's taking weekly treatments at Southern Pines, N. C.

Morris Horn is wintering with Carson & Barnes Circus, handling Jack Moore's four elephants. He expects to continue with the show this season.

Irah Watkins has returned from South America where his chimpanzee and pony act is working. Act

PROMOTERS

We are carrying our heaviest show this year. Contracting good, booked solid far ahead.

Larger town promoters or small town, we can fit you in immediately. Please do not call unless you can furnish proper identification, can give us a good background and are financially responsible. Full pay daily, no hold-backs, no waiting. Year-round work. We don't want you unless you can work clean.

Phone VICTOR 2-9050, Oklahoma City, Okla., Lions Club.

JACK KELLY, General Promotion Mgr. TOMMY SCOTT SHOW

4—PHONEMEN—4

Book-Tix. Jack Dean, Eddy Elythe, Al Farrell. 7 Combined Lodges in Beaumont. 9th Annual deal—Tied in with all the High Schools here.

BUSTER DOSS

TE 8-1507, Beaumont, Texas. No C.O.D.'s, no collect.

2—PHONEMEN—2

Police deal. Top men only. Also Commercial Exhibit Salesmen for one State Fair, one large County Fair.

PROGRAM PUBLISHING CO., INC. 203 Eye St., N.W. Washington, D. C. Republic 7-5232

2—CONTRACTING AGENTS—2

Capable of setting top auspices with telephones. Must have car. Easiest contract in live show biz today. Flat fee per pop. of towns plus P.C. override. We are not a finance company and don't expect you to be either.

BUSTER DOSS

TE 8-1507 BEAUMONT, TEX.

PHONEMAN

To handle established Veterans' newspaper, Tenth Anniversary Edition. Must be reliable and dependable. Permanent. Salary and commission.

HARRY F. KEHOE

617 1/2 W. 33rd St. Kansas City 11, Mo.

PHONEMEN

Clyde Beatty Circus deal, Lions Club sponsor, near New York. Opens Feb. 16. No drinks, no collect.

BILL ENGLISH

Phone: JUDSON 2-5050, Ext. 675, New York City, after 7 p.m.

8—PHONEMEN—8 LAMBS CLUB CIRCUS DATE Banners & UPC's Paid collectors. Office ready. Phones in. Town carded with cut-offs. 10 years' accumulation of taps. Must be willing to work hard and clean for real money. Long season. Top repeat dates. Producers with office supervision ability given preference. Office Lawyers—Lush—Advances—Collects—NO. First two are the reasons for this advertisement. J. F. SHAFER Days only: Melrose 7-3192 Room 401, Holiday Bldg. 241 East Ohio St., Indianapolis, Ind.

PROMOTIONAL MEN WANTED Must be responsible, reliable. Must be ready to start immediately. JACK MILLS MILLS BROS.' CIRCUS 2669 Euclid Heights Boulevard Cleveland Heights, Ohio Phone: FAirmont 10700 Preferably before noon or after 10 p.m.

WANTED Announcer and Equestrian Director for the 1959 season. Send photograph and details to CRISTIANI BROS.' CIRCUS Box 105, Sarasota, Florida

GENERAL AGENTS WANTED With long experience in booking nothing but the best auspices. Year around job. Will make good deal with agents who can close good auspices. NOTICE Bill Frew—A. J. Berry write or phone WARD BEAM WARD BEAM ASSOCIATES, INC. Goshen, N. Y.

20—PHONEMEN—20 Promotion will open here Feb. 16th. Top Sponsor—Tix, Banners, Program U.P.C.'s. Pay Daily. 2 Directors needed. T. M. "Bill" Bennett, Big Ed S., come in. JAMES BROS.' CIRCUS 1700 Alki Ave., Seattle, Washington Phone: West 5-4518

WANTED 5 PHONEMEN Deal starting Thursday, February 12. Phones in—book carded. Have 25,000 in taps. Very strong sponsor. 20%—pay daily—tickets. Call COMMITTEE CHAIRMAN Person to person only: Granite 1-4398, Syracuse, N. Y.

THIS WAY FOR YOUR "TICKET TO THE CIRCUS"! SAVE \$1.25 by reserving great new pictorial book by C. P. Fox, author of "Circus Trains" and "Circus Parade." Over 400 rare and revealing photos with alluring tales and dash and daring of the circus, on and off the lot—animals, clowns, performers, roustabouts. A big book, 8 1/2"x11", beautifully printed. Ready in May.



ORDER NOW—WITHOUT PAYMENT SUPERIOR PUBLISHING CO. P. O. Box 2190, Seattle 11, Wash. Please reserve... copies TICKET TO THE CIRCUS at \$8.75 (after May 15). Delivery of books and payment May 15 approx. Name... Street... City... Zone... State... B2

KING BROS.' CIRCUS Wanted for 1959 Season, opening early April in Georgia. BIG SHOW PERFORMERS: Double Traps, Aerialists; Family and Novelty Acts; Horizontal Bars & Trampoline; Girls for Web, Ladder and Menage. For Wild West can place Man and Wife with Stock and Transportation. All enclose photographs; state lowest salary first letter. WANT: Boss Conductor; Electrician; Boss Props and Elephant Supt. For Side Show want capable, experienced Manager; also Punch & Magic; Freaks and Acts. FOR ADVANCE: Six Billposters and Lithographers. Can place now—capable Promotional Managers, Man & Wife Team for UPC's and Advertising. Address: Charles R. Underwood, General Agent, Box 727, Macon, Georgia. Big Show Musicians wanted including Organist with instrument and transportation. Address: A. Lee Hinkley, Box 815, Apopka, Fla. Seat Butchers & Concession people. Address: Tom Kennedy, 4801 11 Ave., St. Petersburg, Fla., Phone Diamond 5-7945. All others address: KING BROS., CIRCUS, Benny Cristiani, Mgr., 2352 Fruitvale Ave., Sarasota, Florida. Phone Ringling 6-6625.

Every conceivable kind of EQUIPMENT SUPPLIES AND SERVICES has been sold in The Billboard WHAT DO YOU HAVE TO SELL? Write BOX 666 2160 Patterson Street Cincinnati, Ohio

## IAFE '59 Conclave Set for Sherman

Chicago Hotel Promises Better Service; Large Number of Events Repped at Tampa

TAMPA—The annual winter convention of the International Association of Fairs and Expositions again will be held in the Hotel Sherman, Chicago, as a result of action by the IAFE's board of directors here Sunday (8).

The board voted to return to the Sherman after hearing a report by Bill Masterson, IAFE vice-president and manager of Wisconsin State Fair, Milwaukee. He reported on a meeting John Bowman, executive secretary of the National Association of Amusement Parks, Pools and Beaches; Bill Carsky, president of the Showmen's League of America, and he had had with Hotel Sherman execs January 28 in Chicago.

Hotel Sherman officials, he reported, had promised to see that advance room reservations for the convention would be honored. The Sherman Hotel officials had said that 1,200 rooms in that hotel and 250 rooms in the nearby Bismarck Hotel would be set aside for the outdoor convention.

To further assure that there would be no disappointments over the failure to honor advance reservations, a housing bureau to be administered by the Chicago Convention Bureau will be set up, with the three major outdoor groups—the IAFE, the park association and the Showmen's League, actively co-operating.

### Many Fair Execs

The IAFE's board of directors meeting here brought the largest number of fair men in many years to the Florida State Fair.

Besides Masterson, others noted at the fair were Maurice Harnett and Gordon Love, manager and president, respectively, of the Calgary Stampede; Doug Baldwin, manager Minnesota State Fair, St. Paul; Pete Baker, manager Oklahoma State Fair, Oklahoma City; Jack Reynolds, manager Eastern

States Exposition, Springfield, Mass.

Also Ed Leidig, manager Allentown (Pa.) Fair; John Leahy, manager Great Danbury (Conn.) Fair; Maurice Fager, Mid-America Fair, Topeka; Wilford Walker, manager Canadian Lakehead Exhibition, Fort William, Ont.; Bob Jones, former manager Ohio State Fair, Columbus; Louie London, concession manager, Illinois State Fair, Springfield; E. D. McGugan, manager Western Fair, London, Ont.

Also Clive Lane, publicity director, Mid-America Fair, Topeka, Kan.; Doc Baldauf, concession manager, Alabama State Fair, Birmingham; Lloyd Rhoden, manager Tallahassee (Fla.) Fair; Harry B. Kelley, manager Hilldale (Mich.) Fair, and Frank H. Kingman, IAFE secretary.

## Great Falls Sets Lenons

GREAT FALLS, Mont.—North Montana State Fair has signed the Lennon Sisters along with a Barnes-Carruthers revue, Dan Thurber, secretary-manager, announced, the booking being handled by Fred H. Kressmann of the B-C agency.

Thurber said that when announcement that the fair had signed the four songsters from the Lawrence Welk TV show was released to local papers he received calls and reservations from all over the State. The quartet will be in August 3-6.

## Jacksonville Not Seeking Fair Mgr.

NEW YORK—Due to an error, it was stated in the February 2 issue that a decision to hire a manager to succeed the late Ted Chapeau has been made by the Greater Jacksonville Agricultural and Industrial Fair. The word "not" was omitted.

### Fair Meetings

Mid-West Fairs Association, President Hotel, Kansas City, Mo., February 27. Maurice E. Fager, Mid-America Fair, Topeka, Kan., secretary.

Utah Fairs and Shows Association, Utah Hotel, Salt Lake City, March 2. Rulon P. Peterson, president.

## CALGARY INKS BAT MASTERSON

CALGARY, Alta.—Gene Barry, television's Bat Master-son, will be guest of honor at this year's Calgary Exhibition and Stampede, Maurice Hartnett, general manager, announced.

Leo (Pancho) Carrillo and Duncan (Cisco Kid) Renaldo were similarly honored in 1957 and 1958. Barry will be tendered a civic welcome by Mayor Don H. MacKay when he arrives in Calgary by air on the evening of Saturday, July 4.

## La. State Extends Run To 10 Days

SHREVEPORT, La.—Directors of Louisiana State Fair have approved a 10-day run, October 25-November 1, and re-elected V. V. Whittington, president. The 1959 event will be two days longer than last year.

Others re-elected were R. McL. Jeter, vice-president; Paul Sippel, vice-president; J. R. Querbes Jr., treasurer, and J. T. Monsour, secretary-manager. At the same session, the board turned down a proposal by J. E. Loe to hold quarter horse and thoroughbred match races at the fairgrounds.

## Deerfield, N. H., Completes Booking Of 1959 Program

DEERFIELD, N. H.—Great Deerfield Fair dates this fall are October 1-4 instead of another set of dates previously reported, W. C. Maxwell, secretary, reports.

The fair is advertising itself as the one chosen by Cinerama, as it was featured in one of the Cinerama films. Continental Shows is returning to the midway, and Henry Cogert, of the Jacy Collier Agency, is providing vaudeville and aerial attractions for the 11th year.

Other features are the horse show directed by Gordon Van Buskirk, Clan MacPherson's Kiltie Band, Joe Gladys orchestra with picnic grove concerts, firemen's muster, cattle and horse pulling, and agricultural and horticultural exhibits.

Fair opens with a two-mile-long stock parade. In addition to this date, Cogert has booked Topsfield, Mass., September 6-12; Contoocook, N. H., September 5-7; Rochester, N. H., September 20-26, and Cumberland, Me., September 27 to October 3.

## RACING GIVES MINEOLA ALTERNATE-YEAR STATUS

WESTBURY, N. Y.—The nation's first alternate-year fair may well be the destiny of the Mineola Fair and Industrial Exposition, held at Roosevelt Raceway here. Cancellation of this year's run is forced by the August 1-December 1 harness race dates awarded to the track. Last year's racing was from April thru July, and fair held forth during September as usual.

Roosevelt Raceway alternates racing periods with Yonkers Raceway. The fair has already skipped a year twice, 1953 and 1957, manager Charley Bochert points out, with no apparent harm to business. Last year's event, in fact, pulled a record 275,000 attendance, all-time high in revenue, \$300,000, and a record addition to the surplus fund.

Bochert will stay on the job as always, handling correspondence and placating applicants for exhibition space and premium lists. "After all," he reasons, "we've got to keep the thing alive."

## Olson-Johnson for CCE; Cut Matinees

Seating to Be Expanded; Cite Loss In Eliminating 6 Daytime Showings

OTTAWA—This year's Central Canada Exhibition will not offer mid-week grandstand matinees, it was decided by directors last week. Night grandstand entertainment will be provided by the Barnes-Carruthers office, which last held the contract in 1957.

Barnes will offer the Olson and Johnson "Funzapoppin'" show for the six nights, August 24-29. This is a departure from the traditional show format used here. Barnes Bros. Circus will perform on the opening two days and nights, Friday and Saturday (21-22). The fair does not operate on Sundays.

It was brought out that the afternoon grandstand shows have consistently lost money, causing the decision to cancel them.

The Ottawa Shrine Club will again be approached to sponsor the display home. Design must be submitted first to the fair directors since it was felt the first two years' homes were "too modernistic. Also being retained is the daily giveaway of a new car, which may include station wagons this time.

A new 500-seat covered enclosure is projected for the Lansdowne Park grandstand which would boost seating capacity 19,500, President Don B. Reid noted. This will be the fifth straight

year of adding seats for the Ottawa Football Club's home field. The CCE will pay about \$10,000 on a 50-50 agreement with the ball club, toward the expansion.

The budget adopted for the 1959 exhibition anticipates a profit of \$24,400 on revenue of \$445,050. Expenses will include \$53,500 in improvements of grounds and buildings, \$30,000 of it for a new boiler in the Coliseum.

## R. I. Official Urges Support For Rocky Hill

EAST GREENWICH, R. I.—The Rocky Hill Fair would acquire the status of a State fair—with a regular budgeted appropriation for premiums and prizes—under a proposal newly advanced by the State Director of Agriculture and Conservation John L. Rego. He intends to discuss the proposal with Governor Del Sestro.

A. Elmer Benson, fair corporation president, has stated that one of the main reasons the fair grounds—off South County Trail here—were recently put up for sale, was "disgust" with legislative refusal to appropriate a 1958 prize fund.

## Arcadia, Fla., Wins; Gets Champ Rodeo

ARCADIA, Fla.—The recent DeSoto County Fair was a financial success, according to Bill Channel, treasurer. "Daily receipts were the best in the six-year history of the fair," he added.

The fair association, city council and the All-Florida Championship Rodeo met and agreed to present the annual rodeo at the fairgrounds permanently. The Welles Arena formerly used by the rodeo is no longer available.

### WINTER FAIRS

Arizona  
Phoenix—Maricopa Co. Fair Assn. March 25-29. Harvey M. Johnson.

California  
Cloverdale—Cloverdale Citrus Fair. Feb. 19-22. Valle Taylor.  
Imperial—California Mid-Winter Fair. Feb. 28-March 8. D. V. Stewart.  
Indio—Riverside Co. Fair & Nat'l Date Festival. Feb. 14-23. R. M. Fullenwider.  
Los Angeles—Calif. Int'l Trade Fair & Industrial Expo. April 1-12. Don M. Muchmore.  
San Bernardino—National Orange Show. April 23-May 3. G. Walter Glass.  
San Francisco—Grand Nat'l Jr. Livestock Expo. March 21-25. Nye Wilson.

Florida  
Clewiston—Sugarland Expo. March 3-8. Mrs. Dorothy Moore.

De Land—Volusia Co. Fair. Feb. 16-21. Eustis—Lake Co. Fair & Flower Show. March 9-14. Karl Lehmann.

Fannin Springs—Suwanee River Fair & Livestock Show. Feb. 25-27. L. C. Cobb, Trenton.

Hallendale—Chamber of Commerce Industrial & Agr. Fair. Feb. 23-28.

Kissimmee—Kissimmee Valley Livestock Show. Feb. 18-22. James B. Smith.

Largo—Pinellas Co. Fair & Horse Show. Feb. 25-March 1. Harry J. Brinkley.

Madison—N. Fla. Livestock Show & Sale. March 2-3. O. R. Hamrick Jr.

Orlando—Central Fla. Fair. Feb. 23-26. Crawford T. Blackford.

Plant City—Fla. Strawberry Festival. March 2-7.  
Plant City—Hillsborough Co. Jr. Agr. Fair. April 9-11. D. A. Storms.  
Sanford—Sanford Co. Fair. Feb. 16-21.  
Sarasota—Sarasota Co. Fair. March 15-21.  
Sebring—Highland Co. Fair. Feb. 23-28. Smith Rudisill Jr.  
Winter Haven—Fla. Citrus Expo. March 7-14. Robert J. Eastman.

## Savannah, Ga., Sets Boat, Home Shows

SAVANNAH, Ga.—A boat show in March and home show in April will add to the revenue of the Coastal Empire Fair property here. These will be the first off-season operations on the 67-acre grounds and are made possible by the 180-by-130 steel building erected last year.

Savannah's Morning News and the Press are promoting the events, which should guarantee favorable and adequate publicity.

Gooding Amusement Company will provide the fair midway for the fourth year. Dates are November 2-7. Only midway adjustment will be a reduction in number of concessions and increase in the promised total of shows and rides.

Three other steel buildings, each 40 by 80 feet, were bought last year.

## Saskatoon Ex Moves Office

SASKATOON, Sask.—The 20-year-old association of the Saskatoon Exhibition and Board of Trade offices will terminate this summer when the new administration building at the fairgrounds is ready for occupancy.

S. N. (Steve) MacEachern has submitted his formal resignation as commissioner of the board of trade. He has held the dual office of manager of the exhibition and trade board commissioner since 1946. The two organizations have shared offices in the Bessborough Hotel since 1939.

When the exhibition building is ready, MacEachern will move his headquarters and staff to the grounds.

The building, to cost \$183,000, is expected to be ready in time for fair week in July.

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Lenn has been in the Water Show business for over 13 years and has just returned from the Brussels World's Fair. He has produced, directed and performed throughout the United States, Canada, Europe and other parts of the world. Lenn Laden was the consultant for CBS and NBC for their TV Water Shows. As a performer his credits are many. He has appeared with Buster Crabbe and Johnny Weissmuller.

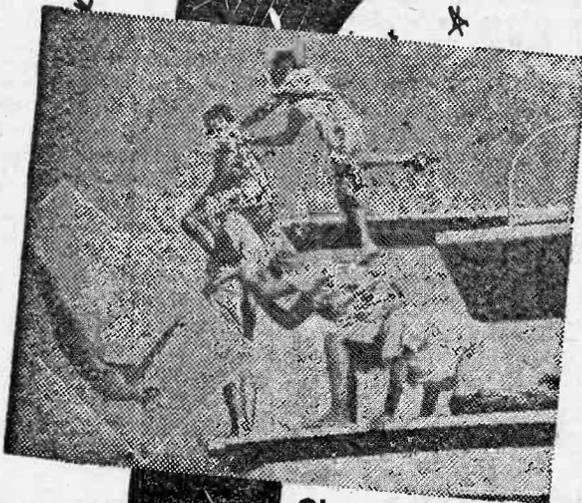
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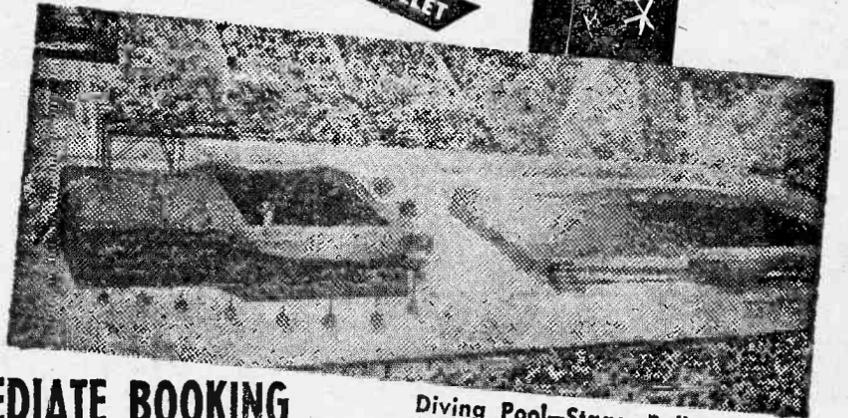
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## ROYAL AMERICAN SMASHES FLA. STATE FAIR RECORDS

Rides, Shows Gross \$49,538 Saturday; Fair Looms as Second Best on Route

TAMPA — Two new Florida State Fair midway records—a new high gross for any full run and a new peak one-day gross—were safely tucked away by the Royal American Shows by Friday (13) as the Royal went into the next-to-closing day of the 12-day event. With two days to go, the Royal had topped the previous high for a full 12-day run here by a comfortable margin and appeared assured for finishing with a ride and show take that would move the fair here into the second highest gross-yielder of the show's strong fair route.

The Royal set a new single day high here Saturday (7) when it grossed \$49,538 after State taxes. This topped the old mark of \$36,715, set last year on the corresponding day by almost \$13,000, a remarkable jump.

Four factors were going for the Royal in its romp to new records. Its own earning power was up sharply, in a large measure because its Wild Mouse, added in July last year, was in operation

here for the first time. The weather was perfect, the best for the fair here in more than 20 years. The fair's gate broke records, due in part to the appearance of Roy Rogers and his troupe in front of the grandstand. And, per capita spending by fairgoers was up.

On the record Saturday, the midway was jammed from early morning until late at night. Every segment of the operation enjoyed bumper business.

Mouse Takes \$3,924

On that day the Wild Mouse grossed \$3,924, after State taxes.

On other days the Mouse, custom-built by Carl Miler of Portland, Ore., for the Royal, did excellent business and on the fair's big days lines of customers waiting to ride the device were the rule, rather than the exception.

Show officials and the many show people who visited the fair were delighted at the spending on the midway. Spending, they noted, was much brisker than at the fair last year, and they read in this indications that for them the season ahead would be bigger than (Continued on page 72)

## PAUL OLSON INKS EDWARDS UNITS

Bruno Zacchini Shows to Return; Negotiates for Western Headliner

TAMPA—Many new faces and a number of new attractions will be with the Olson Shows during the coming season, declared Paul Olson, co-owner and manager, during a visit to Florida State Fair here.

Bob Edwards will join with a Paratrooper Ride, a Torture Show and a grind show, all new to the Olson line-up.

Bruno Zacchini, back with a dark ride and a Glass House, also will have an Aquarium show, Olson said.

Negotiations for a headliner is now under way for the Western show planned as one of the top features of the back end, Olson said.

Returnees on the back end will include Duke Jeanette with his Life Show, Leo Hoffman with a Funhouse and a grind show, and Leo Carroll with a Midget Horse Show and a grind show.

Del Crouch, with the Olson Shows for about 15 years, and Mrs. Crouch will not be on, as the show management has decided to operate its own Motordrome, which had been operated in the past by Crouch.

The show also will operate its own Kiddieland as the result of the acquisition of three kiddie rides which ups the number of such devices it owns to 10. For many years Mrs. Crouch operated the Kiddieland.

All but three rides in the regular line-up of the show will be office-owned, Olson said.

(Continued on page 72)

## GOODING BUSY AT TAMPA FAIR

Books Many New and Old Shows, Rides; Invests \$50,000 in Columbus Zoo Park

TAMPA — Floyd E. Gooding, president of the Columbus, O., based Gooding Amusement Company, put in a busy time at Florida State Fair booking shows and some rides for his far-flung midway operation.

As the fair neared its end, Gooding announced that:

Mr. and Mrs. Racca Marcello had booked their new Globe of Death with his organization for the season and that Gene Nadreau would be the talker.

## PANTHER MADE NEW ENGLAND CLUB SYMBOL

BOSTON — A new jungle animal—the panther—has been added to the range of showmen's club symbols. Virtually all utilize the lion, tiger or elephant in their stationery, clubrooms and cemetery property, but the young New England Showmen's Association has departed from this practice. Lapel pins are being ordered in gold and silver on which there will be a panther with jeweled eyes and the club initials. Frankie Allen heads the committee.

## BUILDS LURE

## Kunz Buys Glass House, 3 Kid Rides

TAMPA — The Heth Shows, owned and managed by Al Kunz, will go out with a new Glass House and three new kiddie rides, all purchased from the King Amusement Company, Mount Clemens, Mich.

Kunz, here visiting the Florida State Fair, disclosed that he had placed orders for the new units, with delivery planned before the season's opening. A Mad Mouse, purchased earlier from the Allan Herschell Company, has been scheduled for delivery on or about August 1.

The show will have six office-owned shows, all of which will be under the supervision of Nat Mercy, Kunz reported. While here he and Mercy purchased staging and scenic equipment for some of the units.

## Cetlin-Wilson Again Sign Jacksonville

JACKSONVILLE, Fla. — Cetlin and Wilson Shows will again provide the midway for the Greater Jacksonville Agricultural and Industrial Fair, it was announced this week.

The fair has been played by C&W since its inception, and this will be the fifth annual visit.

## Morris, N. Y., Acquired by Continental

LOWELL, Mass.—The Morris, N. Y., fair has been added by Continental Shows, owner Roland Champagne notes, allowing the fair season to open with that date on July 30. Final fair will begin October 12.

Continental will also play Westport, N. Y.; Lyndonville, Vt.; Chatham, N. Y. (Labor Day), and Deerfield and Center Sandwich, N. H., which have been on the route for several years.

The Maine, New York and Massachusetts meetings were visited by Champagne and general agent Paul La Cross. The midway has three newly-built show fronts this season, and a fresh paint job which has already been applied to rolling stock and rides.

A new office car has been bought and prepared for the sea- (Continued on page 72)

## Tampa Club Profits From RAS Benefit

TAMPA—A benefit jamboree Tuesday night (10) on the Royal American Shows netted \$4,606 for the Greater Tampa Showmen's Association. Committee in charge consisted of C. J. Sedlmayr, Jimmy Cyrs, Paul Sprague and Jack Norman.

Sedlmayr conducted the auction. Leon Claxton emceed the show, which was presented by the cast of his show, Harlem in Havana.

## Weiss Retains Eastern Fair Bingo Spots

ALLENTOWN, Pa. — Big-hearted Bennie Weiss made for Allentown at the close of the Eastern fair meetings, rather than return to his Miami Beach home.

Weiss reported retaining practically all of his independent fair locations for this year, including Allentown, York, Reading, Bloomsburg and Centre Hall, Pa. He will also have concession operations at the Orange County Fair, Middletown, N. Y.

## Pa. Switch Sends Prell to Bedford

3 Seek Date as Conflict Compels Vivonas to Seek Contract Release

BEDFORD, Pa. — Another result of the Pennsylvania date-switching (The Billboard, February 2) finds the Great Bedford Fair midway being awarded to Prell's Broadway Shows.

Bedford was awarded to Amusements of America as early as last fall and became a key stop on the Vivona show's northern fair route. Belated awareness of the late falling of Labor Day, however, created some confusion at the recent State convention, with several fairs alternating their dates to conform with the holiday pattern.

Bedford, with neighboring events changing their dates, moved back to August 10-15, putting it in conflict with the Hagerstown (Md.) Fair, also played by A. of A. At Wednesday's (11) meeting, Morris Vivona explained the difficulty and fair manager Richard Eichelberger released him from the award, in view of prior contractual obligations with Hagerstown.

In addition to Prell's, the date was sought by the Marks Shows and Penn Premier Shows. Prell played the spot prior to its switching in 1958 to the James E. Strates Shows.

The current situation leaves a gap in the Vivona route. Prell will begin its fairs as usual in Harrington, Del., then go into Bridgeton, N. J., and Bedford, Carlisle and Huntington, Pa. Also to be played are Portsmouth and Warsaw, Va.; Goldsboro and Gastonia, N. C.; Frederick, Md.; Wilson and Trenton, N. C., and Rock Hill and Columbia (Colored), S. C.

Winter quarters work at the fairgrounds in Goldsboro includes rebuilding of show fronts and considerable Fiberglas work. A full dozen ticket boxes are being built, utilizing Fiberglas instead of plywood and other woods. Show will open in mid-May, general agent Joe Prell estimates.

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Classified Section

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## M. C. Fairs Signed By Lawrence Show

CAMDEN, S. C. — At least seven fairs in North Carolina are set for the Lawrence Greater Shows, predecessor of the ill-fated Metropolitan Shows railroad operation of a few seasons ago. The Lawrence Greater title is re-emerging as a truck show and will confine its '59 tour to the East.

Atlas Amusements, originally announced as the title of the Levy-Longo combination, will be the label for Angel Longo's unit which will play still dates in the New York metropolitan area. He formerly operated the Silk City Shows out of Paterson, N. J.

Shirley Levy will open her Metropolitan Shows unit here April

13, and head northward. The two sections will combine as Metropolitan Shows for late still dates and fairs.

So far the show is booked into the following North Carolina annuals: Roanoke Rapids, Asheboro, Warrenton, Scotland Neck, Tarboro, Louisburg, and Oxford.

Both Shirley and Sam Levy made the Southern fair conventions at which dates were signed and connections made for concession operations. Winter quarters is at the fairgrounds here.

At full strength the show is expected to present 14 to 15 rides. Longo recently acquired a Helicopter, which is viewed as a welcome addition to the layout.



## GLADES AMUSEMENT CO.

Wants for Highland County Fair, Sebring, Fla., Feb. 23-28, and the Beach Shrimp Festival, Fort Myers Beach, Fla., March 2-7, with 8 consecutive street celebrations, all in Florida, to follow.

**CONCESSIONS:** Want Concessions that work for stock. No Flats or Alibi Stores.

**RIDES:** Will book Scrambler or any new, novel Ride.

**SHOWS:** Want Shows with own equipment.

**HELP:** Want Foreman for No. 5 Eli Wheel. Must drive semi and have chauffeur's license.

**JERRY SADDLEMIRE**

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Phone ORange 5-2131

La Belle, Fla.

## BLUE GRASS SHOWS

Can place for Pinellas County Fair and Horse Show, Largo, Fla. Week Feb. 23; followed by Florida Strawberry Festival, Plant City, Fla., week March 2; then Lake County Fair, Eustis, week March 9; then the Sarasota County Fair, Sarasota, Fla., week March 16-21.

**CONCESSIONS:** Merchandise, Hanky Pank Prize-Every-Time games of all kinds, Name-On-Hats, Direct Sales, etc. All wires

**M. G. STOKES, Sec'y**

BLUE GRASS SHOWS, Fairgrounds, De Land, Fla., all this week.

### WANTED

## RIDES—CONCESSIONS—GRIND SHOWS

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### FOR SALE

- 1 Allan Herschell Looper, with or without transportation
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- 1 Kiddie Auto Ride
- 1 Kiddie Airplane Ride
- 1 Horse and Cart Ride
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Ride owner operators with Dave Endy Show, for your new 35-ft. Nashua Mobile Home.

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Want Freaks and Novelty Acts. State salary and particulars in first letter.

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For one week, August, 1959.

Auspices Minersville Civic Club. Grounds furnished. New highway location. Write

**Minersville Civic Club**  
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### FOR SALE

#5 Eli Wheel—V belt drive, Eli power unit, seat covers and crates, light circle, wood seats, 26 ft. flat bed trailer—1,000 in tires, air brakes—all in nice condition. \$4,500.00 all; or \$3,750.00 without trailer.

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### HULA DANCERS

Want young, attractive Hula Dancers capable some coach. Tell all, enclose photo. One native Hawaiian Musician. One more Ticket Seller. Long season with Clyde Beatty Circus, opening March 28. No collects. Contact

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44th at Broadway New York City

## FOR SALE

### 20 SKOOTER CARS

'50 Lusse, A-1 shape, \$300.00 each. Also Hi-Ball Ride, A-1 condition. Can be seen at

**PLAYLAND PARK**  
9201 S. Main Houston, Texas

## DEPRESSION-BORN

# Garmans Mark 30th Season for Sunset

FORT LAUDERDALE, Fla.—When the Sunset Amusement Company opens at its Excelsior Springs, Mo., winter base on April 23 it will mark the 30th season for that title, all of them under the ownership of Mr. and Mrs. K. H. Garman.

Ken Garman, who with his wife, Florence, is wintering here, recalls that the show was organized in Chicago after he had spent several years operating rides in that area. It was framed in the depression days of 1929 and was named for the Chicago street on which the Garmans first lived following their marriage.

From one ride it has now grown to where 21 will be carried this season, Garman disclosed. A Scrambler and Roundup will be added in mid-May and a set of kid rides after July 2 to bring the total devices to that level.

The route will show little change this season, with 20 celebrations and fairs booked in Missouri, Iowa,

Minnesota, Nebraska, Illinois and Arkansas. Route ends as usual at the American Legion Fair, Caruthersville, Mo., October 11.

Garman recently made a quick trip to winter quarters where he ordered two new trucks and put both sets of Ferris Wheel seats into the shop for reupholstering. New cars have been ordered for the Octopus, and a Train was recently purchased.

## CLUB ACTIVITIES

### Showmen's League of America

CHICAGO—Vice-President Ed Sopenar was in the chair at the Thursday (12) meeting. Also on the platform were Hank Shelby, secretary; Ned Torti, Fred H. Kressmann and Morris Haft.

Art Briese in Garfield Park Community Hospital here; Harry Mazy in Lake City, Fla., VA hospital, and Pat Finnerty hospitalized in Miami.

Doc Ardner was named to the house committee. Harry Hefman served individual chicken pot pies following the meeting.

### Ladies' Auxiliary

President Phoebe Carsky opened the regular meeting. Also present were Ethel Wadoz and Jeanette Martindale, vice-presidents, and Elsie Miller, secretary. Mrs. Margaret Filograsso gave the invocation.

Correspondence read from Nan Rankine and Dolly Snapp. The sick list included Mrs. Margaret Hock, Grace Wiener, Rose Page, Bella Lazar and Mrs. L. M. Brumleve. Jeanette Martindale will take over the chairmanship of the birthday greetings.

Mrs. L. M. Brumleve returned the gift that she received for auditing the books. Mae Smith and Ethel Wadoz will be in charge of summer activities. Awards will include a portable television set. Mary Lou Callbeck is donating a women's shaver, and Mrs. Delgarian Hoffman an electric perculator. Mrs. Ralph Glick is collecting used greeting cards. Evening awards, donated by Ethel Wadoz and Lillian Freeman, went to Mary Lou Callbeck and Elsie Miller.

The Past Presidents' Club is planning a theater party to see "The Music Man."

## Pacific Coast Showmen's Association

LOS ANGELES—March 2 has been set for the annual Hi-Jinks, Art Anderson, president, announced at the regular meeting.

Jack Kent is chairman, with Joe (Red) Dauer, co-chairman. Food will be served by the Ladies' Auxiliary, with Margaret Farmer as chairman and Clara Andersen as co-chairman.

Tom (Fuzzy) Hughes is back from Europe and sat on the dais with Steve Vaughn, first vice-president, and H. D. (Bob) Matthews, secretary.

Lights were dimmed in memory of W. Lee Brandon and Charles Rising.

Sam Dolman, head of membership, reported that Art B. Thomas and Paul Miller were voted into the organization. Harry Fink is on the sick list. I. B. McCoy and Mike Kirby are patients in Veterans' Hospital, Long Beach. C. E. (Candy) Moore is out following his sickness. Bows were taken by Al Weisman, Bob Banard, Sam and Max Snobar and Lou Hoffman.

## Gooding Busy

Continued from page 70

Pedro would be back with a Monkey Motordrome, a Snow Man show and a kiddie Boat Ride.

Thomas Hickey would join the roster with a Moon Rocket and one show.

Hal Wilson would return with his Dodge and, in addition, would operate a new Flying Coaster purchased from Bartlett & Stampf. William Lauther is returning with his Ghost Ship.

### Wilson's Return

Harvey Wilson Sr. and Jr. are returning with their two Glass-houses.

Emmit and Priscilla, alligator boy and girl, will be back again and Joy Purvis again will produce the Girl Show. Thomas Finch will join to supervise building and designing of fronts, kiddieland figures and decorative figures for both park and portable rides.

E. M. Swede Erickson has again booked his pygmy horse and reptile shows.

Gooding also disclosed that he recently took delivery on a new Hrubetz Paratrooper ride.

He said he plans to close soon for a star to headline his Western Show.

Gooding reported that he recently acquired 25 acres adjoining the Gooding Zoo Park in Columbus and that part of this will be converted to parking and the remainder into a picnic area.

Improvements to be made to the park before its opening will approach \$50,000 in cost, with the biggest project being the installation of a new sanitary system costing \$15,000. Other planned projects includes re-blacktopping the Kiddieland.

Gooding said that picnic bookings at his zoo park are running well ahead of 1958. At the beginning of this year, he said, more picnics were on the books for the coming season than were held there during all of last year.

## Continental

Continued from page 70

son's opening on April 30, when eight rides and five shows will be fielded for still dates.

La Cross and his wife have gone to Florida with their knife and shooting act where they will perform and also play a date at Eglin Air Force Base, where son, Bob La Cross, is stationed. The act is also booked into the Montreal Sports Show, March 13-22.

## Royal American

Continued from page 70

last year. Concessions enjoyed excellent business.

One new ride, the Jumping Jupiter, manufactured by the Allan Herschell Company, North Tonawanda, N. Y., was given its first test workout, with Lyn Wilson, Allan Herschell president, and other of the firm's exes on hand as observers. Off the midway, one other ride, the Junior Raceway, operated under the banner of Lloyd Serfass and Buster Westbrook, who have the sales rights for the device.

Bill Boyd's Speedway Hot Rods, booked on for this date, was new to the Royal's line-up here.

Lou Dufour unveiled his new Life Show, tagged "Women," and its reception was impressive.

Of the major shows, Leon Claxton's Harlem in Havana was the top money-getter. Mitzi was second, Dick Best's Side Show third.

Carl Sedlmayr, RAS owner, indicated that when the Royal opens its regular season in May it will offer one new major show and also one new major ride.

Visiting showmen here were impressed by the work being done in the show's winter quarters on the fairgrounds. Among the major projects is the construction of additional all-steel, pneumatic tired wagons.

## Olson Signs

Continued from page 70

Jack Farclothe, formerly associated with the Del Crouch Motordrome operation, will operate the Motordrome.

The show will have two of its own productions on the back end, a revue and posing show, both managed and produced by Gene Vaughan.

Jack Stutz will manage the Mad Mouse, a new unit purchased from the Allan Herschell Company.

Olson said that winter quarters work will begin late in April or early May, with the shop opening June 11 in Hot Springs, its winter base, for the only still date it will play before opening its route of fairs.

Olson pointed out that the show's stand this year on the Milwaukee lakefront will run two weeks without a break. The site will be different than in the past, being three miles removed. On the old lot, he said, his show had to break its run with an idle day after each three-day section of its run.

Louis (Stretch) Rice, business manager, also visited the fair here. Other key staffers will be the same as last year, with Ray Cramer as assistant manager; Louis Berger, general agent; Ed Machamer, secretary; Danny Machamer, assistant secretary; Grant Chandler, trainmaster; George Harr, special agent, and Virgil Pierson, publicity director.

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\$100.00 EACH.

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Have proposition for you.  
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Now reported some club around Miami, Fla. Probably will head for Georgia soon. Pin Store Agent?

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P.S.: Joe & Pat, write again.

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## NEW ARTICLES

# Easy on Buttons, Beach Bags Offered

By IRWIN KIRBY

Several items of note turned up at the National Notion and Novelty Show and New York Lamp and Home Furnishing Accessories Show, both held recently in Gotham. One of the most novel, however, is so simple that it is bound to be a big hit with the public. Called Tach-On, it is a little two-piece unit that secures buttons to garments without the need for sewing. A metal brad with turned-up ends is inserted thru the holes in the button and then thru the fabric. A simple fastener then locks to the ends and the button is firmly affixed to the garment.

Tach-On has been around for two years but the new merchandising effort is expected to see millions of them sold this year. A plastic tube containing a dozen sets of fasteners will retail for 39 cents. Not only does it make an easily demonstrated item for fairgrounds and store workers, but it is plenty practical for traveling showpeople, as it replaces any button in less time than it takes to thread a needle.

\* \* \*

Beach bags in a multitude of shapes and patterns are available at very low cost this year. Bought in bulk, they make a dazzling display of color when spread around any kind of store or a bingo stand. Rubber-coated fabrics in endless patterns are used in two lines of bags. One line, at \$7.50 a dozen, comes in tubes, squares and rectangles. A larger-sized series, at \$14.40 a dozen, offers drawstrings, duffle bags, shoulder straps with outside pockets, and other types.

Sun and Surf's conversation series contains a line of novelty sailcloth beach bags. One resembles a pair of candy-striped pantaloons with drawstring top. Another has a striped canvas tent imprint and, in fact, is shaped like a cabana tent. They run \$21.60 a dozen. This price also includes an actual pyramid-shaped bag in rubberized pique print, with zipper opening

\* \* \*

At \$27.50 a dozen is a zippered men's valet set. It is a traveling companion that looks far more costly than it is. Metal pieces, rather than bone or plastic, reflect light for good flash. It contains mirror, file, safety razor, brush, comb, and tubes for shaving brush and soap. A women's type set is in a fuzzed-exterior box with snap fastener, and contains manicure and other female beauty tools. The point here is that the pieces fit into a clear plastic insert, and once this is removed, the box makes a very attractive jewel box or handbag.

## PIPES FOR PITCHMEN

**VET PITCHMAN** . . . Frank L. Sullivan is in the Arkansas Baptist Hospital, 1700 West 13th Street, Little Rock, awaiting leg surgery and would like to hear from friends.

**WEST COAST** . . . notes from Joe Colby, writing from Baldwin Park, Calif.: Willis Jones, Carl Knowles and some European interests have been working on a new product to be introduced to workers within a few weeks. . . . Mac McGuen, former gadget specialist, has purchased the B B Pen Company and now manufactures the automatic tip-up-and-down pen. Among Coast workers doing well with the items are Little Jimmy Ryan, Joyce Harris, Carl Stenquist and Walter Eskau. Tom Demurree reported from Milwaukee that the pen is doing well there, too. . . . Jim Lobau, card worker, and Hum-a-Tone Harry Flax are getting ready for winter fairs. . . . Gus Young, rad worker who formerly made Chicago his stamping ground, has purchased a new house trailer with three refrigerators. . . . Ray Eater and Ralph the Brain are hunting sneak spots in Arizona. . . . Bill Vernon is working his new polish out of Fresno. . . . Vernon Freed and big Mac McDonald are working a new \$1 coil. . . . Mary Ragan, Chet Wedge and Dick Kanthe are working on their new jewelry layout and doing a lot of fishing out of Long Beach. . . . John Hix, the

advertiser, recently blew in from Arizona on a trailer shopping jaunt. . . . Yours truly spent the past month selecting choice areas for bee apiaries for production of royal jelly.

**A REPORT** . . . has reached the Pipes desk that coil worker Marvin Hutchins was recently involved in an accident that wrecked his coil car and put him in the hospital. Hutchins is now out of the hospital but is expected to be laid up for some time. Meanwhile, his wife, Rachel, is carrying on with her demonstrations of French baskets to good grosses at the Belk stores in Charlotte, N. C. Friends may drop the Hutchinses a line at 3322 Wilkinson Boulevard, Charlotte. According to our informant, Doc Hudson is also working Charlotte with a med store.

**ACCORDING** . . . to A. S. Farrington, Joyce Young is working pens in a Woolworth store in San Diego, Calif., her sales totalling about a gross a day.

**W. G. BARNARD** . . . of Cleveland reports that the February 1-8 Toledo Home and Travel Show played to large audiences both afternoons and evenings with the final two days breaking attendance records. The show, managed by Milt Tarloff, had a sellout of exhibitor space. (Continued on page 76)



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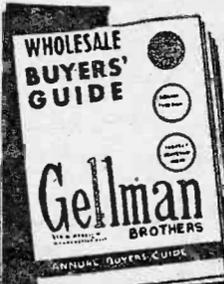
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- "FLIP" CALENDARS... 3.75 dz.
- PUSH BUTTON PHONE INDEX... 5.40 dz.
- 2-CELL FLASHLIGHTS, REG... 24.00 gr.
- BAT. LANTERNS w 3 BULBS... 28.80 gr.
- 6-PC. SCREWDRIVER SET... 6.00 dz.
- AVIATOR SUN GLASSES... 28.80 gr.
- "ROCKET" RADIOS... 18.00 dz.
- STRIP-TEASE SEXY PENCILS... 6.60 dz.
- TOYO SPORT HATS, LATEST... 18.00 gr.
- 51 ASST. GIFT CHINA... 50.40 gr.
- CAT-CRY SALT-PEPPER SETS... 4.20 dz.
- SCATTER PINS, NEW... 24.00 gr.
- 51 CIGARETTE LIGHTERS... 36.00 gr.
- SNUFFY ASH TRAYS... 18.00 gr.
- NEEDLE BOOKS w/THREADER... 3.00 gr.
- RAIN BONNETS IN POUCHES... 5.95 gr.
- 25c NAIL CLIPPERS, CARDED... 12.00 gr.
- 8XD DUPOINT TOOTH BRUSH... 10.80 gr.
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- POCKET COMBS, 5", FIRSTS... 1.00 gr.
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- 49c CHRO. FRUIT STRAINERS... 12.00 gr.
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**COMING EVENTS**

**Arizona**

Chandler—Sheriff Posse Rodeo, Feb. 28-March 1. Katherine Autrey.  
Douglas—Jaycee Rodeo, March 7-8. Ed Eicks.  
Phoenix—Phoenix Rodeo, March 12-16.  
Phoenix—Flower Show, March 21-22.  
Scottsdale—All-Arabian Horse Show, Feb. 21-22.  
Tucson—Cutting Contest, March 12-15.  
Tucson—La Fiesta de los Vaqueros, Feb. 19-22 C. Edgar Goyette.

**California**

Chowchilla—Chowchilla Team Roping & Calf Roping Contest, March 27-29.  
Clovis—Clovis Rodeo, April 25-26.  
Imperial—Valley Fair Rodeo, Feb. 28-March 1. D. V. Stewart.  
Oakland—Spring Garden and Home Show, April 18-26 John L. Hennessy.  
Oakland—National Roadster Show (Expo. Bldg.), Feb. 14-22. Mary Stonaker, 918 Fallon St.  
Red Bluff—Red Bluff Rodeo, April 18-19.  
San Francisco—Pacific Automotive Show (Civic Aud.), March 12-15. J. Leonard Gibson, 714 Olympic Blvd., Los Angeles.  
San Francisco—San Francisco National Sports & Boat Show (Cow Palace) Feb. 27-March 8. Thomas Rooney.

**Colorado**

Denver—Colorado Sports, Boat & Travel Show (Coliseum), March 1-8. Robt. G. Langenwarter.  
Denver—Denver Auto Show, April 6-11, 1959.

**Connecticut**

Hartford—National Autorama (Armory), March 4-8. Joe Kizis.

**District of Columbia**

Washington—National Capital Flower & Garden Show (Armory), March 6-12.

**Florida**

Bradenton—DeSoto Celebration, Feb. 17-18. Mrs. Roe Reasoner.  
Daytona Beach—Volusia Co. Home Show (Armory), March 14-18. Mrs. Robbie Jensen, 533 Helmenan.  
Eustis—Washington Birthday Celebration, Feb. 19-21.  
Hollywood—Midwinter Expo., Feb. 14-22.  
Indiantown—Circle T. Ranch Rodeo, Feb. 28-March 1.  
Kissimmee—Silver Spurs Rodeo, Feb. 20-22. Katherine Autrey.  
Miami—Miami International Boat Show (Dinner Key Aud.), Feb. 20-25.  
Miami Beach—1959 World-Wide Auto Show, Feb. 27-March 8, 1959.  
Miami Beach—Miami Beach Sports & Vacation Expo. (Miami Beach Exhibit Hall), March 14-22. Frank Jenkins.

**Georgia**

Atlanta—Southeast Boat & Vacation Show (Aud.), Feb. 27-March 6. Martin P. Kelly.

**Illinois**

Chicago—Chicago Sportsmen's & Vacation Show (Intl. Amphitheater), Feb. 27-March 8. H. Werner Buck.  
Chicago—Modern Living Home & Flower Show (Navy Pier), March 7-15. Home Builders' Assn. of Chicagoland.  
Chicago—World Flower Show (Intl. Amphitheater), March 14-22. Frank Dubinsky.  
Fort Wayne—Fort Wayne Sports & Vacation Show (Memorial Coliseum), Feb. 14-19. E. M. Berg, Trio Enterprises, P. O. Box 2041.  
Fort Wayne—Fort Wayne Boat Show (Memorial Coliseum), Feb. 14-22. E. M. Berg, Trio Enterprises, P. O. Box 2041.  
Indianapolis—Indianapolis Sports, Vacation & Boat Show (Fairgrounds), March 13-23. Melvin T. Ross.

**Iowa**

Cedar Rapids—Home Show (Fairgrounds) April 9-12.  
Des Moines—Iowa Sports, Boat & Vacation Show (Memorial Aud.), March 31-April 6. Martin P. Kelly.

**Kentucky**

Louisville—Mid-America Sports, Boat & Travel Show (Fairgrounds), Feb. 14-22. William H. King.

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**Louisiana**

Baton Rouge—Baton Rouge Rodeo, March 7-14.  
Baton Rouge—L.S.U. Livestock Show & Rodeo March 7-14. W. M. Babin, Box 8637, University Station.  
Delhi—Delhi Stock Show, March 1-6.  
Lake Charles—Southwest Dist. Rodeo, Feb. 26-March 1. R. A. Anderson.  
Shreveport—Holiday in Dixie Festival, April 30-May 3. James Griffith.

**Massachusetts**

Boston—New England Boat Show (Commonwealth Armory), Feb. 22-March 1.  
Boston—Herald-Traveler Fishing & Hunting Show (First Corps Cadets Armory), March 19-22. Robert Duffy.

**Michigan**

Bay City—Bay City Better Homes Show (Armory), March 20-24. Jack Davis, Box 12.  
Bay City—Bay City Sports & Boat Show (Armory), April 3-5. Jack Davis, Box 12.  
Detroit—Detroit Boat Show (Artillery Armory), March 14-22. Jack Ferguson.  
Grand Rapids—West Mich. Sports & Boat Show (Civic Aud.), Feb. 23-28. Jack Locks.  
Jackson—Jackson Boat Sports & Travel Show (Armory), March 12-15. National Sports & Travel Shows, Inc., 10421 West Jefferson, Detroit 18.  
Kalamazoo—Kalamazoo Sports, Boat & Travel Show (County Center Bldg.), Feb. 18-21. E. H. Buchner & Co., 10421 W. Jefferson Ave., Detroit 18.  
Pontiac—Pontiac Boat, Sports & Travel Show (Armory), March 26-29. National Sports & Travel Shows, Inc., 10421 West Jefferson, Detroit 18.

**Minnesota**

Minneapolis—Northwest Boat, Sports & Travel Show (Municipal Aud.), March 27-April 5. F. W. Kahler.

**Mississippi**

Bay Springs—Jasper Co. Fair & Livestock Show March 24-26. W. O. Jeffcoat.  
Canton—Madison Co. Fair & Livestock Show, March 19-20. R. L. Smith.  
Forest—Southeast Miss., Dist. Livestock Show, March 18-21. Floyd Noblin.  
Greenville—Washington Co. Fair & Livestock Show, March 13-14. G. A. Vanderford.  
Greenwood—Delta, Miss. Dist. Livestock Show, March 18-21. E. H. Blackstone.

Hattiesburg—Forrest Co. Fair & Livestock Show, March 13-14. W. W. Kennedy.  
Jackson—Hinds Co. Fair & Livestock Show, March 9-11. G. L. Hales, Courthouse.  
Jackson—State Jr. Round-Up, March 30-April 1.  
Mendenhall—Simpson Co. Fair & Livestock Show, March 16-17. J. P. Ponder.  
Port Gibson—Southwest Miss. Dist. Livestock Show, March 23-26. E. C. Newman.

Quitman—Clarke Co. Fair & Livestock Show, March 3-5. J. A. Gibbs.  
Sardis—Northwest Miss. Dist. Livestock Show, March 16-19. Lee H. Thompson.  
Sunflower—Sunflower Co. Fair & Livestock Show, March 6-7. C. K. Fisackerly.  
Tupelo—Lee Co. Fair & Livestock Show, March 20-21. W. J. Pernell.  
West Point—Northeast Miss. Dist. Livestock Show, March 23-26. E. E. Wooten.

**Missouri**

Clinton—Henry Co. 4-H Egg Show, March 21.  
New Madrid—New Madrid Co. 4-H Market Barrow Show, April 4. Bert Robbins.  
Springfield—Springfield Outdoor Sports Show (Shrine Mosque) March 3-8. Paul Barker.  
St. Louis—St. Louis Boat, Sports & Vacation Show (Arena), Feb. 20-March 1. Wendell Enrick.  
St. Louis—St. Louis Flower, Home & Outdoor Living Show (Kiel Aud.), March 7-15. H. J. Loosely.

**Nebraska**

Lincoln—Sports, Vacation & Outdoor Living Show (State Fair Coliseum), March 5-8. Bill Morton, 2010 S. 24th.  
Omaha—Omaha Sports, Vacation & Boat Show (Civic Aud.), March 10-15.  
New Jersey  
Asbury Park—Jersey Coast Boat Show (Convention Hall), Feb. 21-March 1.  
New Mexico  
Albuquerque—Albuquerque Auto Show, Feb. 19-23. 1959.

**New York**

New York—Antiques Show (Coliseum), March 7-15.  
Buffalo—Buffalo Boat, Travel & Sports Show (Armory), Feb. 21-March 1. John G. Mellon.  
Jamaica—Long Island Boat & Sportsmen's Show (Armory), March 7-15. George Kamrass.  
New York—International Flower Show (Coliseum) March 7-14.  
New York—New York Outdoor Exposition (Coliseum), Feb. 14-23.  
Syracuse—Northeastern Sports Show (War Memorial Bldg.), March 5-8. W. C. Hartman.

**North Carolina**

Charlotte—Sportsmen's Motor Boat & Vacation Show of the Carolinas (Coliseum), Feb. 17-22. H. F. Van Horn.  
Raleigh—Sportsmen's Motor Boat & Vacation Show of the Carolinas (Reynolds Coliseum), March 30-April 4. H. F. Van Horn.  
Ohio  
Cincinnati—Cincinnati Home Show (Gardens), April 11-19. Robert G. Sand.  
Cleveland—American and Canadian Sportsmen's Vacation & Boat Show (Auditorium), March 13-22. A. W. Newman.  
Dayton—Sport, Boat and Outdoor Living Show (Fairgrounds Coliseum), April 2-5. Ward Colopy, 133 Warren St.  
Toledo—Toledo Boat & Sports Show (Sports Arena), Feb. 13-18. Andy Muldagan.

**Oregon**

Portland—Portland Boat Show (Centennial Expo. Bldg.), Feb. 21-March 1. Jean Callahan.

Oregham—Multnomah Co. Spring Garden Show (Fairgrounds), April 15-19. Duane Hennessy.

**Pennsylvania**

Harrisburg—Pennsylvania Recreation & Sportsman's Show (Farm Show Bldg.), March 18-21.  
Philadelphia—Philadelphia Motor Boat & Sportsman's Show (Convention Hall), Feb. 27-March 7. Clinton W. Smullen.  
Pittsburgh—Pittsburgh Home Show (Hunt Armory), March 7-15.

**Tennessee**

Erwin—Unicoi Co. Ham Show, April 8-10. Wayne Scott.  
Knoxville—Tennessee Valley Sport Show (Chilhowee Park Expo. Bldg.), March 25-29. W. Claude Fox.  
Humboldt—Strawberry Festival, May 4-9.  
Nashville—Great Lakes of the South Outdoor Show (Fairgrounds Coliseum), March 16-22. Amon C. Evans.

**Texas**

Baird—Baird Rodeo, April 30-May 2.  
Cuero—S. Tex. Livestock Show March 19-20.  
Corpus Christi—Buccaneer Days, April 20-May 2.  
Dallas—Southwest Boat Show (Memorial Aud.), March 3-8. Ira W. Curry.  
El Paso—El Paso Flower Show, April 18-19.  
Fort Worth—Fort Worth Boat and Sports Show, Feb. 18-22.  
Houston—Houston Fat Stock Show & Rodeo, Feb. 25-March 8. Herman Engel, Mgr.  
Laredo—Washington Birthday Cele., Feb. 16-March 2, 1959. J. George Loos, Mgr., Box 455 Laredo.  
Lubbock—ABC Rodeo, March 18-21. W. I. Pittman.  
Mercedes—Mercedes Rodeo, March 18-22.  
Odessa—Permian Basin Sports Show (Ector Co. Coliseum), March 14-15. Jerry Dunlap.  
San Angelo—San Angelo Rodeo, March 12-15.  
San Antonio—Battle of Flowers, April 20-25.  
San Antonio—Livestock Exposition Rodeo, Feb. 13-22. A. B. Johnson.  
San Antonio—San Antonio Home Show (Bexar Co. Coliseum), April 5-12. Irving Wayne.  
San Antonio—San Antonio Sport & Boat Show (Bexar Co. Coliseum) March 3-8. Robt. and Chas. Coffen.  
Shamrock—St. Patrick Day Celebration, March 17. Bob Roach.

**Virginia**

Richmond—Virginia Motor Boat & Sportsmen's Show (Arena), March 17-22. John R. Raine.  
Winchester—Shenandoah Apple Blossom Festival, April 30-May 1.

**Washington**

Spokane—Spokane Sports Show (Coliseum), March 10-15. Tom O'Loughlin.  
Tacoma—Tacoma Home Show (Winthrop Hotel), March 17-22.

**Wisconsin**

Madison—Wisconsin Sports & Home Show (Fairgrounds), April 8-12. Ben Berger Enterprises, 1528 Morrison St.  
Milwaukee—Sentinel Sports Show & Great Lakes Boat Show (Aud. and Arena), March 14-2. Charles D. Collins.

**Roller Rumbings**

Continued from page 65

dusty; it is not a toy, nor is it run as one man's hobby. Nothing better illustrates the power of organization than the power wielded in the name of an organization at the Atlanta meeting. We urge each member of the United Rink Operators to take stock of his own principles and start working for them; if they are worth anything, let's see to it that they are respected by building up our organization, not by gangster methods, but by selling ourselves, other operators and our merchandise vendors on our merits  
"May we have your personal reactions?"

**Kansas Group**

Continued from page 65

call for opening the old Abilene attraction in mid-summer.  
Heading the board of directors behind the Old Abilene project is Henry B. Jameson, publisher of The Abilene Daily Reflector & Chronicle and president of the Old Abilene Town Company. Other prominent personalities on the board are W. A. Guilfoyle, attorney; Dr. Frank Jordan, veterinarian; Kenneth Olson, trust company official; Charles Stapf, bank president; E. A. Morse, bank vice-president; Wendell Gugler, bank cashier James Booth, bank president; Seth Barter, clerk of the district court; Lena Benson, restaurant operator; Charles Cruse, retired auto dealer; L. E. Garrison, chain store official; P. D. Hoffman, creamery company president; J. Roy Hardin, manager of the Chamber of Commerce, and Orlando Wilson, H. W. Keel, Ted Viola, E. F. Bankes and W. V. Ramey, local businessmen.

**Hawaiian "TI" PLANT LOGS**

Bagged in polyethylene...  
**KEEP LONGER, SELL FASTER!**  
Sprout in bag. No spoilage. Get your stock when you need it. We ship day order received. Choice of red or green. Excellent growing flash. Free promotional aids. Write for details.  
**LAVENDER SACHET BASKETS**  
Tightly woven bleached rattan baskets with plastic stoppers: \$79.00 per 1000, \$45.00 per 500. Dried Lavender flowers 10 lbs. \$8.50.  
**LOWEST PRICES ANYWHERE**  
**Sherfy's**  
449 Townsend St. San Francisco, California

**TARPAULINS**

10 Oz. Water Proofed,  
6 x 8 (48 Sq. Ft.). Ea... \$ 3.10  
10 x 12 (120 Sq. Ft.). Ea... 7.80  
12 x 16 (192 Sq. Ft.). Ea... 12.50

Individually Poly Bagged.  
25% Dep. With Order. Bal. C.O.D., F.O.B. Chicago. Same Day Delivery With Cashier's Check or Money Order.

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AMERICA'S "BEST" JOBBER TO THE TRADE, OPERATED & MANAGED BY JIM & NAT COOK, OUR ONLY LOCATION.

**Free Wholesale Catalog**

CONTAINING

- Expansion & Photo Idents
- Heart & Disc Pendants
- Aluminum Chain Idents
- Rings • Pins • Pearls
- Closeouts, Etc.

**SEND FOR YOUR COPY TODAY**  
Please state your business.

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EVerglade 4-0244

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**DIRECT FROM THE MANUFACTURER!**

- Miracle Prayer Crosses, boxed \$4.25 dz.
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- MANUFACTURERS CATALOG & SAMPLES PUT YOU IN BUSINESS!
- Sell from our beautifully illustrated catalog. You'll find more than 250 large pictures of Men's and Ladies' jewelry sets, watches and watch sets, earrings, scatter pins, bracelets, rings and religious items. Take advantage of this terrific money making opportunity. Write today for selling information. 25% Deposit on C.O.D.'s.
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**SMALLER THAN A POSTAGE STAMP**

All metal chrome finish, sure-fire action, individually boxed. Can also be worn on men's key chain or ladies' charm bracelets.

**\$2.50 Doz. \$27.00 gr.**

Plus shipping charges. Min. 3 dozen. Key Chains available \$1.50 per gr. extra. No Federal Excise Tax.

Free catalog  
**STERLING JEWELERS**  
1975 East Main St. Columbus, Ohio

Ideal for Engravers. State Your Business

World's Largest Manufacturer of Featherweight BINGO SHEETS Wholesale only.

**BINGO**

For Churches Organizations T.V. & Radio Programs  
Worthmore Manufacturing Co.  
1825 S. Michigan, Chicago 16, Ill.

THE MARKET PLACE FOR BUYERS and SELLERS

Acts, Songs, Gags

INTRODUCTORY COMEDY OFFER! "OPENING Lines," full of smart gags. A sure-fire gagfile for thinking entertainers. Only \$1. Show-Biz (Dept. B-32), 625 Avenue V, Brooklyn 23, N. Y.

SEND FOR FREE PRICE LIST NEWEST Comedy Material, or send \$10 and get \$50 worth of Gagfiles, Sketches, Monologues, Dialogues, Parodies, etc. Money back guarantee. Laugh Unlimited, 106 W. 45 St., New York, N. Y. fe23

24,000 PROFESSIONAL COMEDY LINES. Routines, Slight-Bits, Parodies, 1700 pages! Free catalog. Write Robert Orben, 111 E. Carpenter St., Valley Stream, N. Y. mh30

Agents, Distributors Items

BALL POINT PENS—RETRACT, 1ST \$6.25 gr. Chain Store Novelty, 19 W. 34, New York City. ch

BIG MONEY IN IMPORTED PAINTINGS. Buy direct at low, low prices; free details. Hrebnyar, 4436 Hamilton Scipio Rd., Hamilton, Ohio. fe23

DECALOMANIA TRANSFERS NOW OFFERED in small quantities, quick delivery; an attractive name plate on your products is the best advertisement. Side line salesman wanted, also make money with our line of automobile Initials and Sign Letters. Free samples. "Ralco," XL, Boston 19, Massachusetts. ch-np

EARRINGS, ASSORTED STONE AND TAILORED \$5 per gross plus postage. Bill-folds, plastic alligator or lizard, \$10.80 per gross plus postage. C.O.D. gross lots. New England, 124 Empire St., Providence, R. I. fe23

FAMOUS MFR. CLOSEOUTS

Asst. Earrings \$1.75 & \$3.00 Dz. Pierced Earrings, Asst. \$1.25 & \$1.75 Dz. Charm Bracelets, Asst. \$1.50 & \$2.50 Dz. Tie & Cufflinks Sets, Asst. \$3.75 & \$6.00 Dz. Cultured Pearl Tie Slides, carded \$2.00 Dz. Broken Jewelry, Min. 3 lbs. \$1.00 Lb. Cameo Neck & Earrings, Boxed \$3.00 Dz. Send for descriptive literature on other terrific values on jewelry of all descriptions. 25% deposit with order, balance C.O.D. SAMUEL SILVERMAN & CO., INC. 1820 Westminster St., Providence, R. I.

FAST SELLING ART STUDIOS, WHOLESALE, twelve wallet-sized glossies, 50c. Cowling, Box 172, New Egypt, N. J.

HOSIERY—LOW PRICES, LADIES', MEN'S, Children's, Ladies' Nylons, \$1 dozen up. Slightly imperfect. Nylons, packing hair bands, \$3 dozen. Prompt shipment and satisfaction guaranteed. S. F. Pollard Hosiery Co. (AM 5-1741), 1248 Market St., Chattanooga, Tenn. fe23

NEW "X11" SIGNS—COMEDY RELIGIOUS general, 7c; retail, 50c. Catalog free. 15 samples, \$1. Lowy, 812 Broadway, Dept. 998, New York 3. ch

OUR OWN MAILORDER BUYERS NAMES listed ninety-day intervals (650, \$2) on gum labels (650, \$4). Quantity limited. Guaranteed. Capt. Wm. Lewis (B), Tampa 9, Fla.

PITCHMEN, DEMONSTRATORS, HOUSEHOLD ITEMS, Gadgets, Best spot in east; 75,000 customers weekly. Count seven-day operation. \$10 day; full week or part. Discount dept. store. Contact Manager, Bargain City, Westville, N. J. fe16

REBUILT WATCHES—ELGIN, WALTHAM, Benrus, Bulova; \$5 and up. Write for free price list. Joseph Bros., 5-BB So. Wabash, Chicago 3, Ill. ch-np

"SAFTRIM" NOW! WORLD'S SUCCESSFUL HOME HAIRCUTTING INVENTION. VOLUME SALES, VOLUME PROFITS—ON SIGHT, EVERYWHERE! Yes, an entirely new, tested, proven way to cut hair professionally with confidence. Really as safe or simple as combing hair. The savings alone makes it your newest, biggest money maker in years! Write for complete free details and send \$2.00 for one "SAFTRIM" or handsome Display Box of 12 for only \$12.00. PAUL G. WALLACE, 3743-B S. Wabash, Chicago 53, Ill.

This is a DISPLAY CLASSIFIED AD Your Advertisement Displayed in a space this size will cost only \$14 per insertion.

YOUR OWN BUSINESS—SUITS, \$1.50; Overcoats, 65c; Mackinaws, 35c; Shoes, 12 1/2c; Ladies' Coats, 30c; Dresses, 15c. Enormous profits; catalog free. Nathan Portnoy Associates, 2109 AF Roosevelt Rd., Chicago 8. ch-np

JEWELRY CLOSEOUTS

E1—Tailored Earrings, Asst. Gr. \$18.00 E2—Stone Earrings, Asst. Gr. \$12.00 E5—Stone Earrings, Etc., Asst. Gr. 12.00 O1—Odd Lot Neckties & Braces, Gr. 15.00 W1—Men's 6-Piece Watch Set... 5.15 W2—Ladies' 5-Piece Watch Set... 6.25 R3—Gent's Stone Rings, Asst. Dz. 2.50 L2—Ronson Type Lighter, Dz. Cd. 4.50 620 Snapshot Camera, Boxed, Dz. 14.40 R164—Relig. Medallions, Bxd. Dz. 5.75 2256—3 Piece Pearl Set, Bxd. Dz. 7.20 2357—Hunting Knife & Sheath, Dz. 7.20 9987—2 Hunt Knives & Sheaths, Dz. 12.00 1165—Tl-Color Flashlites, Bxd. Dz. 4.00 2110—3rd Girl's Doll Handbag, Dz. 3.75 9474—8" Fish Std's, Bxd. Dz. 5.40 CO1—E/R & Neck Set, Bxd. Dz. 6.00 CO2—24 pc. of Jewel & Novelties 10.00 PD1—Stone Pendants, Bxd. Dz. 3.50 CI or T4—Cuff or Ties, Carded, Dz. 1.25 25% dep., bal. C.O.D. Free catalog. Try samples of any items at reg. prices.

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-59, 188 State St. Albany, 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: 20c 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 25c 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 2 inches 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

CALIFORNIA SEA LIONS—PRINCIPAL supplier zoos and circuses throughout world past 12 years. Marine Enterprises, Inc., Box 2636, Ocean Park, Calif.

CHIMPANZEE—MALE, AGE 5 YEARS. gentle pet, some training, wears clothing. Make offer. Box 3551, Baytown, Tex. Phone: JU 2-9590.

DOG ACT, 7 DOGS, BEST OF PROPS. \$400. Vanette Truck, \$300. Will deliver anywhere. Must sell. Beebe, 4410 Morse Rd., Gahanna, Ohio. UN 83422.

Business Opportunities

BE AN IMPORTER—MAKE UP TO 1000% profits importing by mail. No stock investments. Get the new Importer's Guide and Directory of Foreign Manufacturers. Your complete guide and short cut to tremendous profits. Order yours now—only \$2 postpaid. Satisfaction guaranteed. Samuel Glenn (Publications), Box 507, Jacksonville, North Carolina. fe23

BUY WHOLESALE—SHOES, SHIRTS, clothing, sportswear, linens, household furnishings, etc. Complete catalog and plan. Bostonian, 14-R Dock Square, Boston 8, Massachusetts. ch-mh30

16 U. HOTEL OKLAHOMA

In oil district. Furn. Approx. 15,000 sq. ft. plus 5 rm. house, large lot, carport, etc. \$65,000 full price, 29 1/2% down (might trade) and \$400 month including interest. GROSS INCOME, approx. \$20,000 per year. Must sell due to health. AGENT, 4826 Lotus, San Gabriel, Calif. Phone: Atlantic 7-1013.

CLOSE-OUT ALL OR ANY PART—600 PR. men's used Army Shoes, all sizes. All in good condition. \$2.50 pr. f.o.b., Indianapolis. No c.o.d.'s. Howard L. Baker, 219 So. State St., Indianapolis 1, Ind.

FOR LEASE—5 RIDES: MERRY-GO-ROUND, Tilt-a-Whirl, Ferris Wheel and 2 Kid Rides, to responsible party. Write Box 216 c/o Billboard Pub. Co., 812 Olive St., St. Louis 1, Co. mh9

HOW TO MAKE MONEY WITH CARNIVAL Games. 144-page book, 35 illustrations, \$2 postpaid. Theon Fox, 1296 Yosemite, San Jose 26, Calif. fe16

JAPAN DIRECTORY. 145 JAPANESE MANUFACTURING EXPORTERS, Japan trade journal information, Asia opportunities. Just \$1 today. Nippon Annai, Box 6266-A, Spokane 28, Washington. fe23

RIDES AND CONCESSIONS WANTED FOR AMUSEMENT PARK OR KIDDIELAND LOCATION

City of 225,000. Excellent traffic streets. Plenty of space. Adjacent to heavy population. BUILDERS, INC. 951 Parklane Wichita, Kansas

Collectors Items

WANTED—CHAUTAQUA INFORMATION for picture script, routes, programs, pictures, dates, anything useful. David Workman, 7037 Indiana, Kansas City, Mo.

Costumes, Uniforms, Wardrobes

LARGE COMEDY HEADS OF ALL TYPES—Impersonator Wigs, Ostrich Plumes. Girl Show, Strip, Bally, Clown Wardrobe. Free lists. Leroy Carpenter, 4618 Park Ave., Weehawken, N. J. Phone: UNion 3-9509.

SKATING ATTIRE, SKIRTS, TIGHTS FOR skating and dancing, wholesale. Ethel Steib, 4009 Flad Ave., St. Louis 10, Mo.

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. fe23

DONUT MACHINE—D.C.A. STANDARD Model "A." 80 dozen hour. Automatic, complete equipment for donut shop at cost of machine only, \$1,350.00. James Travis, Box 206, Millville, N. J. TA 5-0726. fe23

PURCHASE YOUR SNOW CONE MACHINE direct from manufacturer. All prices and sizes. P. O. Box 7803, Dallas, Tex. ap20

For Sale—Secondhand Show Property

ADULT SIZE TRAIN—CAPACITY 40 CHILDREN, very good condition, circular track, fence, etc., only \$2,650.00. Call St. Charles, Illinois, 2334. fe23

AIRPLANE, KIDDIE M-G-R, FIRE ENGINE, G-12 Trains with tunnel, 10 kw. Light Plant, Ferris Wheel Seats, Popcorn & Floss Machines, Arlington Esso, 485 Passaic Ave., Kearney, N. J. mh2

ALL SIZES USED TENTS AND SIDEWALL, also new Tents, George's Tents, 103 North St., Auburn, N. Y.

BRILL'S TESTED PLANS: MINIATURE Golf, Deluxe, \$25; Portable, \$7. Funhouses, \$10; Pit Show (Snidora—Turtle Girl), \$8; Panel Front Show, \$7; Mouse Circus, \$5; Show Front Pictures, \$5; all \$42. Free catalog. Brill, Box 875, Peoria, Ill.

GARRATT'S SHOWS—COMPLETE. RIDES, Shows, Joints, Fun House, Light Plants, Trucks, Trailers and Western Canadian route. Garratt's, Box 250, Medicine Hat, Alberta, Canada.

CENTURY FLIER LOCOMOTIVE WITH 7 standard cars, 1 observation car, 1,200 ft. 2 rail track. Sale price, \$4,000 f.o.b. Detroit. Contact Mr. Alexander, 22485 Maple St., Clair Shores, Mich. mh2

COLUMBUS GAME, NEW, NAUTICAL, FOR resorts, parks, playlands, concessions. Write for information to Mac's Hobby Ranch, Box 14, Dallastown, Pa. mh2

FOR SALE—ALLAN HERSHELL CATERpillar, late model, 4 years old, but only used 6 months in park; electric motor, fluid drive; new tunnel, never been used. Box 200, The Billboard, 1564 Broadway, New York 36, N. Y. fe23

FOR SALE—CONCESSION TRAILER, 7'X8', equipped with Cretors Corn Popper, Carmel Korn Kettle and Furnace. Albert Mac Rae, Phone 662, Angola, Ind.

FOR SALE—FERRIS WHEEL, ELI #12, practically new, used three seasons at show. Stored indoors each winter. First \$7,500 takes it. J. Stanley Turney, 9 Ocean Ave., Seaside Heights, N. J.

FOR SALE

9-car Tilt converted into Caterpillar-type ride. Capacity 36 adults. Ride electrically driven and will load on one trailer. \$3,500. Want Schiff Coaster, any size or style. For Sale; 2 sets Spiffire Tubs with wings. 1 set, \$250; other set, \$500.

BOX C-440

c/o The Billboard Cincinnati 22, Ohio

FOR SALE—1 ALLAN HERSHELL 3-abreast Merry-Go-Round, 1 Schiff Low Model Rollercoaster, 1 Toonerville Trolley, 1 Rodgers Hand Car Ride, all A-1 condition. Al Camp, 94 Conklin Ave., Brooklyn 36, N. Y. Cloverdale 7-3148.

GOOD USED TENTS FOR SALE—12'X12' through 40'X75', and up. Write for list direct from factory. Eureka Tent & Awning Co., Inc., Box 966, Binghamton, N. Y. ch-mh2

MAJOR RIDES FOR SALE—TWO BIG Chuck-A-Luck Wheels and one Race Track. Write Box 209, c/o Billboard Pub. Co., 812 Olive St., St. Louis 1, Mo.

MECHANICAL "TEN NIGHTS IN A BARROOM"; 60 characters performing; tandems, trailer, honky-tonk music, beautiful show and front; new complete. Ben Sundsrud, Park Rapids, Minn. fe16

MORE BUYERS Will Stop and Read YOUR AD

If you use a DISPLAY CLASSIFIED AD RATE ONLY \$14 per inch

MURDOCK AIRPLANE RIDE—MURDOCK 10-Horse Jenny, Street Car. Priced right. Write T. J. Orr, 1717 Workman St., West Covina, Calif.

NATIONAL PIGMY TRACKLESS TRAIN, used only one season; two Allan Herschell Kiddie Merry-Go-Rounds, used only three seasons; also several Kiddie Rides. Write for list and prices. King Pin Equipment Co., 7624 Fenkell St., Detroit 38, Mich. fe16

NEW PLASTIC 1958 CHEVROLET BODY Type Autos, heavy steel floor boards, 8x175 pneumatic tires, ball bearing wheels. For Kiddie Auto Ride, \$45; 7-ft. 10-inch Steel Fence with legs for major rides. \$12.50. Burkhardt Amusements, Oswego, Ill. Phone 44221. fe16

19-FOOT HOUSE TRAILER WITH CONCESSION in rear, 1 year old, good shape, \$995. Joe Boatright, 2052 W. Main, Mesa, Ariz.

30-FT. PARKER MERRY-GO-ROUND, A. H. Dipper, 30-passenger Train, 4 Kid Rides, Arcade. Cliff Aust, Box 306, Casino Park, Mansfield, Ohio.

Help Wanted

AGENT—CAPABLE BOOKING AUSPICES immediately. Top money. Ken Griffen Magic Show, 712 W. 20th St., Hutchinson, Kan., or per route: Marshall, Ark. 16; Charleston, 17; Clarksville, 18; Mountain Home, 19; Cabot, 20.

CIRCUS MUSICIANS, UNION, OPENING mid-April; scale, good meals, berth. With your own trailer, free gas furnished also. State age, experience. Ex G.I. College band men considered. Special, modern trumpet, trombone players. Contact Joe Rossi, 2025 R 14th Ave., Huntington 3, W. Va. fe16

GIRL WANTED—WILLING TO LEARN, to teach and manage rock and roll strip school. Box C-441, The Billboard, Cincinnati 22, Ohio.

Instructions & Schools

LEARN AUCTIONEERING—TERM SOON. World's largest school. Big free catalog. Reich Auction School, Mason City 18, Iowa. mh2

NEW DYNAMIC TYPEWRITING. LEARN typing with new Fast-Writer Keyboard arrangement. Send \$2. New Dynamic Typewriting, Fast-writing, J. Westmore, P. O. Box 502, Camden 1, N. J. fe23

Locations Wanted

WANT LOCATION FOR PENNY ARCADE. Modest rent. Eastern seaside resort preferred. 15514 Cloverlawn, Detroit, Mich.

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. mh9

Miscellaneous

BINGO SUPPLIES OF ALL KINDS—BLOWERS, Cages, Heavy Cards, Double Cards, Specials, Plastic Markers, etc. Amusement Industries, P. O. Box 2, Dayton 1, Ohio.

CANVAS TRAILER AWNINGS—DISCOUNTED pattern. Below dealer cost. Write for list and samples. Eureka Tent & Awning Co., Inc., Box 966, Binghamton, N. Y. ch-mh2

INCOME TAX PROBLEM? YOUR RETURN prepared by mail after you answer simple 20-question form. Write Tax, Box 1568A, Chicago 90, Ill.

LEAD SHOOTING GALLERY—GOOD CONDITION, in operation. 5 tracks, 2 bird racks, 20 bell targets, spinners, etc. 14 ft. wide by 10 ft. high. Price \$1,200. Call or write W. F. Burroughs, Mercantile Bldg., Knoxville, Tenn. Phone 5-2155.

Motion Picture Films and Accessories

BRAND-NEW HOME MOVIE CAMERAS and Projectors, 1/2 price. Used 8MM, 16MM, 35MM accepted trade. Allen Tarkington, Warner, Okla.

16MM SOUND ROADSHOW ATTRACTIONS: "Illicit Interlude," 75 minutes, brand-new prints, \$275. Walter Winchell says: "Leading lady outdoes Hedy Lamarr's nude swimming in 'Ecstasy.'" "The Hitler Story," 120 minutes, authentic, thrilling, \$150. "Africa Speaks," great roadshow, 75 minutes, \$150. "Enemy of Women," 80 minutes, true story of Dr. Goebbels' insane loves, \$150. "Enchanted Forest," color, \$95. "Red Stallion," color, \$95. Advertising available on all features. Minot Films, Inc., Minot Building, Milbridge, Me. fe23

Photo Supplies and Developing

PHOTO BOOTHS, CAMERAS, D.P. PAPER, Developers, Frames everything for direct positive photography. Write for our low prices. PDQ Camera Co., 1546 W. Cortez, Chicago 22, Ill. ch-tfn

Printing

ALWAYS FASTEST SERVICE—QUALITY nonbonding posters! 14x22 size 3-color window cards, up to 50 words copy, \$9 hundred; 17x26 size, \$13.50 hundred. Dayglo auto bumper stickers, size 4x15, yellow, red or green, copy printed in black. \$13 hundred. Tribune Press, Dept. 159, Earl Park, Ind. mh30

NEARGRAVURE EMBOSSED LETTERHEADS! Sparkling! Dynamic! Special Engravings, unusual layouts in golds and colors: Midways, Circuses, Carnivals, etc. Samples 10c. Be surprised. Soliddays Colorprint, Knox, Ind. fe16

200 LETTERHEADS, 200 ENVELOPES, \$3.95; 500 Letterheads, 500 Envelopes, \$8.95. Allen Press, 95 Furnace St., Little Falls, New York.

Salesmen Wanted

AD MATCH SALES! YOUR OWN BUSINESS without investment! Sell for world's largest direct selling manufacturer of advertising matchbooks. Big spot cash commission. Start without experience; our tested sales kit tells you where and how to get orders. Men, women, part or full time. Match Corporation of America, Dept. D-221, Chicago 32. fe23

ANYONE CAN SELL FAMOUS HOOVER Uniforms for beauty shops, waitresses, nurses, doctors, etc. All popular miracle fabrics: nylon, dacron. Exclusive styles, top quality. Big cash income now, real future. Equipment free. Hoover, Dept. B-109, New York 11, N. Y. ch-np

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ATTRACT YOUR ATTENTION? USE DISPLAY CLASSIFIED

A sure way to attract more attention and secure greater results.

RATE: \$14 PER INCH

Rule border permitted when using two inches or more.

GOLD MINE OF 600 MONEY MAKERS. Free copy Specialty Salesman Magazine, Desk 22B, 307 North Michigan, Chicago 15, Illinois. ch-my23

IF YOU'RE INTERESTED IN MAKING money in selling, see the hundreds of exceptional opportunities in Salesmen's Opportunity Magazine. Send name for your copy, absolutely free. Tell us what you're selling now. Opportunity, 848 N. Dearborn, Dept. 21, Chicago 10, Ill.

SALESMEN—BIG MONEY EVERY DAY showing nationally known drain cleaner. No chemicals. Nothing like it. Minute demonstration. Commissions paid daily. Sample furnished. Campbell Co. (Est. 1928), Rochelle 603, Ill. ch-np

Scenery, Banners

PAINTED AND DYE SCENERY—WRITE for prices. Wimberley Scenic Studio, Wimberley, Tex.

Talent Wanted

SILHOUETTE ARTIST (cut-outs)

For EXCLUSIVE in Palisades Ams. Pk., Good Friday thru Labor Day. Carry-fair exp. pref. Liberal guarantee against fabulous commission. Phone write: M. KOPPELL

Palisades Ams. Pk. Cliffside, N. J. WH. 3-8590

Tattooing Supplies

WHEREVER MEN WALK THE EARTH OR sail the seven seas you will find them wearing Zeis Tattoo Designs. Special this month, 8 sheets for only \$4. Zeis, 728-A Leslie, Rockford, Ill. pp

Wanted to Book

CONCESSIONAIRE WITH ATTRACTIVE offer. Exclusive popcorn, snow cones, cotton candy, etc. popping centers and street fairs. March to October. Midwest Amusement Rides, 265 East Long, Columbus, Ohio.

KNIGHTS OF COLUMBUS BBQ FESTIVAL, May 24, 1959, at Univ. of San Diego, Calif. Public attendance on past history 15-20,000. Want clean small Circuses and Rides for one-day stand. Write K.C. Steven Young, P. O. Box 643, La Jolla, Calif. fe23

Wanted to Buy

USED PLAYING CARDS IN GOOD CONDITION. Top money paid. Box 622, El Monte, Calif.

COIN MACHINES Opportunities

STAMP MACHINES—BRAND-NEW SHIPMENT. Duplex, \$32.50; Triplex, \$39.50. One-year factory guarantee. One free with each order for eight. Folders, 5,000, \$5.75; 10,000, \$8.75. Send cash, check or money order. Manufacturer's representative, Russell MacFarlane, 27 Cannon Road, East Hartford 8, Conn.

Routes for Sale

FLORIDA ROUTE, SIXTY ALMOST NEW penny games (Kickers & Catchers). Good income. Will accept best offer. Kahm, 413 So. Osceola, Orlando, Fla.

LARGE ROUTE PENNY WEIGHING SCALES and 10c Relaxator Health Machines, located Texas and New Mexico. Established fifteen years. Showing one thousand month profit. Liberal terms to qualified buyer. Texas Associated Enterprises, Box 1068, Amarillo, Tex. mh2

Used Equipment

FOR SALE—1956 MUTO, VOICE-O-GRAPH; Muto, Photomat, latest model; Spacarb 1200 Drink. Best offer. Phone: FL 9-4200, New York City.

MILLS FAMOUS GUM VENDER, CHROME plated, six columns, two for flat tab and four for Chieftos. Rebuilt and perfect working order. \$12 each, f.o.b., New York and worth it. Hal R. Meeks Co., 55 W. 42d St., New York, N. Y. ch

POKERINO, 20 PUSH CHUTES, \$135 each; 10 drop chutes, \$185 each, new 1959. Parts in stock for Pokerino, James Travis, Box 206, Millville, N. J. TA 5-0726. mh2

SCALES—PRICES SLASHED. WATLING Guessers, \$30 ea.; Watling Tom Thumb Fortunes, \$32.50 ea.; Watling Fortunes, \$35 ea.; A.B.T. Kirk HiBoy Guessers, \$30 ea.; renewed, reconditioned. Send deposit and shipping instructions, balance sight draft. Gaycoin Distributors, 4556 Woodward Ave., Detroit 1, Mich.

THE MARKET PLACE FOR BUYERS and SELLERS

LETTER LIST

Letters and packages addressed to persons in care of The Billboard will be delivered...

Wanted to Buy

WANTED PACE SLOT MACHINES

Antique Slot Machines and Old Guns. Full particulars in first letter.

GEMCO Box 1485 Reno, Nevada

MUSIC RECORDS ACCESSORIES

Used Records

FOR SALE—45 RPM'S; 18" A-PIECE POST-paid. Pop and blues, all labels. F3375 Knapp, Ames, Iowa.

TALENT AVAILABILITIES

RATE: 10c a word, minimum \$2. CASH WITH COPY. Set in usual want-ad style, one paragraph, no display.

IMPORTANT: In determining cost, be sure to count your name and address. When using a Box Number, c/o The Billboard, allow six words for address and include additional 25c to cover cost of handling replies.

Bands and Orchestras

4 TO 6 PIECE ORCHESTRA, SINGS, PLAYS rock & roll and jazz. Jump Jackson. 5727 LaSalle, Chicago, Ill. Normal 7-4151. mh2

Miscellaneous

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BALLOON ASCENSIONS, PARACHUTE Jumping for parks, fairs, celebrations. Claude L. Shafer, 1041 S. Dennison, Indianapolis 41, Ind. fe23

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HIGH DIVING EXTRAORDINARY FOR Movietone featured. Now available as an outdoor thriller. Rigging aluminated, visible for miles. Mac Productions, 456 Lamphier, Warren, Ohio. Phone: EX 9-1479. mh9

RAY'S CURCIS REVUE—DOG, PONY, Monkey Show, Bozo the Clown. Further information: Mrs. H. R. Ray, Route #1, Magnolia, Ohio. mh30

Pipes for Pitchmen

Continued from page 73

and a number of pitchmen made the date. Among the latter seen at the show were Charles Ray, Bill Hocker and Al Dubach, gadgets; Mrs. Charles Ray and Mrs. Bill Hocker, lavender; Bill and Nina Burke, candy; Paul Cobb and Art Reineke, meats; Bill and Mrs. Barnard, Vita-Mix; Fred Hibbard and W. G. Barnard, cuckoo clocks; Mrs. Bob Lindenfelder, mops; Mary Kramer, pastry cloths and pie crimpers; Bob Lindenfelder, rug cleaner; Mr. and Mrs. Tom Bacon, pastry moulds; Art Steele and the Swansons, candy meats; Thurman Elliott, greeting cards; Franz Stuckis, cheese, and Speedy Haskell, cards and tricks. The Haskell were the recipients of many expressions of sympathy from pitch folks at the show when it was learned that the mother of Speedy had died February 6 at her Toledo home after a long illness. She was the mother of 13 children, all living except one. Services and burial took place Sunday (8) in Toledo.

Five Years Ago In Pitchdom

Bob Posey reported that he had been hitting the road all winter thru Arkansas, Texas and Missouri, "and getting my share of the money, too." Joe Mann was at his home in Highland Park, Ill., recovering from an operation. Steve R. McClain was working the stock and vegetable markets in and around Wilmington, N. C. W. L. Gaines was in the James Walker Hospital at Wilmington recovering from an operation.

Joe Greenie was doing a pen pitch in Newark, N. J., while Joe Conti was reported doing well in department stores of the same town. W. L. (Geechie) Harrell scribed that he was gathering his share of the moola in Pascagoula, Miss., a town that was booming because a shipyard was working full blast and a super highway was under construction in the area. Martha Bishop stepped out of the pitch business to marry Henry Conty in Springfield, Mo.

MAIL ON HAND AT CINCINNATI OFFICE

2160 Patterson St. Cincinnati 22, O.

- Adams, Raymond; Allen, Frank; Allen, Rex & Margretta; Allred, Jennings; Anderson, William; Andies, William Paul; Andrykon, Marguerite; Anniello (or Auniello), Nick; Anthony, Pat; Applebaum, Sam; Arnold, Floyd; Auger, Frank; Austin, Arthur; Best, Wm. B.; Bagwell, T.; Baker, Joe; Bailey, Alfred; Bailey, Mrs. Edward; Baker, Bennie; Banks, George M.; Barham, Bruce; Barnes, Amos; Batey, Elmer; Beard, Roy M.; Beaver, Clarence; Beckwith, Mrs. Gerry; Benesh, Frank; Benge, Robert; Benner, Bert; Best, Billy Lee; Billingsley, James Everett; Black, Jack; Blanton, Kenneth; Block (or Bloch), Louis; Bluestine, Morris; Buestein, Rubin; Bodin, Johnny M.; Boggs, John A.; Bost, Larry; Boude, Mrs. Helen; Bowman, John; Branham, Mrs. Ruth; Broadwin, Ralph; Broeffle, Barbara; Bruome, yvonne; Brown, Clarence A.; Brown, Eugene; Buysman, Lambert M.; Campbell, Ralph A.; Cardinal, James F.; Carlisle, Henry; Chase, George; Choquette, Conrad; Clark, Jack; Clay, Bill; Cleveenger, William; Cobb, Phil; Colvin, H. E. (Ty); Conley, Dwight; Conley, Raymond; Cook, E. G.; Cooper, Frank; Cortes, Rita; Costello, Billy; Cox, Jacqueline L.; Cox, John W.; Coyer, Lee; Dunsap, Phyllis; Gans, James R.; Ehlert, William A.; Elliott, Curtis P.; Embody, Roy; Evans, Frank & Myrl; Evans, Mrs. Helen; Exoger, Robert; Fecteau, Sandra Kay; Finley, Wm.; Finstineteno, Anthony; Fondenberger, Charles; Ford, William; Fowley, Wideo; Franz, Otto; Franz, Veronica; Freeman, Roy; French, P. E.; Gallo, Michael; Garcia, Paulino; Gary, Bill L.; George, Galen; Gibson, Benjamin A.; Gillespie, George; Gillespie, Patrick J.; Girouard, Alva; Girouard, Wm. Anthony; Goodwin, Lloyd; Grace Jr., Thomas W.; Graff, Charles L.; Gray, Clarence; Gray, William; Griffen, D. L.; Griffey, Clarence R.; Grun, J. W.; Groves, Woodrow; Guardalibeni, Marino J.; Hackett, Mrs. Eddie; Han, Louis & Mrs.; Hankison, Jim; Hargroves, James W.; Harkey, H. E. (Roy); Hart, Carl E.; Hart, Oscar; Harvey, Albert J.; Hays, Tom; Hazelwood, Howard; Hendrick, Cecil; Hickock, John W.; Hiler, Edward; Hillard, Don E.; Hilliard, Mrs. Selma; Hilliard, D. E.; Hinkle, William; Hinton, Clarence & Mrs.; Hockman, M. J.; Hodges, Carl Rex; Hoge, Mack; Honcell, James T.; Honcell, Rosa Pedigo; Hoover, Rudolph; House, Pete; Hugh, Dick; Kert, R. K.; Jack, Mrs. Barbara (or Stein); Jackson, William J.; Jacobs, James; James, Al; Johns, Frank & Mrs.; Johnson, Michael R.; Johnson, Ted; Jones, Harry E.; Jones, Maynard; Jones, Willie E.; Keefer, Charles O.; Keller, George J. (Kellar's Wild Animal Act); Keller Jr., Leo; Kelly, George; King, Ernest; King, Bill; King, Richard; Kitto, Ralph W.; Krause, Roy M.; Kuehl, W. & P.; Laack, Hal; Lantz Jr., Harry; Latlip, Mrs. Marion; Lawrence, Shows; Lawson, Ernest Al; Lee, Glida; Leight, J. R.; Leto, James Vincent; Levine, Sam; Lewis, Ted (Bama); Lewis, Wm. T.; Lieb, Roderick; Lines, Rev. W. J. & Mrs.; Link, Rod; Long, Chris; McGary, K. C.; McGee, Cecil; McGill, Carlyle W.; McGinley, Mrs. Barbara; McGovern, Roy; McIntosh, Frank; McLaughlin, James; Madam Marie; Madid, E.; Madera, Elmer Joe; Mahan, Richard Dick (Sign Painter); Mahler, Joseph; Manstein, Wallace; Marshall, Thomas; Martin, Bene; Matura, Lawrence; Maxie, Prof.; Mayfield, Jimmie; Mehl, Harry George; Mercer, Nat; Metcalf, William; Metzger, Phil; Miller, C. M. & P. P.; Miller, Don; Miller, James J. & Mrs.; Miller, Paul; Miller, R. R. (Lucky); Mitchell, William; Moran, Ed (Walcott's Minstrels); Morgan, James N. (Playland Shows); Mullins Jr., Broten H.; Mullins, Elwood; Mullis, Neil Reed; Mundy, Marshall; Munro, Peter; Nash, Ben; Nash, George; Nash, Morfan; Neilson, Whitey; Newcomer, L. E.; Newman, James; Neville, Lewis (Tex); Nohles, Jr., William; Norwood, Bob; Nugent, Jack; O'Matta, Mike; O'Neil, Henry; Oliver, Swede; Olsen, O. L.; Osinski, A. & M. F.; Osteen, J. C.; Owens, Sofie; Palmer, Joe; Paris, William G.; Park, Franklin Leroy; Paul, Ruby; Pearson, Carl; Peck, Curtis W.; Perrigan, James; Picaroni, Mrs. Cottie Lee; Poplin, Charlie M. & Jewell; Poole, Bill; Puckett, George; Rayburn, Howard; Reed, James Richard; Reeves, Tommy; Reeves, Tommy; Reid, Elmer (Reid's Golden Star Shows); Reiley, Mrs. Lucille G.; Reilly, Charles; Reisinger, Al & Mrs.; Ricciardi, Ernest L.; Rice, Louis; Riel, James P.; Rochman, Albert; Rose, James; Royal, John R.; Rumsoner, A. H.; Rusco, John & Rose; Rush, Myron; Rush, Whitey; Russell, Mrs. Ruth (Dean); Schimf, Herb; Schingeeck, Donald; Schwartz, Leo H.; Seewers, Lewis Harris; Senna, Tom; Shaw, George L.; Sheesley, C. M. (Old Sheesley Shows); Sheets, Howard (Billy); Shepperson, Robert C.; Short, Perry; Showalter, Mrs. Margie; Siegrist, R.; Simpson, C. T.; Simpson, Mrs. Ethel; Slater, Elvada; Smith, Elvada; Smith, Jack (Martin Fritz); Smith, Jala; Smith, Billie; Smith, Raymond (Goad); Swuter, William; Tammany, John; Tanson, A. (Circle T Ranch); Tate, June; Tate, William R.; Taylor, Arletta; Taylor, Buford R.; Taylor, Jack H.; Thomas, John W.; Tompleton, Ralph E.; Thomas, Raymond; Thornton, Claude; Tobin, Lester; Tomas, Jimmy; Trover, Dewey R.; Tucker, Ben Russell; Turner, Jack; Tyrcelt, Clifton P.; Vaughn, A. G.; Vealey, Percy Allen; Vidella, Prof.; Villemarie, Joseph R.; Vinicky, Antonin & Ingeborg; Vogt, Robert; Vogt, Wm. D.; Wagner, Harry (Fire Eater); Wagner, Veronte A.; Walden, J. D.; Walker, Baldwin; Watts, Theo; Weatherman, Jack; West, Chas. D.; West, Henry; White, Oscar; Whitmore, Otto; Wilder, Dan; Williams, Arthur; Williams, Bradley; Williams, Jean Ellen; Williams, Melvin (Lefty); Winberly, Paul W.; Wolfe, Peter; Worthington, Kenneth; Yawger, Edward; Young, Max B.; Zapata, General

MAIL ON HAND AT NEW YORK OFFICE

1564 Broadway New York 36, N. Y.

- Anthony, Joseph F.; Benedict, Lowell; Bond, Lloyd; Burch, Ernie; Craft, Morry; Kincaid, Edna; Diabolo, Miss Claire; Friedman, Dave; Harvey, Albert J.; Harris, James E.; Hawkins, Dale; Korall, Burt; Lorraine, Blanche; McKenzie, Harold; Miles, Frank Earl; Morris, Hazel; Jackie; Presson, H.; Santana, Elmer; Harum; Singer, Jack; Venture, Dick; Van Pelt, Robert; Ware, C. B.; Wells, Vicki

MAIL ON HAND AT CHICAGO OFFICE

188 W. Randolph St. Chicago 1, Ill.

- Battese, John; Debriato, Miss D.; Fleming, Mrs.; Kamaka, Florence; Kirkland, Teila; Kobacker, W. R.; Lunde, Russeh; Menchin, Sam; Meyer, Helen; Milliron, John W.; Mitchell, Randolph; Forman; O'Brien, Arthur; Shannon, T. O.; Spurlock, Mr. or Mrs. John E.

MAIL ON HAND AT ST. LOUIS OFFICE

390 Arcade Bldg. St. Louis 1, Mo.

- Allen, H. S.; Allred, Jennings R.; Amerson, Ray; Anderson, Dorothy; Bain, Gene Robert; Bates, C.; Barnett, Bobo; Bates, C.; Bezzley, James C.; Frye, Howard L.; Braude, Theo.; Brown, Roy; Tweedy; Calder, James B.; Carpenter, Mr. & Earl; Carpenter, Walter E.; Cook, Jack; Cormier, Richard & Chloee; Darlington, Cye; Demetro John; Demetro, Steve; Diaz, George; Diaz, Isabelle; Diaz, Mr. & Mrs. Ted; Dillon, Leonard L.; Duggan, Tiny; Evans, Tom; Fester, Charles G.; Fitzsimmons, Roy; Flynn, Jack; Frye, Howard L.; Garich, John; Gospodarski, Larry P.; McWhorter, Ted; McWilliams, E. C.; Matthews, Sport; Mitchell, Paul A.; Mitchell, Lawrence; Moreno, Geraldine; Morrison, Melvin M.; Nelson, Jack M.; Ogilvie, L. B.; Partlow, Samuel L.; Payton, Earl M.; Perkins, James; Phillips, Byron; Pierson, Orville L.; Poole, Bill; Porter, J. W.; Proper, Fred; Querico, Marino J.; Radford, Lela Mae; Radford, Ronel; Ratcliffe, James F.; Ristic, Joe; Robinson, Charles; Rose, Barbara L.; Rozell, Arthur H.; Schreffler, Morton; Leroy; Set Joint Red; Shinn, Mrs. Nellie; Smith & Daur; Smith, Jack; Sokolowski, Peter; Staley, Joseph A.; Staley, Herschell; Marvln; Staley, Loyal; Star, Hedy Jo; Stevenson, John; Sullivan, Edith; Albert; Sutton, Joe; Swan, Walter L.; Tracey, Gene; Talbot, Elwood; Thomas, Kathleen; Towers, Toni; Turner, Albert; Raymond; Vangness, Kenelm; Walker, Jim Veron; Warner, Stanley; White, Carl; White, Charley Cecil; White Jr., Charles; Williams, Chester M.; Wimberly, Paul; Wesley; Wolford, Larry; Woodall, Ray; Woods, F. A.; Wood, James L.; Youell, H.



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Music, Records, Accessories

- Business for Sale; Record Pressing; Situations Wanted; Sound Equipment—Components; Used Dealer-Distributor Equipment; Used Records; Used Record Pressing Equipment

Coin Machine Headings

- Help Wanted; Opportunities; Parts, Supplies; Positions Wanted; Routes for Sale; Wanted to Buy; Used Equipment

Talent Availabilities Headings

- Agents and Managers; Bands and Orchestras; Dramatic Artists; Hypnotists; Miscellaneous; M. P. Operators; Musicians; Outdoor Acts and Attractions; Vaudeville Artists; Vocalists

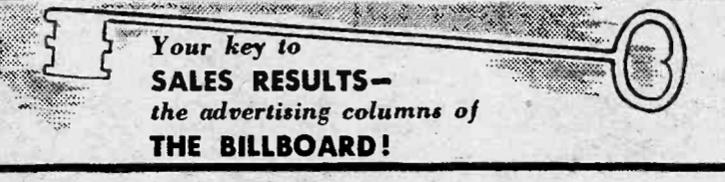
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The Billboard, 2160 Patterson St., Cincinnati 22, Ohio Please insert the above ad in \_\_\_\_\_ Issue

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WEST BERLIN'S battling Mayor Willy Brandt pauses with his family at a ball gum machine while touring the borough of Wedding, industrial heart of the city and site of vast housing for workers. Youngest son, Lars, 7, gets an assist from his father. Beside Brandt stands his wife, Rut, whom he met in Stockholm in 1942 when both were refugees from the Nazis. Older son, Peter, 10, stands in the background looking on. Tho not visible in the photo, the vender globe carries a ball gum-charm mix. Brandt is currently touring the U. S. He had a ticker tape reception in New York last week. (Photo by A. Bankhardt, Berlin-Tempelhof)

## KEY TO NVA GROWTH

### Can Distributors Profitably Sponsor Operator Forums?

By FRANK SHIRAS

CHICAGO — Distributor-sponsored forums for operator customers can be quite successful. This was uniquely demonstrated by Everett Graff's Christmas dinner meet in Dallas last December. His own business and National Vendors Association benefited from the meeting. In more subtle ways, the industry as a whole got a boost from the Southwest. The simplest way of putting it is that operators became better informed about bulk vending and will probably buy and sell more bulk vending merchandise because of it.

To what extent could similar meets increase membership in National Vendors Association, spokesman for the bulk vending industry?

How much would such forums or meets help the business of other distributors?

Comments from eight key dis-

tributors in different parts of the nation—most of whom prefer to remain anonymous—make it quite clear that there is no pat answer, that there are very basic issues involved. In fact, it seems that a type operator forum that would work for one could not work for another.

#### Basic Problems

What are these problems? Well, how many operators would attend a distributor-sponsored forum? Some of the eight distributors are confident that at least 50 custom-

ers would attend. A few don't think that any would bother coming. They point out that attendance at local operator association meets is often negligible.

The problem of attendance has further complications. One claimed that too many operators would expect that their train fare be paid for by the distributor, which would make the cost of the fete prohibitive. Another said that many operators in small towns simply have a distaste for the big city. The only

(Continued on page 78)

### N. Y. Ops Organize to Fight Vending Tax

Cig Ops and Bulk Venders Pledge Support To NAMA; Beitel Suggests Plan of Action

NEW YORK — The threat of a city-wide tax on vending machines, coupled with a pending 2-cent-a-pack increase in the New York State cigarette levy, brought out some 25 automatic merchandising executives, representing all segments of the industry, to a meeting at the Hotel Vanderbilt Thursday afternoon (12).

Altho the meeting was sponsored by the National Automatic Merchandising Association and moderated by Herb Beitel, NAMA counsel, two other prominent vending groups were represented, and they pledged their support in fighting the proposed per-machine tax.

The other two organizations are the Cigarette Merchandisers Association represented by Morris Weintraub, managing director, and the New York Bulk Venders Association, represented by Jack Schoenbach, Harold Folz, and Roger Folz, president.

#### Enabling Act

Beitel said the city is seeking enabling legislation which would permit it to levy vending machine taxes. He explained that the city once had such power, but that the enabling legislation expired in 1955. The city never did exercise its authority in the matter.

Beitel said that it is too late to attempt to dissuade city officials from seeking the enabling legislation, but that a major effort should be made to explain to State senators and assemblymen why such enabling legislation would be unfair.

He said that the operators would be represented in public hearings in Albany, and, if the measure passes despite their efforts, they would still be able to make their views known at the city council.

(Continued on page 79)

### Charles O'Reilly, Vending Pioneer, Dies of Stroke

NEW YORK — One of the pioneers of the vending industry, Charles L. O'Reilly, died of a stroke at his home here last week. He was 73 years old.

The founder and honorary board chairman of the ABC Vending Corporation, formed the Sanitary Automatic Candy Corporation in 1926, in partnership with Benjamin Sherman and Louis H. Klebenov. In 1947 the firm was

(Continued on page 89)

### N. Y. Bulk Operators Protest New Taxes

Cite Gross Revenue of \$40 Per Machine Per Year, With Average Net of \$2.89

NEW YORK — Members of the New York Bulk Vendors Association threatened by a proposed city tax on vending machines, met Wednesday at the French-Roumanian Restaurant here to map a course of action against the pending levy.

The 12 operators attending the meeting decided that the presentation of a per-machine breakdown to city officials might help convince them that virtually any per-machine tax would result in driving operators from the business.

An on-the-spot survey of revenues and operating expenses was taken, with the following results:

#### \$40 Gross

Gross annual revenue per machine averaged \$40, with a commission of 30 per cent going to the

location. This left an average take per machine at \$28 after commissions.

The cost of ingredients on a penny bulk machine comes to about 46 per cent of the revenue after commissions—or \$12.88—leaving the operator with a gross profit of \$15.12 per year before operating expenses.

Routemen are generally paid 10 per cent of gross on machines they service, or \$4. Figured at 2 per cent on gross, each, are car expenses, repair and maintenance of machines, and bookkeeping and accounting. Each of these items is figured at 80 cents per year per machine.

#### \$2 Depreciation

Machine depreciation is reckoned at 5 per cent, or \$2 per year, while insurance at 1 per cent comes to another 40 cents. Other items are parking, 20 cents a year, rent and electricity, another 20 cents, and miscellaneous, another 40 cents.

Add the 3 per cent city sales tax (\$1.20 a year) and the total operating expenses come to \$11 per year per machine, leaving a profit of \$4.12. But another \$1.23 of existing State and municipal taxes bring the net down to \$2.89 per machine per year.

The Association will argue that a per machine tax of as little as \$1 per year will amount to about 4

(Continued on page 92)

### Will Iowa Legalize Cigarette Venders?

DES MOINES—A bill to legalize cigarette vending machines in Iowa passed the Senate but ran into trouble on the House floor and its fate appears to be in doubt.

Iowa is the only State that has not legalized cigarette vending machines, and it appears the Iowa lawmakers are still fearful of teen-

(Continued on page 90)

### S. P. Leases Space On Its 'Vendicades'

ST. LOUIS—Space is leased on the multiple installations of S. P. Distributing Company to operators of related equipment, report co-partners Elliott Levy and Irving Katz.

The firm specializes in custom-made plywood bases, dubbed "Vendicades." (See The Billboard, September 8, 1958, for complete description.) One and 5-cent charms, tab and ball gum, pan candies and capsules typify the diversity of fills offered. But for a dollar a month an outside operator may incorporate a stamp machine or ball point pen vender in the multiple installation.

Such machines help because they attract adults, which is especially good when they are accompanied

(Continued on page 90)

### Leaf Brands Adds Three New Items

CHICAGO—Leaf Brands, Inc. has added three new items to its bulk vending line, announced executive Jane Mason last week.

The first is dubbed Royal Cherry Centurys, 100-count bubble ball gum with a cherry flavor. The second is a chocolate malted milk ball with a hard pan coating and chocolate brown finish, called Maltettes. The last are named Munchys, which are miniature rainbow colored balls with a soft chocolate flavored center.

All are available for immediate delivery, said Mason. Free decals with a high gloss finish may be set inside or outside the surface of the globe, she continued.

The Munchys and Maltettes were first shown at the NAMA convention in St. Louis last fall. Since then Leaf Brands has been field testing them in machines, said Mason.

### Penny King Bows Four New Feature Charms

PITTSBURGH — Samples of four new feature charms were distributed last week by Penny King Company, announced Margaret Kelly, manager. Delivery on these charms is slated for this week.

One charm is dubbed the Chessman king. The gold-plated ring has a chess horseman embossed on a white background and is protected by transparent plastic. The second charm is called the Compass ring. A miniature compass with revolving needle is mounted in the top of the gold-plated ring. The third, a silver plate, is a Trojan Horse Head, after the invasion of Troy. The fourth charm is named Boy-in-Bed and is a combination silver and rose plate.

Thus far this year, Penny King has bowed three rings, dubbed the Twin Diamond, Mystic and Saddle. The first and last are self-explana-

tory. The Mystic ring has a helmeted warrior of old set in turquoise-colored plastic. Stickers suitable for vender globes are supplied with most of the charms.

Mrs. Kelly also said that Penny King has introduced a series of small Western rings in a variety of designs, which sell in drum lots for \$2 per thousand. She suggests that they are suitable for use as a bulk charm.

Said Mrs. Kelly in conclusion: "We have in the making at least 30 additional new feature items for 1959, and it is our intention to release several each month. We have increased the capacity of our die shop so that our customers can be assured of new numbers constantly. It is not our intention to hold back new items just so we can introduce them for the first time at the show (National Vendors' Association convention in April)."

### Hummm... Drug Store Own Its Venders: Why?

BILOXI, Miss. — A Walgreen drug store here owns its own triple-mount battery. It was purchased from an operator who went out of business.

The small installation is located across the aisle from the cashier's counter, and sells capsules at a dime each. While their parents are paying for purchases or their checks, their bored children very often eye the installation. A whoop will often go up, but in any case the three machines get heavy use.

Why should a store be so interested in bulk vending that it owns its own machines? There are probably a number of reasons. In terms of space occupied, bulk vending

(Continued on page 79)

**INSIST ON STAR-BRITE BALL GUM**  
**Save Money!**

**SHIPMENTS WHEN YOU WANT THEM!**

You are running your business and you know when you want your ball gum.

Large stocks enable us to make "same day" shipments if that's what you want.

**"STAR-BRITE"**

**210-170-140 BALL GUM**

Also Cramer's "King-Size"

Ask your distributor to stock "Star-Brite" for you—

**CRAMER GUM CO. INC.**

150 Orleans Street  
East Boston 28, Massachusetts  
Member of National Vendors' Assn.

**MANDELL GUARANTEED USED MACHINES**

N.W. Model 49, 1c or 5c	\$14.50
N.W. DeLuxe 1c & 5c Comb.	12.00
N.W. #39 1c Porc.	7.95
N.W. Model #33 1c Porc. Combined for 100 ct. B.G.	6.50
Silver King 1c B.G. or Mdse.	8.50
ABT Guns	30.00
Mills 1c Tab Gum	12.00

**MERCHANDISE & SUPPLIES**

Pistachio Nuts, Jumbo Queen, Red.	.73
Pistachio Nuts, Jumbo Queen, White	.68
Pistachio Nuts, Large Tulip	.69
Pistachio Nuts, Vendor's Mix	.54
Pistachio Nuts, Sheik	.42
Cashew Whole	.66
Cashew Butts	.58
Peanuts, Jumbo	.42
Spanish	.32
Mixed Nuts	.57
Baby Chicks	.30
Rainbow Peanuts	.32
Boston Baked Beans	.32
Jelly Beans	.28
Licorice	.28
Leaflets, 450 ct.	.40
M & M, 550 ct.	.59
Hershey-ets	.47

Rain-Blo Gum, 60 ct.	.30
Maltette, 100 ct., per 100	.32
Rain-Blo Ball Gum, 140 ct., 170 ct., 210 ct.	.30
Rain-Blo Ball Gum, 100 ct., 200 lb. minimum, prepaid on all Rain-Blo Ball Gum.	.32
Adams Gum, all flavors, 100 ct.	.45
Wrigley's Gum, all flavors, 100 ct.	.45
Beech-Nut, 100 ct.	.45
Hershey's Chocolate, 200 ct. Minimum Order, 25 Boxes Assorted.	1.40

Complete line of Parts, Supplies, Stands, Globes, Brackets, Charms. Everything for the operator.  
1/3 Deposit, Balance C.O.D.

**THERE ARE BIG PROFITS IN NUTS**

GET YOUR SHARE WITH

**Northwestern**

**49 NUT VENDOR**

Interchangeable SANI-CARRY globe for faster servicing. Displays merchandise to best advantage. Also available in Hot Nut.



STAMP FOLDERS, Lowest Prices. Write

MEMBER NATIONAL VENDING MACHINE DISTRIBUTORS, Inc.

**NORTHWESTERN SALES AND SERVICE CO.**  
MOE MANDELL  
446 W. 36th St., New York 18, N.Y.  
LOngacre 4-6467

**CAN DISTRIBS RUN FORUM?**

• Continued from page 77

time he ever sees these customers, said this distributor, is when they have to travel in to visit an ailing relative or attend a funeral.

**The Free-Loaders**

Then there are the free-loaders. Small, part-time operators, who have no intention of increasing their bulk vending business, may come to town for food and drink at the expense of the distributor. In other words, the distributor ends up footing much of the bill for their little weekend holiday. But as Bernie Bitterman pointed out, in some cases it's good to get the part-timers in town. A lot of even very small operators would like to go into vending full time but lack the incentive. A well-organized forum can supply that incentive, he claims.

There is no easy way for a distributor to eliminate likely free-loaders. If invitations are sent out only to selected accounts, the others are immediately offended and may easily switch their business to a competing distributor. About the only thing a distributor can do is restrict the geographic area to which he will send invitations.

**Various Problems**

But this is only the beginning of the various problems at hand. A meet attended by 50 operators would probably cost about \$2,000. There are all sorts of expenses involved. Food, drink, rental of a hotel suite, and a suitable prize to be given away are direct expenses. There are many that are hidden. Extra charges for special service at

the hotel, labor costs of the distributor and his staff, trucking charges for the equipment and merchandise display, various services extended as a courtesy to attending operators—these are some of the additional expenses.

How many distributors have in the neighborhood of \$2,000 to spend on something like this? What would they get out of it? Little business, if any, would be done at the forum. Operators would understandably be offended if they felt that they were invited only because their distributor wanted to get them in a corner and hard sell. Most wouldn't even bother coming. So good will and the hope of future business alone are primary distributor incentives.

**Operators Learn**

As was quite evident at Graff's fete, operators learn plenty. New methods, varieties of merchandise available, repair and maintenance of equipment, taxes, multiple vending, how to approach a location—these are but a few of the areas in which operators can learn. Armed with this information, pleased with the hospitality of their distributor, they are apt to buy more from him later. This is the basic incentive for distributors.

But is that worth \$2,000 or more? Evidently not, judging from what some of the distributors said. One suggested that franchised distributors of different machine manufacturers get together and share expenses. Tom King and Jack Nelson, both headquartered in Chicago, think that they might be able to get together and work out a satisfactory arrangement. Neither would actively solicit the other's accounts during an operator forum. But suppose an operator, on his own initiative, decided to switch his account while at the meeting. Said King: "Let the sticks fall where they may." In other words, he—and Nelson too—believe that enough good would be accomplished to make this a minor problem.

**Banding Together**

Let's suppose, then, that distributors lacking sufficient cash band together in one way or another. Should manufacturers participate? Opinion here is split. One distributor can't see the point in manufacturers giving away prizes. Another thinks it's an excellent idea. Prizes such as Graff gave away are an inducement to attend. The manufacturer builds good will for himself, of course. His participation also builds up the idea of manufacturer-distributor harmony in op-

erators' eyes, which the industry so badly needs.

However, it is quite plain that really basic agreements have to be made before manufacturers participate. (As will be pointed out later, Graff appears to be in a unique position.) Naturally, manufacturers would have to agree not to actively solicit accounts at operator forums. But these forums will also be used to build membership in National Vendors Association. All eight distributors interviewed last week want very badly to see NVA grow.

**Distributors Wonder**

Distributors can't help but wonder, however, what would happen when those customers of theirs that sign with NVA attend a national convention. Whatever else an NVA convention is, it is also a market place. Manufacturers want to do business and pick up new accounts. A small manufacturer of some bulk vending commodity will often exhibit at an NVA convention, using the opportunity to get new customers. This is probably the biggest stumbling block in the whole idea of distributor-sponsored meets for operators, and also has always been the sorest point from the distributors' point of view. It is doubtful that they will support operator forums with anything but verbal compliance until they have complete assurance that customers will not be lost at NVA annual conventions.

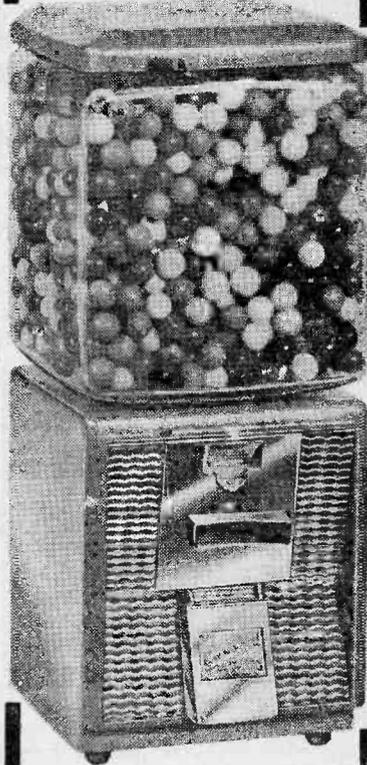
**More Problems**

Distributors themselves pose problems as well. After all, what is a bulk vending distributor? Many that call themselves such also operate large routes. Are they distributors, properly speaking? Whether they are or not, they can very likely pose a problem of their own. There is the type of distributor that competes actively with his customers and will use various methods to keep himself top dog in his area. He can be forgotten about. No operator would think of attending a meeting sponsored by him. He himself wouldn't want one anyway. But there is also another kind of distributor, among others.

He has a large route because he has to. Earnings from distributing simply aren't enough. Many of his customers know this and the two strike a kind of gentlemen's agreement—no unnecessary location jumping, no holding back on new charms, no white lies about what is selling hot, and all the rest. The position of these distributors is understandable to many in the industry. They could conceivably take part in forums for operators. But in regard to them, a special modus operandi would probably have to be worked out. Perhaps they would like to go full time into distributing and would appreciate—

(Continued on page 89)

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**New York Ops Organize**

• Continued from page 77

which would ultimately rule on the taxes.

**\$1,000,000 Sought**

Beitel said that the city seeks to raise about \$1,000,000 a year by taxing the estimated 150,000 to 200,000 machines in the five boroughs. While this revenue would do little to help the city solve its financial problems, he explained, it would drive operators from marginal locations.

Speaking for the bulk vending operators, Jack Schoenbach, a distributor, said that the enforcement cost of such taxes would probably eat up most of the revenue. Another bulk vending representative, Harold Folz, pointed out that singling out vending machines for taxes makes about as much sense as taxing some retail shelves or cash registers to the exclusion of others.

Beitel said that no other major American city has a per-machine tax on automatic merchandising devices as such. One operator pointed out that vending machine operators must pay the city

the 3 per cent sales tax on their gross, altho they do not collect the tax from the buyers of merchandise.

**CMA Support**

Speaking for the Cigarette Merchandisers Association, Morris Weintraub pledged support of his organization in preventing enactment of the enabling legislation, and, in failing that, preventing the actual levy by the city. He estimated that with passage of the tax, 25 per cent of the cigarette machines on location might have to be pulled.

In addition to the operators, the meeting was attended by George Herald, Hampton House Coffee; Bob Dixon, American Chicle, and Dick Gluck and Jack Dunwoodie, both of Rowe Manufacturing.

A steering committee, formed to direct the drive against the proposed tax, consists of the following members: John Collins, Automatic Canteen; Morton Holland, Holland Vending; Roger Folz, New York Bulk Venders Association; Charles Cole; John Shelton; Morris Weintraub, Cigarette Merchandisers Association, and representatives from Continental Vending and Rowe to be named.

**Drug Store**

• Continued from page 77

merchandise has a handsome markup. A store like Walgreen's probably looks upon bulk venders as another of a hundred little gimmicks that en masse made a substantial savings in overhead expenses.

Bulk venders are also sturdy, last a long time even after full depreciation, and are not complicated in structure. In other words, almost any employee can learn to make repairs. Certainly, if a Walgreen store will own and operate its own venders, there could well be selling points that operators aren't incorporating in their sales presentation.



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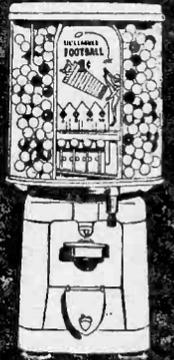
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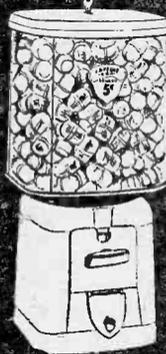
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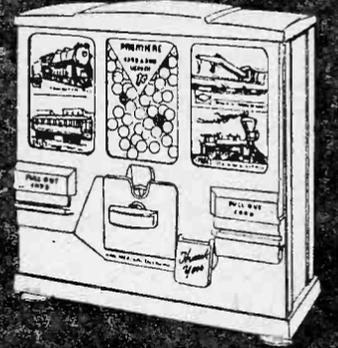


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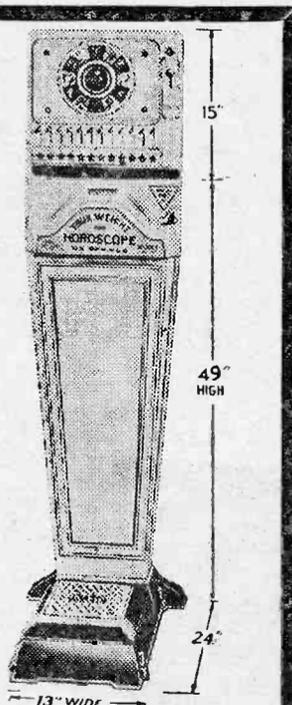
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## Senate Racket Hearings Open As Headlines Lash Industry

### McClellan Emphasizes Majority of Persons In This Field Honest and Legitimate

WASHINGTON — A story of racketeer infiltration of the juke box industry began to unfold last week before the Senate Select Committee on Improper Activities in the Labor or Management Field.

Cigarette vending racketeering and illegal operation of games were other subjects testified to: Wednesday afternoon (11) the New York phase began. (See separate articles.)

In an opening statement, Committee Chairman John McClellan (D., Ark.) said that while the "majority of persons in this field are honest, legitimate businessmen and workers," they "have frequently found themselves hampered and restricted by arrangements between competitors and by unscrupulous union officials." To an "increasing degree," he said, "they have been forced to deal with racketeers and pay tribute to them for the right to stay in business." McClellan labeled the current investigation "one of the most important" undertaken by the committee with "reference to the hoodlum effort to achieve legitimacy thru association with unions and business enterprises."

#### Hammergren Testifies

Lead-off witness was Milton Hammergren, a former vice-president of the Wurlitzer Company. Hammergren, who left Wurlitzer in 1949, became sales manager of the company when Homer E. Capehart, a Republican senator from Indiana, resigned. (Capehart is now a member of the rackets committee, but was not present at the hearings.)

Hammergren testified that he had difficulties selling the Wurlitzer juke box in some areas of the country. He called on a "friend," Al Goldberg, for help in revamping Wurlitzer's sales effort because Goldberg had underworld connections.

According to Hammergren, in 1944 Goldberg arranged for him to sell 550 juke boxes worth approximately \$240,000 to Century Music Company, Chicago. He said the late Jake (Greasy Thumb) Guzik was at one time an Al Capone mobster. Guzik's son-in-law, Frank Garnett, later got the distributorship. Hammergren said Guzik advised him to accept the buyer's request on no money down and no payments for six months on the juke. He accepted.

Hammergren told the committee that Wurlitzer had difficulty selling its machines in New York, too, until Goldberg contacted Meyer Lansky. It seemed that a "strong operator association," headed by Al Denver and Sid Levine, was keeping Wurlitzer machines out of the area. Lansky "broke thru," set up a new distributing firm, and Wurlitzer was "much more successful after that." Lansky later went to Philadelphia and opened that territory for Wurlitzer.

In St. Louis the story was substantially the same. Wurlitzer distributor Larry Cooper had difficulty selling machines. He had been pushed around to the point where he was afraid to leave his hotel room because he "didn't want to be killed," Hammergren said. Hammergren and Goldberg made a rush trip to the city and Goldberg made a "deal" with some underworld characters to settle the problem. Deal, to Hammergren's recollection, was made with Happy Rufa and Buster Wortman. Both Rufa and Wortman had many connections with the underworld.

In Minneapolis, Hammergren said he dealt with a boyhood friend, Morris Roisner, whom he described as a "two-time loser" with the law. Roisner, according to Hammergren, lined up Sam Taran to distribute the juke. Hammergren said Taran, who is now in Miami, was "probably the outstanding merchandiser in the coin machine business today."

For the San Francisco area, Goldberg contacted Jake Erlich, described by Hammergren as a "famous criminal lawyer." He said the attorney brought in his brother, and possibly his son, but that Gold-

berg was the actual distributor in the area.

Another problem area for Wurlitzer distributors was Detroit, according to Hammergren. Here Angelo Meli, described as "kingpin of the rackets" in the area, became the man behind the juke distributorship. William Bufalino and Sam Tocco, a Detroit hoodlum, worked with Meli.

Hammergren told the probers that the situation for Wurlitzer in Ohio "was and still is" difficult. He said there was a strong distributor association in Cleveland (Continued on page 82)

### MORE 45'S FOR OPS

## Stereo Disk Log Jam Starting to Break Up

NEW YORK — The log jam on stereophonic 45-r.p.m. records is breaking up somewhat, with about 40 stereo pop sides now available for juke box operators.

Murray Kaye of Atlantic-New York, local Seeburg distributor, said that with the sale of each new stereo box, the company sells about 20 stereo disks.

Kaye explained that Atlantic-New York is in the record business only as a temporary measure—and that as soon as the supply and variety of 45 stereo releases increases, it will bow out. He added that customers are being sent to one-stops whenever possible.

#### Cites Progress

At Leslie Distributors, local one-stop, New York Manager Phil Steckel said that while the record industry still has a long way to go

in satisfying the stereo disk needs of operators, the progress during the last couple of months has been considerable.

But, said Steckel, M-G-M this week has released 10 stereo pop records on 45's, and the stereo library now available for operators is impressive, including Decca and Columbia on stereo EP, and RCA Victor, Concert-Disc, Bel Canto, Jubilee, Savoy, World-Wide, Harvest, King, Bethlehem, United Artists and Omega on singles.

Virtually all of these stereo releases are pop standards, or fairly recent versions of tunes originally released on monaural.

#### New Releases

The greatest need, as far as the automatic phonograph industry is (Continued on page 90)

## Denver Tells of MONY Fight Against Racketeer Unions

WASHINGTON — The Music Operators of New York has done everything possible to steer clear of racketeers and racketeer-dominated unions, Al Denver, MONY president, testified last Friday (13) before the Senate rackets committee.

Explaining that his association has about 160 members who operate 8,000 juke boxes, Denver, owner of Lincoln Service Company, painted a sorry picture of the troubles caused by various unions who were competing for the association.

He said store keepers were picketed and harassed by different unions until they finally called association members and asked that machines be removed from their stores.

MONY, he said, started injunction proceedings against Local 531, United Industrial Unions, in the New York Supreme Court in an effort to end picketing being done by that local. The injunction was won, but a few days later association members said their locations were being picketed by Local 19, FSWU.

Denver was offered contracts with several unions, he said, but refused to do business with an organization that was racketeer in-

filtrated. MONY belonged to 1690, RCIA, and wanted to stay with it.

Next it was Teamster Local 266 that began harassing MONY members. Several members of MONY joined 266 in fear of intimidation, Denver said. In addition, his members have lost more than 1,600 locations in recent years because of harassment.

He pointed out then, that even tho he had reported the "squeeze" being put on MONY members to the Teamster monitor board, no action has been taken.

Denver said that Teamster Joint Council 16, headed by John

### SENATE PROBE WILL RESUME ON TUESDAY

WASHINGTON — Senate rackets committee hearings were still in progress at press time. The committee will hear Teamster President James Hoffa in private session Monday, then resume its coin-machine probe Tuesday with more testimony from operators and union officials.

### EDITORIAL

## The Senate Hearings

The opening Senate committee hearings last week into union racketeering in the juke box business reveals little that is new to some, much that is new to others. But all of it is a source of deep concern to all members of this industry.

The screaming headlines and sensational articles labeling the juke box business "racketeer-controlled" comprise one part of this concern. We join with all industry members in deeply and bitterly resenting this gross unfairness, damaging to all legitimate persons in the business.

Attempting to offset this—at least in part—by providing newspapers and all media with a continuing flow of facts of genuine interest to the public will be the subject of subsequent comment here.

We can hope that the scope of the problems faced by legitimate operators becomes clearer to the daily press and the public as result of Al Denver's story of his association's battle against racketeer unions.

At least the source of mistreatment by newspapers is the racketeer in the business, not the business itself. Therefore, a second, and surely more important part of the concern we mention centers on this old and still-unanswered question: What can be done about racketeers?

The basic stated purpose of the McClellan committee is to seek facts which will enable it to recommend remedial union legislation. Every industry member can hope that legislation which would correct union abuses is recommended—and passed into law.

But a deeper problem exists which appears to lie outside the scope of even such welcome legislation as that. Clearing up union abuses by legislative action may stop union racketeering, but not necessarily racketeering.

The racketeer has found the legitimate guise of the union structure useful, but this does not mean it's essential. What is essential is the local political tie. Where the tie between politics and organized crime is a strong one, how much union reform will help is very questionable.

Testimony developed during the hearings last week showed that where local law enforcement made special efforts to check racketeering, the results were good, a fact which will surprise few.

But labor reform which would help the juke box business rid itself of racketeers—or at least make it more difficult for them to infiltrate the business—would be a big step in the right direction.

Along with all thoughtful industry members, we hope the committee will develop the kind of information which will lead to solid accomplishment in labor reform helpful to the juke box and vending businesses.

Unlike the kind of treatment the industry is receiving in the daily press, the direction and handling of the hearings last week by the committee itself is largely to be applauded. Senator McClellan in his opening statement made clear from the outset that the "majority of persons in this field are honest, legitimate businessmen and workers." We hope the results of the committee's work is as solid as its information about the industry—as indicated by this remark—is factual.

## Rep. Hoffman Hits Senate Racket Probe

### Charges 'Politics', No 'Fresh News', Brings Up Reuther

WASHINGTON — The McClellan probe of juke box invasion by union racketeers was dragged into the political arena last week (11) by Rep. Clare Hoffman (R., Mich.), who headed up a similar House rackets committee in 1953. Hoffman, with a side blast at juke racket figures Presser and Bufalino, said the Senate group had failed to get into the "Reuther camp," and that the national Democratic party was in danger of being "taken over" thru union campaign contributions.

Hoffman was scornful of the "fresh news" angle given the juke box situation in the press. "The present situation is a continuation of what's been happening for many years," in many areas of union activity, Hoffman told members of the House. The juke box record went back "at least seven years as revealed in hearings of 1953, and long before."

Denver also said he had had no part in the beating of James Cagiano. Cagiano, president of Local 465 testified earlier that his efforts to organize the juke box industry resulted in a beating in Denver's office at the direction of Frank Calland, officer in several juke box unions. Denver said the beating did take place in the garage of his Brooklyn office, but that he had no (Continued on page 84)

(Continued on page 84)



By now you've had a chance to look over all the 1959 phonographs. They are all on the market, bright and shiny, their individual features open to full examination. So now you can decide...

## What You Should Have in Phonographs!

In 1959 we know that some operators will end up buying other brands. We accept this fact. If, however, you are in the market for the most dependable, service-free phonograph designed for location attraction, then we are talking to you.

### Let's Consider Styling.

How a phonograph looks is an important consideration. But as there are differences in taste, some are attracted by one quality, others by another. So we will only say this about ROCK-OLA styling, the industry likes it. We think this is quite a tribute.

### About Operation.

You would think any phonograph would be about as easy to operate as another. After all, they have cabinets and mechanisms. But there is a big difference, particularly this year. Frankly, some 1959 phonographs are known to be a little difficult to service. This isn't intentional, of course, but in trying to design a phonograph of proper size and styling, it just worked out that way. This is not true of the ROCK-OLA because it was designed around the needs of the location with the service man in mind.

### Plus Features.

There is almost no end to the wonderful convenient features you get in a 1959 ROCK-OLA. Just to name a few: either Stereophonic Hi-Fidelity or the finest in

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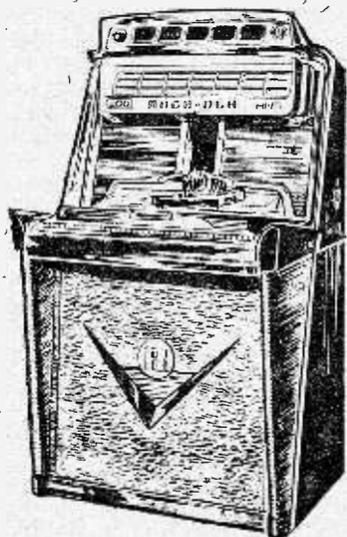
### What About Quality, Performance and Price.

These are things that are hard to measure. What do we mean by quality? What constitutes good performance? What is a good price? We would sum up all questions for a ROCK-OLA in this manner. It is a phonograph that is well engineered and well built to give years of satisfied operation. It will more than match up with other competitive phonographs in the performance department. It is, we honestly believe, an extremely good buy for the money.

### Are We Prejudiced? Of course!

We will admit we are prejudiced about all 1959 ROCK-OLAs. We think they are great and since phonographs are in your plans for 1959, we would like the opportunity to convince you of this. Why not give us a chance to show you this year's ROCK-OLA, to point out its many exclusive advantages so that you can draw your own conclusions. We are ready any time you are. Why not make it soon?

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# Probers Hear Story Of N. Y. Union Fights

Ted Blatt, Former AAMONY Counsel, Tells Problems of Ops With Unions

WASHINGTON — The Senate Rackets Committee hearings in union racketeering in the juke box business last week were devoted in large part to the New York area. The opening session concentrating on New York was Wednesday afternoon (11).

Lead-off witness was Charles Lichtman, secretary of a union that represents launderette workers, but once had ventured into the juke box field. Lichtman told the committee that the Associated Amusement Machine Operators of New

York objected to the union's attempts to provide legitimate union services for employees, and disliked the union's acceptance of workers from firms not part of the trade association. The association began "shopping around" for a new union he said.

According to Lichtman, Joe Hirsch, manager of the operator group, began his "shopping." James Cagiano, a former employee, was named as one of those who wanted to buy up the contract of Lichtman's union, Local 254 of the

Retail, Wholesale, Department Store Employees of the CIO. He was willing to pay Lichtman \$2,000 for the contract. Lichtman finally sold the contract because the membership were not paying their dues and, in effect, the local was dead. Contract was transferred to Local 222.

Sam Getlan

Lichtman then said he hired Sam Getlan, described by counsel Kennedy as a former employee of Frank Costello, to organize mechanics of Westchester County juke box operators. Lichtman said the mechanics wanted a union, and that Westchester operators wanted racketeers kept out. Lichtman was later "forced out" of the deal by Getlan, who claimed he had signed a contract with another union. According to Lichtman, Getlan collected dues and union label money not only from operators in Westchester, but as far away as Syracuse.

Theodore Blatt, former attorney for AAMONY, said he advised the trade group to negotiate with a large union. . . "one that wouldn't need assessments." Blatt wanted the association to join Teamster Local 202, identified later by counsel Kennedy as a local with a "good reputation." Some members wanted to join Local 19 of the Federated Service Workers Union, but Blatt said the union was run by the Gallo brothers. He labeled the brothers "successors to Murder, Inc." Eventually, the association joined Teamster Local 266 headed by Joseph Degrandis.

Use of Pickets

At this point, Sen. Church (D., Idaho) asked Blatt why the operators relied so on pickets to keep locations, and why they feared competition. Blatt told him the tavern owners may bargain with several operators to see who will pay them the largest commission. In addition, he said that taverns change ownership, and operators have a difficult time collecting on the contracts that have been signed. According to Blatt, there are "dozens" of lawsuits pending against storekeepers and tavern owners who sold their establishments and broke contracts with coin machine operators.

Both Senator Church and counsel Kennedy seemed dissatisfied with Blatt's explanation. They doubted that machine operators were forced to sign union contracts because they were "very vulnerable" to union pressure. Blatt said "any hoodlum" could get a union charter and "all he has to do is hire some bowery bum to picket a place and the operator will come running."

Senator Church said it seemed to him that some operators had a "cozy" deal that allowed them to call union pickets when rival operators installed machines in their locations. Kennedy said it was a "collusive arrangement." Blatt didn't agree to that but agreed with Senator McClellan that any benefits workers received were "secondary" to those received by the "man who had the charter."

Opposes Union

Testimony was also heard from Milton Green, a coin and juke box (Continued on page 84)

# Sen. Racket Hearings Open

• Continued from page 80

which had William Presser's support. Presser is boss of the Ohio Teamsters. When Goldberg tried to do business in Cleveland, windows were blown out of the store he had rented.

Hammergren said violence in the juke industry seemed necessary as a matter of survival. "We didn't like force," he said, "but we had to sell juke boxes."

Gerald Catena, South Orange, N. J., invoked the Fifth Amendment. He refused to tell the committee whether he was associated with Runyon Sales Company, a juke, game and cigarette vending operation. Runyon was identified by Committee Counsel Kennedy as a distributor of AMI juke and Bally games. Catena reportedly has 800 juke, 200 games and 200 cigarette machines. He invoked the Fifth when asked if he is connected with Runyon Amusement Company of New York, and Runyon Games in New Jersey.

Committee then called on a Captain Ackmeyer, of the St. Louis County police, to give testimony on John Vitale, reputed Mafia leader of the area. The captain told the probers that Vitale moved to the county because police were less organized there. He hoped, the officer said, to gain control of taverns by placing cigarette machines in them.

At that time, tavern operators were having it rough financially, and Vitale and crew offered them cash and said they would be paid by placing a vending machine in

the tavern. Later, however, the racketeers expected tavern owners to introduce gambling machines to their customers. Racketeers had "unlimited resources," according to Captain Ackmeyer. The newly organized county police surveyed tavern operators and gave police help to those who requested it in order to stay clean.

Most Ops Legitimate

The captain also pointed out that a grand jury in St. Louis concluded in 1955 that while several coin machine companies were hoodlum-controlled, the majority of operators were legitimate. In at least one instance, a legitimate vending machine operator who testified before the grand jury was told "his kids would end up in a ditch" if he incriminated anyone.

Vitale appeared before the committee the next day (Tuesday) and invoked the Fifth. Counsel Kennedy revealed that Vitale's company, Murphy Vending, has machines in Kiel Auditorium, St. Louis. Kennedy also said it was Vitale's employees who stole certain grand jury records to avoid being incriminated. Again Vitale invoked the Fifth. Kennedy said that Vitale was arrested 13 times, has a narcotics conviction and has been in business with Barney Baker.

Frank Zito, Springfield, Ill., was up next. He invoked the Fifth and gave his occupation simply as "retired." Counsel Kennedy said that in 1937 Zito controlled "nearly all the rackets" in Springfield. Zito refused to answer any questions about his connection with the coin machine industry. He also refused to answer questions about the gory 1957 murder of James DeRosa, Illinois pinball operator who reportedly worked for Zito's brother and then went on to set up a rival company.

Michael Genovese, who has had a coin machine operation in Pittsburgh, also invoked the Fifth. He refused to tell the committee if he had connections in Pittsburgh with John La Rocca and whether he attended the meeting at Apalachin.

Joe Salardino invoked the Fifth when queried by the committee as to his interest in coin machines in the Denver area. Counsel Kennedy said some of Salardino's friends were notorious racketeers in Colorado. He also pointed out that racketeering in the Denver coin machine business has been pretty well cleaned up because of police activity.

Capt. Walter G. Nelson, of Denver Police Department's Intelligence Division, said the department was given information of Salardino's intention to place cigarette machines in taverns. Police then informed tavern owners to conduct legitimate business, but to let the police know of wrong-doing. Tavern owners co-operated and the situation was cleared up. Salardino was not given the opportunity to intimidate the tavern owners.

Captain Nelson told the probers he feels racketeers enter the coin business because it is profitable "even when run legitimately," and is a good front for their various rackets.

Raymond Patriarca, Providence R. I., proved to be a much more talkative witness than some who testified earlier. Patriarca said he has an interest in National Cigarette Company, which operates in about 200 locations in the Providence area. He said there was nothing shady about his business, and that he knew nothing about a story that major vending machine operators "got mad" at him for entering the business after they had paid his brother \$2,000 to get out.

He maintained that he doesn't "lend" money to locations, and has had no dealings with a union.

Thus concluded the opening round of the hearings.

## THUMBNAIL SKETCHES OF RACKET PROBERS

Biographies of Senators serving on the Select Committee on Improper Activities in the Labor or Management Field.

**JOHN L. McCLELLAN**, Democrat, Camden, Ark., chairman. First lieutenant in aviation section of the Signal Corps during World War I; lawyer, prosecuting attorney of the seventh judicial district of Arkansas 1926-'30; member of 74th and 75th congress as from the sixth congressional district of Arkansas; elected U. S. senator for the term beginning January 3, 1943. Continuous service since then. Present term began January 3, 1955.

**JOHN F. KENNEDY**, Democrat, Boston, Harvard graduate, studied at London School of Economics; joined Navy in September, 1941; served in PT boats in Pacific; newspaper correspondent; author of "Why England Slept" and "Profiles in Courage"; elected to 80th Congress in November, 1946; re-elected to 81st and 82d; elected to Senate November 4, 1952; re-elected in November, 1958.

**SAM ERVIN**, Democrat, Morganton, N. C. Graduate of University of North Carolina and Harvard Law School; served in France with Army during World War I; served as representative in North Carolina General Assembly; judge, Burke County Criminal Court, 1935-'37; judge of North Carolina Superior Court, 1937-'43; member North Carolina Board of Law Examiners, 1944-'45; elected to 79th Congress; associate justice, North Carolina Supreme Court, 1948-'54, when he was appointed as a successor in the Senate to the late Clyde R. Hoey; re-elected in 1956 by the largest majorities ever given a senatorial candidate in North Carolina.

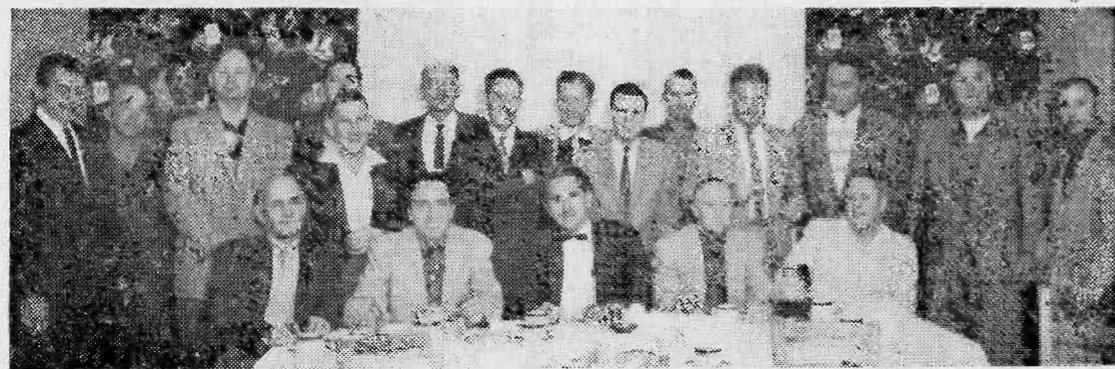
**FRANK CHURCH**, Democrat, Boise, Idaho. Graduate of Stanford University and Stanford Law School. Enlisted as private in Army on Pearl Harbor Day; commissioned as infantry officer on 20th birthday; private law practice in Boise; Elected November 6, 1956, to his first term in the Senate.

**BARRY GOLDWATER**, Republican, Phoenix, Ariz. Staunton Military Academy, University of Arizona; served four years in Air Force; Colonel in Air Force Reserve; served on city council of Phoenix; elected to Senate November 4, 1952; re-elected in November, 1958.

**KARL MUNDT**, Republican, Madison, S. D. Graduate of Carleton College; AM from Columbia University; school teacher and school superintendent in Bryant, S. D.; college teacher, farm operator, real estate and insurance business; author of articles in many national magazines; elected to 76th Congress; re-elected each Congress thru 80th; elected to the Senate in 1948; re-elected in 1954.

**CARL CURTIS**, Republican, Minden, Neb. Attended Nebraska Wesleyan and University of Nebraska; lawyer; elected to the House for the 76th thru 83d congresses; appointed to Senate January 1, 1955, upon resignation of Sen. Hazel Abel; began a full term a few days later because he had been elected to the post the preceding November.

**HOMER E. CAPEHART**, Republican, Washington, Ind. Farmer and manufacturer. Army service during World War I; elected to Senate in November, 1944; re-elected every six years since then; current term ends January, 1963. (See The Billboard, February 9, for brief outline of Capehart's manufacturing background in the juke box business.)



OPERATORS TURNED OUT STRONG for a recent meeting of the Harbor Music Association in Long Beach, Calif. The session was conducted by the group's president, Walter Levi, seated third from left. Others include, left to right, seated: Bill Thompson, a past president; Johnny Miller, secretary; Levi, Lee Walker and Cliff Jones. Standing: Jerry Jacobs, president of the Los Angeles, Calif., Music Merchants' Association; Gary Thompson, Charles Koski, Bob Holland (rear), Charles Cahoon, Harold Sharkey, Walter Angeli, Bill Burgess, Al Vick, L. L. McCune, Bob Shuck, Gil Russell, Orville Kindig and Don Gilbertson.

## Capehart Raps Kennedy, Cries 'Dirty Pool'

**GARY** — Senator Homer E. Capehart, chosen only last week as a member of the McClellan Rackets Committee, sailed into Committee Counsel Robert Kennedy for linking his name with the juke box rackets (See Editor's note below).

In Gary Tuesday (10) for a round of Lincoln Day speeches, long enough to strike back at Kennedy for bringing up his name in connection with Milton J. Hammergren, the first witness at last week's hearing. (Hammergren testified Capehart preceded him as general sales manager.)

Capehart was vice-president of the Wurlitzer Company until Hammergren succeeded him in 1939 (The Billboard, February 9).

"I don't know why they inject me into this picture unless it is dirty pool by young Kennedy," Senator Capehart said. "I haven't been with Wurlitzer in 20 years."

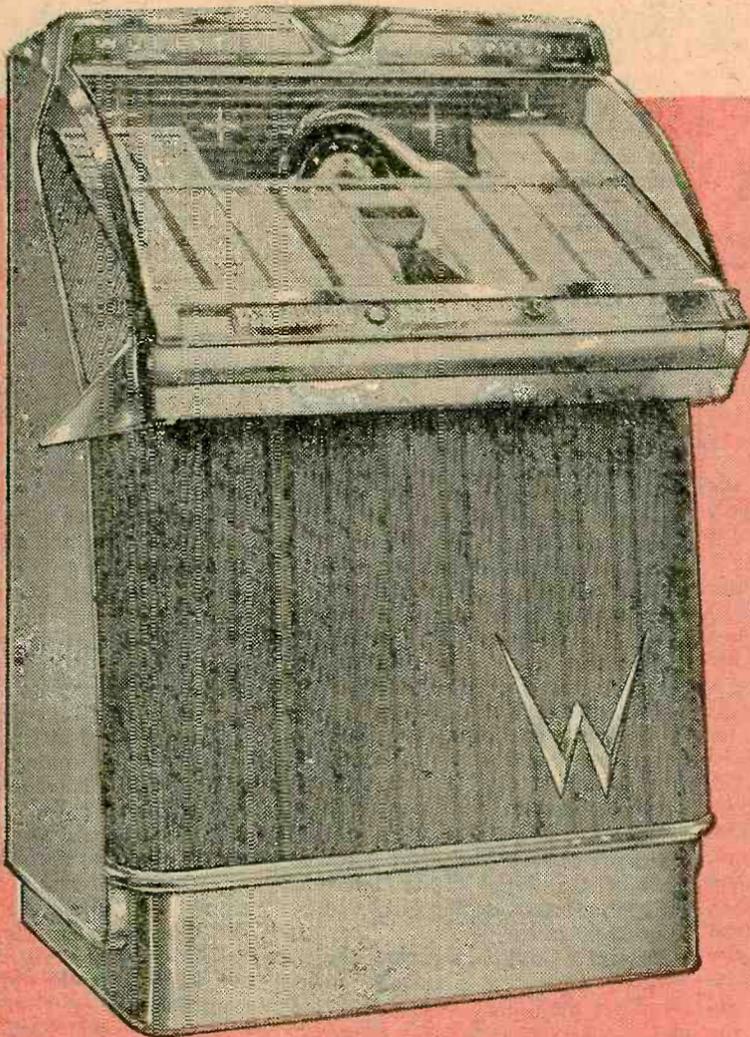
Capehart claimed further that he had no knowledge of the juke box hearings, saying that as a member of the committee he was certainly entitled to notification.

Capehart was elected to the Senate in 1944 and reelected in 1950 and 1956. It is believed that he will try again in 1962.

(Editor's Note: Surprise was registered last week by at least one newspaper—the Chicago Sun-Times — at Capehart's reaction to having his name brought up in the way it was during the Senate investigation. In an editorial headlined "How Homer Missed The Target", the Sun-Times said "the testimony indicates that while Capehart may not have been as successful a salesman as Hammergren, he was considerably choosier in picking his sales companions . . . his cry of 'dirty pool' might be misinterpreted as an expression of regret that Hammergren's sales pitch didn't occur to him first.")

# WURLITZER

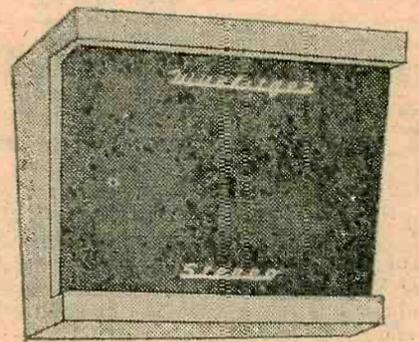
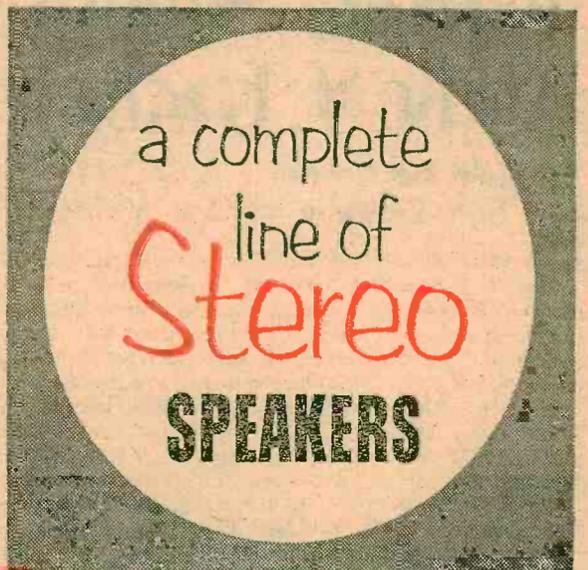
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 ever offered



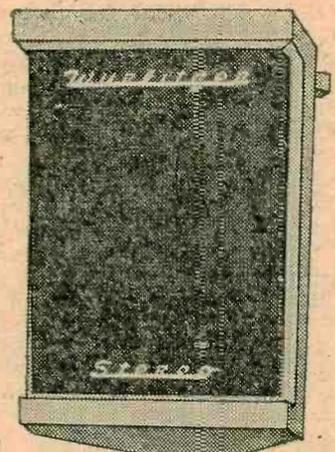
Wurlitzer Stereophonic Music Systems enable you to enjoy the greater earning power of stereo music in any location of any size . . . any shape . . . and any number of rooms.

You have your choice of 104- or 200-Selection Stereo Phonographs. You have four handsome Stereo Speakers from which to custom-engineer your installation — plus two great play-promoting Wurlitzer Wall Boxes.

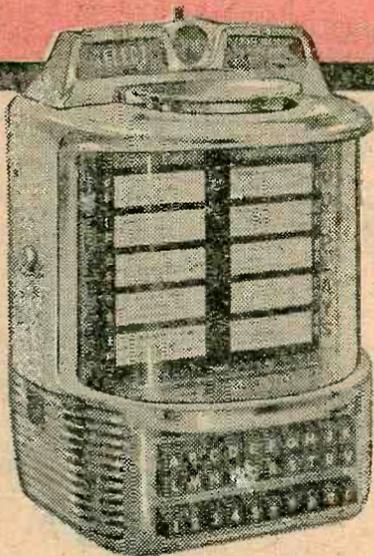
*It's the most flexible, profitable Stereo Music System on the market — tailor-made to produce true stereo sound and terrific earnings in any location.*



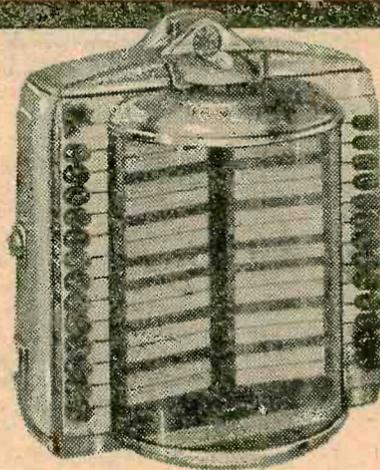
Model 5123 WALL SPEAKER



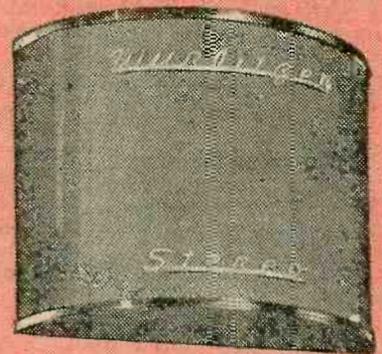
Model 5124 CORNER SPEAKER



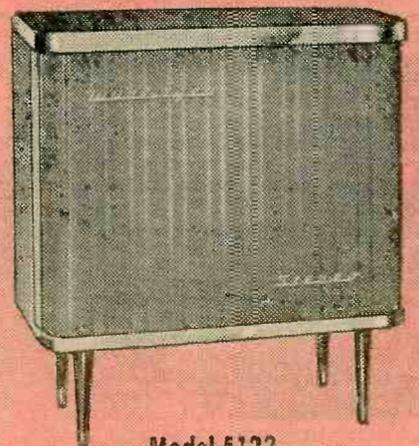
Model 5250  
 50c Play  
 200-Selection  
 Wall Box



Model 5207  
 5-10-25c  
 104-Selection  
 Wall Box



Model 5125  
 Stereo EXTENDER SPEAKER



Model 5122  
 CONSOLE FLOOR SPEAKER

WURLITZER 104 AND 200-SELECTION

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**MUSIC SYSTEMS**



WITH A COMPLETELY FLEXIBLE LINE OF FLOOR,  
 CORNER AND WALL SPEAKERS  
**FOR GREATER EARNING POWER**

THE WURLITZER COMPANY  
 NORTH TONAWANDA, N. Y.  
*Established 1856*

# Denver Tells of MONY Fight Against Racketeer Unions

• Continued from page 80

knowledge earlier that it would happen. Denver tried to stop the beating, but was unsuccessful.

Denver and MONY were commended by Senator Church for their "determined resistance" to racketeers and racketeer-laden unions.

Next witness was Joseph La Rocco, international president of the United Industrial Unions, who invoked the Fifth Amendment. Counsel Kennedy said that La Rocco's union, which is independent and not affiliated with the AFL-CIO was a "paper international" whose charters to locals were "hunting licenses."

Committee staffer John Konstanty was called on to testify about

the UIU. He told the probers that the union had been in existence since 1937, but that for six years, beginning with 1950, the union had no income or assets and was inactive. In September, 1956, it was reactivated to form Local 531, with Al Cohen as president. This was the local that harassed MONY so badly that the association took the matter to the New York Supreme Court and won an injunction against the local.

Harold Morris, a self-employed coin machine mechanic, then told the committee that he had spent many years working on machines for union-member operators, but that he had never been asked to join a union. It was not until Morris became an operator himself that he finally paid union dues. When he bought a route of 16 machines from a Vito Pepe, he was told that dues would have to be paid to a union in Pepe's name. This he did, and when he lost locations anyway he complained to the union but got no help. He left the union.

Last witness Friday morning was James McCann, operator of a game and juke route in New York. He said that in 1955 he owned the Tremont Club, and had a game machine and a juke box in it under a verbal agreement with the operators. McCann wanted to buy his own game machines, so he asked the operator, Harry Schilderout of Shipsom Amusement Company, to remove the machine. Schilderout told McCann the club would be picketed by Local 433. McCann subsequently paid Schilderout \$150 and the machine was removed, without use of a picket.

Then McCann wanted the juke box removed so he could buy his own machine. Again, the operator, this time a Joe Hannon, told McCann he would run into union difficulties. McCann tried to join Local 1690, but was told he needed a minimum of 20 machines. He offered to hire a union mechanic, and couldn't. Finally, he paid Hannon \$175, and the machine was removed without trouble.

McCann said operation of his own machines proved profitable, so he sold the club to go into the coin machine business. He at first had the new owner agree to keep the music machine under the same terms he had with Hannon—the first \$15 to the operator, plus 50 per cent of the rest of the money taken in by the machine. McCann knew, however, that the machine averaged \$15 or \$16 a week, so he made a more liberal arrangement with the new owner of the club.

He ran into the usual picket trouble when he placed machines on location, and finally joined

Local 531, which was backed by Al Cohen.

Friday's session began with counsel Kennedy naming racketeers who attended the Apalachin meeting and have an interest in the coin machine industry. They included Gerardo Lobardozi and Frank Zito. Kennedy said that since the probe began Tuesday, he has also received reports that a "syndicate" operating in Lake County, Indiana, has picked up bingo pinballs in and around Gary, Ind., and has stored them in a warehouse.

## Announce L.A. Tax Schedules On Coin Units

LOS ANGELES—The assessed tax values schedule for phonographs and bowling games has been released here by the County Assessors office.

Taxes will be based upon the rate existing in the area in which the machine is located. In the Los Angeles downtown section, the rate will run from 7¼ to 7½ per cent; in Beverly Hills, from 4.019 to approximately 5½ per cent, and in West Covina, approximately 9½ per cent.

Assessed values for phonographs with additional assessments for cash and records in the machines for consoles are as follows: 1959, \$350; 1958, \$290; 1957, \$220; 1956, \$160; 1955, \$130; 1954, 1953, 1952, \$60; 1951 and prior, \$30. Hideaway values, depending upon age, run from \$30 to \$200. There is an additional assessment from \$5 to \$15 for coin bar and wall boxes.

Bowling games assessments, depending upon age and type, run from \$50 to \$150 with additional valuation for cash in the machines.

Arcade equipment will be assessed on a cost less normal depreciation basis.

## Rep. Hoffman

• Continued from page 80

Hoffman tore into William Presser, who allegedly shook down juke box operators in Toledo via union "service" contracts, and Bill Bufalino, who took over a Detroit local, and also fronted for a group of "associates" with a string of criminal convictions, as reported in Congressional hearings.

Of Bufalino, Hoffman said drily: "You have heard about Bufalino, you heard about him in 1953. Bufalino is the expert who has heart failure—heart trouble, I should say. His heart does not fail him, and neither does his gall—he has heart trouble every time he is subpoenaed as a witness. . . . The people whose health and physical well being have been endangered by brother Bufalino just runs into the hundreds. They do not have heart trouble. They have trouble with their heads when they are cracked, and with their faces when they are disfigured."

Hoffman gave tongue-in-cheek praise to the McClellan rackets committee for "doing a wonderfully fine job on the Teamsters, 'but wondered persistently why they have not gotten around to Reuther?' Also, Hoffman said the committee should bring in more 'victim' witnesses among ordinary families not tied into any one area of union racketeering, to 'show the effect on us all,' and not 'just the other fellow.'"

## Harbor Ops At CMMA Fete

LONG BEACH, Calif.—Harbor Music Association is expected to have 100 per cent representation of its members at the annual California Music Merchants Association banquet in the Embassy Room of the Ambassador Hotel, Los Angeles February 14, Walter Levi, HMA president, said.

Tickets—in the final drive—were sold at the regular monthly meeting held February 3 at the University Club. It was well attended. John Miller, secretary, took advantage of the turnout to arrange dues and other matters under his jurisdiction for 1959.

At the main table, in addition to Levi, were Lee Walker, Cliff Jones, and Ben Chermers, the latter the Los Angeles CMMA representative, who read a communication from George Miller, CMMA president.

Pat Pugliese and Bill Simmons of Associated Distributors, Inc., Los Angeles, attended and gave talks on the Wurlitzer line, which their firm represents.

New association members intro-

## CMMA Names Top Talent

LOS ANGELES—An all-star recording artists show will be featured at the annual California Music Merchants Association banquet to be held in the Embassy Room of the Ambassador Hotel here February 14, Sam Ricklin, who is arranging for the talent with Gabe Orland, said.

Commitments for appearances have been made, Ricklin said, by Billy Vaughn and his orchestra, Eileen Rogers, Jessie Belvin, the Vogues, Jimmy Wakely, and Ronnie Height.

"This is only the beginning," Ricklin declared, referring to the list of stars that are definite. "The list will grow in the few days before the event is held and we'll end up with one of the best arrays of talent ever to appear before music operators. Some of the artists do not want to commit themselves at this time as their schedules are indefinite. If they are in town, they will be there."

Introduced included Harry Pearlman and Bill Angeli.

## Story of N. Y. Union Fights

• Continued from page 82

operator in New York City and one-time Golden Gloves champ. Green told the committee that about seven months ago he was attacked on his own doorstep by thugs who split his skull with iron rods. He believed the assault came about because he was opposed to an association contract with Teamster Local 266, which he felt was controlled by gangsters. Some 30 stitches were necessary to close the wounds and Green hasn't been well since.

Green is a member of Music Operators of New York, and Local 1690 of the Retail Clerks International, a union making efforts to keep itself clean.

Benjamin Gottlieb, owner of the Majestic Operating Company in Brooklyn, then told the committee of the shakedowns he was forced to endure to protect his \$400,000 a year business. Gottlieb has about 125 juke and 250 cigarette machines in the New York area. Some of his machines were taken over by racketeer operators such as Phil "Miami Phil" Corbisario. The only way to get the locations back was to pay, he said. Either Carmine Lombardozi (who attended the meeting at Apalachin in November, 1957) or his brother Daniel, put Gottlieb in touch with Al Cohen, head of Local 531 of the United Industrial Unions of America.

Cohen inferred, Gottlieb said, that if union stickers were purchased for the machines the locations would be returned. Gottlieb refused to make the purchase. In another instance, Gottlieb was told that a juke box he had on location in a bar and grill would have to be removed because a machine from Ernie's Music was to be installed. Ernie came to see Gottlieb. Gottlieb at a later date paid him \$150 to keep the location, then found out the owner of the bar and grill had no intention of changing machines. Gottlieb had been "taken," he said.

Ernie turned out to be "Ernie the Hawk" Rupo, convicted for petty larceny, burglary and felonious assault.

### Defunct Union

Gottlieb also testified that Local 19 of the Federated Service Workers Union gave him trouble by picketing locations. The union was later enjoined by a New York State court, and is now defunct. Gottlieb's attorney told the probers that in most cases it is impossible to get an injunction against the union because processes have to be served on union officers, and some of the unions don't even have

addresses and phone numbers. By the time a court can end the picketing of one union, he said, another union is picketing.

Testimony was then given by Lt. James Mooney of the New York City police department, which highlighted the importance of the coin machine industry to those racketeers who have forced their way in. Lieutenant Mooney told the committee that Carmine Lombardozi, a Brooklyn hoodlum with a long record, was called to the 1957 meeting at Apalachin to account for "some offenses" in the juke box industry. At first, a death sentence was placed on Lombardozi, but later he was reprieved by a racketeer's court at Apalachin and fined \$10,000 for the offenses. Lieutenant Mooney could not divulge additional information. Lombardozi has been arrested 21 times, and is now in jail for contempt of the New York State Commission of Investigation.

Also on Thursday morning, testimony was taken from Eli Kasper, of National Novelty Company of Long Island. He operates a route of about 150 juke boxes and 75 games. Kasper said it was Blatt who brought about the merger between Local 465, independent and Local 433 RCIA. Blatt earlier denied having a part in the merger. According to Kasper, AAMONY attempted to settle dispute between location owners and operators. If that failed the union was notified by the member and sometime the union set up a picket.

Counsel Kennedy then charged that the association didn't want a "good union" but one that "could finance pickets." The association, Kennedy said, signed with Teamster Local 266, run by Joseph DeGrandis, who has a police record.

Kasper said Teamster Joint Council 16 gave jurisdiction over coin machines to Local 266. Some operators members of AAMONY wanted to join, but the association wouldn't do it. Operators then formed the United Coin Machine Association, and signed with 266. Local 266 then picketed members who wanted a legitimate contract. The members subsequently joined with United Coin. United Coin's president, Gene Jacobs, told Kasper that they'd soon have all operators in the association and the union and have a monopoly on coin machines in the area.

The witness chair was then taken by James Cagiano, named earlier in Lichtman's testimony as a "union organizer." Cagiano said he had

(Continued on page 88)

## DOES YOUR ONE-STOP SERVICE MAKE MONEY FOR YOU?

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# UPB-100

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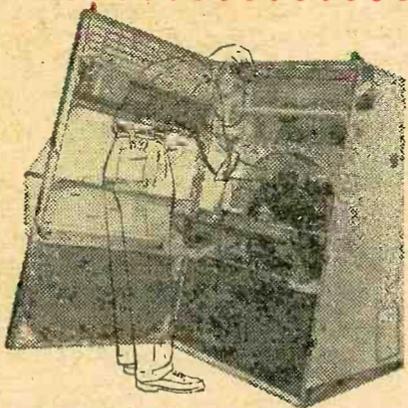
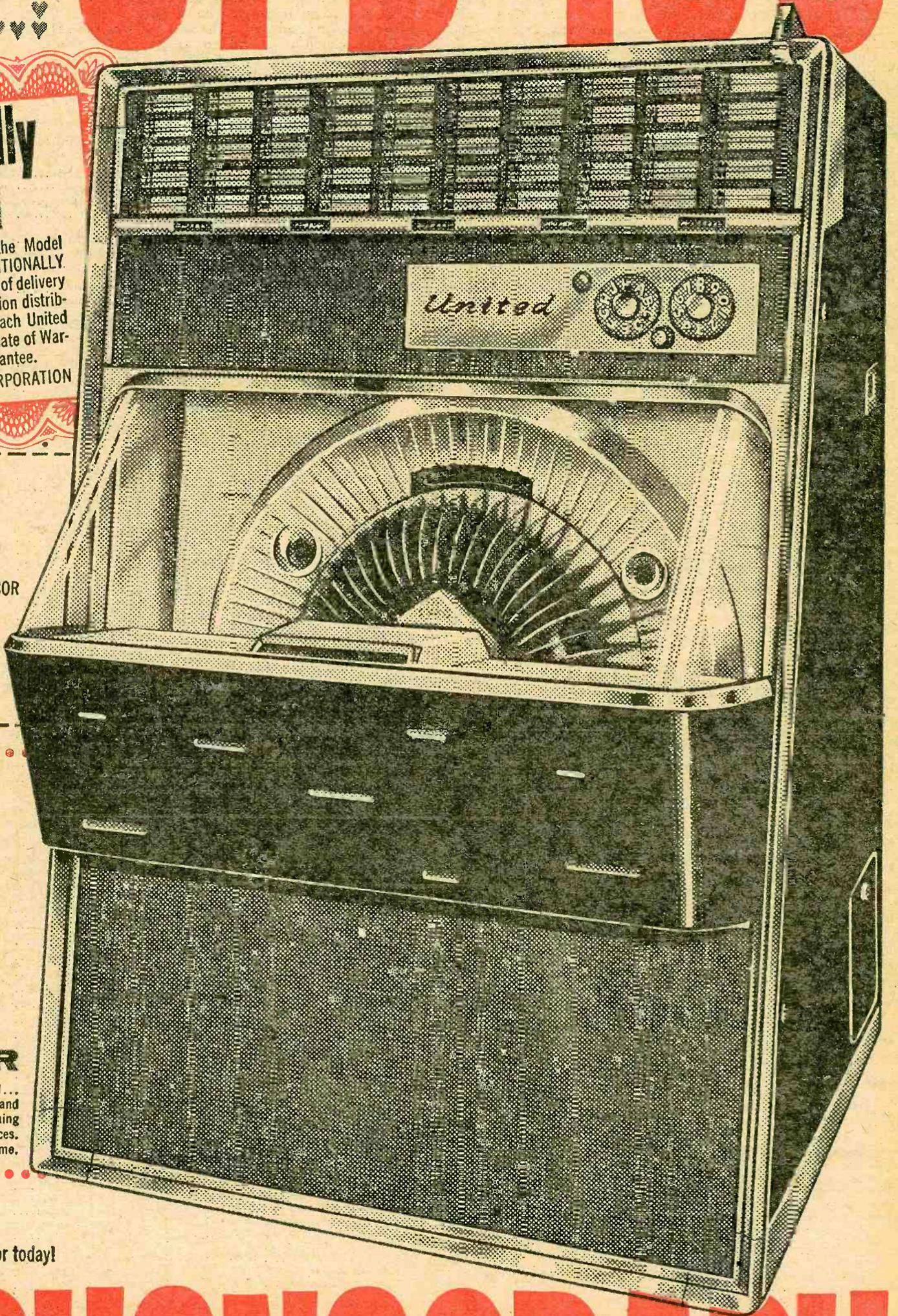
The Record Mechanism contained in the Model UPB-100 United Phonograph is UNCONDITIONALLY GUARANTEED for one full year from date of delivery by an authorized United Music Corporation distributor in a new and unused condition. Each United Phonograph is delivered with a "Certificate of Warranty" outlining United's complete guarantee.  
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PROVIDES INSTANT EASY ACCESS TO ENTIRE MECHANISM... Simply swing open the entire front door of the UPB-100 and the entire mechanism is exposed to the serviceman. Everything is out in the open. No reaching into hard-to-get-at places. Makes servicing simple and easy. Saves loads of valuable time.

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# THE PHONOGRAPH

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THE BILLBOARD WEEKLY

Coin Machine Price Index

How to Use the Index

HIGHS AND LOWS. Equipment and prices listed below are taken from advertisements in The Billboard for the period shown. Listings are based on the highest and lowest prices on all equipment which have been advertised either at least 10 times for the period shown or at least 5 times together with a computation based on annual average.

PRICES given in the Index are in no way intended to be "standard," "national," "set," or offer an authoritative reflection of what prices should be on used equipment. Prices in the Index are designed, however, to be a handy guide for price ranges. Any price obviously depends on the condition of the equipment, age, time on location, the territory and other related factors.

MEAN AVERAGE. The mean average is a computation based on all prices of which a machine has been advertised for the period indicated and reflects the dominant advertised price level. It is not a simple average between the "high" and "low." High and low indicate price range; mean average indicates the price level at which most of the machines are advertised for. Therefore, when the mean average is nearer the "high," it indicates the "low" is a unique price probably for "as is" or "distressed" equipment.

(For 10-week period ending with issue of February 9, 1959)

Main table containing columns for Music Machines, Pinball Games, Shuffle Games, and Arcade Equipment. Each column lists machine models, their high/low prices, and mean averages. Includes sub-sections like AMI, ROCK-OLA, SEEBURG, WURLITZER, BALLY, CHICAGO COIN, and GENCQ.

## 7 Plants Producing Rebound Shuffleb'ds

CHICAGO — Seven manufacturers are currently in production on rebound shuffleboard games, the largest number putting out one type of game since the pool game heydeys of 1955-1956.

Thus far, the rebound game rates as the top new-type game of 1959. It succeeds the in-line shuffle game, top new game of 1958.

The unusual number of manufacturers in production on rebounds, however, could be misleading. To date, the game does not rate in popularity with the coin pool game or the coin rifle game at the heights of their respective popularity.

One reason for the industry-wide production surge is the fact that

the rebounds are easily and economically produced.

But equally as important is the fact that they are as compact as the pool games, are relatively low priced and thus more easily sold, and feature interesting, competitive play. Whether the novelty factor in the rebound games will hold up as long as the novelty of the pool games when they first appeared is questionable.

### Price Vs. Returns

With the pool games, operators were able to make relatively low investment and to get their money back in a short period of time. From then on, what they made on the pool games, altho often relatively little, was clear gross. Thus, the longevity of novelty appeal in

(Continued on page 91)

## Hoosier Bill Would Purge Payoff Pins

INDIANAPOLIS — A threat which could lead to the devastation of the State's payoff pinball operations has developed in the Indiana General Assembly.

Under the provisions of a bill introduced in the House of Representatives Friday (6), the Indiana Alcoholic Beverage Commission would be mandated to crack down on licensed liquor locations and purge them of payoff pin equipment.

All Indiana alcoholic beverage outlets are licensed by the Commission. The agency also has unrestricted authority to penalize by means of suspension and even revocation of licenses.

Thus the pending bill, if passed, would hold the Commission accountable for the rigid observance

(Continued on page 90)

## United Ships Baseballs, Rebound Shuffleboard

CHICAGO — United Manufacturing Company shipped three new models, two baseballs and a rebound shuffleboard unit, to distributors last week.

The baseball games, first of the 1959 year, are the Yankee Baseball, a regular-play model, and the United Deluxe Baseball, a three-way match and high-score replay model.

Shuffle Playmate, the new rebound, features electrical scoring via push-buttons.

The baseball games are pin game size, five feet by two feet and five and one-half feet high. They are equipped with a credit unit and coin chutes offering dime play or three-for-quarter. One or two players can participate. Players each get three outs per game, pressing buttons to "pitch" and "bat" balls into decks for home runs and extra bases, or into score pockets on playfield. Two ball holes on playfield register outs. Balls can be pitched fast or slow. Cabinet is relatively compact.

### Adds & Subtracts

The new Shuffle Playmate rebound game is a six-footer, with play from one end. Pucks are rebounded off far end to score at players' end. Players rack up regular shuffleboard scores by pressing a cabinet button which adds or subtracts in units of 10 points. Scoreboard also indicates frame of play. The game can be set for

## Canada Ruling Nixes Prizes For Bowlers

TORONTO—A magistrate has judged that the awarding of prizes for play on pinballs, gun games or bowling games is gambling.

Operation of such machines without prizes is within the law, said the provincial attorney general but once inducements of merchandise or other prizes are offered, such machines fall into the category of slot machines and contravened gaming laws.

Marshall Lacroix, 32, of Sarnia, Ont., was found guilty of keeping a common gaming house. He was fined \$10 and ordered to pay costs of \$38 or five days in jail.

Evidence was that Lacroix had given packages of cigarettes as prizes for persons obtaining high scores on a coin-operated bowling game.



OFFICERS AND BOARD MEMBERS of the Associated Amusement Machine Operators of New York pose for their official portrait taken at the organization's annual dinner-dance at the Essex House. Front, left to right, Harold Kaufman, board member; Al Koondel, sergeant at arms; Irv Levenar, board member; Claire Morano, office manager; Sandy Warner, president; Morris Wurtzel, board member; Harry Berger, board member, and Bert Jacob, executive director. Rear, left to right, Gene Jacob, board member; Joseph Iovine, counsel, and Dave Lowy, vice-president. Seated is Harry Schildcrout, secretary.

## Phil Collections Running Behind 1958 Figures

PHILADELPHIA — Collections here are running substantially behind last year, and there appears little prospect for any immediate improvement.

According to Joe Silverman, business manager of the Amusement Machine Association of Philadelphia, the poor collections reflect the general low ebb of the economy here, and they aren't apt to pick up until full employment—with overtime—is restored.

Dave Rosen, local music and game distributor, feels that the average tavern patron is a working man who will spend surplus money at the local gin mill and drop some coins in the juke box and amusement game while he's there. The catch is that few have any surplus.

### New Game Needed

Joe Ash, another local distributor, voiced the same sentiments, adding that a new game might bring collections up to par, despite the poor business conditions.

Operators here are concerned with a pending Pennsylvania Supreme Court ruling on in-line coin games. Right now, it is legal to operate these games, but an ad-

(Continued on page 93)

## Nov. Exports Below Average '58 Level

WASHINGTON—A below-par dollar volume of \$1,712,390 on 5,493 machines shipped was notched by U. S. game and juke box exports in November.

The November totals, while well ahead of the previous month, were slightly below the \$1,781,528 monthly average of the first 10 months of 1958. Both game and juke box figures fell below the average for the first 10 months.

With the final month yet unreported by the U. S. Department of Commerce, game and juke box 1958 export totals stand at \$19,527,918 thru November. The previous year game and juke box exports hit near \$25 million, an all-

time record. The 1958 12-month volume is unlikely to exceed \$21,500,000.

Belgium, West Germany and Venezuela led the markets in November, just as they did in October. Top volume was Belgium's \$375,685, followed by West Germany's \$371,709 and Venezuela's \$199,722. Switzerland and Canada, both over \$129,000, were the only other markets over \$100,000.

West Germany topped the markets for new juke boxes, taking \$231,671 worth. Venezuela (\$188,851) and Belgium (\$155,964) were runners-up. Belgium was the only big market for used juke boxes, taking

(Continued on page 93)

## New Bilotta Horse Ride Set for March Delivery

NEWARK, N. Y. — John Bilotta, local Wurlitzer distributor and also manufacturer of the Tusco Elephant ride, announced that he will be able to deliver his new Horse ride in early March.

Bilotta said the new ride will be of Fibreglas construction and will

list for the same as Tusco—\$795. He also announced that Harry Jacobs, United Distributors, Milwaukee, has been named Tusco distributor for Wisconsin.

Bilotta said that game collections in the Central New York area are in pretty poor shape, with a good many operators delinquent on meeting equipment payments.

Reason for this situation, said Bilotta, is that some of the more expensive games can not earn enough—after operating expenses—to pay for themselves in six months, with many of them taking as long as two years to amortize themselves.

He feels that there is nothing wrong with the game industry that a good new piece wouldn't cure, particularly one priced low enough to allow the operator to get off the nut in six months.

The trouble today, said Bilotta, is that operators are having a tough time paying off existing equipment and are often too strapped to buy new games which are capable of lifting collections.

Hence, the distributors are squeezed and the factories become cautious in producing new games in view of the trouble distributors are experiencing in selling the old ones.

## COIN MACHINE EXPORTS

November, 1958

Country	New Phonographs		Used Phonographs		Amusement Games		Total	
	No.	Value	No.	Value	No.	Value	No.	Value
Belgium	210	\$155,964	477	\$117,972	702	\$101,749	1,389	\$375,685
W. Germany	366	231,671	46	21,190	377	118,848	789	371,709
Venezuela	210	182,310	7	6,757	30	10,655	247	199,722
Switzerland	18	13,386	20	14,680	576	101,473	614	129,539
Canada	73	51,911	2	668	287	76,828	362	129,407
Netherlands	102	40,173	58	22,505	65	9,225	225	71,903
Cuba	61	55,865	10	3,550	8	1,814	79	61,229
Sweden	45	33,595	..	..	41	14,380	86	47,975
Austria	36	30,836	20	14,370	..	..	56	45,206
Korean Rep.	..	..	..	..	120	41,750	120	41,750
Dom. Rep.	36	27,916	2	509	..	..	38	28,425
Denmark	26	19,680	..	..	..	..	26	19,680
Honduras	18	12,355	..	..	..	..	18	12,355
Nan. Isl.	..	..	..	..	19	9,565	19	9,565
France	..	..	..	..	13	8,360	13	8,360
Other Countries	106	72,578	66	22,485	1,240	64,817	1,412	159,880
Totals	1,307	\$928,240	708	\$224,686	3,478	\$559,464	5,493	\$1,712,390

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**Int. Amusement to Bow  
Belgian Arcade Game**

PHILADELPHIA — The International Amusement Company, distributors and import-export game company, is in production on an arcade piece which will be soon introduced to this country.

The game, called "Spin-a-Gift," is made in Belgium. List price here will be about \$250.

Operating principle is based on a revolving drum and an operating arm controlled by the player. A dozen or so metal cups, each containing a premium—such as a cigarette lighter or costume jewelry—are placed on the drum. As the drum spins, the player attempts, by working the operating arm, to push one of the cups into an aperture at one corner of the cabinet. The arm moves slowly toward the rim unless it is stopped by pressing the button.

The judgment of the player in the pressing or releasing of the button determines whether or not the gift drops thru the aperture. Playing time is 45 seconds.

Sol Groenteman and Al Pollak, International Amusement partners, normally make their headquarters at their Belgian office. However, they are now both in Philadelphia, looking over the American coin machine industry.

According to Groenteman, the European export market for music and games was never better, with dollar sales last year running about 30 per cent ahead of 1957.

Groenteman and Pollak both leave for Belgium in a couple of weeks, and they plan to visit Italy in April. While in Philadelphia, they conferred with the managers of their American office, Jack Palmer and Hank Grant.

**IRS Rules  
Bingo Pins  
Gaming Per Se**

WASHINGTON — Internal Revenue Service has ruled that "bingo" pinballs are gambling devices in themselves.

Disclosure was made during the first day's session of the Senate rackets committee's probe into the coin industry, by IRS's Joseph Kearney.

Kearney testified that the Commissioner of Internal Revenue has signed an order naming the machines gambling devices, in accordance with the nine gaming devices case in southern Illinois.

Pinballs now considered gaming devices per se are those which have push-button release of free play, meter for registry of free plays, or multiple coin insertion for increasing the odds.

Field offices have been notified of the ruling, Kearney said.

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**Story of N. Y. Union Fights**

• Continued from page 84

worked as business agent for Lichtman. He told the probers that associations benefit much more from unions than employees do.

Cagiano's 465

In 1951, Cagiano said, he borrowed money from Dominick Ambrose, a Long Island operator, to establish Local 465. He then

picketed Lichtman's locations, but Lichtman couldn't do any picketing because of his financial condition. He offered to buy Lichtman's contract, but Lichtman sold it to an Irving Horowitz, of Local 222 International Brotherhood of Jewelry Workers. Horowitz later sold the contract to Cagiano for \$2,000. Blatt was one of several operators who lent Cagiano the money to buy the contract.

In 1954 Al Cohen entered the picture with his Local 433, and with cross-picketing, havoc reigned supreme. Operators, Cagiano said, urged a merger. Attorney Blatt, also an operator, was one who wanted the merger, Cagiano said. The two locals merged in 1955, and became Local 433 of the RCIA. Cagiano became president. Cohen left later because he bought a charter for another union.

The Retail Clerks International took over the local in 1957 and imposed a trusteeship "without notice," Cagiano said. Cagiano then re-established Local 465 as an independent. In a few short years, the same local carried the number 254, 465, 433 and was both an independent and an affiliate.

**Op Employees**

Next up was Abraham Gilbert, a taxi driver who formerly operated a game and juke box repair shop, and was connected with Local 465. He became office manager of the local upon the resignation of Joseph Hirsh, and was later elected vice president. He was also listed as "financial secretary," but said he didn't know he had the position until counsel Kennedy mentioned it at the hearing.

Gilbert, too, maintained that the employees didn't need a union, "but the association did." His local had a picket who was a "lovely man," Gilbert said, and worked full time as a service to members

whose locations were being threatened by other unions.

A self-employed mechanic, George Calabash, then told the probers that unions are dominated by operators, and serve the operators better than employees. He said contracts drawn up help only mechanics who are regularly employed by operators. Calabash said the self-employed mechanics have formed an association of their own to try and better their working conditions and hours.

Final witness Thursday (12) was Stephen Vladeck, regional counsel for RCIA. He testified that RCIA had put Local 433 under trusteeship because the facts warranted suspension of charter. Local 1690 was also put under trusteeship, but was allowed to continue because its officers cooperated and turned over records to the international.

Vladeck testified that Local 413, run by Joseph Degrandis, was kicked out of the union because it kept no records or books or membership lists. Degrandis now heads Local 266 Teamsters, which hopes to organize the entire coin industry, Vladeck said. He added that RCIA is hoping to make 1690 a "good union."

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SEEBURG 100B ..... 375  
SEEBURG 100-G ..... 545  
A. M. I. G-200 ..... 545  
A. M. I. D-80 ..... 245  
WURLITZER 2000 ..... 545

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Gottlieb Dragonette	..... 85	
Gottlieb Gladiator, 2 Player	..... 155	
Gottlieb Twin Bills	..... 100	
Williams Naples, 2 Player	..... 205	
Williams Top Hat, 2 Player	..... 265	
Williams Big Ben	..... 65	
Williams Piccadilly	..... 130	
Williams Ten Strike, Six Player	..... \$275	
Williams Ten Strike, Two Player	..... 250	
United Shooting Star	..... 300	
United Deluxe 2 Player	..... 145	
Super Stagger Baseball	..... 145	

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National 9 M.	125
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Mercury, 9 col.	125
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All thoroughly shopped & refinished, 25¢-30¢ combination, regular and king size.	

3 Welch Juice, 1 sel.	5195
2 Welch Juice, 2 sel.	225
2 Dr. Pepper, 2 sel.	195
1 Lyons 1400, 3 sel.	325
3 Apco, 3 sel.	425
3 Apco, 2 sel.	295
3 Colospa, 4 sel.	495
2 Colospa, 6 sel.	525
5 Spacarb, 3 sel.	325
5 Vendo #210	
Ice Cream	395
5 Hebel, 3 col.	325
3 Hebel, 5 sel.	395
5 Revco Cup Ice Cream	125
1 Fedem Hot Canned Food	150
3 W & K Sandwich, hot	775
15 Bert Mills 400-Cup	250
5 Bert Mills 160-Cup	195
5 Bert Mills 1957 Fresh Brew Coffee	525
2 Bert Mills 1956 Fresh Brew Coffee	475
90 Brew Master Coffee	395
3 Silver King Coffee	125
15 Kwik Kafe Cubes	350
5 Kwik Kafe CR-5	595

40 Coffee Mats	2225
3 Dairomatics	495
50 Du Grenier, 4 sel.	12
1c	8.50
5 Stoner 14, 4 sel.	12.50
5 U-Select-It, 30¢ Cig.	65
72 sel.	295
2 N.W. Sweet 16 Candy	12
15 Shipman 5¢, 2 sel.	125
15 Shipman 50¢, 6 sel.	10
8 Victor 1¢ Basket Ball Gum	13
85 Victor 5¢ Capsule	10
9 Victor 5¢ Super V Capsule	10
25 Victor Gum & Card	15
30 N.W. 1¢ Jet Gumball	8.50
2 N.W. 1¢ Tab Gum	15
8 Mills 1¢ Tab Gum	8
6 5¢ Gum Vendor	8
20 Select-O-Vend 1¢ Tab, 8 sel.	10
5 1¢ Advance Ball Gum	5
100 Used Pipe Stands	3
6 Hot Pop Corn	69.50
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Ship. Gum & Mint, 5¢	15.00
Shipman 6 col., new	165.00
Vendall, 8 col.	85.00
National 4 col., 5¢	69.50
National 9 col., 5¢	95.00
N.W. Sweet Sixteen, 16 col.	295.00

1 Fedem Hot Canned Food	150
3 W & K Sandwich, hot	775
15 Bert Mills 400-Cup	250
5 Bert Mills 160-Cup	195
5 Bert Mills 1957 Fresh Brew Coffee	525
2 Bert Mills 1956 Fresh Brew Coffee	475
90 Brew Master Coffee	395
3 Silver King Coffee	125
15 Kwik Kafe Cubes	350
5 Kwik Kafe CR-5	595

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**More 45's for Ops**

Continued from page 80

concerned, is for immediate release on stereo of new pop records so that the operator with stereo equipment will not have to depend on a monaural version.

Meanwhile, operators offering 40 sides on stereo and the remainder monaural report that the stereo has stimulated play and that even the reproduction on monaural has improved with the second speaker.

The fact that the great majority of new boxes here being sold are stereo should provide the record companies with the incentive to step up their production on 45 stereo pop singles and EP's.

**Leases Space**

Continued from page 77

by their children, says Levy. He adds, "A lot of postage stamp machines, for example, belong to operators who are highly dissatisfied with the returns of the machines, but must pay them out somehow. By leasing them space on the Vendicade, they are assured of a small, steady return, and eventually the machines will pay for themselves."

A Vendicade itself runs S. P. Distributing around \$32. Elevated off the floor on wrought iron legs, the plywood gets a natural enamel (or dyed) finish, or is painted, depending upon the decor of the supermarket in which it is spotted. This duplication of the super's interior decoration associates it with the store in the customer's mind, and the subtle element of prestige pulls added sales, find Levy and Katz.

**1a. Cig Venders**

Continued from page 77

agers getting cigarettes too easily. The bill passed the Senate by a vote of 36 to 13, with amendments attached to make it certain that only the owner of an establishment having a cigarette license could have the machines.

When the same bill came up on the House floor it ran into trouble again and finally the measure was referred to a committee for further study. The study is to include how other States avoid minors using the machines.

The unusual part of the action is that two years ago the House passed the bill but the Senate killed it. This time the lawmakers were in reverse.

**Hoosier Bill**

Continued from page 87

of the State's anti-gambling laws by:

1. Prohibiting the A. B. C. from issuing a permit to anyone holding a federal gaming stamp.

2. Providing for the revocation of permits from premises to which the stamps had been issued.

Because it contains an emergency clause, the bill would become effective immediately upon passage by the Legislature and approval by the governor.

Assignment of the bill to the Committee on Public Safety may be significant in that, normally, proposals dealing with pinballs are referred to the Public Policy Committee.

Only the weeks ahead will prove or disprove the effectiveness of this maneuver—if it is that. Proponents of the bill are said to believe that the liberal-minded Public Policy Committee may have denied it the consideration that it is certain to receive in the Committee on Public Safety.

The Legislature adjourns on March 9. Unless it is adopted by then, and for that it must clear the Senate, the House and the office of the governor, the bill will be dead beyond the possibility of revival until the Assembly meets again in 1961.

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BIG TENT	225

**SPECIALS!**

Bally ALL-STAR BOWLER	145
Bally SKILL ROLL	145
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United SHOOTING STARS	275

**BASEBALLS**

Wms. SHORTSTOP	395
Bally BIG INNING	375
Wms. 1957 BASEBALL	310
C.C. BATTER-UP	295
Wms. 4-BAGGER	210
United STAR SLUGGER	175
United SUPER SLUGGER	145
Wms. KING OF SWAT	145

**Gottlieb 5-BALLS**

ROCKETSHIP	2255
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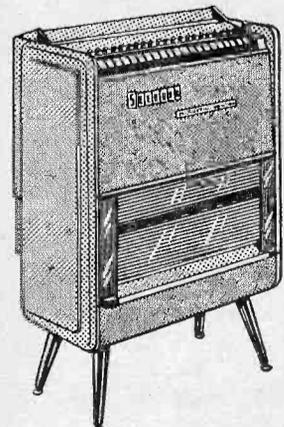
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SEEBURG HF100R	575
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to N. ILLINOIS, N. INDIANA  
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Gotlieb's NEW ACTION-PACKED  
1-Player  
**STRAIGHT SHOOTER**  
Zero in on Higher Earnings!  
4 Flippers

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Completely Reconditioned  
Gotlieb 2-PLAYERS:  
SEA BELLES .....\$175  
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SILVER ..... 195  
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ROTO POOL ..... 265

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TOURNAMENT .....\$150  
TOREADOR ..... 150  
FLAGSHIP ..... 195  
WHIRLWIND ..... 285  
BRIGHT STAR ..... 295  
GONDOLIER ..... 325  
PICNIC ..... 315

**NATIONAL  
COIN MACHINE EXCHANGE**

1411-13 Diversey, Chicago 14, Ill.  
BUckingham 1-8211

## Rebound Shuffles Now Rolling

Continued from page 87

the rebound games is of top importance. Used-machine trade-in value on such low priced games as bumper-type pool games is little if anything. The rebounds are likely to eventually fall into this same slim trade-in area.

The new rebound games appear to be popular in some areas, with other areas still offering sales resistance. The game has the capacity, however, to be successful throughout the nation if well promoted.

Chicago Coin Machine bowed Rebound Shuffle, the first of the new rebound games last November, and has since added another new high score model, Monte Carlo. Since the turn of the year, other manufacturers, unusually late in joining the rebound game push, have introduced new rebound models.

Irving Kaye Company, New York, was next in the rebound game field. Midway Manufacturing followed, with its Bumper Shuffle model. Williams joined in with Bank Shuffle, Bally added the Bally Shuffle rebound, Keeney came up with Fascination Shuffle, and United brought out Shuffle Play-

mate, the latest new rebound to ship. All total, that makes seven manufacturers with eight different models.

No other manufacturers were known to have new rebounds on deck at press time, but at least a few of the original seven producers are almost sure to bow advanced models in the future.

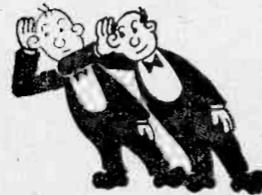
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REG. PRICE \$69.50 **NOW** BUMPER POOL, 32" x 48" .. \$44.50 4 or more \$42.50  
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Bumper pool tops are covered with Imperial Rubberback billiard cloth and with Jumbo Bumpers. 6 Pocket Tops covered with Imperial Rubberback billiard cloth.  
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Complete Stock of Billiard Supplies for All Makes of Coin Operated Pool Tables. Price List on Request. TERMS: 25% DEPOSIT, BALANCE C.O.D.

**MARVEL** Billiard Supply Company

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Always at Your  
Service with the  
Latest and Best  
—FIRST!



**NOW  
DELIVERING**  
Chicago Coin  
16' PLAYER'S CHOICE  
ROCKET BALL  
14'-18' TWIN BOWLER

### NEW GAMES

Autobell WAGON WHEEL  
Bally SEA ISLE  
Bally CLUB BOWLER  
Bally SKILL PARADE  
Gott. STRAIGHT SHOOTER  
Kaye COMPETITION  
6-POCKET  
Keeney SHAWNEE  
Keeney DLX. BIG TENT  
Keeney TWIN BIG TENT  
United DUAL SH. ALLEY  
United NIAGARA  
United DUPLEX BOWLER  
United CYCLONE  
Valley 6-POCKET POOL  
Williams TIC-TAC-TOE  
Williams VANGUARD

**NOW AVAILABLE!** Chicago Coin's Sensational  
6 FT **REBOUND SHUFFLE** 8 FT.  
With New MONTE CARLO SCORING FEATURE!  
LOW COST! HIGH PROFIT!

**NEW GENCO GYPSY GRANDMAS**  
In Original Crates  
WRITE FOR SPECIAL PRICE!

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Genco CIRCUS GUN .....\$350  
Genco STATE FAIR ..... 240  
Genco DAVY CROCKETT 225  
Genco SKY ROCKET ..... 195  
Keeney RANGER ..... 195  
Un. CARNIVAL GUN ..... 150  
Wms. JET FIGHTER ..... 150  
Keeney SPORTSMAN ..... 145  
Genco RIFLE GALLERY 145

### ARCADE

Mut. Upright  
DRIVEMOBILE .....\$195  
Genco CHAMPION  
BASEBALL ..... 140  
Genco FOOTBALL ..... 140  
Williams CRANE ..... 115  
C. C. STEAM SHOVEL ..... 115  
Bally ALL STAR  
BOWLER ..... 175  
Genco MOTORAMA ..... 295  
Mutoscope 3-D ARTS 295  
C. C. TWIN  
HOCKEY ..... 215  
Williams TEN PIN ..... 265

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BINGO GAMES

**FREE! FREE!**  
**56-PAGE CATALOG**  
With Complete Price List,  
Exclusively for  
**IMPORTERS!**

Fully Illustrated!  
Send for  
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**FIRST**

COIN MACHINE  
EXCHANGE

1750 W. NORTH AVE. CHICAGO 22, ILLINOIS Joe Kline & Wally Finke Dickens 2-0500

## LATEST MODEL

\$14.95

List Price

## NICKEL DISPENSER

THE MOST TROUBLE-FREE COIN  
DISPENSER ON THE MARKET TODAY

IT CAN'T MISS—IT CAN'T FAIL

- ★ Interchangeable Units (arranged for individual needs)
- ★ Choice of 25c, 10c, 5c, 1c Units
- ★ Choice of 2, 3, 4 or 5-Unit Bases
- ★ Sturdy—All Metal
- ★ Feather-touch, Smooth, Easy Operation
- ★ Guaranteed Accurate
- ★ Chrome-Plated Mechanism
- ★ Die-Cast Mechanism
- ★ All Dispensers Available in Quantity
- ★ Discounts on Quantity Purchases

The new model nickel dispenser is now available in quantity. This new Kwik Koin unit is remarkably improved over the older model. The mechanism is die-cast made and chrome plated with unfailing accuracy. The units are precision-machined to prevent clogging or jamming. The "wearing" parts of the old dispensers have been eliminated. Non-scratch base bottoms. Sturdy, accurate, fast coin mechanism with smooth operation.

The Kwik-Koin saves time and money for operators of Arcades, Transportation Depots, Clubs, Taverns, Restaurants, Drug Stores, Tobacco Stores and all other locations having coin machine equipment.

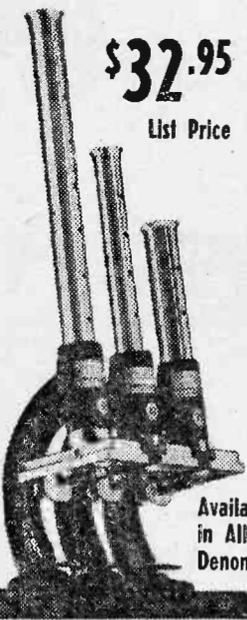
The Kwik-Koin is speedy, unfailing and simple in operation. A light touch of the lever delivers the coins into your palm.

Each unit is quickly removed for exchanging, emptying or re-arranging.

### SPECIFICATIONS

25c Unit	10c Unit	\$10.00	1c Unit
Capacity	Capacity	Capacity	Capacity
\$30.00	\$20.00	5c Unit	\$1.50
Dispenses	Dispenses	Dispenses	Dispenses
4 Quarters	5 dimes	5 nickels	5 pennies

Patented—Patents Pending



Available  
in All  
Denominations

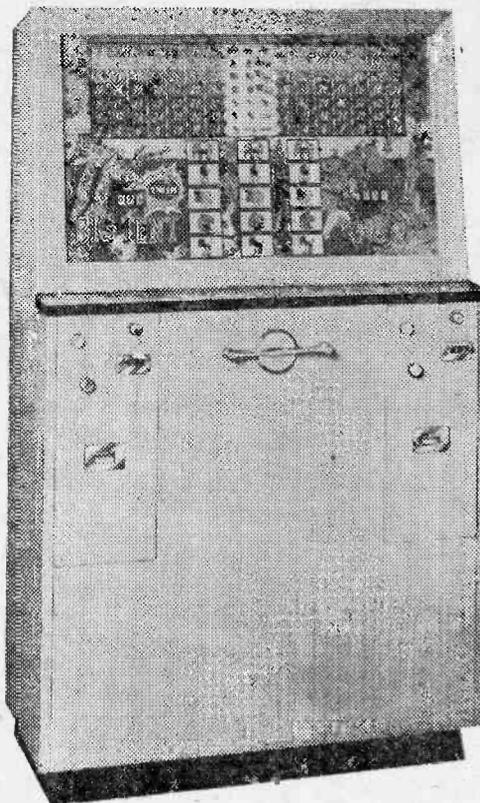
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GIVE TO DAMON RUNYON CANCER FUND

## KEENEY'S 2-PLAYER

## TWIN BIG TENT



making  
more and more money

1 to 14 COINS PER PLAY

Optional  
nickel, dime or quarter play

- Keeney's 2-Player  
TWIN BIG TENT  
defies comparison on play  
principles—earning power  
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2600 W. FIFTIETH STREET • CHICAGO 32, ILLINOIS  
Telephone: HEmlock 4-5500

**New England Operators are pouring in to buy the new 1959 WURLITZER Stereophonic Music. They are trading late model AMI, ROCK-OLA, SEEBURG (especially Seeburg). Therefore, we must cut prices to move the following late, late model music machines FAST!**

SEEBURG	222 Stereo—like new	V-200
	220 Stereo	J C
	161	R B
	201	G A
	KD-200	

Also in stock—late model Rock-Olas and AMI  
**WRITE—WIRE—CALL!**

### N. Y. Bulk Ops

• Continued from page 77

per cent of profits, while anything higher would make all but the very top locations unprofitable.

#### Would Kill Industry

NYBVA members fear that any broad vending machine taxation might not distinguish one type vender from another, and that were bulk vending machines to be taxed at the same rate as cigarette or soft drink units, the bulk vending industry in New York would no longer exist.

They will argue that most bulk vending operators are small businessmen operating on paper-thin profits, and hence unable to bear any further taxation burden.

Jack Schoenbach, local distributor, pointed out that while some operators service their own machines without outside help, the 10 per cent item charged to service costs still must not be ignored. He explained that while the operator may not figure his own time as an operating expense, good bookkeeping procedure demands that a man's efforts must be considered, and that a form of income tax, not a licensing fee, would be the result of taxing the 10 per cent.

#### NAMA Rally

The bulk venders were not the only group which took action this week to protest the proposed city-wide vending machine tax. The local members of the National Automatic Merchandising Association, together with many other operators, met Tuesday (12) at the Vanderbilt Hotel, to lay plans for fighting the proposed measure (see separate story).

Attending Wednesday's meeting were Irving Schlisky, Lou Ellis, Nate Gordon, Dick Goldstein, John Caruso, Art Bianco, Pete Irving, Sid Collin, Lou Teller, Jack Schoenbach, Hy Berman and Roger Folz, president.

### WORLD FAMOUS COMCO SPEAKERS!!!

OVER 15,000 IN USE BY MUSIC OPERATORS

Hi-Fi Wall	\$19.95
Hi-Fi Corner	23.95
Ext. Range Wall	11.95
Ext. Range Corner	15.95
Matching Output Transformers	1.75

Speaker Wire, Per 500 Ft. Roll	\$ 9.75
3 Wire Vinyl Covered Wall Box Wire, Per 500 Ft. Roll	31.25

Wurlitzer 1700	\$394.50	United Capitol	\$235.00
AMI E-120	324.50	Chi Coin Feature	155.00
AMI D-80	265.00	Keeney Century	170.00

Terms: 1/3 Deposit, Balance Sight Draft. Write for Complete List.

### COVEN MUSIC CORPORATION

3181 North Elston Avenue Chicago, Ill. Phone: IN 3-2210  
Cable Address: COVENMUSIC—1/3 Deposit Balance C.O.D.

**Redd DISTRIBUTING CO.**  
298 LINCOLN ST.  
ALLSTON, MASS.—AT 4-4040

WURLITZER  
BALLY  
CHI COIN  
GENCO  
FISCHER

### New LUCKY HOROSCOPE

5c, 10c or 25c PLAY

- ✓ NATIONAL COIN REJECTOR in each chute.
- ✓ NOW has TWO coin returns and other new features.
- ✓ EASY TO LOAD.

GAME HOLDS APPROX. 1,000 NUMBERED TICKETS

with fortune and concealed number or stars under perforation.

SIZE: 18"x8"x6" Shipping Wgt.: 20 lbs.

WRITE FOR DETAILS **MARVEL MFG. CO.** 2845 West Fullerton, Chicago 47, Ill. Tel.: Dickens 2-2424

For '59 the PROFIT LINE is

**Valley**

6-POCKET  
**POOL TABLES**



featuring

- New trouble-free, cheat-proof mechanism!
- Genuine regulation billiard cushions!
- Regulation 2 1/4" billiard balls!
- Aluminum rail ball returns!
- "No-Stoop" separate cue ball return!
- "Cadillac" quality—but priced with the lowest!

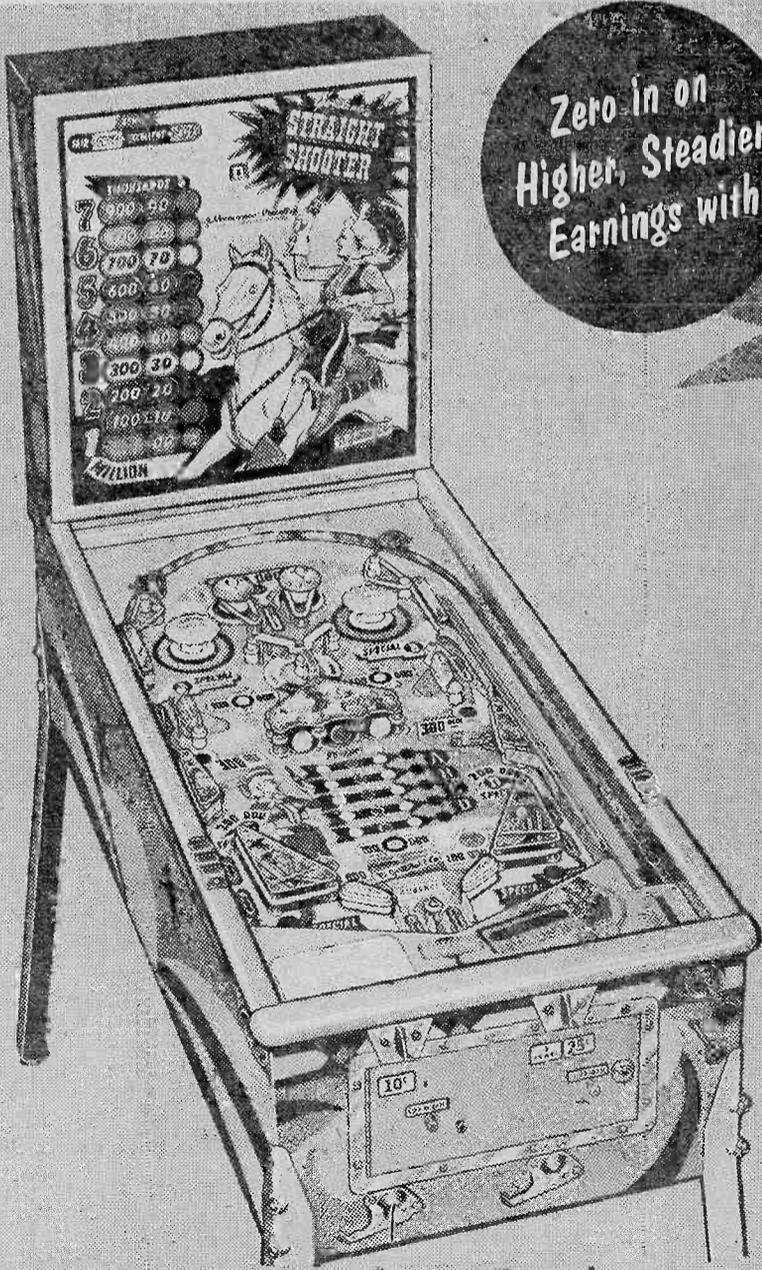
The SPECIAL  
74" Length  
Multi-color finish with anodized aluminum rail inserts.

**BUMPER POOL®**  
BETTER THAN EVER!

See your Distributor or write direct

**VALLEY SALES CO.** (Sales Affiliate, Valley Mfg. Co.)

333 MORTON ST., BAY CITY, MICHIGAN • TWINBROOK 5-8587



Zero in on  
Higher, Steadier  
Earnings with

## GOTTLIEB'S STRAIGHT SHOOTER

Profit-Proven  
in Test Locations  
Around the World!

- Lining up colored spots by hitting targets and rollunders lights corresponding red hats
- Lighting red hats lights A-B-C-D rollovers for specials
- Lighting any 3 adjacent red hats scores special
- 4 flippers for action relay shots
- Pop bumpers score 100,000 when lit
- Rating chart lights automatically indicating player score progress
- Match feature • 2 cyclonic kickers
- Adjustable 3-4 or 5 plays for 25c

See your distributor today!

**D. Gottlieb & Co.**  
1140-50 North Kostner Avenue • Chicago 51, Ill.

**Amusement Pinballs**  
as American as Baseball and Hot Dogs!

# BIG PHONO BARGAINS

## SEEBURG

K200H .....	\$725.00
HF 100R .....	575.00
HF 100G .....	475.00
V-200 (original) ..	469.50
VL-160 .....	549.50

Speed Read  
Program Holder  
Also Available  
As "120" or "200"

## WURLITZER

2150 .....	\$549.50
1900 .....	469.50
1800 .....	395.00

## CIGARETTE VENDORS

National, 9 Col., 25/30 .....	\$ 99.50
Eastern Mark II, 22 Col. ....	219.50
Rowe Ambassador, 11 Col. ....	119.50
Rowe Commander, 11 Col. ....	119.50
Eastern, 8 Col. ....	49.50
Eastern, 10 Col. ...	99.50

# SHAFFER

MUSIC COMPANY  
Write for Illustrated Catalog

849 NORTH HIGH STREET  
COLUMBUS 8, OHIO  
PHONE: AX 4-4614

## Nov. Exports

• Continued from page 87

shipments totaling \$117,972. These same relative positions were posted in October.

West Germany nosed out Belgium in the game category, posting a volume of \$118,848 to the latter's \$101,749; Switzerland followed closely behind with \$101,473. Canada did \$76,828 in games.

With the fall-off of Italy as a top customer for U. S. coin machines — mainly games — Belgium, West Germany and Venezuela have come to dominate the markets for U. S. shipments, often

## Philly Collections

• Continued from page 87

verse decision could throw them out overnight.

But in-line games are only doing so-so, and, outside of the cost of replacing equipment, many operators feel they can do nearly as well, and in some cases better, by operating shuffles, bowlers and gun games.

accounting for 60 to 70 per cent of total dollar volume.

(See export chart in this section for country-by-country rundown.)

We need 2 group games such as 3-in-Line or Bingo Roll, 10 of each.

## WANTED Arcade Equipment Kiddie Rides Bally Bingos

Exclusive Gottlieb, Williams and Seeburg Distributors

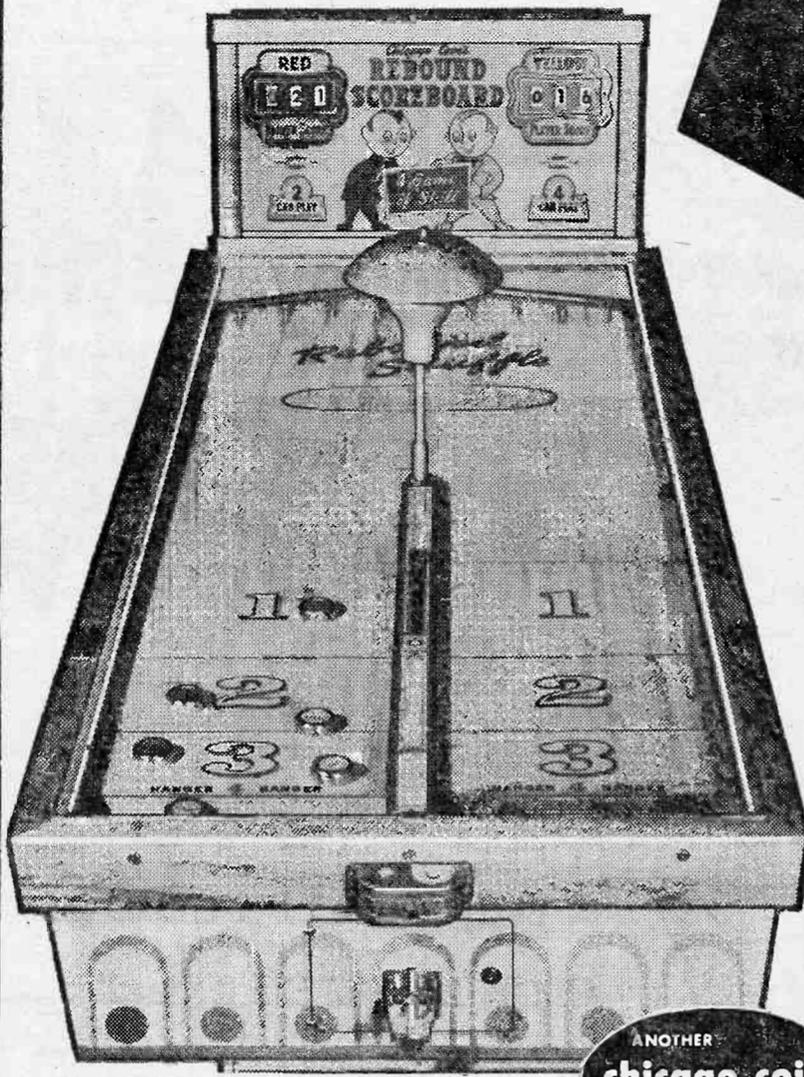
# TRIMOUNT

Remember IN NEW ENGLAND IT'S TRIMOUNT!

40 WALTHAM STREET  
BOSTON 18, MASS.  
Tel. Liberty 2-9480

GIVE TO DAMON RUNYON CANCER FUND

# chicago coin's REBOUND SHUFFLE



ANOTHER **chicago coin** PRODUCT

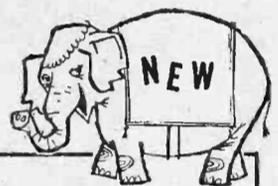
NOW AVAILABLE WITH THE NEW AUTOMATIC

# Rebound Scoreboard\*

\* IT'S ALSO AVAILABLE SEPARATELY!!



NEW REBOUND SCOREBOARD Attaches Easily, Quickly to Any chicago coin REBOUND SHUFFLE!



**REBOUND SHUFFLE** with New MONTE CARLO Scoring! Breaking All Profit Records! 6 ft. Size

**8 ft. JUMBO** REBOUND SHUFFLE with MONTE CARLO Scoring! Now In Full Production!

*Chicago Dynamic Industries, Inc.*

1725 W. DIVERSEY BLVD.  
CHICAGO 14, ILLINOIS

**OFFICIAL  
BOWLING**  
IS MY CHOICE



**LUCKY  
STRIKES**  
ARE FUN



**SPEED  
BOWLING**  
APPEALS TO ME



# Bally Club Bowler

is **more** fun for **more** players...

earns **more** money in **more** spots



**1 TO 6 CAN PLAY**  
**8½ ft. by 25 in.**  
**DIME-PLAY**

## 4 WAYS TO PLAY

**OFFICIAL** bowling with **LUCKY STRIKES**\*  
**OFFICIAL** bowling without **Lucky Strikes**\*  
**SPEED** bowling with **LUCKY STRIKES**\*  
**SPEED** bowling without **Lucky Strikes**\*

\*Lucky Strike feature may be switched on and off during game as handicap skill-equalizer.

Every location is a CLUB BOWLER spot... because CLUB BOWLER attracts all types of players.

Popular switch-button Lucky Strike permits frame-to-frame handicapping, promotes profit-boosting competitive group-play. Exclusive 4-way play insures top earnings, long life on location.

See your distributor... or write BALLY MANUFACTURING COMPANY • 2640 BELMONT AVENUE, CHICAGO 18, ILLINOIS

**UNITED'S**

# DUAL

## SHUFFLE ALLEY

OFFERS DOUBLE-FEATURE PLAY-APPEAL  
ON SINGLE STANDARD-SIZE ALLEY

*Regulation  
Bowling  
Scoring*

(TOP SCORE 300)

PLAYERS  
SIMPLY  
PRESS BUTTON  
FOR  
CHOICE OF PLAY

*Progressive  
Bowling  
Scoring*

(TOP SCORE 990)



OTHER UNITED HITS  
NOW AT YOUR DISTRIBUTOR

★ **SKY RAIDER**  
RAPID-FIRE ANTI-AIRCRAFT GUN

★ **DUPLEX**  
BOWLING ALLEY

★ **NIAGARA**  
SHUFFLE ALLEY

★ **CYCLONE**  
SHUFFLE ALLEY

ALL MECHANISM IN BACK BOX  
FOR EASY SERVICING

1 TO 6 CAN PLAY

• **BIG BALL-TYPE PUCK**  
Actually Hits  
Extra Sturdy Pins

• **DROP CHUTE COIN MECHANISM**  
WITH  
NATIONAL REJECTOR

• **FLASHY, COLORFUL**  
Cabinet and Backglass

• **10c PER PLAYER**

• **SIZE**  
**8½ FT. LONG**  
**2½ FT. WIDE**

• **SHIPPING WEIGHT**  
(CRATED)  
430 LBS.



**UNITED MANUFACTURING COMPANY**  
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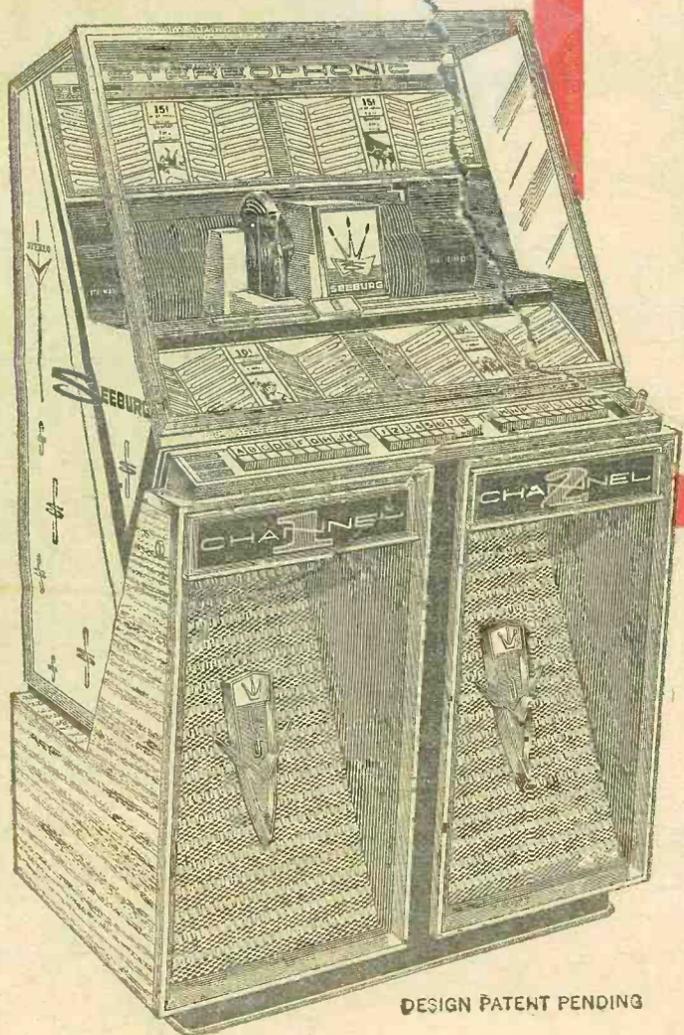
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# SEEBURG TWO-CHANNEL STEREO

MEETS THE  
REQUIREMENTS  
OF EVERY  
LOCATION

## SEEBURG STEREO IS COMPLETELY INTEGRATED

The sensational Seeburg Two-Channel System is stereo all the way—from the pickup, through the dual amplifier to the newly developed twin stereo speakers. It's completely flexible to satisfy the requirements of every location regardless of size.



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DEPENDABLE MUSIC SYSTEMS SINCE 1902  
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*America's Finest and Most Complete Music Systems*