

The Billboard

SIXTY-SIXTH YEAR

FEBRUARY 22, 1960 THE AMUSEMENT INDUSTRY'S LEADING NEWSWEEKLY

Young Disk Talent In Hot Film Demand

Teen-Age, Young Adult Audiences Alert Studios to Wax Name \$\$

By JUNE BUNDY

NEW YORK — Young record talent is more in demand than ever at Hollywood studios. Their pictures may not win any Academy Awards, but practically all of them sell tickets since the bulk of today's movie audience is made up of teen-agers and patrons in their early twenties.

Columbia Pictures is currently going all out on promotion ballyhooing the April release of Dick Clark's first movie, "Because They're Young," which also features James Darren and Duane Eddy and the Rebels. Eddy also plays the music over the titles of the picture.

Columbia is also putting a big push behind "The Gene Krupa Story." Krupa and Sal Mineo (who plays Krupa in the film) are out on the road plugging the picture, which features such jazz stars as Red Nichols, Bobby Troup, Anita O'Day and Shelly Manne. James Darren, who records for Col-Pix, is also in the Krupa film.

Additional upcoming Columbia movies, featuring young disk stars and other record names in the cast, include "Reach for Tomorrow," starring Shelley Winters, with James Darren and Ella Fitzgerald; "All the Young Men," with Darren (who just recorded the title tune) and Mort Sahl; and "The Wackiest Ship in the Army," with Ricky Nelson.

More in Works

Currently shooting are Vic Damone, who plays a dramatic role in "Hell to Eternity," which is being filmed by Allied Artists in Okinawa; "High Time," with Bing Crosby, Fabian and Jimmy Boyd; M-G-M's "Butterfield 8" with Eddie Fisher and Elizabeth Taylor; "The Young and the Deadly," with Jerry Lee Lewis; Marilyn Monroe's "Let's Make Love" with Yves Montand and Frankie Vaughan; "Sexpot Goes to College," with Jay Twitty.

Title Themes Hit Charts

NEW YORK — A movie title theme, Percy Faith's "Theme From a Summer Place," moved into the No. 1 slot on The Billboard's "Hot 100" chart this week.

Also moving up strong is another film title theme, "On the Beach," by Frank Chacksfield. The London disk moved up from No. 59 to No. 47. Fabian's "Hound Dog Man," another movie title theme, remains a strong seller on the listing, and Johnny Horton's waxing of "Sink the Bismarck," also a picture title theme, is No. 14 on the "Bubbling Under the Hot 100" chart.

PAYOLA EXPOSE MAY PROJECT SILVER LINING

NEW YORK — The payola probe may have a "silver lining," according to Mutual Broadcasting prexy Robert F. Hurleigh. In an address at the Sales Executive Club here last week, Hurleigh said: "In just one day's testimony—the impact story of radio is told dramatically. It is told in terms we may not like—but nevertheless it is told forcefully and in the biggest headlines."

In reference to the investigation of the Miami deejay convention he commented: "You, as sales and advertising executives, will understand my point. Because you executives would never underwrite a soiree — and that's what this so-called seminary actually was — would never pay high-cost convention bills unless you knew it would bring you good sales returns."

He continued: "These men (deejays) don't buy. There's no new line of merchandise to be displayed. No sales orders can be written. Yet in this nebulous atmosphere many record firms thought sufficiently of the sales impact of radio to spend more than \$100,000."

The Mutual prexy also contended that the payola story deals "with only one segment of the vast national radio audience — teenagers." He added: "You who are parents readily can understand how much buying power this specialized teen-ager audience actually possesses. Yet, for this group alone, record companies spent \$100,000 — just to corral their attention."

Twitty has written — and recorded for M-G-M Records — two tunes, which he sings in the Albert Zugsmith picture — "Teacher vs. Sexpot" and "Baby." Columbia has secured the original cast album rights to "Let's Make Love," since both Montand and Vaughan record for that label.

Frankie Avalon's first movie, "Guns of the Timberlands," with Alan Ladd will be released next month. Meanwhile he is set to make "The Alamo," with John Wayne as his next picture.

Nash Push

ABC-Paramount artist Johnny Nash is making the promotional rounds this month to push his first movie, United Artists' "Take a Giant Step." Meanwhile, Pat Boone's latest film, "Journey to the Center of the Earth," which he co-produced with 20th-Century Fox, is faring well at the box office. Paul Anka is featured in M-G-M's "Girl's Town."

Boone may star in that studio's forthcoming new musical version of "State Fair." Andy Williams is testing for the same picture. Williams recently recorded the title tune for the sound-track of the studio's new movie, "Wake Me When It's Over." His Cadence waxing of the song will be released shortly.

Bobby Darin's exclusive multi-picture deal with Paramount has been rewritten making the pact non-exclusive. The Ateo star has formed his own indie film company Ferrion, and is looking for properties.

(Continued on page 8)

Harris Committee Turns Spotlight on Boston Area Mess

Solons Hear Tales of Shut-Out Deals, Kick-Backs and Bribery

By MILDRED HALL

WASHINGTON — The Harris Legislative Oversight Subcommittee spotlight swung from the deejays over to the tangled undergrowth of distributors, disk manufacturers and broadcast personnel, in the Boston area, in last week's hearings. Some of the strands unraveled by the probes went from Boston stations and distributors, to New York and California manufacturers. Involved was a fantasia of secret agreements, exclusive "shut-out" deals, kick-backs and payola arrangements.

Dogs on Lists

There was inclusion of down-right dogs on top-tune charts of radio station deejay preference lists, and in distributor "best-seller" lists, the committee learned. These lists were found to be forwarded as bona fide top tunes to trade surveys. Distributor collusion with broadcast people put a tune on a list sent to "Cash Box," which was actually a \$5,000 loss to the company, testimony revealed. Another record was put on a distributor list, and later was put on a radio station's "high potential" tune list two months before it had even been released for sale.

Chairman Harris (D., Ark.) angrily scored the "undeserved ratings of Top 50 or 'top something' for records which the public has not really put in top place. The

bribery is a deceiving and demoralizing practice — using broadcast licenses for that purpose. Apparently the (distribution) business accepts that practice."

Angry Harris

Of deejays and station owners who collaborate in trying to cover up payola, or excuse it to the committee, Harris said: "If you and the rest think we're going to swallow this thing, you must think we are pretty naive. You must know the license (WMEX) could have been taken away overnight." He said that was clearly the reason they have all been afraid to tell the truth about the payola.

He concluded: "Let all licensees who know and turn their heads—let all involved know the law will be strictly enforced."

The staggering array of strange tales of the distributor - broadcaster world of Boston told in separate stories in this issue of Billboard include in addition to those indicated above:

Payment of \$1,400 to a Boston radio station by a distributor for a 13-week stretch of special promotion. Payments totalling over \$40,000 made to deejays by four Boston distributors over a three-year period, 1957-'59. Secret agreements linking a New York manufacturer, Sam Clark, of Am-Par Records, ABC-Paramount subsidiary, to Boston distributor Music Suppliers, Inc., and its figurehead boss, Harry Carter. Additionally, were the two other Boston distributing firms in which Carter holds office and/or interests, altho all are nominally in competition.

There was the story of the \$73,750 in loans to Verve Records, by the above-mentioned combine, Clark, Carter, and Music Suppliers' vice-president, Dinerstein—

(Continued on page 3)

NEWS OF THE WEEK

Deals, Rigged Charts,

Awe Washington Committee . . . Testimony from distributors in Boston, Am-Par prexy Sam Clark, and various deejays and ex-deejays including Norman Prescott, awed and dismayed and often angered Oren Harris and his House Subcommittee on Legislative Oversight at the payola hearings in Washington last week. There was testimony about loans made by Boston distributors and Sam Clark to Verve Records totaling \$73,000; information a so-called deejay "ring" across the country, and continued denial that money was paid to deejays for anything but "advice." However, Jack Gold told about the "Record of the Week" deal with owners of WMEX in Boston. There was also testimony about "rigged lists" sent to Cash Box, the trade publication, by a Boston promotion man, using stationery of radio stations and pre-signed by jockeys. [Pages 1, 2, 3](#)

More Stations Give "Top 40,"

R.&R. Formats Cold Shoulder . . . Still more rock and roll and "Top 40" type radio formats were shelved last week in favor of straight pop and/or sweet music programming policies. Those switching formats

WCUE, Akron, O.; "The Big Beat" on WNEV-TV, New York; WJJD, Chicago, KMOX, St. Louis, KXL and KLIQ, Portland, Ore., and KPEG, Spokane, Wash. [Page 4](#)

Team of Four Men to Manage

New York World's Fair of '64 . . . A four-man team will be selected to manage the World's Fair to be held in New York in 1964. Attraction programs are already being examined with several propositions already made by Eastern amusement biggies. [Page 51](#)

DEPARTMENT AND FEATURES

Amusement Park	Music Pop Charts—
Operation 55	Top LP's 30
Arena, Auditorium 56	Honor Roll of Hits 35
Newsletter 54	Hot 100 40
Audio Products 16	Tomorrow's Tops 41
Bulk Vending 67	Hot C&W 44
Carnival Confab 60	Hot R.&B. 47
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Tangled Web of 3 Hub Distributors

Interlocking Ownerships, Secret Treaties Awe Harris Committee

By MILDRED HALL

WASHINGTON — Wheeling and dealing among three closely connected Boston record distributors produced for the Harris (D., Ark.) Subcommittee payola record one of its strangest stories. The account of the tangled affairs of Music Suppliers, Inc., Dumont Record Distributing Corporation, and Mutual Distributors, Inc., reached a climax when it was brought out that Samuel H. Clark, of Am-Par Records, formerly a principal in the Music Suppliers firm, still has a controlling voice in the activities of the firm and its president, Harry Carter. (See separate story on Carter and Clark closed-session testimony.)

Music Suppliers and Dumont Distributing have interlocking ownership with Harry Carter president of the former, while he is half-owner and treasurer of Dumont. Mutual Distributors is an independent firm, but is an "out-growth" of Music Suppliers, set up by Carter and Dinerstein to take care of distribution of Angel

Records, which were formerly distributed from Music Suppliers.

Altho Dinerstein has a minor stock ownership in Music Suppliers and Mutual — about 10 per cent as against 90 per cent for Carter — the senior member has employed fantastic legal devices to protect the firm against any possible walk-out on the part of his vice-president Dinerstein — the coolest witness ever to do an unruffled half-hour stint in a committee hearing.

Secret Agreement

Further thickening of the plot was the revelation of a secret agreement between Carter and Am-Par prexy Sam Clark — an agreement kept secret from Dinerstein — by which Carter was gradually buying his ex-partner's stock

(Continued on page 14)

Martin Denies FTC Payola Jurisdiction

WASHINGTON — Two affiliated independent record distributors in Chicago told the Federal Trade Commission last week (17) that it has no authority to prevent payola because "the alleged practice" is not a "deceptive practice or unfair method of competition within the meaning" of the FTC act.

The contention was brought forth by James H. Martin, Inc., and Music Distributors, Inc., and their sole owner and president, James H. Martin.

FTC charged in its January complaint that the companies gave payola to increase sales of their records thru exposure. Payments were made to radio and television disk jockeys or other personnel in broadcasting stations, and the pay-

(Continued on page 14)

DJ JOE SMITH IN QUIZ SEAT

WASHINGTON — Deejay Joe Smith, WILD, told the Harris Subcommittee he was cut in for royalties of 2 cents on all Coed records sold in the Boston area, and 4 or 5 cents on all Dale records sold in the area, comprising Massachusetts, part of Maine and New Hampshire.

Copyright on one of the tunes on the Coed label, "Sixteen Candles," was transferred to the Dick Clark firm, Sealark. Committee Counsel Lishman said of this: "Another deejay owned the copyright and you were getting royalties on his records."

Smith got a total of \$3,300 from record companies Roulette, Gone, United Artists, Chess and Atlantic, plus a total of \$3,855 from four Boston distributors, between 1955 and 1959.

WMEX Play For Pay Deal In Limelight

Steen, Richmond Brothers Quizzed On \$1,400 Tie

WASHINGTON — Payment of \$1,400 to a Boston radio station by a distributor for a 13-week stretch of special promotion, to the exclusion of competitor's disks, was closely examined by the Harris (D., Ark.) Legislative Oversight Subcommittee during its payola hearings last week. All principals involved, from distributor to station owners and deejays were questioned during the opening days of the week's hearings.

Cecil Steen, owner of Records, Inc., Boston distributor, paid the \$1,400 to have station WMEX's "Gold Platter of the Week" promotion selected from his records for 13 weeks. The Gold Platter is announced as a "potential hit" and aired 56 times a week, eight times a day, on the station. Steen contracted with WMEX President Max Richmond for the deal, he testified.

The arrangement included 75 free copies of the featured disk, to send to listeners who won the Gold Platter of the Week, about 50 were mailed out on the average.

'Normal Procedure'

Steen did not regard it as an (Continued on page 18)

FTC Complaint Tide Rising

WASHINGTON — Still the flood of payola complaints rushes out of Federal Trade Commission. Latest distributors to feel FTC's sting are Garmisa Distributing Company, Inc., Chicago; Garmisa Inc., of Wisconsin, Milwaukee; Leonard Garmisa and Edward Yalowitz, president and vice-president, respectively, of both concerns, and Myron J. Schulz, the latter's treasurer.

The complaint, issued Friday (19), alleges that the respondents have given payola in order to increase sales of their records thru exposure. Unidentified TV and radio disk jockeys and other personnel of broadcasting stations allegedly were recipients of the payoffs.

The jockeys, according to FTC, conceal the fact that payments have been received for broadcasting the songs, and mislead listeners into believing that the records have been selected on their merits or public popularity. The "deception" tends to mislead the public into buying the exposed records, and is an unfair method of competition forbidden by the FTC act, the Commission said.

Parties are granted 30 days to file an answer.

Boston Jock Rips Lid Off Payola

Prescott Testimony Uncovers Wide Contamination, Including His Own

WASHINGTON — RCA Victor was one of the "worst offenders" in an arrangement at Boston station WHDH, whereby distributors granted the station "exclusive" play of new releases for two weeks before any other area stations, according to testimony by Norman Prescott, former WBZ deejay, to the Harris Subcommittee last week. Prescott said the arrangement was made by WHDH (Herald-Traveler) deejay Bob Clayton, during the 1950 to 1954 period, when Prescott was with struggling competitive station WORL.

The WHDH-Clayton set-up was so powerful that when Columbia Records granted Bob Clayton an "exclusive" play on the first Johnnie Ray album, and it inadvertently fell into the hands of WORL deejay Prescott, who played it first, "WHDH cracked down on Columbia." Result was that a "delegation from Columbia Records came to WORL and begged us not to play the album," Prescott told the payola probers.

He also testified to a whole "network of deejays," allegedly set up in 1950 by labels and music publishers, to service key areas. Jockeys were said to cut themselves in on publisher's tunes for a share of mechanical royalties when the music was recorded.

Prescott said he took nearly

\$10,000 in payola from Boston distributors in 1957-1959, but said he's been an honest deejay for 10 years, until the last two and a half years when he was "contaminated" by the payola virus. Prescott was allowed a private hearing by the Harris (D., Ark.) Legislative Oversight Subcommittee on Monday (15), but his testimony was released later in the week. Prescott said he had been a deejay on WORL from 1950 to 1954, and on WHDH from 1948 to 1950, before going to Westinghouse station WBZ in Boston.

The deejay said he had left WBZ some nine months ago because he was "disgusted with the payola situation." Even while taking payola himself, he said he felt

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Promot'n Man Tells Of Chart Rigging

WASHINGTON — A Boston distributor's promotion man who got blank letterheads from broadcast stations, put his own records into alleged "Top 10" lists and sent them to a trade paper, "Cash Box," was a sample of distributor deejay collusion resulting in "stacked lists," brought out at Harris payola hearings last week. Another, involving the same promoter, put a record on his distributors top-hit list before it was actually released — after which it found its way into station "top tune" lists.

Committee Chairman Harris recommended that such types of "phony" business be stringently dealt with. Broadcast stations and personnel involved were heavily scored for their part in the wholesale deception of the listening public.

Harry Weiss, promotion man for Music Suppliers, Inc., whose salary is partly paid by Am-Par Records, Inc., ABC-Paramount subsidiary told of getting radio station

stationery, with a deejay signature at the bottom, and blank space left for his own listing, on which he could include his distributor's labels. He said he was advised by deejays Don Masters and Ken Maynard that his competitors did this on lists sent to Cash Box.

A letter from Am-Par President Sam Clark to Weiss said: "In looking over this week's Cash Box, listings on ABC-Paramount are noticeably absent from Joe Smith, station WMEX; Tom Roulstone, WPEP; Ted Eldredge, WKNE; Jerry Jerome, WPW, and Charlie Mansfield, WHAV.... You'll note many other stations are listing, if nothing else, potential's, 'Born Too Late.' Anything we can do to improve the situation?"

Weiss was asked by Counsel Lishman if when he mailed the lists purportedly coming from radio stations to Cash Box, the trade paper would "publish it as tho it

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Fox Alerts Pubs On M-G-M Freebies

Sees Giveaways Exceeding Normal Promo Needs; Audit Claims \$80,000 Mechanicals

By REN GREVATT

NEW YORK — A number of publishers have been notified by the office of Harry Fox, publishers' agent and trustee, regarding the current status of mechanical payments by M-G-M Records in light of what was referred to simply as "the freebie situation there." One recipient of the notice declared, "It looks like we're going to have to blow the whistle on them."

The background of the current situation goes back to September, 1958, when auditors for the Fox office conducted one of their routine audits of diskery books at M-G-M. At that time an estimated

\$80,000 was found by the auditors to be due publishers. The figure was determined on the basis of freebie exploitation records claimed by the diskery as a necessary promotional adjunct. The Fox office, however, took the view that the quantity of freebies exceeded normal promotional requirements.

At the time, no settlement was arrived at and another audit was conducted during the latter part of 1959, after which an equal amount of additional mechanical payments were claimed by the auditors to be due. It was following this latest audit that the Fox office notified various publishers of amounts be-

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Closed Door Hearings for Clark, Carter

Questioned on
Distrib Tie-In
By Committee

WASHINGTON — Boston distributor Harry Carter and Am-Par President Sam Clark both gave testimony at closed door hearings before the Harris Subcommittee on Wednesday (17).

Both witnesses had asked for closed hearings on the grounds of health and both were somewhat ironically complimented by Chairman Harris at the close of the all-day session on the fact that they appeared to look better and feel better after unburdening themselves. Clark remarked that he "doesn't know what his bosses" at ABC-Paramount will do about the distributor tie-in, which violates his Am-Par contract calling for no cross ties with other music interest. "I was imprudent," said Sam Clark.

ABC's king of deejays, Dick Clark, came into the story when AM-Par's Sam Clark claimed that ABC network was so careful not to plug its "owned" records that

(Continued on page 11)

FTC Spotlight On Disk Clubs

CHICAGO—More concrete evidence that the Federal Trade Commission is investigating the record clubs (The Billboard, February 8) appeared this week, with information that Lou Shapiro, veteran record retailer, House of Records, Jersey City, N. J., and members of the New York dealers' group huddled with FTC hearing examiners in New York February 3. Shapiro, also a member of the Society of Record Dealers' board of directors, originally wrote the FTC and, when he informed the FTC he was unable to meet with them in Washington, they sent reps into New York. While details of the discussions are unavailable, it's known that record clubs were definitely talked over.

Jerome M. Kaplan, legal counsel for S.O.R.D., when queried, told The Billboard that he had advised Shapiro on procedure when Shapiro called him before meeting with FTC examiners. Kaplan said that many S.O.R.D. members have notified him of receiving letters from the FTC seeking information. He said that the files of documentation of claims of inequitable practices gathered by S.O.R.D. over the past two years has been made available in Washington.

TRY THIS FOR BRITISH SIZE!

NEW YORK — Joe Carlton, proxy of Carlton Records, who in a recent exchange of letters with British Decca chief E. R. (Ted) Lewis, indicated his displeasure over the success of British covers of his American hits, this week added a piquant touch to his "Buy American" campaign.

Carlton is rushing out a new disk on his Guaranteed label. "I defy the British to knock this one off," said Carlton, in a burst of enthusiasm. "Covering this one will be a real problem."

The title? "America the Beautiful," cut by Al Byron.

EDITORIAL

Hearings Coverage

It is the function and obligation of a trade paper to exhaustively cover major industry developments.

The fact that such news coverage may embarrass industry personalities and executives can in no way be construed as a reason for giving other than complete coverage.

We refer, of course, to the revelations of the Harris Committee's payola probe and the findings of the Federal Trade Commission.

The Billboard—and its Washington News Chief, Mildred Hall—have been commended for full and impartial presentation of these matters.

On the other hand, a number of sotto voce mutterings have urged that we "let that stuff alone."

"Don't stir it up," one swinger said.

"What are you doing to us?" another asked.

Those who make such statements reveal not only their buccaneering intent, but also their addled thinking.

The practice of payola is indefensible not only upon moral grounds; it cannot be defended economically.

Enough has been revealed to document the assertion that many manufacturers and distributors are among the chief victims of a practice they (1) helped to build, or (2) felt obliged to go along with.

While bastardizing an industry they have lost control of their own product.

It profits little to keep such information under wraps.

Quite the contrary. The full presentation of the sorry story may create a changed climate and a more sensible business approach. The dictates of both ethics and industry health call for such a point of view.

It is for this reason that The Billboard devotes its editorial pages to exhaustive treatment of the Washington scene.

4 HUB DISTRIBS PAID 40G TO LOCAL JOCKS

WASHINGTON—Payments totalling \$40,472 were made to deejays by four Boston distributors over a three-year period, 1957-'59, the Harris Legislative Oversight Subcommittee was told at payola hearings last week.

Music Suppliers, Inc., owned by Harry Carter and Gordon Dinerstein, paid out \$27,121; Dumont Record Distributing Corporation, half-owned by Carter, \$8,565; Mutual Distributors, Inc., owned by Carter and Dinerstein, \$2,121, and Records, Inc., \$2,850.

Breakout released by the committee on payments from Music Suppliers to deejays for its grand total of \$27,121 showed top take went to Stan Richards, WILD deejay, with \$6,025 over the three-year period. Norm Prescott, formerly of WBZ, \$5,515; Dave Maynard, on probation at WBZ, \$4,267; Joe Smith, WEZE, \$2,330; Arnie Ginsburg, WMEX, \$1,975; Ed Penny, \$1,100; Sham Feller, \$1,426; Ken Mayer, \$985; Jack McDermott, \$354; Bob Clayton, WHDH, \$286; Alan Dary, WBZ, \$200.

Amounts of \$50 or less went to Ray Leonard; Fred Cole, Jay McMasters, Gregg Finn, Bill Barlowe, Dan Donovan, Ted Zorilla, and \$80 went to Mel Miller.

'Gold Platter' Promo

Dumont Record Distributing made five payments totaling \$185 to get its records featured on station WMEX "Gold Platter of the Week" promotion, which brought about 86 plays per week. Dumont, which also sent its list of deejays to the Federal Trade Commission, made payments during 1958-'59 to Norman Prescott, totalling \$3,690; Dave Maynard, \$1,250; Bill Barlowe, \$150; Joe Smith, \$750; Ed Penny, \$50; Arnie Ginsburg, \$1,325; Lou Goldberg, \$155; Jay McMasters, \$325; Ken Mayer, \$375.

Mutual Distributors provided no breakdown on deejay payments out of its \$2,121 total. Mutual's payments for WMEX Gold Platter promotion totalled \$170.

No breakouts were provided by the subcommittee on payments to deejays by Records, Inc., but testimony by Cecil Steen, president, noted payments made to Joseph Smith, Alan Dary, Stan Richards, Norm Prescott, Mel Miller, Ed Penny, Dave Maynard, and Lou Goldberg.

Steen said Records, Inc., paid station WHL \$150, but did not say what for. Also from Records, Inc., went \$1,400 to Boston station WMEX to have its records furnish the Gold Platter of the Week for 13 weeks running. (See separate story.)

The Music Suppliers payments to deejays were not pay-for-play, but simply for "good will," according to Gordon Dinerstein, the firm's vice-president. He said opinions and advice of the deejays on public reaction to labels were held in high esteem by his firm.

Committee counsel Lishman asked if the "excuse" of payment to deejays at WBZ, including \$4,267 to Dave Maynard, was not a concoction made up by the distributor, the Westinghouse station manager, Paul O'Friel, and the deejay. Dinerstein denied it. He said proof that the money was "earned" was in its being reported on Maynard's tax form.

Moss Skeptical

During the Dinerstein testimony on the deejay payola, Representative Moss (D., Calif.) said he could not accept the "good will" excuse "I do not believe you." He said the vast discrepancies in deejay payments, ranging from \$25 to \$6,000, "must be correlated with play. You are too able a businessman to pass out funds willy-nilly."

Moss was bitingly critical on the subject of station logging of music played. Many "lists" were claimed, but few were found by the subcommittee probers when they tried to track down such logs, he noted. The distributors did not keep logs, nor did the promotion men.

In contrast to the rest of the picture, retail music dealers get no payola, said Dinerstein. Representative Moss commented that a deejay could get \$6,000 for doing a job for the distributor, yet a dealer also doing a good selling job, gets neither money nor free records. Dinerstein said they gave Christmas presents to dealers, but no extra discounts or freebies. All dealers "get the same treatment," he said.

Record-Pak Growth Stirs Diskery Ire

Mittleman Operation Cues Violent
Controversy; Distribs Blast Methods

NEW YORK — The growth of Sid Mittleman's Record-Pak business and his increasing attempts to purchase hit records directly from manufacturers (The Billboard, February 8), has roused the ire of many diskeries. Altho few wish to be quoted, they claim that Mittleman's Record-Pak is not a new form of singles record merchandising but merely a twist on a gimmick that has been used for many years to sell singles. And they claim that Mittleman, in addition to putting hit singles in his Record-Pak, also sells hit singles to one-stops and even stores, thus upsetting the usual relationship between manufacturer and distributor and hurting distributor sales.

"Unfair Edge"

According to the critics of Mittleman's method of operations, the

only manufacturers who sell directly to him are those who are either "greedy" or "irresponsible" or both. These critics, who include both manufacturers and distributors, claim that when a manufacturer sells to Mittleman at a better price than a record can be purchased by distributors, manufacturers give Mittleman's operation an edge that is unfair to the firm's distributors. And these manufacturers say that operations such as Mittleman's hurt the entire price structure of the record business because he can offer disks at a lower price than distributors can to dealers and one-stops.

Mittleman himself does not deny that he has sold records to one-stops and occasionally dealers, but he claims that the amount of goods he unloads this way is so small as to be minute. He says stories of his selling many records to dealers or one-stops are exaggerated. And he claims that any new, merchandising method, such as his Record-Pak, always causes dislocations.

That there are many manufacturers who refuse to sell any product to Mittleman for his Record-Pak operation is very true. This week for instance a Philadelphia manufacturer called The Billboard and disclosed that he had told Mittleman he wouldn't sell him any records at all. When pressed for his reasons, the manufacturer re-

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Grim Solons Hear Boston Testimony

• Continued from page 1

with a return of over \$100,000 in Verve merchandise over a two-year period, at discounts up to 80 per cent.

Going back to 1950-1954, there was the story of "exclusives" granted to Boston deejay Bob Clayton, of WHDH, who was granted two-weeks' exclusive play of new releases on certain labels, while other area deejays suffered a shut-out. Also at that time, the alleged "deejay network" which was strategically spread and paid by labels and distributors and music publishers to get their tunes exposed.

The Harris Subcommittee heard it all grimly—with little of the amusement accorded to the previous week's testimony by the wailing deejays. If the payola merry-go-round continues, it will be without many familiar figures which the Subcommittee is hauling off the glittering record whirl, one by one.

A CORRECTION

NEW YORK — Last week The Billboard inadvertently listed Columbia and Epic records as among the diskeries that were mentioned in the current payola probe in Washington as having paid "fees" to disk jockeys. The Billboard was in error as neither Columbia Records nor Epic have been named in the probe as companies that have paid jockeys. For further developments see separate stories.

CASH BALANCE HOTTEST TOPIC AT CMA MEETING

Membership Drive, Special Album Promo Fund-Raising Suggestions

SHREVEPORT, La.—The matter of finances to keep the organization rolling was the chief topic of discussion at the first quarterly meeting of the year of officers and directors of the Country Music Association held at the Captain Shreve Hotel here Friday and Saturday (12-13).

The subject of finances, pro and con, was discussed at length and no less than a half dozen plans outlined toward building the association's treasury. The session ended on a note of optimism, however, with the consensus of those present being that the CMA is in business to stay and that its financial problems can readily be solved thru the combined efforts and co-operation of the org's officers, directors and members.

Present at the meeting here were Connie B. Gay, president; Robert B. Sour, of BMI; Cindy Walker, representing the songwriters; Jo Walker, association secretary; Steve Sholes, of RCA Victor, and Joe Lucas, of Hickory Records, representing record manufacturers; Jim Denny and Walter D. (Dee) Kilpatrick, for the bookers; Cracker Jim Brooker, representing the deejays; Harold Moon, of BMI of Canada; Don Pierce, CMA secretary; Henry Clay, head of KWKH here, representing the station owners, and Bill Sachs, of The Billboard, for the trade press. Wesley Rose, of Acuff-Rose, was unable to attend due to illness, and previous commitments prevented

Westminster Racks Up Solid Orders

NEW YORK—Westminster reported a total of \$150,000 in new business written between December 15 and the end of January. The new Westminster operating firm, known as National Recording Corporation and composed of interests representing National Aircraft Corporation (Abbey Division) and Scott Record Corporation, has already put \$200,000 of new capital into the company and according to proxy Horace Grenell, a bright future shaping up. Westminster will be distributed by ABC-Paramount starting next month. (See separate story.)

Grenell, in outlining future policy, stated that from now on there would be no further excursions into the field of pop singles or pop albums. "We'll concentrate

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EMI Chief In Hollywood

HOLLYWOOD — Electrical & Musical Industries, Ltd. Board Chairman Sir Joseph Lockwood arrived here last week to confer with execs of his subsid firm, Capitol Records. His Hollywood visit is part of a business swing around North and South America.

The EMI chief will spend next week in New York City where Capitol proxy Glenn Wallichs will throw a reception in his honor at the Waldorf with industry, radio-TV and press toppers to attend.

Eddy Arnold, vice-president, and Mac Wiseman, treasurer, from attending.

Membership Drive

Mapped for immediate action to fatten the CMA treasury to cover general administrative and operating expenses were plans for a concerted and determined membership drive among the nation's c.&w. deejays and artists via mail solicitation and trade-paper ads. A committee made-up of Mrs. Jo Walker, Margaret Cannon and Bill Sachs was named to handle publicity and promotion on the membership drive. The executive committee was also detailed to concentrate its efforts on signing the commercial firms allied with the c.&w. music field to so-called organizational memberships.

It was also voted to hold another CMA benefit show, this one in Miami in March, with Cracker Jim Brooker in charge. Assigned to handle arrangements for the benefit performance were Herb Shucher, Dub Allbritten, Steve Sholes and Dee Kilpatrick. Date for the show will be announced next week.

CMA Album Planned

Suggestion was also made at the meeting for a CMA c.&w. album, proceeds of the sale of which would be siphoned into the association's treasury. Under the plan, the various record companies would donate the services of one of their artists to participate in the recording venture. Album would be made up entirely of original tunes never before recorded, with the songwriters

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WB Enters New Development Phase

To Issue 4 Albums Monthly; Staff Tailored to Cut in Production

By LEE ZHITO

HOLLYWOOD — As part of Warner Bros. Records new policy, label proxy Jim Conkling last week streamlined and reshuffled his headquarters corps here in preparation for a high-geared onslaught on the disk mart. Conkling outlined for The Billboard his new plan of operation, reviewing the label's former approach and explained the new course he has charted as follows:

WB's primary purpose during its first year was to establish the label as an important factor in the business. To achieve this aim, the firm needed a catalog. That goal was reached according to plan with WB amassing a catalog of 175 albums, all recorded in stereo and released in both single and double channel forms. Its first year's sales, according to Conkling, amounted to \$4,383,129.17, the largest first year results ever racked up by any label in the history of the record business. Thus, Conkling feels, his primary purpose for the first year was accomplished.

New Phase

The label must now move into a new phase of its development. Conkling's second year's aim is to produce "current hot sellers" and

Cleffers Lose 'Island' Suit

NEW YORK—Songwriters Alex Kramer and Joan Whitney lost their lawsuit against Ross Jungnickel Music and Theodore Presser Company last week on the song "No Man Is an Island." Judge Bryan, of United States District Court, ruled against the plaintiffs and in favor of the defendants. The duo penned the tune in 1950 and it was published by Bourne in 1951.

Cleffer Ted Lehrman and Phil Sheer composed a song with the same title in 1953 and had it published by Presser who assigned it to Jungnickel Music. Judge Bryan ruled that plaintiffs did not prove copyright infringement, nor did they establish case of unfair com-

(Continued on page 8)

de-emphasize catalog-type merchandise. There still may be a few items released with the catalog in mind, Conkling explained, but basically he feels the label rests upon a sufficiently sound foundation of product without having to add much more to its catalog. Thus, full attention will be concentrated on meeting current market demands.

What formula will Conkling pursue in his all-out effort to cash in on current sellers? The answer, according to Conkling, is hot artists, backed up by concentrated

(Continued on page 11)

Victor Output Cut No Recording Bar

HOLLYWOOD — RCA Victor will cut appreciably the number of albums and single records it will issue but will continue to record at the same pace as ever. The result, according to Victor exec Bob York, will be that more selective produce will hit the market. Furthermore, the fact that less product will be made available will mean that the albums and singles released will enjoy a proportionately greater amount of promotion.

New plan goes into effect in April when Victor will issue only 10 albums. This is in contrast to a monthly average of 16 albums during the past year. On the singles front, Victor will cut its releasing volume in half. It will issue two singles per week as opposed to a weekly average of four.

The fact that recording will continue at the same rate will mean that a considerable portion of what will be cut may never be issued under the Victor label. Victor execs do not want to curtail the number of recording sessions. They would rather have a healthy choice of material from which they can take what they feel to be the cream disks for release.

Altho this was not confirmed, it appeared likely that a portion of the material not released under the Victor banner may reach the

market as part of the Camden low-price line.

Over-all result of this plan is expected to pay off in greater sales for Victor since the label will be putting out only its strongest contenders and will be focusing greater promotional attention on the individual albums and singles.

Rice to Head Up Victor's Sacred Disks

HOLLYWOOD — RCA Victor last week appointed Darol Rice as manager of its sacred recordings. Rice will headquarter in Hollywood but will record artists in Nashville and in New York. He will report to Steve Sholes, RCA Victor pop artist-repertoire chief.

Brad McCuen had handled the label's sacred disks out of New York, along with his artists and repertoire functions in the kiddie, rhythm and blues and pop fields. McCuen will move into the pop a.&r. department.

Rice's appointment indicates the label's intention to expand its activity in the devotional disk field.

(Continued on page 12)

MORE STATIONS GIVE 'TOP 40,' R&R COLD SHOULDER

NEW YORK—Still more rock and roll and "Top 40" type radio formats were shelved last week in favor of straight pop and/or sweet music programming policies.

Station WCUE, Akron, O., has revised its disk programming format, on the advice of the Ohio Music Survey Company, which determines the type of platter selections played by the outlet.

The firm's latest graph, said WCUE program director Dick Carr, "indicates clearly the projected trend thruout the Midwest toward more standard well-known artists and songs." In line with this, Carr now spotlights four standard tunes by established artists on the air every hour.

The most startling format change—to the trade at least—was WNEW-TV's (New York) decision to abandon rock and roll music entirely on Richard Hayes' record hop telecast (Alan Freed's old show, "Big Beat"). "Following a long, hard look at recent record sales, and its own survey of teen-ager song and dance needs," said a station spokesman, "the Metropolitan station will concentrate on the more popular forms of music—ballads, jazz, pop and show tunes, and the big band sounds—important talents and personalities from the world of music."

Jack Lynn, program manager of WNEW-TV, opined that the show would continue to attract a wide teen-age audience. "During the past few months," said Lynn, "we have experimented on 'Big Beat' by presenting on each program one or more ballads, pop tunes and recording artists not identified with rock and roll. More and more the teen-agers appearing on the program and those who watch the telecasts have indicated a complete acceptance of this change."

He added: "We have noticed too that many of the better rock and roll singers have recently been covering themselves with straight melodic songs. As a result we are convinced that the trend is definitely away from rock and roll." The new policy on "Big Beat" starts this week. Hayes guests will include Mitch Miller, Lionel Hampton, the Fontaine Sisters, Eileen Rodgers, Kitty Kallen, Jill Corey, Johnny Nash, Stubby Kaye and Rose Hardaway. Some of the artists will receive scale to lip-sync with their current records.

Meanwhile, the Plough chain, one of the first "Top 40" chains, dropped its "Top 40" policy at WJJD, Chicago, in keeping with proxy Harold Krelstein's announcement last December that "Top 40" was on its way out. The Chicago outlet has adopted a "broad base" musical programming, similar to that utilized by WMPS, Memphis, the first Plough station to shelf "Top 40" last month.

In Portland, Ore., two stations have switched formats. station KXL dropped a "Top 40" sound to concentrate on sweet music, and KLIQ changed from a "good music with personalities" format to a straight music policy, limited the deejay chatter range to just a "voice." Another Northwest station, KPEG, Spokane, Wash., has adopted an all-Western music format.

The most all-out format change is that of CBS-owned KMOX, St. Louis, which is dropping pop music programming completely in favor of "information programming" in its peak audience traffic time—3-5 p.m. starting February 29. News, interviews, comedy and sports show, featuring local personalities, will be scheduled in that time period. The station will be "Music-less" from noon to 7 p.m. daily.

Frey Offers Own Views on Compatibility

NEW YORK — The controversy re compatible disks continues to stir up comment by industry execs. This week Sid Frey, Audio Fidelity chief, who played a major part in establishing the present stereo disk, stated as follows: "Any stereophonic record cut with the Westrex 45-45 system is fully compatible." Manufacturers who are unaware of this display a deplorable lack of knowledge, Frey said.

He added: "... It may be true that certain cartridges and, incidentally, I haven't found one yet, may erase some of the higher frequencies, which, incidentally, are beyond the range of hearing... It therefore becomes apparent that all stereophonic phonograph records now available to the consumer... are fully compatible. We are assuming, of course, that both channels and all microphone inputs were properly recorded in phase..."

Frey went on: "Any attempt to make any record more 'compatible' by reducing any part of the directional effect at whatever frequency level... is aborting the full stereophonic effect of the original recording. There has been much misinformation passed around as to

(Continued on page 11)

MR. DEALERS: CLIP OUT THIS AD FOR YOUR CUSTOMERS WHO WILL ASK ABOUT

THE RECORD THEY ARE TRYING TO SUPPRESS!

NAZI GERMANY MILITARY MARCHING MUSIC OF WORLD WAR II

Hitler's Speeches, Goebbels' Speeches, Nuremberg War Crimes Trial, Storm Troopers singing marching songs. Never before has this shocking material been heard in the United States. The joyous quality of the music is frightening, when one thinks of the destruction that occurred during this period of time! Includes: Horst Wessel Lied, Heil Hitler Dir!, Heil Deutschland, Deutschland Uber Alles, Wenn Die S.S. Und Die S.A. Aufmarschirt, Die Jugend Marschirt, etc.

AUDIO RARITIES 2445
12 Inch \$5.95

THIS RECORDING DRIVES HOME THE SHOCKING MESSAGE THAT MUSIC CAN BE A FORCE FOR EVIL AS WELL AS GOOD. One's normal immediate reaction on listening to this record is that it is good marching music, well-played. The secondary reaction and conflict of emotion is brought about by the sudden realization that here were literally masses of wildly fanatical murderous people, crazy with murderous intent, and monstrous national and racial murder in their hearts.

This recording in fact is more shocking and startling and hard hitting than any picture of emaciated concentration camp victims, gas chambers, furnaces in which human beings were burned alive, or any other documentary material on the evil extent to which the German people went in their monstrous and devastating pursuit for world power in World War II.

Unfortunately, there are too many attempts to "sweep under the carpet" documentary evidence of this type. ONCE AGAIN, THIS RECORDING STANDS AS A PRIME, PRIMEVAL DOCUMENT OF THE EVIL PURPOSES TO WHICH MUSIC CAN BE PUT.

It must be understood and recalled that the basis of Hitler's propaganda policy was "Don't trust reason because reason can mislead you...but your emotions will never betray you". The use of

music and the traditional patriotic theme with lyric to the effect "let us destroy the Jews and other enemies of the State" was one of the most effective techniques used to whip up the frenzies of the German people.

Whether a situation such as this will ever take place again is anybody's guess. However, if this document serves in any way to demonstrate one of the patterns by which another Hitler could rise to power, it should not be suppressed. The shock value to anyone, Jew or Gentile, in listening to this recording is completely frightening. The American people do not know just how terrible and how animal was this Nazi movement. To suppress this record would be to suppress the most damaging and powerful reminder of German Naziism.

We grant that certain misfits have used this recording to satisfy some of their own "sick" drives. However, this situation is no more unusual than for some sexual pervert to receive sexual gratification from the sight of classic Greek or Roman sculpture. It is also granted that many people have bought this record for the shock value and for "kicks" and as a conversation piece or collectors item. However, we think that the net result is to make people more consciously and universally aware of the terrible result a musical stimulus such as this might achieve.



It must be remembered that horrible murder and devastation were carried out under the guise of national patriotism. We think that all people should be made aware of the terrible result that might follow should a similar pattern take hold once again.

Sidney Frey
Dauntless International

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SEE GOOD YEAR AHEAD

Eased \$ Keys Nippon
Disk Industry Boom

TOKYO—The disk business here is expected to boom anew in the fiscal year 1960-1961 in light of recent liberalization of dollar allocations for remittances of record pressings and copyright royalties, approved by the government. In the past the full amount of royalties accrued could not be paid by most major firms due to shortages of dollar allocations.

In other disk industry developments here it has been noted that record sales during 1959 reached 19,388,235. In comparison with sales last year, LP's increased 36.4 per cent, 45 singles increased 48 per cent while EP's declined 33.2 per cent and 78's decreased 54 per cent. Over-all sales decreased 11.2 per cent in quantity but increased 17.3 per cent in dollar volume due to the increased LP

activity. Total value of sales was about \$5,336,000.

On the matter of foreign trade restrictions, the importation of finished records and matrices is to be made free. However, the Ministry of Finance is expected to exercise considerable care and control over the handling of new applications for imports of masters of new labels or finished records.

It is understood that any established recording firm desiring to represent a new label will get permission without restriction. On the other hand, where a new firm wishes to enter the record business by repping a new label, such firm must have an agreement with at least one other overseas company and another custom pressing agreement with a Japanese recording company. So far the government has not approved any application of a new firm without such facilities.

If a great quantity of finished disks at low prices begin to pour into the market, it is pointed out that the business of local record firms which press the same labels in Japan, will be measurably affected. To meet such an emergency Japanese firms may resort to suppressing such imports at the custom houses for the reason that they infringe the trademarks they own in Japan.

On another front, Angel Records, a division of the giant Toshiba Electric Company, is studying ways and means of operating an FM radio station here. When licenses may be granted is unknown but traders here point to the fact that it would be logical for a record company to own an FM station and air daily programs consisting of its own records.

Col. Opens New
Canada Plant

ONTARIO — Columbia Records of Canada, Ltd., opened its brand new facilities here on Wednesday (17), with the opening day schedule presided over by Goddard Lieberman, head of the parent company, Columbia Records, U.S.A. With Lieberman, at the opening of the new building, were other Columbia U.S.A. execs, including Arnold Berry of foreign operations, Norman Adler of the Columbia Record Club; Don Law, Nashville a.&r. chief, and Debbie Ishlon, creative services head. A number of Canadian-born Columbia artists also attended, including Percy Faith, Wayne and Shuster and Glenn Gould.

The new quarters for Columbia Records of Canada are located on the outskirts of Ontario, and were designed as part of an expansion program to meet the demands of the Canadian record market, provide complete facilities for administrative offices, warehousing and for the Columbia Record Club.

Columbia Records of Canada, Ltd., was founded in 1954, with Bob Pampe as veepee and managing director. In 1958 company-owned distrib branches for Eastern Canada, Toronto and Montreal were established.

UA Extends
Discount Plan

NEW YORK — Because of continuing dealer acceptance to its album catalog "Cash Discount Plan," United Artists Records will extend the original expiration date of the program to February 29. The label reports that distributors have been moving a wide selection and an increased volume of albums to dealers, while the plan has been in effect.

Some of the LP's that have been moving particularly well, according to the company, are "Marvelous Marv Johnson," by Marv Johnson, who is slated for a stint on the Dick Clark Show on February 27, Diahann Carroll's "Persian Room" and "Porgy and Bess" sets, Georgie Auld's "Manhattan With Strings" and "Shing Along With Ush," by Don Costa.

UA's "Cash Discount" plan allows a cash discount on all monophonic and stereo albums in their catalog.

Arc Distributing Company is now handling UA disks in Michigan.

PET MILK SETS
'OPRY' CONTEST

CHICAGO — Pet Milk's Third Annual "Grand Ole Opry" talent contest will be held May 23-June 3 over 200 Keystone Broadcasting System stations throughout the country.

Each station will hold local auditions. Tape of winner will be submitted to a panel who will pick six finalists. Latter receive an all expense-paid trip to Nashville for the finals in June. Winner will receive a contract to appear on six "Grand Ole Opry" programs, plus a recording contract.

To Unveil New
Plastic Disk

CHICAGO—A process for producing phonograph record grooves on a square of white vinyl plastic sheet only .004 inch thick "at a cost of around 6 cents in quantity for about six-and-one-half minutes of music at 33 1/3 r.p.m." has been invented by Dick Evans Jr., of the American Evatype Corporation, Deerfield, Ill. While Evans would not divulge actual manufacturing details, he said he has already made a deal with Audiorama Company of New York City to handle actual exploitation and sale of recorded material using his record-making process.

Evans said that Echo, a consumer record publication which already has turned out two issues of cardboard records, will use his new process in its third issue, due soon. He declined to name officials of the Audiorama Company but said they were newcomers to the record business per se. He described his process as making a product more like the Rank International pliable record than any other process now used. He said that Audiorama has already purchased the first machines to produce the plastic sheet records and that the machines will remain in the AEC plant where they will produce product for Audiorama. He said he could not yet ascertain definite price, but that in quantity, "we can probably make a six-and-one-half minute record of recorded sound on one side only of a seven-and-a-quarter inch square of white vinyl plastic for six cents each." He said he could include a one-color label on the record sheet for that price.

Evans' process for producing records on a plastic sheet has been in development for three years and his equipment is now as automatic and fast as some printing presses, but "much brutier," to provide the tons of pressure needed.

American Evatype makes machines and supplies for producing rubber stamps and rubber printing plates. Labels on the thin plastic records are printed with Evatype rubber type.

Merc Revamps
Distribution

CHICAGO — Mercury Records has appointed dual distributors to service a west-north central area previously serviced by a single Mercury independent distributor. Irwin H. Steinberg, firm's treasurer in indicating the change in coverage said the diskery feels the growing buying power warrants two separate distributing firms.

Mercury has appointed Coda Distributing, Minneapolis, and Mid-America Distributing, Des Moines, to cover the Iowa-Nebraska-Minnesota-North-and-South Dakota area previously serviced by Heilicher Bros., Minneapolis. Distribution of Mercury products at Coda will be handled by Bob Dahle, while Jack Mishler will handle the line at Mid-America.

Von Dohnanyi
Passes at 82

NEW YORK—Ernst von Dohnanyi passed away on February 10 at the age of 82. As both a musician and a composer he ranked among the great music personalities of the time. He composed for large orchestra, for solo instruments, and for chamber groups. He was born in Hungary in 1877 and gave his first piano concert at the age of nine, and wrote his first work at 15. He conducted the Budapest Philharmonic from 1916 to 1946. In 1949 he became professor of composition and piano master classes at Florida State University in Tallahassee.

Bob Pare
Succumbs to
Heart Attack

NEW YORK—Bob Pare, head of Portem Distributing Corporation in New York, died last Monday (15) of a heart attack. Pare was the boss of one of the oldest and one of the most successful independent distrib, which started operations in this city in the late 1940's. Well-liked and with a deep interest in the record business, Pare numbered hundreds of friends in record companies in all sections of the country. He is survived by his wife, Gladys.

BLAST THE EXPENSE!

Minnesota Collegians Map
Top-Talent Jazz Fiesta

CHICAGO — Perhaps the most expensive and expansive bash in collegiate history is currently being shaped up by Paul Bannister of Associated Booking Corporation here for the University of Minnesota, Minneapolis. While colleges have been going heavier yearly into buying major recording talent, the Minnesota school is staging the first collegiate three-day jazz festival in its Northrop Auditorium, also the home base of Antal Dorati and the Minneapolis Symphony, May 13 thru 15.

On Friday (13) night, Sarah Vaughan and the Dave Brubeck quartet are featured; Saturday afternoon's cast hasn't been set, while Shelly Manne's combo is featured Saturday night, along with two

more groups from among a list of four possibles, including Ahmad Jamal's Trio, Chico Hamilton, Dizzy Gillespie and Andre Previn. Louis Armstrong's All-Stars are set for the Sunday afternoon session, while the closing Sunday night show is still to be set.

For the fifth year in a row, Associated Booking has snared the lucrative jazz dates on the Ravinia Music Festival, Highland Park, Ill. The Ahmad Jamal Trio work the swank outdoor music park July 6 and 8, while Louis Armstrong's All-Stars do a repeat with dates July 20 and 22.

Urge Probe of
Canned Music

WASHINGTON — The Executive Council of the AFL-CIO is urging the Senate to approve the Morse (D., Ore.) resolution calling for an investigation of the use of imported canned music and video tape in the U. S. Approval of the Morse proposal came during the AFL-CIO's mid-winter session in Bal Harbour, Fla.

Executive Council endorsed the resolution because the union's musician members said such a probe would help uncover such "retrogressive, job-destroying practices" as the use of low-cost canned music in "runaway" film production overseas. Failure to check such practices, the members feel, will have a "serious effect upon the employment opportunities of a substantial number" of Americans.

Senator Morse introduced his resolution last June, asking Senate Finance Committee to conduct a study of the foreign made sound tracks to see what their impact was costing American musicians and technicians and to suggest corrective legislation. To date, no congressional action has been taken on the measure.

Allison New
A.&R. Head for
Liberty C.&W.

HOLLYWOOD — Liberty Records last week named Joe Allison to head its newly formed Country and Western Artist and Repertoire Department. Move marks a major expansion by the Liberty label into the c.&w. realm with the firm expected to launch a drive for talent in that field.

Allison's appointment is effective immediately. In becoming an a.&r. man, he adds a fourth side to his multi-facet music business personality. As a songwriter, his "He'll Have to Go," is currently riding in fourth place on The Billboard's Hot 100 chart. Also, he's been a deejay and personal manager.

NEW YORK — Lawrence Fishbein, for some years a top exec with Marks Music, is returning to the firm early next month after an extended leave of absence in Bermuda. He'll rejoin the firm as a veepee and as foreign manager and will handle other exec duties as well.

In April the returning exec and Mrs. Fishbein will go to Europe for a combined business and pleasure jaunt, which will include making new connections and cementing already strong relationship that Marks has with numerous European publishers and writers.

Europe Trek,
New Pacting
For Monroe

NEW YORK—Vaughn Monroe will make his first trip outside of the United States in April when he visits Europe on a series of engagements. He will sign his first contract with a new record company in two decades when he signs with United Artists Records next month. Monroe has severed his connections with RCA Victor after 20 years on the label.

According to Irv Siders, who is now booking as well as managing the singer, Monroe's European trip will take place immediately after his appearance on the forthcoming Ford "Startime" TV show. Siders, by the way, has set the DeJohn Sisters, whom he also manages, with United Artists and their first disk will be released shortly. Siders has also taken on the management of comedy-singer Phyllis Diller.

M-G-M Makes
Clothing Tie

NEW YORK—M-G-M Records has made a tie-in with the After-Six-Formal line of men's clothing, in connection with its album, "After Six," by Dick Hyman and his trio. The Hyman group will be featured live at the After-Six exhibit this week at the convention of the National Association of Retailers and Clothiers at the Biltmore Hotel, Los Angeles.

The After-Six Formal Company will use the album cover in their national newspaper and magazine ads. Deejays will get After-Six cummerbund and tie sets in conjunction with the release of the album. An incentive for salesmen is being provided by prizes of After-Six clothing for top men in their areas. Liner notes are by Bert Bacharach, leading men's fashion editor.

Seeco Chief
On S. A. Trek

NEW YORK — Seeco Records chief Sydney Siegel has just left on a one-month trip to South America, where he will visit affiliates in Brazil, Uruguay, Argentina, Chile, Peru and Panama. Siegel will discuss pressing and leasing arrangements.

The Seeco chief also plans company-owned branches in Rio de Janeiro and Buenos Aires to facilitate recording and distribution south of the Border. These plans will not effect existing arrangements, it was stated.

'FLASH'... ANOTHER GOLDEN SMASH... THAT GREAT 'SANDY' SOUND IS HERE AGAIN - YOUNG LARRY HALL HAS A TERRIFIC FOLLOW-UP TO HIS RECENT SMASH 'SANDY'... GETTING 'PICKS' AND IMMEDIATE PROGRAMMING COAST-TO-COAST!

"A GIRL LIKE YOU"

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"ROSEMARY"

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on Strand Records

NOTE: DJs, if you have not already received your copy of this new "hot" one please advise us at once.

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Hub Distributors Loan Verve \$73G

WASHINGTON — The story of how Am-Par Record Corporation President Samuel H. Clark and two Boston record distributors made 90-day loans totaling \$73,750 to Verve Records, with interest rates equivalent to 25 per cent, left listeners in a state of shock that was half awe at the sharpness of the deal, during Harris (D., Ark.) legislative subcommittee payola hearings last week.

Boston distributors involved were Harry Carter and Gordon Dinerstein, of Music Suppliers, Inc. The loans covered a two-year period, 1956-1958, and were "personal" transactions, handled thru Music Suppliers, Inc. Verve was repaying loans and interest in approximately \$100,000 worth of Verve albums, at discounts ranging from 10 per cent to 25 per cent below wholesale price.

Music Suppliers' vice-president, Gordon Dinerstein, testified that the president of Am-Par Records, a subsidiary of ABC-Paramount Corporation, was invited into the

loans being made by Carter and Dinerstein and reaped interest payments of 10 per cent on his contribution to a \$15,000 loan and 25 per cent on a \$25,000 loan. Clark put up \$8,000 toward the larger loan and \$5,000 toward the smaller. Two additional loans were handled by Carter and Dinerstein without Clark's participation.

In detail, testimony showed that a first loan of \$15,000 was sought by Norman Granz, president of Verve Records, when he offered Dinerstein a rate of 10 per cent "interest" equivalent. It was eventually to pyramid to an interest equivalent of over \$25,000 in discounts on about 45,000 Verve albums retailing at \$4.98 each.

Three later loans were negotiated similarly, with the knock-down discount of 25 per cent below wholesale price equaling what Committee Counsel Lishman estimated as "approximately 80 per cent discount on Verve albums." Dinerstein admitted it was an "op-

portunity he could not afford to pass up." However, he set the return at 10 or 25 per cent below the wholesale list price of \$2.36 per album. This still totaled to about \$100,000 in Verve merchandise.

'Handsome Profit'

Clark was shown to have received interest payment of \$2,000 on an \$8,000 loan, plus \$777 which he later used in payment on an account in a New York clothing store where Am-Par Records keeps an account, it was testified. "A handsome profit," commented committee member Rep. Moss (D., Calif.), one of the most persistent and probing questioners of witnesses during last week's hearings. Moss estimated that a 90-day loan at 25 per cent would equal a 100 per cent rate over a year's time.

None of the "interest" accrual went to the Music Suppliers' firm, Dinerstein testified. It went to the lenders since the loans were "personal." Clark was paid in cash, out of Music Suppliers' corporate funds.

Counsel Lishman said that Music Suppliers' was playing both ends against the middle by the loans since Verve and the Am-Par firms are nominally competitive. Dinerstein did not agree. There was no real competition, said he, because Verve issues primarily jazz albums.

All loans were by oral agreement, with no notes or formal agreements signed. It was a "gentleman's agreement," said the Music Suppliers' vice-president, who is also part owner with Harry Carter of Boston distributing firm Mutual Distributing. (See separate story.)

Lishman brought out the fact that Dinerstein had told Clark he could make a big return by participating in Verve loans. Lishman collected his interest from Music Suppliers when he was an outsider. Dinerstein said they had to "translate" Clark's interest in the merchandise repayment into cash.

Incidental to this story was Lishman's query if the "Norgrand label had not put out a record, "Midnight Stroll," which got 16 plays on the Dick Clark show in October, 1959. Lishman offered proof in data from "Broadcast Advertising Reports, Inc.," which monitors radio music shows. Dinerstein insisted the Norgrand label had been discontinued three years ago when Norman Granz made his present Verve label by combining "Clef" and "Norgrand."

Anti-Trust Implications

Representative Moss pointed out antitrust implications in the loan. However "personal" the loans were, Verve was in effect giving Music Suppliers, Inc., a price of 10 per cent or 25 per cent below competition — "Federal law requires the price to be the same to all, except as it reflects volume purchases," he pointed out. He asked for a list of any similar deals in which Dinerstein and Carter were involved. Dinerstein said there were a few, but on a much smaller scale than Verve.

New Marks' Disk Catalog

NEW YORK — Over 730 individual recordings were made in albums and singles of 337 different copyrights from the Marks Music catalogs in 1959, according to Marks' semi-annual record catalog just released. The compositions are listed alphabetically and according to such fields as Jazz, Latin, Semi-Concert, Pop, Instrumental, Vocal, Children's, etc. Tunes of the Marks' subsidiary firm, Mansion Music, are also included. Tune with the most recordings of the year for Marks was Lecuona's "The Breeze and I." Inside cover breaks down Marks' hits by decades, from the '90's on, while the backplate lists 50 all-time hit standard records.

NIGHT CLUB REVIEW

Nitery Revue Has Bright Facets

Out of 24 satirical skits it would be a tall order to demand that all two dozen be screamingly funny. But in the new "revueville," "Devil's Food," which opened an extended Boston run at the Jewel Room of the Hotel Bostonian, the percentage at the moment is reasonably high.

All of the little blackouts are the brain children of Bob Bernstein, who last year scored with a similar show called "Angel Cake." He also has staged the offering. Inevitably there is a comparison and perhaps "Devil's Food" comes off second best. But Bernstein is established as a sure hand at pillorying human follies. Offbeat Records, which has issued LP's of little revues in the past, is known to be interested in an album of this show.

Even the Harvard boys were getting a kick out of "School of Mad Romance," a wicked lampoon on Harvard and Radcliffe set to music, which involved two of the foursome of talent, Alan Kass and a young lady known only as Buzzi. "On the Beach," is perhaps the outstanding piece, involving Mr. Kass, Lynne Charney, who was with last year's group, and Alfred Toigo.

Mr. Toigo's "I Love Women," a takeoff on the late Errol Flynn is one of the highspots, as is his "Thank You, Louella Parsons," an accolade for the movie columnist by an Elvis Presley type. "Good Girls Are Best," "No Bed of Roses" and "Red Click, Green Click," a terrific light romance, are all entertaining and reflect the many facets of the Bernstein imagination.

All four performers are talented, if a trifle frantic at times, but this will probably work itself out. Aim is to take the show on tour as was done with "Angel Cake." For supper clubs and other smaller entertainment spots it should be quite acceptable.

Cameron Dewar.

* * *

OPERA REVIEW

Neway Great Again in 'Consul'

The New York City Opera presented a thrilling revival of Gian Carlo Menotti's award-winning opera, "The Consul," last Sunday (14). This revival again featured Patricia Neway as the ill-fated wife, with Chester Ludgin as the husband in hiding, Regina Sarfaty as the secretary and Evelyn Sachs (in her debut role with the company) as the mother.

"The Consul" is one of Menotti's best works, both for its dramatic appeal and for musical craftsmanship. Miss Neway's interpretation of Magda Sorel was wonderful to see and hear as always. Her largest aria in the second act with a moving text by Menotti and one which demands strenuous vocal efforts was the highpoint of the evening. Miss Neway received a well-deserved, sustained ovation from the audience.

Miss Sarfaty gave a fine reading of her third act aria, which begins: "Faces, faces..."

Horace Armstead's dreary and somber sets were excellent. Werner Torkanowsky conducted the performance, managing to keep the orchestra effectively subdued and in rapport with the singers. The other roles were well cast and sung, notably Jack Harrold as the magician and Joshua Hecht as the secret agent. Mr. Menotti staged the performance. Howard Cook.

FILM DEMAND BUILDING FOR YOUNG DISK NAMES

• Continued from page 1

RCA Victor's new best-seller, Rod Lauren, is talking contract with producer Hal Wallis, who was the first to sign Elvis Presley for pictures. Presley is slated to

star in a 20th-Century Fox movie tagged "Solo" after he is discharged from the Army next month.

Serious Thesp?

The New York World Telegram startled the Brill Building last week with a special series on Presley, datelined "Bad Nauheim, Germany." The article claimed that Presley "wants to be a serious actor" now and that he is "shopping around for a script that will give him the same chance for a Cinderella-transfer" accorded Sinatra in "From Here to Eternity."

The writer also cautioned: "Don't be surprised if he enrolls in New York's Actor's studio." Already hard at work taking acting lessons is Fabian, who has enrolled as a student of Hollywood's veteran thesping coach, Sandy Mesner.

Col. Promotes Peter Adler

NEW YORK—Peter Adler has been promoted to the post of art director of sales promotion and advertising at Columbia Records. He was appointed by Bob Cato, the new director of art and design at the diskery. Adler will now be responsible for the design and development of all promotional art pieces and trade ads.

Joy Execs on Busy Schedule

NEW YORK — Dave Greenman and Johnny Farrow of Joy Records just returned from a tour of 16 cities and will take off again on behalf of Joy disks. Meanwhile, the label's Jamie Horton, is en route to New York to do her second recording session for Joy. The thrush's disk, "My Little Marine," made her connection with the U. S. Marines somewhat more official, inasmuch as she has become an honorary recruiter for the Corps.

The new Horton disk will again be cut by Joe Sherman.

Cleffers Lose

• Continued from page 4

petition since they did not establish that their song title had acquired a secondary meaning "identifying the song in the minds of the public as originating with them." Title "No Man Is an Island" is taken from the opening phrases of a 17th Century Meditation by John Donne.

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Hearings for Clark and Carter

Continued from page 3

he had trouble getting his tunes played. Committee Chairman Harris pointed out that in a 1959 analysis of the Dick Clark Bandstand show, Am-Par records totaled nine, and were played 30 times. Columbia had eight, played 28 times, RCA had eight records played 22 times, MGM had eight records played 21 times, Capitol had seven records played 36 times, among others.

It was brought out that Am-Par records also distributes for Chancellor label, and splits profits with Chancellor, which puts out the Fabian and Frankie Avalon disks. Clark protested that by putting distribution of Chancellor, Grand Award and Command labels with an independent distributor, Rec-

ords, Inc., in the Boston area, he proved a non-collusive relationship with Music Suppliers.

One-Sided Contract

On the Carter - Clark secret agreement, it was testified that the "one-sided" contract grew out of Clark's fright when he left his own firm, Music Suppliers, and learned that Am-Par Records would have only \$10,000 in capitalization. ABC-Paramount said they might "go up to \$500,000" in capital, to see if the record business would pay.

Clark's agreement was for Carter to buy his half interest in Music Suppliers for \$50,000 at the rate of \$2,500 a year, with \$11,648 paid to date. The contract calls for return of Clark stock, and no repayment of this money from Carter, if Clark wants to return. Clark said he "probably would have returned the money," even tho the contract does not call for it.

Clark also felt the formation of the "splinter" company, Mutual Distributors, by Carter and Dinerstein, to distribute Angel Records, cut into Music Suppliers' value. This was another reason for the stock option. Additional protection for Clark is possession of signed, undated resignations from both Carter and Dinerstein, vice-president of Music Suppliers. He also has a right to check the annual auditing of Music Suppliers' books, or call for additional audit.

In the event of any liquidation, Clark is to be paid first. Three life insurance policies for each, Carter and Clark, totalling \$50,000 in

all, also guarantees Clark payment for stock if Carter should die. Clark's premiums are paid by Music Suppliers, Inc.

Deejay Connections

On deejay connections, Harry Carter said that Norman Prescott, one of the high men on the distributors' payroll was a "constant visitor to Music Suppliers, helping us pick records." Carter insisted much of the payola went for record hops conducted by the hard working deejays up to three or five a week. However, it turned out that deejay Ginsberg simply taped his. Stan Richards got over \$6,000 in three years, plus loans, which Representative Moss (D., Calif.) scornfully noted had no chance of ever being paid.

Moss estimated that one-third of Music Suppliers' intake went out again in promotion, partly to push the mass of Verve records accumulated on the loan to Norman Granz. Carter said about \$15,000 worth of Verve merchandise went out monthly from Music Suppliers.

Granz was found to be "out of the country" when committee's probers tried to locate him and question him on the loans.

Representative Moss questioned whether the whole Verve transaction was not a tax dodge to avoid corporate tax on the profits. And of the Clark-Carter agreement: "I am just bowled over by this. It's supposedly an absolute transfer of ownership, yet you agree to give him back all of it, together with every dime you paid him, and he does not have to give you anything."

Said Carter: "It was a personal thing. I am not sure it was to my advantage."

Chairman Harris asked how Car-

ter could deposit \$49,000 in his personal bank account in 1959, on a salary of \$28,500.

Clark was questioned about a Philadelphia presser, Mallard, who allegedly pressed for ABC or Chancellor. Clark said Mallard got only about 50,000 pressings

out of some 15 million made by various manufacturers for Am-Par. Clark was also questioned about freebie deal with Music Suppliers, a seven and one deal, with the eighth record free. Clark said this was customary with all their distributors.

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Warner Development Phase

Continued from page 4

promotion on their releases. Warners in recent weeks already has added such sales proven names to its roster as the Everly Brothers and Bill Haley's Comets. Conkling openly admits that he will raid the talent stables of other record companies to pull the best available sales plums into his own fold.

Concentrated promotion on releases, Conkling said, is possible only by issuing less product. Promotional efforts at all levels of the business become diluted when a label hits the market with a monthly avalanche of product. None of the albums in the release can receive proper promotional push.

Warners will issue four albums per month, a far cry from the 12 to 16 packages it used to churn out in its catalog-building days. Each album, according to Conkling, will be loaded with sales impact. The label and its independent distributors will be able to pin-point their promotional efforts on each album to insure maximum product exposure and thereby heighten sales potential.

Less Manpower

The slash in production to facilitate Conkling's select release plan has resulted in a streamlining of the label's manpower. Less product requires fewer people to produce and sell it. The previous week, WB closed its five sales independent distributors in those markets (The Billboard, February 15).

Last week, the steamlining saw a general tightening up of the home office crops. Those dropped from WB's ranks included six members of the accounting department who had handled dealer billing and collection for its branches, a function which was eliminated with the dissolution of the company-owned distributors.

One member of the two-man copyright department was dropped, since fewer releases require less work in that area. The label's two-

man art department, headed by Ken Kim, was released, but will continue to handle WB as one of several accounts. Mat Gilligan, foreign co-ordinator, similiary departed, his duties to be absorbed by other execs on staff. Other functions eliminated in the change included that of Ben Bartel, who prepared presentations of new product to dealers; Stan Cornyn, who handled the label's liners and publicity; Bob Burrell who co-ordinated promotion with the various distributor promotion men, and Karl Engemann, a member of the Hollywood artist and repertoire department.

WB's headquarters ranks will include Conkling, Herb Hendler, assistant to the president; Joel Friedman, merchandising director; Ed West, controller; Lowell Frank, director of engineering and recording; Thorne Nogar, assistant to Frank; Bernje Vagedes, in charge of copyrights and licenses. On the Eastern front, Hal Cook is at the sales helm as veepee, George Avakian heads New York artist-repertoire and Monroe Glasberg remains in charge of operations. Bob Weiss continues to spearhead the label's foreign disk affiliations from his Paris headquarters.

Frey's Views

Continued from page 4

the lack of directionality of bass frequencies. All sound at whatever frequency level is fully directional. . . . A record that is less than stereo is not full stereo. . . ."

Frey added: "Let me repeat once more, all stereo records since the very first . . . which incidentally, Audio Fidelity produced, have been and still are completely compatible. . . ." Frey concluded: "Of course, all production stereophonic records on Audio Fidelity can be played stereophonically as well as monaurally."

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BOSTON JOCK RIPS PAYOLA

• Continued from page 2

different from other deejays on the take: he was "more of an idealist." Also, he felt he was making his own choice out of labels supplied by the paying distributors. "I did not let them tell me what records to play."

Play for Pay

Prescott's testimony confirmed Committee Counsel Lishman's belief that the paying distributors demanded play for pay. He said payments from area distributors to the deejays were sometimes in the form of weekly checks, accompanied by the blunt request to "Lay it on for at least two or three weeks," on certain records. Notices had appeared on the WHDH bulletin board to "lay it on" payola records, Prescott testified.

His own totals from area distributors were, between 1957-9: Music Suppliers, \$5,515; Dumont, \$3,690; Mutual Distributing, \$200; Records, Inc., \$550—totaling \$9,955 plus some \$2,000 payments on a Mercury car for Norman, thru the good offices of Harry Carter, president of Music Suppliers, Inc.

Prescott tried to tell the committee he didn't think station management in general had been too aware of the payola situation, but Counsel Lishman persuaded him to admit otherwise. Said Lishman, commenting on the bulletin board activity and oral exhortations to "lay it on" by management: "If management was innocent, they could not have known to tell you what records to play—so they did know." Prescott had to agree. He also admitted WBZ's promotion manager, Jack Williams, told the deejays to "lay it on" disks furnished free by distributors.

Freebie Safari

Lishman also brought out the fact that when WBZ went on its "freebie" trip to New York, collecting some \$15,000 in free albums from labels including Columbia Records, and its subsidiary Epic Records, Roulette, Victor, M-G-M, Decca, Capitol, Atlantic, Mercury and London, the emissaries Bob Given and Norm Prescott were told by management to promise the labels WBZ would "lay on" the freebies in station play. (See The Billboard, February 15, 1960.)

Prescott said WBZ's music library was depleted at that time because it had been a "network" station previously, and so was neglected in the way of record accumulation. He reported that Mitch Miller gave between 200 and 300 Columbia Record albums. Sam Clark of Am-Par "gave us carte blanche" on whatever WBZ wanted at the Am-Par Boston distributor, Music Suppliers, Inc. Prescott supposed that Am-Par underwrote the cost to Music Suppliers.

Another form of "management" payola brought out by Prescott was the command to deejays to plug movie tunes whenever the local theater bought time to advertise on the station. Deejays were told to play the tunes whenever the theater or show commercial came on. Frank Sinatra's "Hole in the Head" was one picture said to have gotten this treatment, at WBZ, Prescott testified.

Elaborate payola deals were reported of WHDH deejay Bob Clayton, who managed talent Cincy Lord and Bob Dinn. Prescott said Clayton, thru his powerful WHDH connection, got his artists recorded by labels that wanted airing on the Boston outlet.

Of Clayton's "exclusive" record play arrangement with distributors, Prescott said station WHDH "blatantly" announced its exclusives, to the detriment of its competitors. He accused the Boston outlet of "penalizing" any distribu-

tors who didn't give the station free records.

Deejays in the area protested and pleaded with distributors, said Prescott, but distributors only smiled and kept on, some saying they "needed" the station and its big-time jockey.

Claims Credit

Prescott took heavy credit for breaking the backbone of the "exclusive" situation. He said it began to go when a local dealer contest on selling albums left WHDH's tie-in store, Promotion Music Company, with sales of only nine albums. Prescott teamed up with Cray Music, and sold a towering 243 albums. "After that, the exclusive thing began to fall apart," said Prescott—but it took time.

Among other Clayton practices, it was testified, the WHDH deejay also "prohibited" talent on his show if they had been on a rival station in Boston. This left Prescott's station and other outlets with no record talent for interview or performance, he said. They didn't dare antagonize WHDH.

A sample of a "hit" that was not a hit, was a tune called "Growing Love," which Music Suppliers' promotion man Harry Weiss allegedly got WBZ deejay Arnie Ginsberg to put on the station's "Top 50" list. Prescott said he himself protested, but was "forced" to play it. Prescott had also said he had no part in the 1950-1954 deejay "network."

Reference was made to the WBZ "Block Party" promotion, involving orchestra leader Lester Lanin, who promoted his own recordings on the Epic label thru the promotional stunt set up by WBZ. (Epic was designated during the hearings as a "subsidiary of Columbia Records.") Epic was distributed thru Dumont, and Dumont's half-owner Harry Carter sent records to WBZ, some of which were put into the station's top-50 list, it was testified.

Prescott said rack jobbers got the payola picture when lists of Top 50's advertised by WBZ as available in a supermarket chain, Stop N Shop, were paid for by a rack jobber. Counsel Lishman suggested that some of these records, sold by Lambert and Gordon, rack jobbers in supermarkets, appeared among the WBZ Top 50.

A stronger payola dodge was the "Crystalite Record Company," of California, which issued a "million shares of stock" to deejays. Prescott said he rejected this. Crystalite was scared off by the Harris TV hearings exposing fraud and payola, and hurriedly wrote the deejays to "forget about the

stock." Crystalite would "see them later," presumably to resume some other payola deal.

Contrary to testimony of Music Suppliers' vice-president, Gordon Dinerstein, Prescott insisted that retail dealers got freebies: buy two, get 10 was the deal. This was contingent on their promise to put the disk on their store's best-selling list. These lists would then be reported to deejays as based on bona fide retail sales, said Prescott.

Depreciates Charts

Chairman Harris asked the deejay for his "opinion" on charts in trade papers. Prescott, prefacing every answer with "Sure—" plus the opinion, said the most heeded deejay charts were in Cash Box and Billboard. "I personally have no faith in either survey. I think stations adhere to them on an executive level because it makes their job easier."

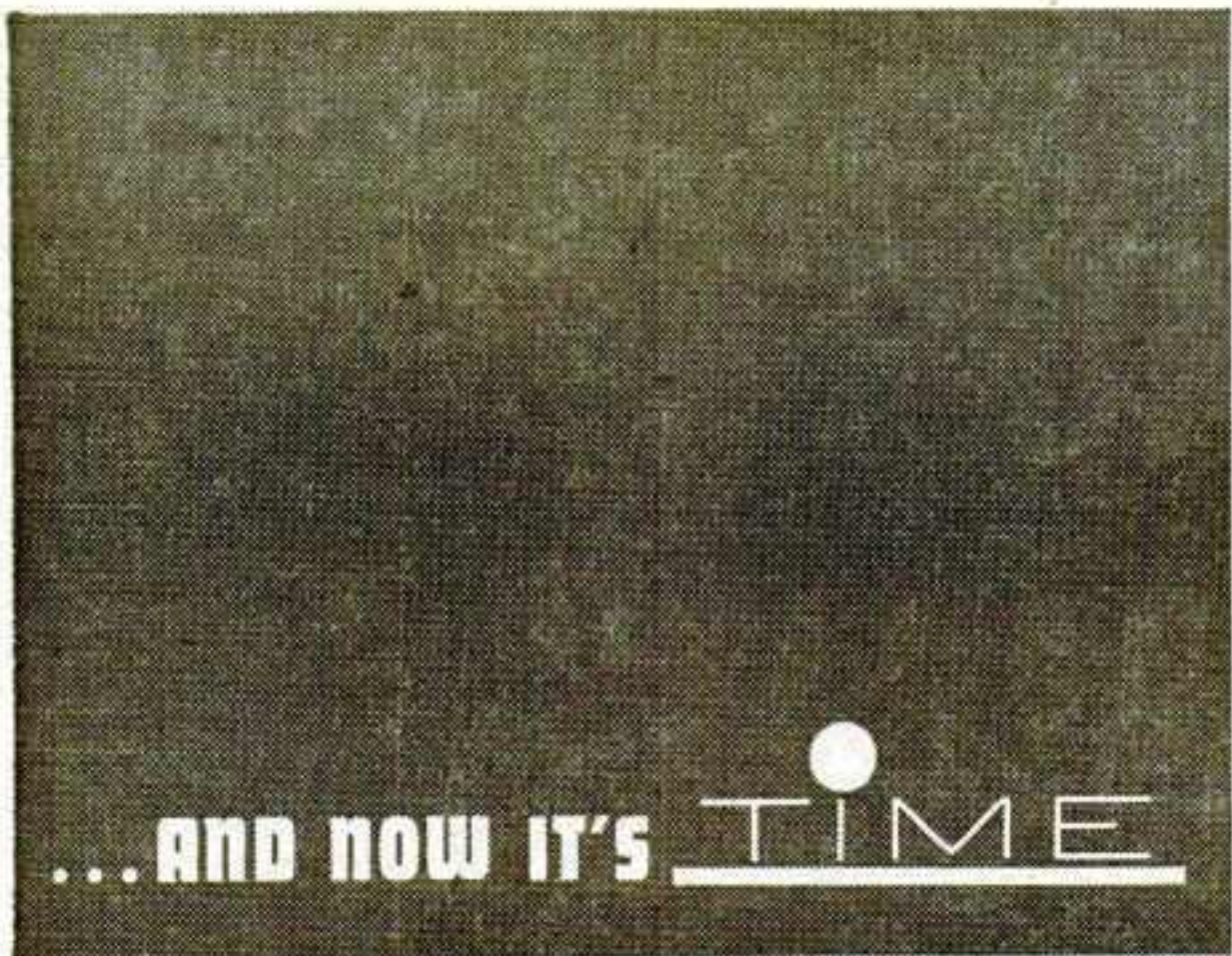
Asked if he felt such charts might be "rigged," Prescott said, "Oh, sure. I don't believe ratings are reflective of what exists in the country." He added a rapid summary of how to get into the record business: A few hundred dollars, four musicians and a singer, plus a bit more for payola. He said if it weren't for payola, the whole field of rock and roll and other teen-age preference in music would "never get on the air." This finding did not bear out earlier testimony by distributor Cecil Steen, of Records, Inc., that payments to deejays and \$1,400 to push records on WMEX's Gold Platter promotion had been a "waste of time" as far as popularity and selling records was concerned.

Rice's Sacred

• Continued from page 4

For the first time in the label's history, this facet of recording will have a full time a.&r. man at its helm. Rice told The Billboard he plans to sign additional talent. It now includes the Blackwood Brothers, Tony Fontaine, Billy Graham, Roy Rogers and Dale Evans, George Beverly Shear and the Statesmen Quartet.

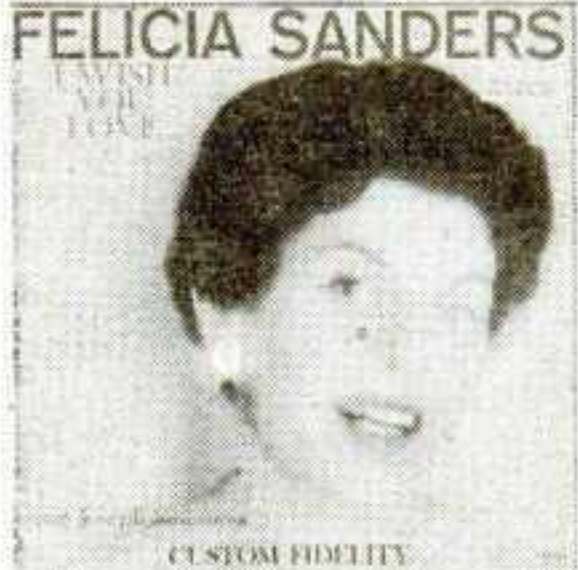
Rice's background includes serving as arranger - conductor for Stuart Hamblen ("This Ol' House") on disks as well as Hamblen's TV show, "Cowboy Church"; a number of devotional recordings, many radio and TV shows, and the CBS-TV "Hollywood Barn Dance" series.



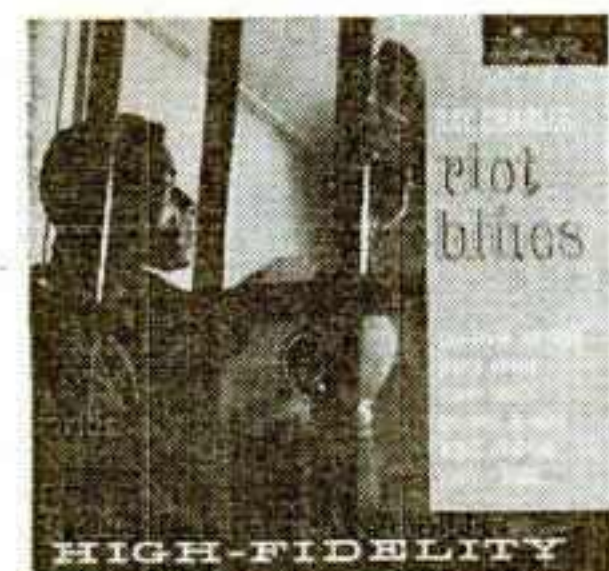
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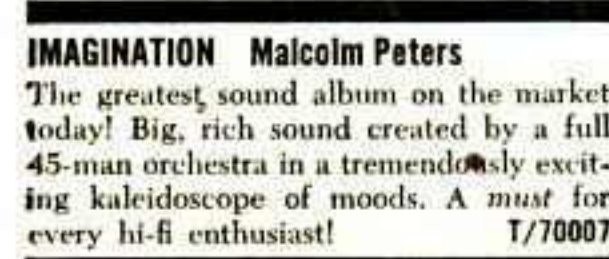
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2 Mr. Blue—Fleetwoods (Top Rank)

3 Oh Carol—Neil Sedaka (RCA)

4 Lisa—Conway Twitty (MGM)

(The Cash Box, Feb. 13, 1960,
issue)

ITALY'S #1 RECORD NOW ON TOP RANK!

"TINTARELLA DI LUNA"

RA 2035

by
MINA



RANK RECORDS

OF AMERICA, INC.

24 West 57th Street
New York 19, N. Y.

WEB OF HUB DISTRIBUTORS

• Continued from page 2

in Music Suppliers, but would forfeit all these payments if Clark should want to return to Music Suppliers at any time. Stock would automatically revert to Clark. This was not clearly indicated until later testimony of Clark and Carter, in closed session, was released.

Dinerstein had no certain knowledge of the secret agreement until it came out at the committee's open hearing last week, when he was allowed to see a letter from the firm's attorney, Ed Smith, concerning the agreement.

Climax of this angle came when Committee Counsel Lishman asked Dinerstein if he felt that Sam Clark had not really pulled out of control of the Carter firm, but was still "the boss." Dinerstein did not care to say definitely, but said he "suspected" this could be the case — particularly after reading Smith's letter. (Clark's being invited in on the Verve loans was also taken as indications that ties still were strong between the Am-Par president, formerly owner of Music Suppliers with Harry Carter, and the current activities of the Boston firm.)

Attorney Edward Smith wears half a dozen legal hats: he is corporate attorney for Music Suppliers; has served as director of Dumont Distributing, which is half-owned by Harry Carter; he has served as personal attorney at times to Dave Maynard, WBZ deejay, to Carter personally, and to Dinerstein personally. He has represented the estate of the father of Am-Par proxy Sam Clark.

Smith also holds 15 per cent of Dinerstein's Music Suppliers' stock, nominally pegged at 25 per cent, in escrow. This "escrow" stock is being held against the possibility that Dinerstein might leave the firm before his "employment contract" is served. The latter, in turn, Dinerstein testified, is to make sure he stays with Carter and does not, "so to speak, run off to California or somewhere." Also, an undated, signed letter of resignation from Dinerstein is held by Smith and Carter, in case of a walkout, which would automatically sever Dinerstein's connections and official capacities in Music Suppliers. It was later testified that this was done to assure Clark a free field if he chose to return to Music Suppliers. Carter also had to sign an undated letter of resignation.

(Both Carter and Sam Clark asked Committee Chairman Harris for private hearings, last week, and got them on health grounds. Carter's attorney presented medical evidence of possible mental breakdown under strain of open hearings; Clark had a record of hospitalization for a bad heart. See separate story.)

As final security for Carter, Dinerstein's employment contract rules that in the event of any dispute between himself and management, Carter is to be sole arbitrator. This aspect startled the subcommittee members as a new wrinkle in corporate relationships. Unruffled, Dinerstein appeared to take it all as a matter of course.

Crossed wires of the three distributor ownerships, which short-circuited at the Harris open hearing, began in 1947, when Music Suppliers, Inc., was a small outfit owned by Clark and Carter. Clark left to go with Am-Par, and in 1955 Gordon Dinerstein became vice-president of Music Suppliers, Inc.

Carter owns 75 per cent of Music Suppliers' stock, Dinerstein owns 25 per cent, but only nominally. A contingency clutches Dinerstein's stock, since 15 per cent of it is tied to his remaining in the company a number of years, and is held in escrow. This makes the relationship about 90 to 10, in control, Dinerstein pointed out.

In the second venture, in June of 1958, Carter bought out 50 per cent of stock in Dumont Distributing, owned by Donald Dumont. The deal makes Carter vice-president and treasurer, but Dumont has an option to buy back its stock around June of 1960. Reportedly, Don Dumont intends to take up the option. Carter paid in \$5,600 and brought in additional labels — particularly Epic Records, a subsidiary of Columbia Records, testimony revealed.

Lishman asked about this: Dumont is presumably a competitor of Music Suppliers, yet Carter is an officer in both and stockholder in both. He suggested that Dinerstein had gotten the Epic label for Dumont, and in return Dumont took in Carter. Lishman said Carter got his 50 per cent interest for "\$5,600 and the guarantee of bringing in new labels." Dinerstein delicately corrected the word "guarantee" and said he preferred the word "help."

The vice-president of Suppliers and Mutual said that Epic representatives had been asking repeatedly for distribution by Music Suppliers in Boston, but Dinerstein would only arrange to have the label carried by Dumont, which was done. Dinerstein said Dumont carries Epic, Roulette, Riverside, Gone, Blue Note and other labels, largely independents.

Dinerstein himself has a modest take out of the Dumont company, and gets paid "for services," altho he made no capital investment. Total salary for services in 1958-'59 was \$5,500, and a similar sum was paid Carter, he testified.

Lishman pointed out that a 1958 corporate resolution in Dumont "prohibits" Carter, as vice-president and treasurer, to get any compensation for services.

Competitor Angel

Lishman pointed out that these allegedly "competing" distributorships were both paying Dinerstein and Carter salaries. Also, after Carter came into Dumont, Am-Par's subsidiary label, APT Records went to Dumont, after having been carried by Music Suppliers. "Why should one distributorship give a subsidiary line to a competitor?" Lishman asked.

Dinerstein said "we had all we could handle at Music Suppliers."

Third distributorship involved is Music Distributors, Inc., originally set up by Carter in July 1956, but subsequently Dinerstein came in with 10 per cent of the stock, to Carter's 90 per cent, as with the Music Suppliers firm.

Lishman asked Dinerstein if Sam Clark of Am-Par did not "control" Mutual indirectly, thru Harry Carter. Dinerstein said: "Not to my knowledge" — until the counsel let him read a letter of 1956 from Carter's attorney Edward Smith, to Clark, noting that "Gordon was not to have any knowledge" of an agreement between Clark and Carter.

Music Distributors, said to have been set up at the "insistence" of Angel Records, previously distributed by Music Suppliers, paid Dinerstein only "a few thousand dollars," to date, Dinerstein said. He did not know what Carter earned out of it.

Dinerstein insisted that the classical nature of Angel Records put it out of competition with labels handled by Music Suppliers, Inc., but Counsel Lishman thought otherwise: "You own Music Suppliers, Inc., and interests in two competing companies in the area."

Dinerstein and Carter also own "Circle Distributing," a graveyard operation. An owned label, "Monitor Records," owned one-third by Carter, one-third by Dinerstein, and one-third by Jerry Flatto, reportedly put out only a few records, and all flopped.

An Ohio venture, Music Suppliers of Ohio, in which Dinerstein once had an interest, also failed and was sold, he testified. This firm was reportedly owned by Dinerstein, Carter and Clark.

Another tie-in of the Boston distributor interests is the role of Harry Weiss, Music Suppliers' promotion man, who is also reimbursed by Am-Par Records, to the tune of \$60 per week, as part of his \$200 a week salary, Dinerstein testified. "But we never told Weiss he was partly subsidized by Am-Par," said the witness. He felt cross-subsidizing of promotion men was a "usual" thing in the industry.

Lishman pictured Weiss as circulating between the two firms, with the possibility of reporting details of Music Suppliers, Inc., to Am-Par, allegedly a competitor. Dinerstein said Weiss "didn't know much about the sales end of the business." Then, said Lishman, he could at least report promotion activities.

A final and slightly macabre note of connection was testimony that Clark's life insurance premiums are paid by Music Suppliers, and listed in its "Loan Account." They are still being carried. There was speculation as to whether Harry Carter figured as beneficiary in the policy. It was learned later that Carter and Clark had both taken out insurance of a mutually protective nature. If Carter died before full payment to Clark for stock, insurance would cover the balance.

Martin Denies

• Continued from page 2

ments were concealed. The jockeys, FTC said, misled listeners into believing that the records were selected strictly on their merits or public popularity.

The distributors contend, however, that they "have no knowledge or information as to the definition or existence of 'payola,'" and deny having used it as defined by FTC to "mislead or deceive the public."

In support of their argument that payola is not deceptive, they deny that the "number of exposures of a record by a disk jockey affects, in any manner, the public's reaction or acceptance of such record, or affects the public's evaluation of the merits of such record." Companies contend that the "public evaluation and acceptance of any record is separate and independent from, and unaffected by, the number of exposures, and such public acceptance and evaluation is dependent solely upon the merits of such record as the same meets or fails to meet the public taste at the time of the exposure to such record."

Distributors claim that "there is no deception of the public by the alleged use of 'payola,'" and the alleged use of it "does not and cannot constitute a deceptive practice or an unfair method of competition." They ask that the complaint be dismissed.

Westminster

• Continued from page 4

on a constructive program of stereo classical recordings, will bring well-known and outstanding artists under the Westminster label as well as introduce brilliant new talent to the American music public," Grenell said.

Westminster will also limit the number of new releases each month to "six important and exciting recordings, available simultaneously in mono and stereo," Grenell added.



ROLLING UP THE CHARTS

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Separated Depts. Step Up Sales

Dealer Finds Sharp Division Vital to Making Most of Current Market

NEW ORLEANS — Complete separation of record departments, high fidelity and stereo equipment departments is essential to make the most of today's market, according to T. E. Mallory, owner of the big Mallory's on Canal Street here.

Mallory, a veteran of 12 years in record and associated equipment merchandising completely remodeled his Canal Street store early this year, after a long study of the market had convinced him that "it was the only practical means of handling the three major classes of customers."

Blessed with plenty of space on both the first and second floor of his Canal Street building, Mallory formerly sold all records on the first floor, on the theory that "people won't walk upstairs for as small a purchase as a phonograph record." This, he decided soon afterwards, was a serious mistake, inasmuch as the serious-minded music lover, interested in more expensive long-play albums, did not take

kindly to the noisiness and boisterousness of teen-agers thronging the same department in search of 45 r.p.m. singles. Similarly, the same sort of objections prevailed in attempting to demonstrate and sell high fidelity equipment and later, stereo equipment. The first floor simply presented "too much hubbub for the adult type of customer" and was actually destroying profitable album and phonograph business while 45 r.p.m. record sales were going up.

Consequently, the Louisiana dealer has gone thru one of the most ambitious remodeling projects in the history of the New Orleans record industry. Not only has he completely separated the record departments, but at the same time, brand new facilities for proper merchandising of high fidelity in one department, and stereo in another have been provided.

The two separated high fidelity and stereo showrooms are toward the rear of the second floor. Here, (Continued on page 18)

SNOW NO BAR TO SOUND EXHIBIT ATTENDANCE

WASHINGTON — A five-inch snow, high winds and hazardous driving conditions did not keep high-fidelity enthusiasts away from Avery Fisher's "Evolution of Sound" Exhibit here last week (13 and 14). Some 1,400 persons made it to the Shoreham Hotel to listen to the old and the new in sound reproduction.

Avery Fisher, founder and president of the Fisher Radio Corporation, said the snow was a "blessing in disguise—we couldn't have handled more people without a riot."

Visitors saw and heard Mr. Fisher's collection of antique talking machines dating back to 1873 and were brought up to date with the newest in stereo and high-fidelity music systems for the home. Guitarist Charlie Byrd demonstrated his talents in an on-the-spot recording session.

Admission to the exhibit was 25 cents, with proceeds going to the National Symphony Orchestra.

New MMM Post for Von Behren

ST. PAUL — Further emphasis on tape product development in playback was seen this week in the promotion of Bob Von Behren, veteran in Minnesota Mining and Manufacturing's engineering portion of the magnetic products division, to technical director of that division. Von Behren, last research and development manager of the division, has pioneered development of a one-and-seven-eighths-inch speed playback prototype and it's known that as early as November, 1958, Von Behren was showing such a speech machine. His ascendancy follows the promotion of Charlie Alden from ad manager to merchandising chief of the division (The Billboard, February 1). Carl Andrews since that time has moved into Alden's advertising slot.

NEWS BRIEFS

H. Leslie Hoffman, prexy of Hoffman Electronics Corporation, has announced the appointment of E. E. Ferrey as public relations director. He'll co-ordinate public relations activities of all the company's divisions. Previously he served in similar posts with Lenkurt Electric Company and Farnsworth TV and Radio Corporation. ... Glaser Steers has appointed two new West Coast reps. Meyer and Ross of San Francisco will cover Northern California and Northern Nevada while Floyd Yudelton of Los Angeles will cover the southern portions of both States plus Arizona.

Herman (Hy) Post, prexy of Robbits Industries, Flushing, N. Y., has named three new reps. Wayne Beitel of Detroit will cover all of Michigan; Fred Wamble Sales of Montgomery, Ala., will take over in Tennessee west of Knoxville, Alabama and Mississippi and Bernard A. Cahn of San Francisco will handle Northern California and Northern Nevada.

Audio Feedback

EXPLORING THE UNKNOWN

Quote-Without-Comment Dept.: Abraham B. Cohen, on whose wooden-faced 440 Bi-Phonic Coupler loudspeaker we first reported a few weeks back, gave his new design its first public outing in a dealer-press showing in New York February 10, and explained the background process that had led him to the new speaker thusly:

"Many developments in our industry come from defects in other systems. Armstrong developed FM radio because of the frequency-modulation effects he noticed in AM transmission. From the movement of plates in the old home-made condensers, we got the 'singing condenser' effect that ultimately led to the development of electrostatic loud speakers.

"I decided to develop a speaker system that worked on the basis of vibration of the instrument itself—like that of a violin, whose entire body vibrates to produce sounds—rather than a speaker that worked on the basis of a lack of vibration, as with large, sand-filled braced baffles."

WALL STREET INTELLIGENCE

You may not have seen the following financial items: Hudson Radio & Television, one of New York's largest audio-records-packaged goods houses, had a net sales level of nearly \$2,200,000 for the six months ended last November 30. . . . Ampex stock is now a featured item of the Stock-of-the-Month Club. . . . Pentron Electronics has asked SEC to register 250,000 common shares for public sale at a price of \$3 each. . . . Andrea Radio Corporation stock will also be offered to the public. . . . Tung-Sol hit a 1959 sales peak, with a sizable gain to reach a new level of nearly \$65,000,000.

OLYMPIC STEPS UP AD DRIVE

Olympic Radio & TV, packaged-goods manufacturer and a division of fast-growing Siegler Corporation (currently merging with a defense electronics firm called Magnetic Amplifiers), is a prime believer in major spring ad drives. Latest plans call for a 20 per cent increase over the levels of last spring. What's particularly interesting, from a dealer point of view, in the ad drive is that the Olympic campaign, currently scheduled for such print-media outlets as This Week, Look, the shelter magazine and electrical trades, wraps up several types of home entertainment in one ad package.

Olympic's copy slant is based on "Buy TV—Get all Three." The three items involved: stereo phono, radio, and TV. The firm's "copy platform" is an outgrowth of the claim that "Olympic is the largest producer of three-way systems, with 110 different units available." Ads to dealers take a slightly different tack, selling a threesome of "styles, features, profit." The advertising agency handling the promotion is DuFine & Company.

BREAKING THE FM PRICE LEVEL

There is a U. S. market for low-priced FM sets, or so the activities of Sarkes Tarzian, a Midwest manufacturer of electronic components and a pioneer broadcaster, would seem to indicate. Tarzian has developed a small FM radio which can sell for as low as \$19.95. So far, he's been using them as a promotion gimmick for his own FM stations, offering them at this price thru local retailers. More recently, Tarzian has made deals with other FM stations, and promptly sold 10,000 of the budget-priced receivers in the first month. Now, Tarzian is said to be eying the consumer market, and is thinking of moving into large-scale production. Price: not known, but somewhat higher than the \$19.95 kick-off tag.

STEREO GOES UP, UP, UP

An interesting fact is tucked into the current crop of manufacturing figures from the Electronics Industry Association. In January of last year, factory sales of monophonic record players were slightly ahead of stereo phono factory sales (184,147 units vs. 177,336). By December, it had swung noticeably the other way, with stereo leading by nearly 3 to 1 (407,744 units vs. 154,574).

The trend was paralleled at the retail level. In the first month of 1959 dealers sold more monophonic players than stereo (231,429 units vs. 159,214), but by the end of the year, the shoe was on the stereo foot, also by nearly 3 to 1 (592,772 units vs. 229,989). Stereo's effect was also in the dollar area, too. Altho the unit count of factory phono sales in 1959 ran somewhat less than the 1957 total (the industry's top year to date), the dollar value at the factory sales level was nearly \$20,000,000 more than 1957's.

CO-OPERATIVE ADS EXAMINED

Scheduled in New York last week was a two-day (February 16-17) workshop session of the Association of National Advertisers, a trade group that represents more than four-fifths of all the national-regional ad spending in the country. Subject: retailer-manufacturer co-op ads in various fields. Speakers included Leonard Smith, merchandise manager of the Westinghouse Major Appliance Division.

YOU, TOO, CAN BE IN PRINT

A prominent New York audio dealer recently asked us: "We think we have an interesting operation here. Would you like to hear about it?" Answer: You bet we would. So, dealers, don't be afraid to tell us of your own retailing problems, new techniques and general news of your audio-phonorecord sales operations. Address the column c/o The Billboard, 1564 Broadway, New York 36, N. Y. We hope to hear from you.

By C. R. S.

KAINTUCK PITCH

Home Loan Demos Sell Stereo Phonos

PADUCAH, Ky. — Because he is willing to "go a little farther" to prove to home owners what a pleasant asset a stereo phonograph may be, Duke Morgan, of Duke Morgan Appliances here, is selling an impressive additional volume of better priced sets.

Morgan's downtown store offers three top lines of stereo phonographs, and uses all of the usual demonstration facilities. Stereo speakers are mounted along the walls, and a simple patch-cord system makes it possible to hook up any combination to the stereo phonographs on the sales floor.

AES Sets 7th West Coast Meet, Exhibit

LOS ANGELES — The seventh annual Western Convention and Professional Audio Equipment Exhibit of the Audio Engineering Society will be held here at the Alexandria Hotel, March 8-11.

In addition to the latest professional audio equipment, the exhibit will spotlight museum pieces of early sound and recording equipment, loaned to the Society by the New Almaden Museum of San Jose, Calif., and local AES members and friends.

Session subjects include magnetic and disk recording, stereo and monaural reproduction, audio circuits, loudspeakers, enclosures, and studio input systems, acoustics, reverberation and ambiphonic and analysis.

The last session will be a symposium on "The Recording Industry — Its Past, Present, and Future," with the Society's prexy Harry L. Bryant, head of Radio Recorders, Inc., as chairman. An Awards Banquet will be held March 9 in the Alexandria's Palm Room.

However, in long experience as an appliance retailer, Morgan has learned that the average customer doesn't feel that he can get as good results in his own home as in the store which he suspects has been acoustically treated for it.

Consequently, when it appears that a sale "isn't going anywhere" the Kentucky dealer cheerfully asks the prospect how he would like to use the stereo at home over a weekend, when the whole family can enjoy it, without obligation. Usually, the offer brings surprise, but if there is any interest at all on the prospect's part, permission to go ahead with the plan.

Using a specially padded panel truck, Morgan sends the demonstration set out to the prospect's home, makes sure that it is properly installed, set at the point in whatever room is used which will give maximum sound separation, and "briefs" the home owner on operating the set. Arrangements are made to pick up the stereo on the following Monday—if necessary, but to date, Morgan hasn't found it necessary to make the re-

'59 TRANSISTOR SALES \$222 MIL

WASHINGTON — Factory sales of transistors last year rose more than \$109 million over the 1958 total, and units sold increased by more than 35 million, according to a year-end compilation released last week (15) by the Electronic Industries Association.

Sales at the factory level last year totaled 82,294,120 units, valued at \$222,009,722. In 1958, sales were only 47,050,814 units, valued at \$112,729,427.

the Cylinder, the 78, the 45, the LP, **AND NOW...THE DP** **THE DOUBLE PLAY...DOUBLE VALUE MONEY MAKER**

2
HITS
ON EACH SIDE
AND IT RETAILS FOR
ONLY 98^c

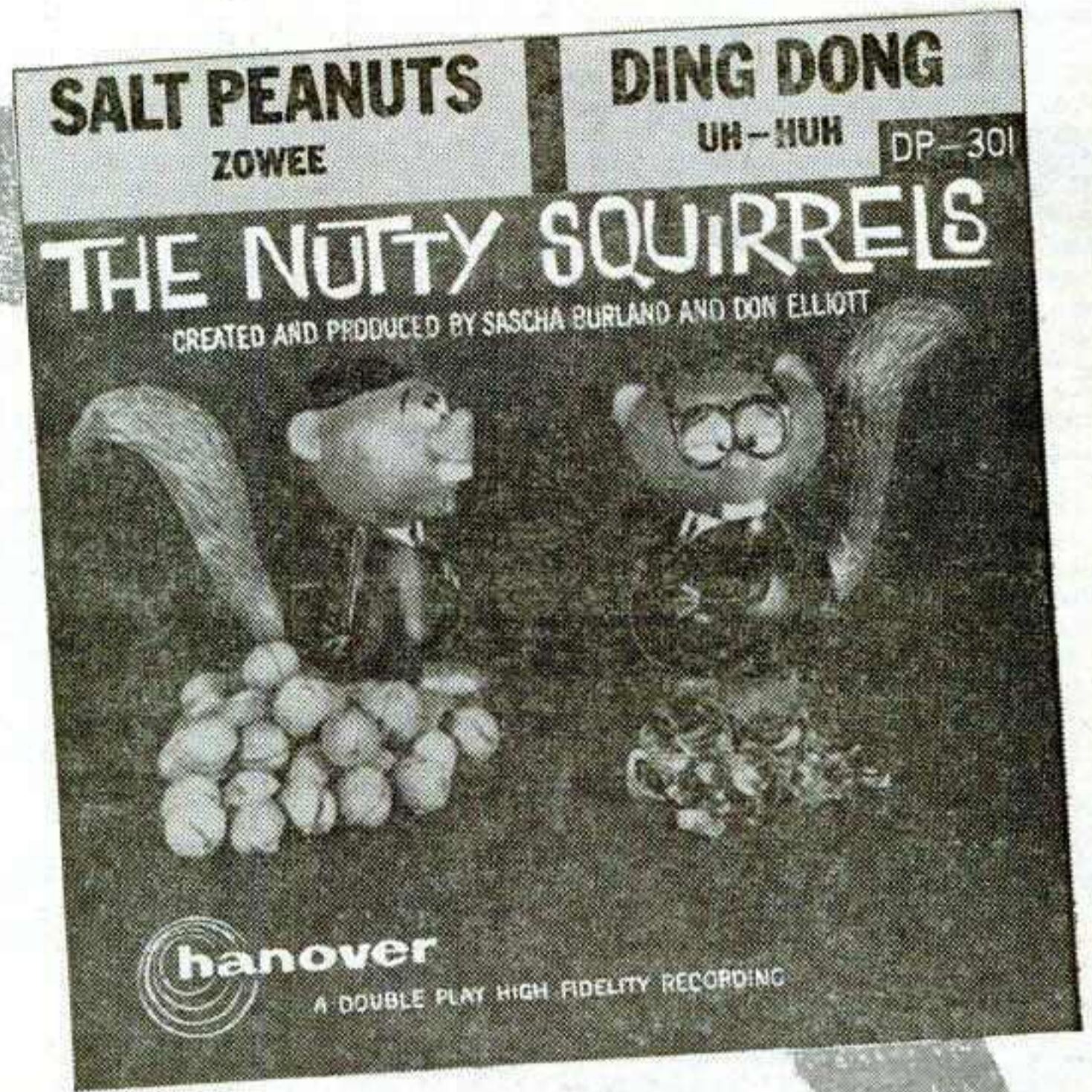
THOSE HITMAKERS

THE NUTTY SQUIRRELS

Four Smash Songs in a Full Color Sleeve
Display easels available

SALT PEANUTS | **DING DONG**
ZOWEE | **UH-HUH** ← *Immediate D.J. Reaction*

HANOVER DP-301



DEALERS — JOCKEYS — OPERATORS
Contact your nearest Hanover/Signature Distributor
or
Hanover-Signature Record Corp.
119 W. 57th St. N.Y.C. 19 COLUMBUS 5-0650

New V-M Matched Amplifier & Tuner

BENTON HARBOR, Mich. — V-M Corporation here projected strongly into the components field with the unveiling of a set of matched amplifier and AM-FM tuner and also a self-sustaining portable component stereo system. Known as V-M Model 1405, the new tuner contains Armstrong FM and superheterodyne AM circuits as well as Automatic Frequency Control, built-in AM antenna, auxiliary input, audio output, and an FM multiplex stereo jack, at \$99.95 list. In order to use the new tuner with the V-M Stereo-Modular series 580, 581 and 582 consoles, a Model 1406 mounting shelf for mounting the tuner on the rails already installed in these three consoles is available for \$2.75.

Home Loan Demos

Continued from page 16
turn pick-up call. "I believe that most people are thoroly confused as to what stereo is, and are inclined to mistrust it in the store," he said. "However, when they have an opportunity to play it in their homes, particularly their own favorite records, their thinking changes."

Using extended-sound models, as well as separate-speaker varieties, the Kentucky dealer tells his prospects just enough for them to understand the principle of stereo, without going into any complex, technical explanation which is likely to obfuscate the issue, particularly when the husband is explaining things to his wife. The net results are always an immediate build-up in the customer's interest, and usually, a telephone call on Monday with a request that the customer be billed for the set.

Naturally, deliveries of this nature are expensive, but since he operates a large service department, with trucks routed regularly thru this Western Kentucky city of 50,000, Morgan doesn't hesitate to promise delivery at a specified time. The tremendous increase in sales for 1959 over 1958, spark-plugged by such developments as extended sound proves that his willingness to assume the extra expense and trouble of home demonstrations has been the very best of an investment.

Record-Pak

Continued from page 3
plied that he was sure that Mittleman was selling records at 3 or 4 cents less than distributors offer them to one-stops. This was also reported to The Billboard by a number of New York distributors and a number of manufacturers here. It is also reported that a group of New York distributors here actually met one week a while back to see if they could convince the manufacturers they sold for, to stop selling to Mittleman—but this appears to have never gotten past the talking stage.

Pros and Cons

Mittleman, in answer to these blasts, claims that he has often taken dog merchandise off the hands of some of the very distributors who have spread these stories about his operation. And it is true that there are a number of manufacturers, who do not consider themselves either greedy or irre-

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

The matching stereo amplifier, Model 1404, is a dual-channel with push-pull output of 28 watts peak, stereo outputs to match four-ohm accessory speakers and a nine-socket jack panel of stereo inputs. Controls include the "Tone-O-Matic" loudness, balance and separate bass and treble, with list at \$89.95. Both amp and tuner are in two-tone gray metal and plastic housings.

Model 307 portable component system, is a single carrying case, which divides into two speakers and master playback unit. Each speaker section, housed in gray Pyroxlin with ivory mesh grille, contains a six-inch and a five-and-a-quarter-inch speaker. The four-speed changer plays thru an AC type push-pull amp with a peak of eight watts. The stereo automatic changer model lists for \$129.95, while a manual four-speed counterpart runs \$119.95.

V-M also has added another AM-FM tuner-equipped console to its line with the debut of Model 915, which is the cherry-wood finished American traditional Model 815. The 915 lists at \$379.95 for the 40-watt peak console, equipped with a pair of 12-inch woofers and three-inch tweeters in the all-in-one cabinetry.

3-Channel Stereo Model At \$159.95

ROCHESTER, Minn. — Waters Conley Company here is offering a new price-leader in the field of "three-channel" stereo, with Model 4459, an 18-watt peak portable at \$159.95. The latest Phonola portable features "Triple Source Stereo Sound," with the gray and white master unit containing a heavy-duty Alnico V nine-by-six-inch speaker, while each of two auxiliary speakers, which can be detached from the unit, carry a five-and-a-quarter-inch speaker with tweeter cone. The model features a four-speed changer and volume, bass and treble and stereo balance controls.

E-V to Intro Organ Line

NEW YORK — Electro-Voice, large manufacturer of electronics in Buchanan, Mich., will soon introduce a line of electronic organs. These new organs will sell at a very reasonable price, according to Larry Le Kashman, Electro-Voice exec. First announcement of the new electronic organs will be in a few weeks according to Le Kashman. These are the first electronic organs to be manufactured by the firm.

WMEX Play-for-Pay Deal

Continued from page 2
abnormal procedure. "Our responsibility is to get promotion for records — we are responsible to the manufacturers we distribute. This is normal procedure to me."

Later, the payments dropped from \$100 a week under the \$1,400 contract, to occasional payments of \$25 and down to \$10 for the promotion. The expense didn't prove worthwhile, said Steen. He also found that additional payments to deejays were a "waste of time." Said Steen: "If a record has it, it will be a hit. The only real test is on record sales."

Steen said his payments to deejays were general "gratuity" and not for any special pay-for-play.

Testimony by the Brothers Richmond, WMEX owners, on the Gold Platter was vague. Most answers, "I don't know"; "That's not my area"; "I'm not sure"; "We don't give instruction on the Gold Platter to our deejays." Brothers Maxwell and Robert tossed responsibility back and forth like a bean bag, to the quiet exasperation of counsel Lishman and Chairman Harris.

Majority stockholder Maxwell Richmond, said he had not asked his deejays Mel Miller and Arnie Ginsburg anything about payola on the station. He has retained both, altho Ginsburg has testified he collected \$4,400 in distributor payola over a two-and-a-half year period.

'Much Ado—But'

Richmond required elaborate forms to be printed, and made out and signed by the station deejays on how much they had received, after the Harris Subcommittee got into action on the whole payola picture. He made no checkup on accuracy of the replies, he said. Representative Moss (D., Calif.)

sponsible, who sell directly to Mittleman. They claim they move more records via his Record-Pak than they would without it, and they do not feel he hurts distributors' business. One thing is certain, Mittleman's operation, whether good or bad for distributors or the record business, has caused the most violent controversy among manufacturers and distributors since the entry into the business of rack jobbers a few years ago.

pointed out that it was all much ado—but nothing was done.

Max had thought up the idea of the gold platter promotional stunt, but was not inspired to charge distributors for participation, for over a year. When he did begin to charge, he claimed it was for the "mailing, handling, filing, etc." of these records.

Beginning in November of 1958, until the Harris hearings, he began charging at the rate of \$100 weekly, and made his historic \$1,400 contract with Records, Inc., later. He was able to charge only \$25 and even down to \$10, when the program failed to bring results. He insisted the \$100 was for two promotions: The Gold Platter, and a program called "Mr. X Album."

Counsel Lishman, granting that each cost \$50 a week, asked "did it cost you \$50 to mail and handle about 50 records at five cents each?" Maxwell seemed a bit surprised himself at the price fluctuation charged. The grand total for WMEX on Gold Platters was \$2,225. The charges are no longer made, on advice of attorney, said Richmond.

No announcement was made over the air that the Gold Platter feature was paid for by distributors, and that the prize-award records were freebies from the companies.

WMEX deejays Mil Miller, who ran the Gold Platter promotions, and Arnie Ginsburg, repeated the same excuses as their bosses on the distributor payola. Puzzling angle was the comparatively meager take which Mel Miller got from distributors between 1957 and 1959. Total was under \$500, which he said was for "good will." But Deejay Ginsburg, whose salary was \$10,000, totalled \$4,400 from the Boston firms.

Ginsburg said this was all for "good will."

Chairman Harris scored all involved for their deals to deceive the public. "Those who employ these practices to promote the record business pretend it is on the basis of choice by the American people. Those are the ones who should primarily bear the responsibility."

Separated Depts. Build Sales

Continued from page 16

with around 25 pieces in each category, Mallory maintains a quiet salon-like atmosphere which visibly impresses every visitor. Once again both departments are replete with comfortable divans and sofas, which provide for the relaxed sit-down selling which Mallory has found often means the difference between a sale and a "browser." Using the same sort of "escorted selling" theme which prevails in the long-play album department, Mallory and his salespeople demonstrate one cabinet stereo or high fidelity set after another, always playing records of the prospect's choice, since this has been found to

make the best impression. The store, incidentally, altho it is a "can-do" center, with a reputation for meeting all customer's needs, does not handle stereo components. In his merchandising years since 1947, the New Orleans dealer has found that unless the store has complete engineering and installation facilities, including a crew of expert carpenters and electronics men, that components are not as profitable as integral cabinet stereo and high fidelity. Covering the entire price spread from low-end to high-end stereo, the Mallory showrooms are a complete "Gallery" of stereo developments, and have established a sensational ratio of sales per prospect since the new showrooms were completed in fall of last year.

Making an all-out effort to attract the "carriage trade" type of customer, Mallory held an "open house" in October, during which some 1,200 invitations were sent out to known stereo enthusiasts, backed up by 300 radio spots, and 8,000 lines of newspaper advertising. The clever theme which was played up in each type of advertising was "the most beautiful furniture you have ever heard!" putting emphasis on the decorative value of fine high fidelity and stereo equipment. Also emphasized was the huge inventory of stereo records in stock, amounting to more than 1,000 selections, and designed to give the lie to the assumption of many prospects that "you can't get the numbers you want in stereo."

With no refreshments, no prize drawings, or any of the usual incentives which attract too many "onlookers," Mallory's nevertheless filled up the store to capacity during the five days of the open house, and made considerable strides forward in sales in all departments.

"Today's customers are sharply divided in their interests," the New Orleans dealer said. "To my mind, it is important to sell 45 r.p.m. records simply because the teenagers who are buying these records today are the album customers of tomorrow, and likewise, the logical prospect for stereo phonographs, tape recorders and sound systems. At the same time, however, we must remember that noisy youngsters can completely spoil things for a more serious minded music lover, and that the chances of selling him on phonographs, multiple album purchases, etc., are going to be a lot better if he can be isolated comfortably away from the heavy traffic parts of the store."

Goldner Signs Ivory Joe

NEW YORK—Ivory Joe Hunter has joined the new George Goldner label, Goldise. Signing of the artist, formerly with Dot, was completed by Goldner this week. Ivory Joe Hunter is well known for the many hits he has written, and for his many hit recordings, including "I Almost Lost My Mind," "A Tear Fell" and "Since I Met You Baby." His first record will be issued next week.

Fox Alerts Pubs

Continued from page 3

lied due them. The notification in effect asked publishers what they would like to do about the matter.

One spokesman described the current M-G-M set-up in these carefully measured words: "They have gone for the free record in a really big way." He added that "M-G-M has expanded the freebie idea into a fine art." The question was also raised as to when the freebie stops being exploitation and becomes discounting. "This would be certainly one reason to drop the price of records," one tradester noted. "With all this swinging of freebies going on, it would appear that some manufacturers are working on a good fat markup and could afford to set a lower list price, in which case maybe some sanity returns and we get a situation where mechanicals are paid on all the records."

In one case, it was learned that George Scheck, personal manager for Connie Francis, was shocked by reports reaching him of "the things that were going on with Connie's records." Scheck said he had heard Miss Francis' records in some cases were being used to promote other artists on the label. In case it was reported that a total of 20,000 Connie Francis singles were sent out on a freebie basis to distributors, on condition that they accept substantial shipments of disks of other M-G-M artists on a non-returnable basis.

Scheck told The Billboard: "Of course I'm alarmed about these reports. Some reasonable amount of promotion you don't mind. But it appears that sometimes they overdo it. I'm having my auditors check up on their books right now."

The publishers, to a man, asked to be kept out of the picture, it was learned from other sources that the following songs and their publishers were among those recently notified by the Fox office of the M-G-M situation: "There Must Be a Way," Laurel Music; "Lipstick On Your Collar," Joy Music; "My Happiness," Happiness Music, and "Sorry I Ran All the Way Home," Figure Music. The latter is operated by Jack Hooke, who, it was noted, was formerly in the swinging indie record business himself.



on 20th FOX

ALL YOU HEAR IS BEAUTY



A
Great Artist
and Tune
HITS
The Nation's
Spotlight

BOB CREWE
singing

"WATER BOY"

b/w "VOGLIO CANTARE"
Warwick M-529

Watch For Bob's New Album
"KICKS WITH BOB CREWE"
with Ralph Burns Orchestra
(soon to be released)

United Telefilm Records, Inc.

MORTY CRAFT, PRESIDENT 701 SEVENTH AVENUE • NEW YORK 36 • JUDSON 6 1050

Make way for the latest and
GREATEST addition
 to the

**PAUL
 ANKA**

string of hits!

PUPPY LOVE

b/w

**ADAM
 AND EVE**

(from the Universal-International
 Release, "The Private Lives of Adam and Eve,"
 An Albert Zugsmith Production.)

ABC-10082

Climb aboard the
 Anka gravy-train for a quick
 ride to the top with what
 promises to be Paul's biggest
 and fastest-rising
 gold-record smash yet!

ABC-PARAMOUNT
 FULL COLOR FIDELITY

Distributed in Canada by Sparton of Canada, Ltd.

Tells of Chart Rigging

Continued from page 2

came from the radio station's top records of the week?"

Weiss agreed, but said there was no guarantee of appearance, it depended on space available in the trade paper.

Lishman asked: "Cash Box would indicate in its columns that this came from a radio station? They would not indicate it came from you?" and again, "Cash Box would not indicate that, in effect, it was a stacked record list compiled by a record distributor, would they?"

Weiss agreed this was correct.

Lishman asked "Is it a general practice among record distributors' promotion men to get blank stationery, have it signed by some radio station employee, fill in either a Top 10 or a Top 50, and then have a publication such as Cash Box publish it as tho it were the independent statement of a radio station?"

Weiss would not agree it was a general practice, but he'd found "some of his competitors" doing it, and was advised to do likewise by deejays.

Harry Weiss helped Ray Lewis, deputy Sheriff of Manchester, N. H., manager of the Downbeats, a singing group, to process a record of "Growing Love." Harry Carter, president of Music Suppliers, Inc., was cut in for half ownership. Carter paid \$500 of the disk's expenses, and advanced \$750 to Lewis for other expenses. Testimony brought out that Lewis was very inexperienced in the recording field.

The label bore the imprint of "BMI" but the BMI attorneys have said it is not on their licensing list, nor is there any record of a copy-right on the disk.

Earlier testimony by Music Suppliers' President Harry Carter, had

revealed that "Growing Love" was put on the Music Suppliers' "Music Gram" list of top sellers going to deejays, even before the record was processed. The tune only sold 6,000 copies.

Committee counsel Lishman asked Weiss if he had asked Lewis for \$100 to pay Norman Prescott to get the tune on WBZ "survey list." Weiss said no. But the tune did get on the list, and was played by Prescott. Counsel Lishman pointed out, Deejay Prescott was one of several Boston deejays who gave Weiss stationery with broadcast station letterheads.

Prescott, who received nearly \$10,000 in distributor payola, had earlier testified that in his opinion pop charts in trade magazines "did not reflect the public choice." It was testified that Prescott played the "Downbeats" tune twice on WBZ. Weiss was also asked if he hadn't argued with Prescott for "more play" on the same tune.

Lishman also asked Weiss if he did not demand money from another songwriter, Sam Lembo, to get his Am-Par recording, "Pretty Girl" played by Prescott over WBZ. Weiss denied such procedure, but testimony revealed that the flip side of the disk was put on WBZ's list of "up and coming" tunes—it was placed second on the list of potentials. Clark himself had told the subcommittee it was a \$5,000 loss to the company.

The Committee counsel went down the list of Boston deejays and asked Weiss if Lou Goldberg, of WCOP, Don Masters of WHIL, and Arnie Ginsburg of WMEX were not all paid to push the record because it was an Am-Par, and distributed by Music Suppliers, Inc. Weiss had admitted that deejays at stations WCOP, WBC and WHIL had all given him letter-

CMA Meeting

Continued from page 4

whose tunes are selected for the album being imbursed in the usual fashion. Don Pierce, head of Starday Records, was appointed to iron out the details for the album plan. It is planned to have the album ready for distribution in the fall.

President Gay read an encouraging letter from a TV network executive concerning the possibility of a c.&w. music spectacular to be presented sometime in the near future. Jim Denny, Steve Sholes and Connie B. Gay were appointed a committee to further mull the spec idea with the network officials. If consummated, the deal would add considerable moola to the CMA treasury.

Meanwhile efforts to obtain financial aid from the State of Tennessee, the City of Nashville and the AFM slush fund will continue.

CMA's membership as of February 11 was announced as 521, with 135 members delinquent in their dues. Organizational membership at present totals 16, but this figure is expected to be augmented considerably within the next month.

Next quarterly meeting will be held in Nashville in May.

heads to use to make up lists of his own to be sent to trade papers.

Weiss, who had admitted to receiving only \$100 for his part of the work in getting the "Downbeat" tune recorded, was found to have received a total of \$750 from Lewis, according to Subcommittee staff evidence.

Another tune of Lembo's, "Linda Jean," landed in Weiss hands. Weiss sold the master to Sam Clark for \$5,000, got \$500 of this amount, and turned the fee over to his employer, Music Suppliers, testimony brought out.

HOT 100 ADDS 16

NEW YORK—The Hot 100 adds 16 new sides this week. Essentials are:

- 60. (Welcome) New Lovers—Pat Boone, Dot.
- 61. String Along—Fabian, Chancellor.
- 62. Puppy Love—Paul Anka, ABC-Paramount.
- 63. Mama—Connie Francis, M-G-M.
- 67. This Magic Moment—The Drifters, Atlantic.
- 68. O Dio Mio—Annette, Vista.
- 70. Chattanooga Shoe Shine Boy—Freddie Cannon, Swan.
- 86. Don't Fence Me In—Tommy Edwards, M-G-M.
- 88. Lawdy Miss Clawdy—Gary Stites, Carlton.
- 91. Anyway the Wind Blows—Doris Day, Columbia.
- 92. Angela Jones—Johnny Ferguson, M-G-M.
- 93. Sleepy Lagoon—The Platters, Mercury.
- 95. Greenfields—The Brothers Four, Columbia.
- 98. Alvin's Orchestra—David Seville & the Chipmunks, Liberty.
- 99. El Matador—The Kingston Trio, Capitol.
- 100. Let Them Talk—Little Willie John, King.

Another Billboard Record/Phono Dealer

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Southwest Appliance Co.

The retail establishment of this record/phono dealer . . .

- . . . is essentially an appliance/record/phono store
- . . . offering both records and albums
- . . . handles phonographs selling from \$20 to \$500
- . . . has been reading Billboard for more than 3 years

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introducing teen-age-&-terrific

BRIAN HYLAND

follow
the
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LEADER

RECORDS

Manufactured by Kapp Records, Inc.

VOX JOX

By JUNE BUNDY

PAYOLA: In a letter which he sent to Oren Harris in Washington, Tom Edwards, WEWS, Cleveland, has some interesting comments on the payola probe. He wrote: "The whole deejay profession has been given a black eye ever since the disclosures about payola broke into the news several months ago. As a deejay I know the kind of attitude the general public has concerning payola. There isn't a day passes by wherein I don't meet someone (not in the trade) who doesn't have some kind of insinuating remark concerning my being a deejay and naturally being a taker of payola. The insinuation being that my name hasn't been brought up yet, but it will be in the very near future."

Edwards continued, "Isn't it time for the people who testify before the committee to reveal to the public that all deejays were not 'in on the take?' Should it not be the duty of the investigating committee members to bring out the same facts? There are and were thousands of other deejays like myself who felt a feeling of satisfaction in trying to make hit records strictly on our own and without taking considerations in the form of money and gifts."

"Will someone bring out the fact that there were deejays, like myself, who sent back money that was scotch taped to a new record—who refused offers of simple lunches and cups of coffee—who paid all their own expenses at the deejay convention in Miami last year? In regards to the convention there was only a handful of us who attended all the business meetings and seminars. I made up my mind at that time I would never again attend a deejay convention, because it was a convention in name only—it was, in reality, only a BALL."

MORE ON MIAMI: In a similar vein, Robert Turner, program director of KVOC, Casper, Wyo., writes: "I just can't help but feel some of the deejays who are confronted by payola probes could have circumvented their difficulties by using a little 'moxey.' Had they listened to Dr. Shayne MacCarthy and Russell Birdwell more closely (at Miami) perhaps they wouldn't be under investigation today. I saw many reports of the second annual disk jockey convention, but not one mention of the inspiring talks given by these two men. I keep thinking of deejays and fellow program directors next to me who were sleeping thru both talks."

Turner added, "Nevertheless, I can't blame the disk spinners entirely. I blame the newspapers and magazines for using 72 point type in telling of the sins of the radio men. Seems to me, now is the time for radio stations across the country to unite and editorialize a bit. We're not without blame. . . . Neither are we heartless monsters. Oh for the good old days, when the Senate governed the country and wasn't overly concerned about cranberries and corruption."

CHANGE OF THEME: New jocks at WKLO, Louisville, Ky., include Joe Holcomb, ex-KWK, St. Louis and Jim Fletcher, formerly program director of KSWO, Lawton, Okla. . . . Don Bruce, formerly with KALL, Salt Lake City, has joined KOMA, Oklahoma City. . . . Al Fox has left the Miami radio scene to take over a 10:30-11:30 p.m. time slot at WNTA, Newark, N. J.

Dick Drury's new address is KQV, Pittsburgh. He has an afternoon show, 1-3 p.m. . . . Don Evans has returned to WJET, Erie, Pa., where he broadcasts daily for a total of more than 20 hours a week. The jock was with WJET, when it first went on the air eight years ago. He needs wax. . . . "Fat" Pat Patterson, ex-KFBI, Wichita, Kan., is the new morning man at KSTT, Davenport, Ia. . . . David E. Lyman resigns — effective March 1 — as program director of WLEE, Richmond, Va., to become p.d. of CKLG, Vancouver, British Columbia. . . . Harvey Sheldon, formerly with WHAT, Philadelphia, as a late night jazz jock, has started a full time modern jazz wax show, sponsored by Firestone Tires, on WTL, W. Springfield, Mass. Tagged "Jazz Round Midnight," the show is aired nightly, Monday thru Saturday, at midnight.

Dick Claus, formerly classical music director of KIDD, Monterey, Calif., is program director of KHIQ-FM, Sacramento, which goes on the air this month. . . . Jerry Glenn, WERC, Erie, Pa., has moved his daily five-hour show to the "Cavalier Room" of the Lawrence Hotel in downtown Erie. That's what the jock calls his room at the Lawrence, where he is recuperating from a broken leg suffered in an auto accident January 30. Ark Arkeliah, general manager of WERC, is hospitalized with a fractured left leg as a result of the same crash.

Program Director Bob Grant, WKST, New Castle, Pa., has reshuffled his deejay staff. Ted Harhai has moved from morning to an afternoon slot. Bill Marshall takes over the morning show; while Dick (Hammy) Record, has left afternoons to concentrate on specials, and remotes. . . . New WIP, Philadelphia, jock is Marty O'Hara, who emcees "Dawn Patrol," from midnight to 6 a.m. He formerly was a spinner with WKDN, Camden, N. J.

Dick Dixon, ex-KIXX, Provo, Utah, is now spinning 'em at KALL, Salt Lake City, replacing Larry Hunter. Latter has moved to KLO, Ogden, Utah. Also new at KALL is Will Lucas, formerly with KSL, Salt Lake City. Lucas replaces Kieth Ahston who has resigned as morning man to join a Salt Lake City agency.

The new "Jack the Bellboy" at WJBK, Detroit, is Harvey Kaye, ex-WKMH, same city. He took over the 7 p.m. to midnight show unannounced February 1 and listeners were asked to send in a sketch or word description of him, based on the theme "What do you think he really looks like." The winner—submitting the most humorous description—will receive a transistor radio and will guest on Kaye's program.

Station WTAC, Flint, Mich., launched a 24-hour broadcasting operation February 5, with Bill Fields, ex-WAIT, Chicago, as "Leader of the Night People" from midnight to 5:30 a.m., Monday thru Saturday. . . . New spinner at KLOS, Albuquerque, N. M., is Jerry Jackson, ex-KINT, El Paso, Tex., in the 9 a.m. to noon slot.

ARTISTS' BIOGRAPHIES FOR JOCKEY PROGRAMMING



Ray Smith Hits Via 'Rocking Little Angel'

Born October 31, 1938, in Paducah, Ky., and educated there, Ray Smith first became interested in a musical career while in the Army. After his discharge he formed his own band and soon had weekly TV shows in Paducah and Evansville, Ind.

The Smith band also made extensive personal appearance tours, and, while appearing on one of these, the artist was discovered by Charlie Terrell, now his personal manager.

The talented young man plays guitar and piano. His favorite hobbies are cars, buying good clothes and playing piano. "Rockin' Little Angel," his first disk for the Judd label, is currently climbing the charts.



'Bad Boy' Leaping Charts For Epic & Wilde

Marty Wilde was born Reginald Smith on April 15, 1939, in Greenwich, England. When he was 15, Wilde left the Charlton Secondary Modern School and took a clerical job. Nothing came of his career in commerce, however, so he began to spend his time practicing guitar. Soon he formed a rock 'n' roll group with two friends. They played local night clubs and were quite successful. It was at one of these clubs that young impresario, Larry Parnes, heard the young singer, liked him and signed him to a contract.

Wilde then made many personal appearances including TV on BBC and became an overnight sensation. His first record "Endless Sleep," was a big seller in England and his latest, "Bad Boy" seems destined for even greater success on both continents.

YESTERYEAR'S TOPS—

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

FEBRUARY 26, 1955

1. Melody of Love
2. Sincerely
3. Hearts of Stone
4. Ko-Ko-Mo
5. Let Me Go Lover
6. Earth Angel
7. Mr. Sandman
8. Tweedle Dee
9. That's All I Want From You
10. No More

FEBRUARY 25, 1950

1. Chattanooga Shoe Shine Boy
2. Rag Mop
3. Dear Hearts & Gentle People
4. There's No Tomorrow
5. Music, Music, Music
6. I Said My Pajamas
7. Cry of the Wild Goose
8. I Can Dream, Can't I
9. The Old Master Painter
10. Johnson Rag

DISTRIBUTOR NEWS

By HOWARD COOK

NEW YORK: Mike Becci of Ideal Record Products, Inc., lists several newer platters that show signs of stepping out. Heading the list for M-G-M are "Mama" b-w "Teddy" by Connie Francis, "Pretty Eyed Baby" by Dick Caruso, "Think Me a Kiss" by Clyde McPhatter and "Angela Jones" by Johnny Ferguson. Cub has "What Do You Want" by Adam Faith. Strongest Challenge items are "Too Much Tequila" by the Champs, "I Dreamed About My Lover" by Jerry Fuller and "Dead Man" by George Weston.

Others that are showing well include "Beatnik Fly" by Johnny & the Hurricanes on Warwick, "O Dio Mio" by Annette on Vista, "Under Your Spell Again" by Tommy Zang on Hickory, "The Fight" by Gary Cayne on Shell, "Since You Left My World" by the Centurions on Tiger, "Water Boy" by Bob Crewe and "What Do You Want to Make Those Eyes at Me For" by Sunny Gayle on Warwick.

George Weiss of Superior mentions "Let the Little Girl Dance" by Billy Bland on Old Town, "Gee" b-w "Step By Step" by the Crests on Coed, "I Love the Way You Love" by Marv Johnson on United Artists and "Just a Little Bit" by Roscoe Gordon on VeeJay. Others that are pulling coin include "Will You Ever Be Mine" by Donnie Elbert on VeeJay, "My Heart Belongs to Only You" by the Twilights on Finesse, "Little Girl, Little Girl" by the Fairlanes on Argo and "Money" by Barrett Strong on Anna.

Strongest newer sides at Alpha are "Summer Set" by Acker Bilk on Atco and by Monty Kelly on Carlton, "Goodbye, Kansas City" by Wilbert Harrison on Fury and "The Stroll That Stole My Heart" by Georgia Gibbs on Imperial. Others are "All Thru the Night" by the Mystics on Laurie, "Tamiara" by Bill Haley & His Comets on Warner Bros., "String Along" by Fabian on Chancellor and "Deep in the Heart of Texas" by Dave (Baby) Cortez on Clock.

Comers include "Sixteen Reasons" by Connie Stevens on Warner Bros., "Someone Loves You, Joe" by the Singing Belles on Madison, "This Is My Love" by the Passions on Audicon, "You Don't Know Me" by Lennie Welch on Cadence and "Let It Rock" by Chuck Berry on Chess.

Evelyn Cornell of Cosnat sends a note to inform us of action on "This Magic Moment" by the Drifters on Atlantic, "What in the World's Come Over You" by Jack Scott and "Bulldog" by the Fireballs on Top Rank. "Jambalaya" by Bobby Comstock on Atlantic and "Dream Talk" by Herb & Betty Warner on Jubilee are also moving.

All-Disc, Inc., helmed by Lou Fagon, is now handling the Vito line. That label's best LP is "The 3 Musketeers of the Opera," featuring Cesare Siepi, Cesare Valetti and Fernando Corena. Fagon writes that the Audio Fidelity Pre-pack No. 2 is being well-received by dealers. Orders are heavy on new sets by Louis Armstrong, the Dukes of Dixieland and Jo Basile.

Sy Warner has been appointed the new chief of London's pop sales division. He will be responsible for sales and promotion of pop records, working with one-stops, rack jobbers and syndicated chains in the New York area.

DENVER: Sandra Rowell of the Davis Sales Company sends word that the firm is getting big sales on Bobby Darin's new Atco LP, "This Is Darin." Singles that are going well include "Forever" by the Little Dippers on University, "Where or When" by Dion & the Belmonts on Laurie and "You Don't Know Me" by Lennie Welch on Cadence. Davis distributes London, Dot, Audio Fidelity, Challenge, Laurie, Liberty, Top Rank and Cadence.

BALTIMORE: Frank Luber, promotion chief of Kay-Gee Distributing Company, writes that he's getting strong action on "If I Knew" by the Cruisers on V-Tone, "Guilty" by Herb Johnson on Len and "Rockin' Charlie (Part II)" by Bobby Peterson on V-Tone. Top LP is "Moonshot" by the Teddy Tule Quintet on Golden Crest.

PHILADELPHIA: Buzzy Curtis of Mainline called to report action on "Fumanchu" by the Revels on Norgolde, "At My Front Door" by Dee Clark on Abner, "Rockin' Charlie (Part II)" by Bobby Peterson on V-Tone, "Rhumba" by Birel and the Angels on Amy, "Fannie Mae" by Buster Brown on Fire and "Someone Loves You, Joe" by the Singing Belles on Madison.

CHICAGO: Karen Lundquist of The Billboard sends the following items: United Record Distributors now handles Shep Records. . . . Jack White and Seymour Greenspan have opened the new Summit Distributors. They will distribute Warner Bros., Vista and Off Beat Records.

MORE FROM NEW YORK: Harold Horner of Leslie mentions "Mama" by Connie Francis on M-G-M, "I Love the Way You Love" by Marv Johnson on United Artists, "Sink the Bismarck" by Johnny Horton on Columbia, "Summer Set" by Acker Bilk on Atco, "Summer Set" by Monte Kelly on Carlton, "White Silver Sands" by Bill Black's Combo on Hi, "Up Town," by Roy Orbison on Monument and Bobby Darin's Atco EP, "Clementine."

“an original musical that bubbles with music and mirth... a delight to the eye and the ear and besides it's wonderful fun.”

—New York Herald Tribune



“delightful, lively and humorous... it would be difficult to say which is the best [song] of a good lot.”

The New York Times

“A Zesty, Tuneful Spoof... I hope they'll record the score.”

Daily News

“... Fills Life With Laughs... a fine spoof of the old-fashioned musical comedy.”

New York World-Telegram & Sun

“Hilarious Little Musical”

New York Journal-American

“... a genuine delight...”

The New Yorker

“... jolly, witty show with a jolly, talented cast!”

New York Post

“... one of the funniest musicals in town... hilarious—and, at the same time, affectionate...”

Cue

“A happy contrast to today's carefully ponderous Broadway musical...”

Saturday Review

SPOTLIGHT WINNERS OF THE WEEK

LITTLE MARY SUNSHINE
Original Cast. Capitol WAO 1240—The highly successful off-Broadway musical satire is playing to standing room only. Capitol has recorded the show with full orchestra (two pianos are used in the theater). The charming melodies and witty lyrics by Rick Besoyan are standouts. The performers are all sparkling. Sound is excellent.

Album (S) WAO 1240



the critics are unanimous — you'll agree too — this album will delight everyone who hears it.

FROM THE M-G-M FILM
"HOME FROM THE HILL"
A SOL C. SIEGEL PRODUCTION



The
KINGSTON
TRIO
 sings

HOME FROM
THE HILL

Published by MILLER MUSIC CORPORATION



record no. 4338

announcing
**Billboard's
 First 1960...**



the timing was **never better**



Yes, Billboard's March 14 Programming and Talent edition is timed for active use during the strongest record sales period of the year. This is a documented fact, supported by actual record sales statistics for 1959. The continuing research, conducted by Billboard's Market Research Division under the supervision of the New York University School of Retailing, shows the March 2 through May 23 sales period to be the biggest and strongest of the year (with the single exception of the Christmas sales season). Couple this with the fact that Billboard's Programming and Talent Editions are used and referred to for an average of better than 9 full weeks by disk jockeys, by music librarians and by station management executives—all of them actively engaged in the selection of records to be played on America's airshows.

And when you add the powerful plus of interest and readership by the music and entertainment columnists of top newspapers and magazines . . . by television producers . . . by motion picture executives . . . and by talent buyers and bookers in all entertainment fields . . . you've got a top-level advertising value that just can't be beat—anytime or anywhere. Better start planning **your** dominating ad message today.

and the value **never bigger!**

RESERVE AD SPACE NOW!

NOTE EARLY AD CLOSING: THURS., MARCH 3

(The slick-stock format and two-color printing operation makes the early closing essential. No deadline extensions possible.)



NEW YORK 1564 Broadway Plaza 7-2800

CHICAGO 188 W. Randolph Central 6-9818

HOLLYWOOD 1520 North Gower Hollywood 9-5831

DISCOURSE

FROM THE BILLBOARD SALES DEPARTMENT

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

ANNETTE & ANKA, the teenage duo responsible for many hit tunes, combine their talents on a new Buena Vista album titled *Annette Sings Anka*. The idea of Annette recording Paul's tunes occurred last September in Wash., D. C., where they both were appearing in an all-star show with other top performers. As it was Annette's first appearance in this type of show, Tutti Camarata—who discovered her as a recording artist—was present. Paul told Tutti he had written a song for Annette and a date was set in N. Y. to hear it. Tutti was so impressed with the song-writing ability of the talented 18-year-old that he said, "why don't we make a whole album," and thus the idea for this LP was born. Tunes include: *Train Of Love*, *Teddy*, *I Love You*, *Jey*, *Mama*, *Lone-Ly Girl*, *Like A Baby*, *Talk To Me Baby*, *Waiting For You*. Both artists make their appearance on the Hot 100 this week as Star Performers. Annette for her fast climbing *O Dio Mio* and Paul's *ABC-Paramount* release, *Puppy Love*.

MONTY BABSON, London-born artist, is hitting the American scene in a royal way. The drummer turned singer is now recording under the banner of Hugo & Luigi, his first RCA release, *I Wish It Were You*, is a nifty ballad that displays strong vocal values. And, he opened with Harry James last week at Basin Street East in N.Y.C., for what has proven to be an exciting combination. Monty and the James boys will be there till March 5.

The **BROTHERS FOUR** are headed for green pastures with their new Columbia single, *Greenfields*. This is one of the newer ballad-singing-instrumental groups on the scene consisting of banjo-playing Mike Kirkland, piano-playing Dick Foley, guitar-playing John Pain and bass fiddler Bob Flick. A product of a local fraternity at the University of Washington, the boys have a swingin' album out titled *The Brothers Four*, from which *Greenfields* is taken.

SAM COOKE: In a page ad in last week's *Billboard*, RCA Victor announced the first Cooke release since joining Victor. He makes his debut with a two-sided *Billboard* pick, *Teenage Sonata* b-w *If You Were The Only Girl*. You will recall it was his recording of *You Send Me* that first sent Sam rocketing on the charts. Sam will be sending audiences during his engagement at Roberts Show Club in Baltimore, for four days.

BILLY ECKSTINE, one of the best-dressed men in the business, put much feeling into his *Roulette* album, *Once More With Feeling*, with backing by Billy May and his orch. An ardent jazz fan, and golf enthusiast, Pittsburgh-born, "Mr. B" hit the million-seller list with *I Apologize* and *My Foolish Heart*.

BIRTHDAYS OF THE WEEK:
Feb. 25, Myra Hess, Faron Young.
Feb. 26, Jackie Gleason, Betty Hutton.
Feb. 27, Guy Mitchell.

SUNNY GALE is currently recording on the Warwick label and doing a good job of it as evidenced by her new single, *What Do You Want To Make Those Eyes At Me For*, a vibrant and bright approach on an oldie. Flip is a smooth ballad with beat, *Falling Star*. Miss Gale's first real break in show biz came when she landed a job with Hal McIntyre, and she attributes much of her present success to that early training. "Every real pop singer has sung with a band," she points out. "It teaches you all the tricks of the trade."

JOHNNY & THE HURRICANES, Johnny Paris, Paul Tesluk, Tony Kaye and David Yorke, are scoring again with their newest rockin' instrumental on Warwick, *Beatnik Fly*, a fast climber on the Hot 100. The boys are currently on GAC's *Show of Stars* for '60 tour which will play the Orpheum Theater, Madison, Wis., Feb. 25; Kiel Opera House, St. Louis, Feb. 26 and the Milwaukee Aud., Feb. 27. A new album is in the works for the group titled *Stormville*.

JULIUS LaROSA makes his appearance on the Kapp label with two listenable sides, *Your Hand In Mine*, from the current musical revue, *Parade*, and a folkish tune titled *Green Fields*. The former Brooklynite is scheduled to open at the Carilla Hotel, Miami, March 24.

BOB MARKLEY brings a creative sound in the way of a bongo and vocal that finds its way on the Warner Bros. label. The son of a well-known Tulsa geologist, Bob took off for Hollywood in 1959 where he settled in Hollywood's Laurel Canyon. He writes most of his own songs, does the arrangements, plays bongos and conga drums, and even directs most of his recording sessions.

JOHNNY MATHIS sings his way into The *Billboard* Winners Circle with his newest, *Starbright* b-w *All Is Well*. Johnny has made room in his stable of winning hits to accommodate his newest acquisition, a race horse—a "winnin'" one—he hopes. He opened at the Sands, Las Vegas, Feb. 17 till March 8, from there he goes to *Blinstrub's* in Boston for one week beginning March 14.

GUY MITCHELL follows his big *Heartaches By The Number* with two *Billboard* Picks, *The Same Ole Me*, a bright reading of Ray Price's big c.&w. hit, and *Build My Gallows High*, a folkish ballad. The Columbia recording band for about two years in the late 40's.

JOHNNY RESTIVO, one of RCA Victor's newest artists, is on the scene with a cute teen-slanted effort, *High School Play* b-w *I Love You*—both *Billboard* Spotlight Winners. Although Johnny spent the early part of his youth in the Bronx, his family later moved to Cliffside Park, N. J., where they now reside. At school he was voted by the student body to be the most popular student, best dancer, "best singer, mostly likely to succeed as well as class athlete."

BOBBY VEE is the 16-year-old lad from the West Coast on the Liberty label with *What Do You Want?* a rocking number with a string backing, b-w *My Love Loves Me*, a slow rock ballad with inspirational overtones.

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

LOVELACE WATKINS is a new singing artist on the MGM label whose first offering, *Hello Young Lovers*, earns him a *Billboard* Talent Spotlight. Born in Plainfield, N. J., Lovelace has already made a name for himself in the Central Jersey area at various jazz concerts and made his N. Y. bow at Birdland. The 26-year-old has been singing since he was six, during his few years at Rutgers and during Army service. Besides singing, he is a judo expert and was an instructor in anatomy and physiology.

MARTY WILD rates a Star Performer on the Hot 100 this week for his fast climbing Epic release, *Wild Boy*. Born in Blackheath, Eng., on April 15, 1939, Marty is one of England's most popular recording artists. He is a self-taught singer who got off to a flying start with the help of England's impresario, artist manager, Larry Parnes.

TOMMY ZANG is in The *Billboard* Spotlight with his latest on Hickory, *Under Your Spell Again* and *Take These Chains From My Heart*. Born in Kansas City, Mo., the youngest of five children, he was raised on a farm on the outskirts of Independence. Tommy will appear at the Central Florida Fair at Orlando, Feb. 24 and 25.

PROMOTION DAYS AND WEEKS: Feb. 22 is George Washington's Birthday and Presidents' Day in Hawaii. Feb. 28 is Heart Sunday, sponsored by the American Heart Assoc. for voluntary contributions to support the nationwide attack on heart and circulatory diseases.

Be back next edition. TOM ROLLO.

THIS WEEK'S NEW Money Records

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

SINGLES

ADAM AND EVE—Paul AnkaABC-Paramount
A GIRL LIKE YOU—Larry HallStrand
DING DONG—Nitty SquirrelsHanover-Signature
DON'T TELL ME YOUR TROUBLES—
Emile Ford and the CheckmatesAudie
HOME FROM THE HILL—Kingston TrioCapitol
HOUSE OF BAMBOO—Earl GrantDecca
MAKE THE WATER WHEEL ROLL—Carl SmithColumbia
SALTY PEANUTS—Nitty SquirrelsHanover-Signature
TEEN-EX—The BrownsRCA Victor
UH! OH!—Nitty SquirrelsHanover-Signature
WATER BOY—Bob CreweUnited Telefilm
WHAT DO YOU WANT TO MAKE THOSE EYES AT ME FOR?
—Emile Ford and the CheckmatesAudie
WHEN THE SPARROWS LEARN TO FLY—Dinah ShoreCapitol
ZOWIE—Nitty SquirrelsHanover-Signature

ALBUMS

HITLER'S INFERNO—HitlerAudio Fidelity
LITTLE MARY SUNSHINE—Original CastCapitol
PRETTY BOY FLOYD—Original Sound TrackAudio Fidelity

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

MUSIC AS WRITTEN

New York

Erroll Garner received a special award from the Cleveland Opera Association last week. Garner received a plaque from chairman Billy Daly for his unique contribution to music during the past decade. Garner sold out his concert in Cleveland last February 13. . . . A new coffee mill with music and poetry and Motor City beatniks opens in Detroit this week. It is called the Cage College and pianist Ray McKinney and his group, folk singer Jan Winkler and bongoist Bobby Shepard will tee off the new hangout on February 25. . . . Tommy Zang is promoting his new record with jocks in Florida this week after his appearance at the Central Florida State Fair in Orlando. . . . Elly Stone and Josh White broke records at the Village Gate in New York. Odette followed White and currently the Belafonte Chorus is packing them in. . . . Nina Simone will give concerts in Detroit this week. Lass has just recovered from a tonsilectomy.

A new and big r.&b. show featuring Red Prysock, Chuck Berry, and Little Anthony and the Imperials, is now out on the road playing one nighters thruout the Eastern Seaboard. . . . Gary Webb, the drummer, has signed with Donna Records. . . . Bob Keene, Del-Fi prexy, in New York last week, told *The Billboard* that Chan Romero, new singer on Del-Fi, was set for a tour of Australia in March, with a large teen-age troupe. . . . Andy Williams has just completed a week's stand at the Casino Royal in Washington. . . . The O'Donnell Memorial Committee of the Will Rogers Hospital Fund is seeking for an idea suitable for a proper memorial for the late Bob O'Donnell. He had been chairman of the hospital board of directors until his death recently. An announcement by the Memorial Committee is expected in March.

Stanislaw Skrowaczewski was named last week to succeed Antal Dorati as conductor of the Minneapolis Symphony Orchestra. Dorati is leaving the orchestra to devote more time to conducting assignments in Europe. . . . Teddy McRae of Enrica and Rae-Cox Records, has signed trumpet player Don Ellis for an Enrica album. . . . Doris Day and British singer Frankie Vaughan have formed a new publishing firm called Davon Music. . . . Jimmy Clanton is one of the headliners in a new four-act show to tour ballrooms this month and next. . . . Acuff-Rose Music is enjoying a lot of hit tunes these days. "Teen Angel" and "Uptown" are both smashes and new records by Tommy Zang of "Under Your Spell Again," Bobby Comstock of "Jambalaya," and Don Gibson's "Just One Time," all have promotion man Jerry Teifer hopping. . . . Don Elliott, of Nutty Squirrels fame, also happens to be a serious musician. He has penned the score of the play "The Thurber Carnival," and last week he was featured at a jazz concert in Washington under the aegis of Leonard Feather. . . . Art Blakey and his Jazz Messengers, and the Ray Bryant Trio, are breaking it up at the Jazz Gallery in New York. . . . John Coltrane is leaving the Miles Davis Combo to go on his own. He opens at the Five Spot in New York next week.

Arranger Dick Wess handled the charts for Eddie Fisher's recent session on Ramrod. . . . Paul Knopf, the controversial jazz pianist, is playing on weekends with his combo at Joe Trehy's Glenville Lounge, in Glendale, Queens, New York. . . . Bob Sheppard is now the new manager of Ziggy Lane. . . . Tina Scott is now playing the Caribbean Hotel in Aruba, Dutch West Indies, under MCA auspices, her new booking agency. . . . Dorothy McGuire of the McGuire Sisters, and Mrs. Lowell Williamson in her private life, became the mother of a boy last week. . . . Lenny Salidor, publicity and promotion manager for Decca, Coral and Brunswick Records, is visiting deejays in major cities thruout the country on a long-term basis. He will cover all cities in the East and Midwest before hitting the West Coast.

Bob Rolontz

Cincinnati

Vern Hawk, formerly with Hit, Decca and other label firms, has launched Am Bat Records, Inc., a one-stop operation, at 1111 Vine Street here. Firm will handle albums and packaged records as well as singles. . . . Joe Piggott, formerly with WLRP, New Albany, Ind., and WISH-TV, Indianapolis, has joined the WKRC radio here as staff announcer and newscaster. . . . Cincy singer Danny Scholl, who recently hopped to the West Coast to do a pilot film for his own upcoming TV series, has engagements to keep him busy there for the next two months, including a "Texan" episode with Rory Calhoun plus guest appearances on "Tightrope," "Riverboat," the Bob Hope TV-er and "The Loretta Young Show."

Will Mercer, formerly a regular on "Jubilee U. S. A.," Springfield, Mo., and now promotion expert and entertainment director for the Sheraton organization at its French Lick Hotel, French Lick, Ind., was in town Tuesday (16), accompanied by his wife Shirley, to tape a guest shot with WLW's "Midwestern Hayride," which was colorcast Saturday (20) over the Crosley outlet. . . . Carl Dobkins Jr. (Decca) winds up his six-month Army hitch with the Ohio National Guard at Fort Dix, N. J., April 1, after which he returns to Cincy to resume his recording career. On Wednesday (24), Carl appears on the Perry Como TV-er with the Company K Choral Group from Fort Dix.

Fraternity Records' John Gary is set for the Dick Clark TV-er March 12 to plug his potent new release, "When I'm Alone." On March 14, Gary moves into the Metropole, Winsdor, Ont., for a four-week stand. . . . Dave Steere, who conducts the show bearing his name on WSAI nightly from 7 to midnight, heads Coca-Cola's local chapter of its nationwide Hi-Fi Club, WSAI is participating in the club's Talentsville, U. S. A. Contest, in which club members

(Continued on page 28)

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

130,000 ALBUMS SOLD IN ADVANCE

BILLY VAUGHN

and his orchestra



WESTERN UNION TELEGRAM
 WUBR3 AA17A A LIA247 17 COLLECT
 ATLANTA GA 31242PAC
 DOT RECORDS
 1507 NORTH VINE ST HOLLYWOOD CALIF
 BILLY VAUGHN LP RECORD "THE TERRY" SUNSET-AND VINE
 BE TERRIFIC OVER US 2000 MONAURAL 1,000 STEREO
 JAKE FREEDMAN SOUTHLAND DIST CO
 TP 2000 FEB 60

WESTERN TELEGRAM
 WUBR456 DEAN72 DE LCA443 PD
 DETROIT MICH 48102PAC
 CHRIS HAMILTON DOT RECORDS INC
 1507 NORTH VINE ST HOLLYWOOD CALIF
 THIS WILL CONFIRM OUR ORDER FOR 5000 LP3276 AND 3000
 LP25274 "THEME FROM A SUMMER PLACE" BY BILLY VAUGHN
 JOHN S KAPLAN JAY KAY DISTRIBUTING CO
 6308 PMP FEB 60

WESTERN TELEGRAM
 WUBR3E BRASO B LK225 PD
 PIT BOSTON MASS 02109
 CHRIS HAMILTON DOT RECORDS INC
 1507 NORTH VINE HOLLYWOOD CALIF
 ENTHUSIASTICALLY EXCITED OVER NEW BILLY VAUGHN LP "A
 SUMMER PLACE" PLEASE SHIP 5000 MONAURAL - 2000
 STEREO
 DEARY SHER-MUTUAL

WESTERN TELEGRAM
 WUC271 CTA322 CT CLC262 PD
 CLEVELAND OHIO 43102
 DOT RECORDS
 TWY LA 1288 LOEA
 ATTENTION RANDY WOOD
 PLEASE RUSH THREE THOUSAND MONAURAL AND ONE THOUSAND STEREO
 ON BILLY VAUGHN'S NEW LP "THEME FROM SUMMER PLACE" THIS ALBUM
 WILL MORE THAN TRIPLE SALES THAN ANY LP THAT BILLY HAS
 MADE TO DATE
 DOROTHY FREEMAN 312447 11251 BIRCHING CO
 (1151 AMP FEB 60)

WESTERN UNION TELEGRAM
 WUC2306 OHIR6 RA322 R LK500 PD
 RICHMOND VA 23006
 DOT RECORD CO
 1507 NORTH VINE ST HOLLYWOOD CALIF
 THIS CONFIRMS OUR ORDER OF 1500 MONAURAL AND 1000
 STEREO OF SUMMER PLACE BY BILLY VAUGHN
 ALLEN DISTRIBUTING CO

WESTERN TELEGRAM
 WUBR488 KAS93 K DVC359 PD
 DENVER COLO 80202PAC
 DOT RECORDS
 SUNSET-AND VINE HOLLYWOOD CALIF
 CONFIRMATION ORDER BILLY VAUGHN "THEME FROM SUMMER
 2000 MONAURAL 1000 STEREO
 BILL DAVIS DAVIS SALES CO 3825 NEWPORT

WESTERN UNION TELEGRAM
 WUC043 OC043 PD072 P NKA298 22 COLLECT
 NEWARK NJ 07102
 CHRIS HAMILTON DOT RECORDS
 1507 NORTH VINE HOLLYWOOD CALIF
 PLEASE SHIP 5000 OF THE NEW BILLY VAUGHN LP "THEME
 FROM A SUMMER PLACE" IMMEDIATELY REGARDS
 CHARLIE GOLDBERG COSMET DISTING CORP 415 HALSET ST
 NEWARK NJ

WESTERN UNION TELEGRAM
 WUBR284 CTR458 CT HCB 397 PD
 MEMPHIS TENN 38102PAC
 RANDY WOOD DOT RECORDS INC
 1507 NORTH VINE ST HOLLYWOOD CALIF
 DEAR RANDY, THIS WILL CONFIRM MY ORDER FOR 9000
 AND 4000 STEREO TO COVER MEMPHIS DALLAS HOUSTON
 AND NEW ORLEANS ON BILLY VAUGHN SHASH LP "THEME
 PLACE" REGARDS
 WENNER PARRISH DOT RECORD DISTRIBUTING CORP.

WESTERN UNION TELEGRAM
 WUC009 558330 L H04362 (L CA408) PD
 CHICAGO ILL 60602PAC
 RANDY WOOD, CARE DOT RECORDS INC
 WUY LOSA
 RANDY WOOD USE THIS WINE AS MY CONFIRMATION FOR OUR ORDER
 OF 6000 MONAURAL AND 4000 STEREO LP'S OF BILLY VAUGHN
 NEW RELEASE "THEME FROM A SUMMER PLACE"
 MORRY GOLDMAN
 (5307 PMP FEB 60)

WESTERN UNION TELEGRAM
 WUBR455 07342 HAN81 K CFA355 18 COLLECT
 CHARLOTTE NC 28202PAC
 DOT RECORDS
 HOLLYWOOD CALIF
 PLEASE SHIP 1000 MONAURAL LP'S OF "THEME FROM A SUMMER
 PLACE AND 500 OF SAME ON STEREO
 HANGOLD DISTRIBUTING CO
 1000 L P 2004
 (1304 PMP FEB 60)

WESTERN TELEGRAM
 WUD303 PBA43 P T0444 PD
 PHILADELPHIA PENN 19102PAC
 CHRIS HAMILTON CARE DOT RECORDS
 SUNSET-AND VINE HOLLYWOOD CALIF
 DEAR CHRIS NEW BILLY VAUGHN ALBUM SHASH PLEASE RUSH 6000
 MONAURAL 3000 STEREO BEST REGARDS
 DAVE SKOLNICK COSMET DISTRIBUTORS PHILA PENN
 (1354 PMP FEB 60)

DOT ULTRA STEREOPHONIC RECORDING

Theme from
A SUMMER PLACE
 and other great themes
BILLY VAUGHN
 and his orchestra

THEME FROM A SUMMER PLACE - TRACY'S THEME
 THE SOUND OF MUSIC - CLIMB EVERY MOUNTAIN
 ALL THE WAY - TRUE LOVE
 TAMMY - QUE SERA SERA
 SOME ENCHANTED EVENING
 THE THREEPENNY DRUM
 THE TERRY THEME FROM LIMELIGHT - SAONARA

WESTERN UNION TELEGRAM
 WUC043 OC043 PD072 P NKA298 22 COLLECT
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 1507 NORTH VINE HOLLYWOOD CALIF
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 CHARLIE GOLDBERG COSMET DISTING CORP 415 HALSET ST
 NEWARK NJ

THE NATION'S BEST SELLING RECORDS

OUT ONE
WEEK
AND ON THE
CHARTS

ANOTHER
SMASH
BY

AND
4

MORE
HARD
HITTING
HITS

ALL
ON

UNITED ARTISTS RECORDS
729 SEVENTH AVE.
NEW YORK 19, N. Y.

MARV JOHNSON

I LOVE THE
WAY YOU LOVE

B/W LET ME LOVE YOU

UA 208

THE CLOVERS

LOVEY

B/W.

ONE MINT JULEP

UA 209

FERRANTE & TEICHER

DREAM CONCERTO

B/W LOVERS SYMPHONY

UA 196

EDDIE HOLLAND

MAGIC MIRROR

B/W

WILL YOU LOVE ME

UA 207

BOBBY & BILLY

WHEN MY DREAMBOAT
COMES HOME

B/W GONE AWAY

UA 199

THE DELICATES

YOUR HAPPIEST YEARS

B/W FLIP, FLIP

UA 210

MUSIC AS WRITTEN

Continued from page 26

will compete in the area finals April 2. Steere's "Hi-Fi Club" air show has been extended to two hours, from 7-9 p.m., on Saturdays. . . . Stan Kamin, regional manager for Dot Records, in town Thursday and Friday (18-19) to visit his new bride, greet old friends and plug Billy Vaughn's new album, "Theme of a Summer Place." Working out of Hollywood, Kamin covers Chicago, Cleveland, Pittsburgh, Buffalo, Hartford, Conn.; Albany, N.Y., and Boston.

Jack Larson, currently riding high with his new Fraternity release, "Driftin' Down the River," in the village last week to appear on three local teen hops and to make guest appearances Wednesday and Thursday (17-18) on Ruth Lyons' "50-50 Club," simulcast via WLW-T and the Crosley outlets in Indianapolis, Columbus and Dayton, O.

Bill Sachs.

Chicago

Ruth Brown became engaged to her musical director, Danny Moore, in Chicago during her stay at the Regal Theater this week. . . . C. B. Atkins, personal manager and hubby of Sarah Vaughan, lost his Chicago license to operate his fleet of cabs, because since his marriage to Miss Vaughan, he has moved his residence to New York from Chicago. . . . Steve Clark, once president of his own Tempus Records, and more recently in a travelling sales post with VeeJay-Abner, is moving from Peoria, Ill., to a permanent station in Atlanta, from where he'll service the VeeJay-Abner South and Southwest accounts. . . . Merle Schirado, director of production, and Mort Small, advertising manager, have left Mercury Records' home office staff. No replacements yet set. Schirado is pondering several offers, while Small goes with Biddle Advertising's Chicago office. . . . Anita Bryant weds Miami deejay Bob Green in Tulsa June 25, with her TV boss, George Gobel, hosting the wedding party at his Ramada Motel there.

Fred Kaz, pianist-son of Esther Kaz, veteran member of Mercury Records' royalty department, has inked with Atlantic Records for an album of his original music. . . . Holiday House, plush Milwaukee eatery plays its first jazz attraction with Ahmad Jamal Trio in for a week, starting March 21. Same is true of Jamal's week at the Copa, Newport, Ky., April 13. . . . Ramsey Lewis Trio has re-signed with Argo Records on a long-term. . . . Local deejay contact men started the ball rolling toward an association to improve relations with local radio and TV station programming and personality personnel with a meeting Tuesday (16) in the VeeJay-Abner offices. Paul Gallus of Coral and Barney Fields of Capitol spearheading the effort. . . . Shelby Singleton, Southern regional sales manager for Mercury Records, has opened the Bayou Record Shop, in his hometown, Shreveport, La.

Johnny Sippel.

Nashville

Eddy Arnold cut an RCA Victor session here Tuesday (16) afternoon. . . . Harvie June Van guested on "The Ted Barnes Show," WSIX-TV, Saturday (20). . . . The Army's Charlie Brown, popular hereabouts, was booked in at the RCA Victor Studio here February 8-15 for a series of transcribed shows for Army Recruiting Service. Brown cut shows starring Jim Reeves, Ferlin Husky, Johnny and Jack, Kitty Wells, Benny Martin, Tommy Jackson, Patsy Cline and others. . . . Don Law was in last week to record Johnny Cash, Johnny Western, Columbia newcomer Ted Harris and a number of other artists. . . . Buddy Killen's Little Dippers are skedded for the Dick Clark TV Show Saturday (27). Vocal group on the show will include Dolores Dinning, Mark's Sister, Emily Gilmore, Hershel Wigington and Darrell McCall.

Minnie Pearl, skedded for a date in Columbus, O., and Stonewall Jackson, set for p.a.'s in Michigan, were among the many who could not get out of Nashville last week due to the snow. . . . Grelun Landon, of New York's Hill and Range office, was in Nashville last week. . . . RCA Victor spokesman says that Johnny and Jack's new release, "Sweetie Pie," is hitting the pop market. . . . Red Foley was in Nashville last week. . . . Homer and Jethro, currently playing near Squaw Valley, Calif., info that they plan to make as many of the Olympic events as possible—"as spectators only." . . . The Everly Brothers, Don Gibson, Tommy Zang and Mark Dinning play the Florida State Fair at Orlando this week. . . . Faron Young, wife Hilda and Manager Hubert Long last week jetted from West Coast to Honolulu, where Faron plays two weeks of dates for Bob Smith, of KIKI radio there. . . . Owen Bradley was in New York last week on Decca business.

Pat Twitty.

Hollywood

Capitol's EMI visitors last week, in addition to Board Chairman Sir Joseph Lockwood, included E. G. Hurst, EMI general manager in charge of international marketing and administration, and P. F. Gardner-Hill, international commercial and repertoire manager. Conferences were held with Capitol artist-repertoire veepee Lloyd Dunn to help map classical recording activities within the EMI firms.

For the first time in her career, Mahalia Jackson will be recorded with a full-sized orchestra. A 45-piece orchestra will be batoned here by Percy Faith in sessions for a new Columbia album comprised of all-time favorite hymns. Sessions will be held next week at the Hollywood Post Legion Auditorium which Columbia had converted into recording studios several years ago. Album, incidentally, is the first to be made under terms of the artist's new Columbia pact which bestows all her royalties upon the Mahalia Jackson Temple to be constructed in Chicago.


Lee Zhitto.

"...the most exciting sing-along ever"! NEVER BEFORE RECORDED

STEREO

Join **BING & SING ALONG**
33 Great Songs 33

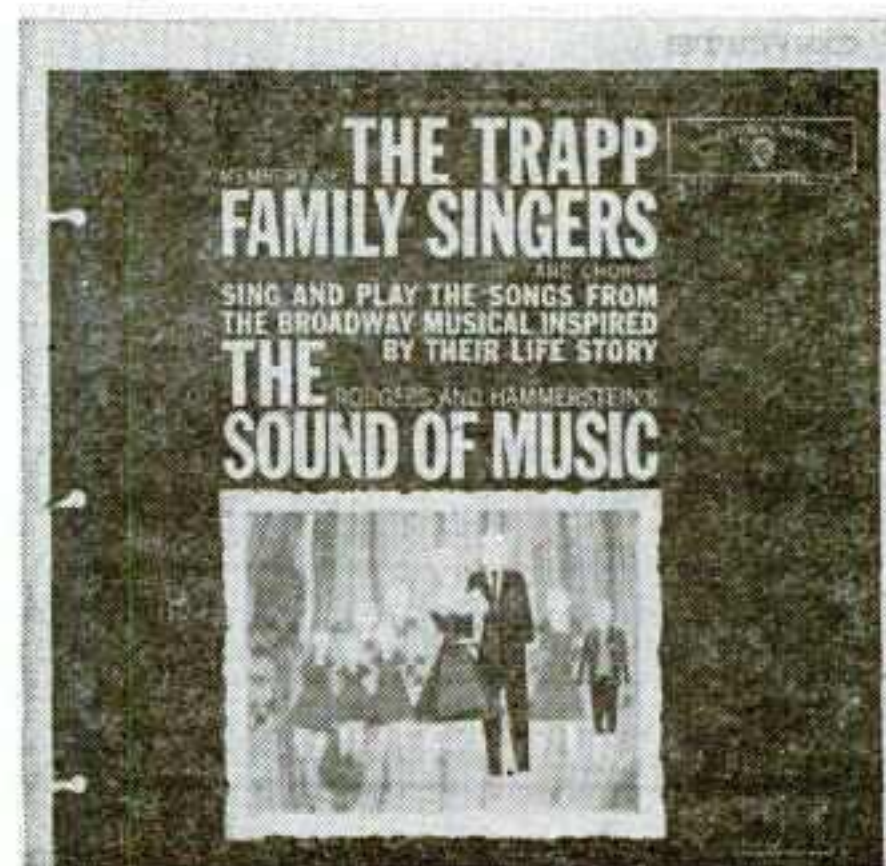
MEET ME IN ST. LOUIS, LOUIS • WHEN I GROW TOO OLD TO DREAM • ALICE BLUE GOWN
TAKE ME OUT TO THE BALL GAME • AFTER THE BALL • TA-RA-RA BOOM DER-E • PEGGY O'NEIL
DAISY BELL • CUDDLE UP A LITTLE CLOSER • THE BOWERY • OLD MAC DONALD HAD A FARM
A HOT TIME IN THE OLD TOWN TONIGHT • TOOT, TOOT, TOOTSIE! • ALL I DO IS DREAM OF YOU
DOODLE DOO DOO • I LOVE YOU TRULY • LONG, LONG AGO • MAIRZY DOATS • LINGER AWHILE
K-K-K KATY • GOOD BYE, MY LADY LOVE • WHEN YOU WORE A TULIP • AURA LEE
ON THE BANKS OF THE WABASH • I WAS SEEING NELLIE HOME
GIVE MY REGARDS TO BROADWAY • ON THE ROAD TO MANDALAY
OH THEM GOLDEN SLIPPERS • YOU WERE MEANT FOR ME
SHOO FLY, DON'T BOTHER ME • MARY'S A GRAND OLD NAME
YOU'RE A GRAND OLD FLAG
HEART OF MY HEART



**BING CROSBY
& HIS FRIENDS**
COPIES OF LYRICS INCLUDED

WARNER BROS.
1960 - HIGH FIDELITY
A PROJECT RECORDS INC. PRODUCTION

! Only **WARNER BROS.**
has the original
TRAPP FAMILY SINGERS'
"THE SOUND OF MUSIC"



the first name in sound
**WARNER BROS.
RECORDS**
BURBANK, CALIFORNIA
order from your nearest distributor

**ALBUMS PRODUCED BY
PROJECT RECORDS INC.**

FOR THE WEEK ENDING FEBRUARY 26, 1960

The Billboard TOP LP'S

BEST SELLING MONOPHONIC LP'S

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

This Week	Last Week	Title, Artist, Label and Number	Weeks on Chart
1		1. THE SOUND OF MUSIC Original CastColumbia KOL 5450	10
2		2. HERE WE GO AGAIN Kingston TrioCapitol T 1258	16
3		5. SIXTY YEARS OF MUSIC AMERICA LOVES BEST Assorted ArtistsRCA Victor LM 6074	13
4		4. HEAVENLY Johnny MathisColumbia CL 1351	23
5		6. FAITHFULLY Johnny MathisColumbia CL 1422	6
6		3. FABULOUS FABIANChancellor CHL 5005	9
7		8. OUTSIDE SHELLEY BERMANVerve MGV 15007	13
8		9. GUNFIGHTER BALLADS AND TRAIL SONGS Marty RobbinsColumbia CL 1349	9
9		7. LET'S ALL SING WITH THE CHIPMUNKSLiberty LRP 3132	13
10		11. KINGSTON TRIO AT LARGECapitol T 1199	36
11		14. THAT'S ALL Bobby DarinAtco LP 33-104	21
12		10. SWINGIN' ON A RAINBOW Frankie AvalonChancellor CHL 5004	9
13		12. BELAFONTE AT CARNEGIE HALL Harry BelafonteRCA Victor LOC 6006	16
14		17. ITALIAN FAVORITES Connie FrancisM-G-M E 3791	3
15		15. KINGSTON TRIOCapitol T 996	36
16		16. MORE JOHNNY'S GREATEST HITS Johnny MathisColumbia CL 1344	31
17		13. THE LORD'S PRAYER Mormon Tabernacle ChoirColumbia ML 5386	19
18		18. STUDENT PRINCE AND OTHER GREAT MUSICAL COMEDY HITS Mario LanzaRCA Victor LM 1837	21
19		19. NO ONE CARES Frank SinatraCapitol W 1221	27
20		23. PARTY SING ALONG WITH MITCH Mitch MillerColumbia CL 1331	24

This Week	Last Week	Title, Artist, Label and Number	Weeks on Chart
21		22. PORGY AND BESS Sound TrackColumbia OL 5410	32
22		20. OLDIES BUT GOODIES Assorted ArtistsOriginal Sound 5-001	23
23		40. THE GENIUS OF RAY CHARLESAtlantic LP 1312	2
24		29. "TWANGS" THE "THANG" Duane EddyJamie JLP 3009	5
25		36. FIRESIDE SING ALONG WITH MITCH Mitch MillerColumbia CL 1389	9
26		25. SANTO AND JOHNNYCanadian-American CA 1001	6
27		30. SONGS BY RICKY Ricky NelsonImperial IMP 9082	22
28		21. FIORELLO! Original CastCapitol WAO 1321	7
29		27. FOR THE FIRST TIME Mario LanzaRCA Victor LM 2338	16
30		26. THE WONDERFUL WORLD OF JONATHAN WINTERSVerve MGV 15009	4
31		31. BLUE HAWAII Billy VaughnDot DLP 3165	32
32		24. COME FLY WITH ME Frank SinatraCapitol W 920	8
33		— TEENSVILLE Chet AtkinsRCA Victor LPM 2161	1
34		32. GYPSY Original CastColumbia OL 5420	32
35		33. QUIET VILLAGE Martin DennyLiberty LRP 3122	23
36		39. JAMAL AT THE PENTHOUSE Ahmad JamalArgo LP 646	4
37		28. WITH THESE HANDS Roger WilliamsKapp KL 1147	13
38		— CONNIE'S GREATEST HITS Connie FrancisM-G-M E 3793	1
39		38. MORE MUSIC FROM PETER GUNN Henry ManciniRCA Victor LPM 2040	27
40		— CONTINENTAL ENCORES MantovaniLondon LL 3095	21

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

This Week	Last Week	Title, Artist, Label and Number	Weeks on Chart
1		1. INSIDE SHELLEY BERMAN . . . Verve, MGV 15003.....	44
2		2. SOUTH PACIFIC, Sound Track, RCA Victor LOC 1032.....	100
3		3. FROM THE HUNGRY I, Kingston Trio, Capitol T 1107.....	54
4		8. MY FAIR LADY, Original Cast, Columbia OL 5090.....	203
5		5. JOHNNY'S GREATEST HITS, Johnny Mathis, Columbia CL 1133.....	95
6		4. SING ALONG WITH MITCH, Mitch Miller, Columbia CL 1160.....	85
7		9. PETER GUNN, Henry Mancini, RCA Victor LPM 1956.....	53
8		6. GIGI, Sound Track, M-G-M 3641 ST.....	86
9		7. HYMNS, Tennessee Ernie Ford, Capitol T 756.....	137
10		10. THE MUSIC MAN, Original Cast, Capitol WAO 990.....	104
11		15. ONLY THE LONELY, Frank Sinatra, Capitol W 1053.....	58
12		13. COME DANCE WITH ME, Frank Sinatra, Capitol W 1069.....	51
13		11. SOUTH PACIFIC, Original Cast, Columbia OL 4180.....	299
14		12. OKLAHOMA!, Sound Track, Capitol SAO 595.....	207
15		14. OPEN FIRE, TWO GUITARS, Johnny Mathis, Columbia CL 1270.....	53
16		16. HAVE TWANGY GUITAR, WILL TRAVEL, Duane Eddy, Jamie JLP 3000.....	51
17		18. RODGERS: VICTORY AT SEA, VOL. II, RCA Symphony Orch. (Bennett), RCA Victor LM 2226.....	41
18		17. MORE SING ALONG WITH MITCH, Mitch Miller, Columbia CL 1243.....	65
19		19. THE KING AND I, Sound Track, Capitol W 740.....	174
20		— WARM, Johnny Mathis, Columbia CL 1078.....	59
21		21. STILL MORE SING ALONG WITH MITCH, Mitch Miller, Columbia CL 1283.....	45
22		22. BUT NOT FOR ME, Ahmad Jamal, Argo LP 628.....	58
23		— EXOTICA, VOL. I, Martin Denny, Liberty LRP 3034.....	40
24		— FLOWER DRUM SONG, Original Cast, Columbia CL 5350.....	48
25		24. ELVIS' GOLDEN RECORDS, VOL. I, Elvis Presley, RCA Victor LPM 1707.....	47

STEREO ACTION ALBUMS --- on the charts 19 weeks or less

This Week	Last Week	Title, Artist, Label and Number	Weeks on Chart
1		1. THE SOUND OF MUSIC Original CastColumbia KOS 2020	7
2		2. HERE WE GO AGAIN Kingston TrioCapitol ST 1258	16
3		3. PERSUASIVE PERCUSSION Various ArtistsCommand S 800	5
4		4. BELAFONTE AT CARNEGIE HALL Harry BelafonteRCA Victor LSO 6006	14
5		5. THE LORD'S PRAYER Mormon Tabernacle ChoirColumbia MS 6068	15
6		9. PROVOCATIVE PERCUSSION Various ArtistsCommand 806	5
7		13. LET'S DANCE AGAIN David CarrollMercury SR 60152	7
8		7. FIORELLO! Original CastCapitol SWAO 1321	7
9		28. TILL Roger WilliamsKapp KX 1081	14
10		18. FAITHFULLY Johnny MathisColumbia CS 8219	3
11		6. FOR THE FIRST TIME Mario LanzaRCA Victor LSC 2338	17
12		8. QUIET VILLAGE Martin DennyLiberty LST 7122	15
13		15. GYPSY Original CastColumbia OS 2017	19
14		23. WITH THESE HANDS Roger WilliamsKapp KS 3030	14
15		10. CONNIF MEETS BUTTERFIELD Ray ConniffColumbia CS 8155	8

This Week	Last Week	Title, Artist, Label and Number	Weeks on Chart
16		— NEW ORLEANS Pete FountainCoral CRL 7-57282	1
17		21. NEARER THE CROSS Tennessee Ernie FordCapitol ST 1005	8
18		12. PORGY AND BESS Sound TrackColumbia OS 2016	18
19		27. STILL MORE SING ALONG WITH MITCH Mitch MillerColumbia CS 8009	8
20		29. IT'S THE TALK OF THE TOWN Ray ConniffColumbia CS 8143	2
21		14. FIRESIDE SING ALONG WITH MITCH Mitch MillerColumbia CS 8184	8
22		25. OPEN FIRE, TWO GUITARS Johnny MathisColumbia CS 8056	3
23		— GUNFIGHTER BALLADS AND TRAIL SONGS Marty RobbinsColumbia CS 8158	2
24		16. SAIL ALONG SILVERY MOON Billy VaughnDot DLP 25100	6
25		19. MORE SING ALONG WITH MITCH Mitch MillerColumbia CS 8043	5
26		24. LET'S ALL SING WITH THE CHIPMUNKSLiberty LST 7132	6
27		20. RACHMANINOFF CONCERTO #3 Van CliburnRCA Victor LSC 2355	3
28		— BILLY VAUGHN PLAYS THE MILLION SELLERSDot DLP 25119	8
29		17. TCHAIKOVSKY: 1812 OVERTURE/RAVEL: BOLERO Morton GouldRCA Victor LSC 2345	16
30		— BANG, BAA-ROOM, HARP Dick SchoryRCA Victor LSP 1866	2

ESSENTIAL INVENTORY (STEREO ALBUMS) on the charts 20 weeks or more

This Week	Last Week	Title, Artist, Label and Number	Weeks on Chart
1		1. SOUTH PACIFIC, Sound Track, RCA Victor LSO 1032.....	40
2		2. HEAVENLY, Johnny Mathis, Columbia CS 8152.....	22
3		3. MY FAIR LADY, Original Cast, Columbia OS 2015.....	40
4		4. GIGI, Sound Track, M-G-M SE 3461 ST.....	40
5		10. FILM ENCORES, VOL. I, Mantovani, London PS 124.....	38
6		6. MUSIC MAN, Original Cast, Capitol SWAO 990.....	36
7		9. OKLAHOMA!, Sound Track, Capitol SWAO 595.....	38
8		5. COME DANCE WITH ME, Frank Sinatra, Capitol SW 1069.....	40
9		7. KING AND I, Sound Track, Capitol SW 740.....	28
10		13. MORE JOHNNY'S GREATEST HITS, Johnny Mathis, Columbia CS 8150.....	27
11		8. RODGERS: VICTORY AT SEA, VOL. II, RCA Victor Symphony Orch. (Bennett), RCA Victor LSC 2226.....	38
12		11. GEMS FOREVER, Mantovani, London PS 106.....	29
13		14. EXOTICA, VOL. I, Martin Denny, Liberty LST 7034.....	24
14		15. NO ONE CARES, Frank Sinatra, Capitol SW 1221.....	26
15		17. PETER GUNN THEME, Henry Mancini, RCA Victor LSP 1956.....	39
16		— ONLY THE LONELY, Frank Sinatra, Capitol SW 1053.....	20
17		16. STRAUSS WALTZES, Mantovani, London PS 118.....	24
18		19. TCHAIKOVSKY: PIANO CONCERTO #1, Van Cliburn, RCA Victor LSC 2252.....	35
19		12. KINGSTON TRIO AT LARGE . . . Capitol ST 1199.....	34
20		18. CONTINENTAL ENCORES, Mantovani, London PS 147.....	21

BEST SELLING STEREO ALBUMS

BASED ON SALES

IN STORES & RACKS

BEST SELLING CLASSICAL ALBUMS

MONOPHONIC CLASSICAL ALBUMS

1. SIXTY YEARS OF MUSIC AMERICA LOVES BEST . . . Assorted Artists, RCA Victor LM 6074
2. THE LORD'S PRAYER . . . The Mormon Tabernacle Choir (Condie), Columbia ML 5386
3. TCHAIKOVSKY: PIANO CONCERTO NO. 1
Van Cliburn, Orchestra directed by Kiril Kondrashin, RCA Victor LM 2252
4. TCHAIKOVSKY: 1812 OVERTURE; RAVEL: BOLERO
Morton Gould Orchestra, RCA Victor LM 2345
5. RACHMANINOFF: PIANO CONCERTO NO. 3
Van Cliburn, Symphony of the Air (Kondrashin), RCA Victor LM 2355
6. OFFENBACH: GAITE PARISIENNE; KHATCHATURIAN: GAYNE BALLET SUITE
Boston Pops (Fiedler), RCA Victor LM 2267
7. TCHAIKOVSKY: 1812 OVERTURE; CAPRICCIO ITALIEN
Minneapolis Symphony Orchestra (Dorati), Mercury MG 50054
8. RODGERS: VICTORY AT SEA, VOL. 2
RCA Victor Symphony Orchestra (Bennett) RCA Victor LM 2226
9. TCHAIKOVSKY: NUTCRACKER SUITE . . . Boston Pops (Fiedler), RCA Victor LM 2052
10. SONG OF INDIA . . . Boston Pops (Fiedler) RCA Victor LM 2320

STEREOPHONIC CLASSICAL ALBUMS

1. TCHAIKOVSKY: 1812 OVERTURE; RAVEL: BOLERO
Morton Gould Orchestra, RCA Victor LSC 2345
2. TCHAIKOVSKY: PIANO CONCERTO NO. 1
Van Cliburn, Orchestra directed by Kiril Kondrashin, RCA Victor LSC 2252
3. TCHAIKOVSKY: 1812 OVERTURE; CAPRICCIO ITALIEN
Minneapolis Symphony Orchestra (Dorati), Mercury SR 90054
4. THE LORD'S PRAYER . . . Mormon Tabernacle Choir (Condie), Columbia MS 6068
5. SONG OF INDIA . . . Boston Pops (Fiedler), RCA Victor LSC 2320
6. RODGERS: VICTORY AT SEA, VOL. 2
RCA Victor Symphony Orchestra (Bennett), RCA Victor LSC 2226
7. GROFE: GRAND CANYON SUITE. The Philadelphia Orchestra (Ormandy), Columbia MS 6003
8. GERSHWIN: RHAPSODY IN BLUE
Leonard Penarrio, Hollywood Bowl Symphony Orchestra (Slatkin), Capitol SP 8343
9. OFFENBACH: GAITE PARISIENNE; KHATCHATURIAN: GAYNE BALLET SUITE
Boston Pops (Fiedler), RCA Victor LSC 2267
10. POP OVERS . . . Eastman-Rochester Pops Orchestra (Fennell), Mercury SR 90222

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

MONOPHONIC

1. Soul of Spain
101 Strings . . . Somerset P 6600
2. Backbeat Symphony
101 Strings . . . Somerset P 11500
3. The World's Greatest Standards
101 Strings . . . Somerset P 4300
4. Good Housekeeping's Plan for Reducing Off the Record . . . Harmony HL 7143
5. Huckleberry Hound
Daws Butler and Don Messick . . . Colpix CP 202
6. 101 Strings Play the Blues
Somerset P 5800
7. Concerto Under the Stars
101 Strings . . . Somerset P 6700
8. Around the World in 80 Days
Music From the Film . . . Somerset P 2800
9. Perry Como . . . Camden CAL 511
10. Italian Favorites
The Gaylords . . . Wing MGW 12139

STEREOPHONIC

1. Soul of Spain
101 Strings . . . Stereo Fidelity SF 6600
2. 101 Strings Play the Blues
Stereo Fidelity SF 5800
3. Silver Screen
101 Strings . . . Stereo Fidelity SF 7000
4. Backbeat Symphony
101 Strings . . . Stereo Fidelity SF 11500
5. Concerto Under the Stars
101 Strings . . . Stereo Fidelity SF 6700
6. The World's Greatest Standards
101 Strings . . . Stereo Fidelity SF 4300
7. Hawaii in Stereo
Leo Addeo Ork . . . RCA Camden CAS 510
8. Mercury Stereo Sampler
Various Artists . . . Mercury SRD 2
9. Holiday in Mexico
101 Strings . . . Stereo Fidelity SF 10700
10. Gypsy
Jack Sterling Quintet . . . Harmony HL 11016

BEST SELLING POP EP'S

1. Gunfighter Ballads and Trail Songs
Marty Robbins . . . Columbia EPB 13491
2. Hymns
Tennésee, Ernie Ford . . . Capitol EAP 1-756
3. Heavenly
Johnny Mathis . . . Columbia EPB 13511
4. Genius of Ray Charles
Atlantic EP-619
5. Fireside Sing Along With Mitch
Mitch Miller . . . Columbia EPB 13891
6. Kingston Trio at Large
Capitol EAP 1199
7. Ricky Sings Again
Ricky Nelson . . . Imperial EP 159
8. Here We Go Again
Kingston Trio . . . Capitol EAP 1258
9. Songs by Ricky
Ricky Nelson . . . Imperial EP 162
10. Peter Gunn
Henry Mancini . . . RCA Victor EPA 4333

Reviews of THIS WEEK'S LP'S

The pick of the new releases:



SPOTLIGHT WINNERS OF THE WEEK

Strongest sales potential of all albums reviewed this week.

Pop

MR. LUCKY



Henry Mancini, RCA Victor LPM 2198—The versatile Henry Mancini, whose "Peter Gunn" LP last year turned into one of the top-selling albums, could have another smash set with "Mr. Lucky." The music is from the show of the same name, and it contains some wonderfully bright, whimsical Mancini music, smartly arranged, and delightfully performed. Some of the tunes could turn into strong singles, such as "March of the Cue Balls," the "Mr. Lucky" theme and "One Eyed Cat." Another sock music by Mancini set.

JONI SINGS IRISH FAVORITES



Joni James, M-G-M E 3749 — Miss James has met with top success lately with her vocal albums featuring gigantic string ork complements. The emphasis in this set is on material—rather than the big sound with the thrush turning to the songs of Ireland. She sings them with a noticeable brogue which her fans will find as a new side of her art. "When Irish Eyes Are Smiling," "How Are Things in Glocca Mora," and "Danny Boy," are all included. Nice cover of the gal.

THE TRAPP FAMILY SINGERS



Warner Bros. WS 1277. (Stereo & Monaural) — Despite the fact that the original cast LP of the hit show "Sound of Music," has been a smash seller, the warm readings of the tunes from the attractive R. & H. score by members of the Trapp Family could make for a strong selling album. They are given lush ork and chorus support. Stereo recording is highly effective. Bright cover adds to over-all appeal.

3 LITTLE WORDS



Patti Page, Mercury SR 60037. (Stereo & Monaural) — In the very top ranks of female singers, Patti Page takes a back seat to no one in her ability to handle a great variety of styles, tempos and moods. She shows off these talents handsomely in her latest collection, which includes such diverse selections as "Jim," "Heart," "I Get a Kick Out of You," and "Why Don't You Do Right." A sure sales click.

THE HI-LO'S BROADWAY SPECIAL



Columbia CL 1415—The Hi-Lo's neatly wrap up a group of tunes from "The Sound of Music," "Gypsy" and "Fiorello!" in their fine modern harmonies. Ork support from Warren Barker is highly complementary. Set is a fine programming item for jocks and a likely big set sales-wise. Tunes include "Climb Ev'ry Mountain," "Everything's Coming Up Roses" and "When Did I Fall in Love."

DOWN BY THE STATION



Four Preps, Capitol T 1291—The selections are made up of sides previously released as singles by the foursome. Included are "Down by the Station," their current big hit and "26 Miles," which was also a hit some months ago. The album should register huge teen appeal, and adults will also find it listenable. Strong chances.

Classical

RACHMANINOFF: SYMPHONY NO. 2



Philadelphia Orchestra (Ormandy), Columbia MS 6110. (Stereo & Monaural) — The beautiful symphony with its familiar themes is handed a handsome performance by the Philadelphia orchestra. Ormandy evokes a truly fine interpretation of the popular work from the orchestra. Stereo recording is especially effective. Cover shot of the late composer and the conductor gives the cover prime display value.

BEETHOVEN: VIOLIN CONCERTO



Oistrakh, violin; French National Radio Orch. (Cluytens), Angel S 37580. (Stereo & Monaural) — A moving performance by David Oistrakh of the Beethoven "Violin Concerto," with the French National Radio Orchestra under Andre Cluytens. Oistrakh's work on this recording makes it one of the outstanding readings of the concerto. The stereo sound will help it attract many serious fans.

BRAHMS: SYMPHONY NO. 4



Columbia Symphony Orch. (Walter), Columbia WS 6113. (Stereo & Monaural) — Walter draws a warm and wonderful reading of the romantic symphony from the orchestra. The work's rich tones are fully captured in the excellent sound. There is competition, but the Walter name and his well-deserved reputation for consistent quality will give this package a sales edge.

50 YEARS OF GREAT OPERATIC SINGING



Various Artists, RCA Victor LM 2372 — This strong package should prove a fast-seller. The featured artists include Caruso, McCormack, Melchior, Peerce, Bjoerling and Johnson among others in excerpts and arias from some of their most noted roles. The sound is good, considering the age of some of the recordings. Enlightening liner notes by Francis Robinson adds to over-all enjoyment.

ROSSINI OVERTURES



Minneapolis Symphony Orch. (Dorati), Mercury SR 90139. (Stereo & Monaural) — There are several other versions of Rossini overtures, among the gayest and most witty examples of orchestral writing. Dorati's conducting seems somewhat heavy handed, but the irrepressible music wins out over all. Popularity of the works will move merchandise, despite heavy competition.

THE CHOPIN SCHEROS—THE CHOPIN BALLADES



Artur Rubinstein, piano, RCA Victor LM 2368; LM 2370 — Rubinstein, one of the foremost interpreters of Chopin's music devotes these volumes to the composer's ballades and scherzos. As usual, the pianist displays fine technique and a warm understanding of the music. The sets should follow the excellent sales record of Rubinstein's previous releases. Covers and sound for both sets are salesboosters.

(Continued on page 32)

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CONTINENTAL ENCORES

More Than Ever; La Vie En Rose; Under Paris Skies; O Mein Papa; April in Portugal; Arrivederci Roma; Anema E Core; La Mer; I Only Know I Love You; Autumn Leaves; Answer Me; Poppa Piccolino.

□ Stereo: PS147 Mono: LL3095 □

CONCERT ENCORES

Clair de Lune (Debussy); Spanish Dance (Granados); La Boutique Fantasque - Can Can (Rossini-Respighi); Chanson de Matin (Eigar); Gypsy Airs (Zigeunerweisen) (Sarasate); Autumn (Chaminade); Song of India (Rimsky-Korsakov); Schön Rosmarin (Kreiser); Meditation (Thaïs) (Massenet); Perpetuum Mobile (Strauss).

□ Stereo: PS133 Mono: LL3004 □

FILM ENCORES - VOL. 1

My Foolish Heart ("My Foolish Heart"); Unchained Melody ("Unchained"); Over the Rainbow ("The Wizard of Oz"); Summertime in Venice ("Summertime"); Intermezzo ("Intermezzo"); Three Coins in the Fountain ("Three Coins in the Fountain"); Love Is a Many Splendored Thing ("Love Is a Many Splendored Thing"); Laura ("Laura"); High Noon ("High Noon"); Hi-Lili, Hi-Lo ("Lili"); September Song ("Knickerbocker Holiday"); Theme from "Limelight".

□ Stereo: PS124 Mono: LL1700 □

SONG HITS FROM THEATRELAND

If I Loved You; Wunderbar; I've Never Been in Love Before; Hello Young Lovers; Stranger in Paradise; C'est Magnifique; I Talk to the Trees; They Say It's Wonderful; Bewitched; Some Enchanted Evening; Out of My Dreams; Almost Like Being in Love.

□ Stereo: PS125 Mono: LL1219 □

WALTZ ENCORES

Charmaine; Wyoming; La Ronde; Love, Here Is My Heart; Lovely Lady; Moulin Rouge; Greensleeves; Lonely Ballerina; The Kiss in Your Eyes; Dear Love, My Love; I Loved for You; Dream, Dream, Dream.

□ Stereo: PS119

FILM ENCORES - Vol. 2

The High and the Mighty; A Certain Smile; Friendly Persuasion; Whatever Will Be, Will Be (Que Sera, Sera); Tammy; Be My Love; April Love; When You Wish Upon A Star; Separate Tables; Around the World; Fascination; Secret Love.

□ Stereo: PS164 Mono: LL3117 □

ALL AMERICAN SHOWCASE

THE BEST OF VICTOR HERBERT: Ah! Sweet Mystery of Life; A Kiss in the Dark; Sweethearts; I'm Falling in Love with Someone; Indian Summer; Kiss Me Again. THE BEST OF SIGMUND ROMBERG: Lover, Come Back to Me; When I Grow Too Old to Dream; Softly, As in a Morning Sunrise; The Desert Song; Will You Remember; Serenade ("The Student Prince").

THE BEST OF RUDOLF FRIML: The Donkey Serenade; Indian Love Call; Rose Marie; Only a Rose; Sympathy; Love Everlasting. THE BEST OF IRVING BERLIN: The Girl That I Marry; Marie; Remember; Always; For the Very First Time; What'll I Do.

□ St. PSA3202/2 Mo. LL3122/23 □

STRAUSS WALTZES

Blue Danube; Roses from the South; Village Swallows; Wine, Women and Song; Tales from the Vienna Woods; Morgenblätter; Emperor Waltz; Accelerations; You and You; Voices of Spring; 1001 Nights; Treasure Waltz.

□ Stereo: PS118 Mono: LL685 □

MUSIC FROM THE FILMS

Warsaw Concerto; Dream of Olwen; Serenata d'Amore; Legend of the Glass Mountain; Story of Three Loves; Cornish Rhapsody. Mantovani & His Orch. with Rawicz & Landauer, duo pianists.

□ Stereo: PS112 Mono: LL1513 □

GEMS FOREVER

All The Things You Are; A Woman in Love; I Could Have Danced All Night; Something to Remember You By; True Love; This Nearly Was Mine; An Affair to Remember; Love Letters; Summertime; Hey There; The Nearness of You; You Keep Coming Back Like a Song.

□ Stereo: PS106 Mono: LL3032 □

THE IMMORTAL CLASSICS

Prelude in C# Min. (Rachmaninoff); Minuet in G (Mozart); Romance (Rubinstein); Simple Aveu (Thomé); On Wings of Song (Mendelssohn); Largo (Handel); Barcarolle (Vivaldi); Ave Maria (Schubert); Cradle Song (Brahms); Air on a G String (Bach); Etude in E (Chopin); Waltz from "Serenade for Strings" (Tchaikovsky).

□ Stereo: PS106 Mono: LL3032 □

CANDLELIGHT

Candlelight; You Stepped out of a Dream; Blue Fantasy; Merry Go Round; Stradivarius; Gold & Silver Waltz; Brass Buttons; Longing; Heart of Paris; Take My Love; Spring in Montmartre; Song of Sorrento.

□ Stereo: PS106 Mono: LL3032 □

MUSIC OF RUDOLF FRIML

Love Everlasting; Rose Marie; Dear Love, My Love; Only a Rose; Song of the Vagabonds; Love Is Like a Firefly; Giannina Mia; Indian Love Call; He Who Loves and Runs Away; Donkey Serenade; Door of Her Dreams; Totem Tom-Tom; Someday; Sympathy.

□ Stereo: PS119

AN ALBUM OF FAVORITE TANGOS

Jealousy; A Media Luz; Arana de la Noche; Besame Mucho; Tango de la Luna; Red Petticoats; Adios Muchachos; Blue Sky; El Choclo; La Cumparsita; Chiquita Mia; Tango delle Rose.

□ Stereo: PS119

WALTZES OF IRVING BERLIN

All Alone; Reaching for the Moon; Because I Love You; The Song Is Ended; For the Very First Time; I Can't Remember; Russian Lullaby; Always; Marie; The Girl that I Marry; (I Forgot to) Remember; What'll I Do?

□ Stereo: PS119

CHARMAINE (WALTZ TIME)

I Live for You; Diane; Queen Elizabeth Waltz; For You; Kisses in the Dark; Babette; Little Swiss Waltz; Will You Remember; Our Dream Waltz; Under the Roofs of Paris; The Melba Waltz; Wyoming; Charmaine.

□ Stereo: PS119

SOME ENCHANTED EVENING

Some Enchanted Evening; Tell Me That You Love Me Tonight; When the Lilacs Bloom Again; Love's Dream; After the Ball; Symphony; Amoureuse; Speakeasy; The Agnes Waltz; The Whistling Boy; Faith; Schonbrunner Waltz; Czardas.

□ Stereo: PS118 Mono: LL685 □

THE WORLD'S FAVORITE LOVE SONGS

And This Is My Beloved; At Dawning; Drink to Me Only With Thine Eyes; I Give My Heart; Night and Day; Ich Liebe Dich; Parlez-Moi D'Amour; Hear My Song; Violetta; My Love Is Like a Red Red Rose; My Old Dutch; Can't Help Lovin' Dat Man; The Story of Tina; For You Alone; Yours is My Heart Alone.

□ Stereo: PS112 Mono: LL1513 □

ROMANTIC MELODIES

Swedish Rhapsody; Music Box Tango; Ramona; Moonlight Serenade; Beautiful Dreamer; Luxembourg Polka; Shadow Waltz; Moulin Rouge Theme; We'll Gather Lilacs; Royal Blue Waltz; Jamaica Rumba; Volia Colomba; Gypsy Legend; Suddenly.

□ Stereo: PS112 Mono: LL1513 □

THE MUSIC OF SIGMUND ROMBERG

I Bring a Lovesong; Wanting You; Stouthearted Men; Desert Song; One Alone; Just We Two; Drinking Song; Softly as in a Morning Sunrise; When I Grow Too Old to Dream; Lover, Come Back to Me; Deep in My Heart Dear; You Will Remember Vienna; Serenade; Will You Remember.

□ Stereo: PS106 Mono: LL3032 □

GREENSLEEVES (A Selection of Favorite Waltzes)

It Happened in Monterey; Lovely Lady; Mexical Rose; Love, Here Is My Heart; Poeme; At Dawning; I Love You Truly; Dancing with Tears in My Eyes; La Ronde; Greensleeves; Dear Love, My Love.

□ Stereo: PS119

LONELY BALLERINA

(Musical Modes) Lonely Ballerina; Dusk; Ma Chere Amie; June Night; Deserted Ballroom; Nails; Lazy Gondolier; Begin the Beguine; Intermezzo from "Cavalleria Rusticana"; Dream, Dream, Dream; Edelma; Reviens.

□ Stereo: PS119

THE MUSIC OF VICTOR HERBERT

Ah, Sweet Mystery of Life; When You're Away; Neapolitan Love Song; March of the Toys; I'm Falling in Love with Someone; Gypsy Love Song; Kiss Me Again; Indian Summer; To the Land of My Own Romance; Italian Street Song; A Kiss in the Dark; Habanera; Sweethearts; The Irish Have a Great Day Tonight.

□ Stereo: PS112 Mono: LL1513 □

GERSHWIN: RHAPSODY IN BLUE; CONCERTO IN F

Julius Katchen, piano.

□ Stereo: PS112 Mono: LL1262 □

OPERATIC ARIAS

Celeste Aida (Aida); One Fine Day (Madama Butterfly); Caro nome (Rigoletto); Softly Awakes My Heart (Samson and Delilah); M'Appari (Martha); Musetta's Waltz Song (La Boheme); O My Beloved Daddy (Gianni Schicchi); Habanera (Carmen); Oh Star of Eve (Tannhäuser); E lucevan le stelle (Tosca); Intermezzo (Cavalleria Rusticana); Brindisi (La Traviata).

□ Stereo: PS112 Mono: LL1262 □

MUSIC FROM THE BALLET

Waltz of the Flowers from 'The Nutcracker' (Tchaikovsky); Invitation to the Waltz (Weber-Berlioz); Pas de Deux from 'Giselle' (Adam); Waltz from 'The Sleeping Beauty' (Tchaikovsky); Finale from 'Dance of the Hours' (Ponchielli); Waltz from 'Swan Lake' (Tchaikovsky); The Swan from 'Carnival of the Animals' (Saint-Saens); Waltz from 'Faust' (Gounod); Dance of the Comedians from 'Bartered Bride' (Smetana); Waltz from 'Eugen Onegin' (Tchaikovsky).

□ Stereo: PS112 Mono: LL1262 □

THE AMERICAN SCENE

THE MUSIC OF STEPHEN FOSTER: My Old Kentucky Home; I Dream of Jeanie; De Campdown Races; Old Folks at Home; Ring De Banjo; Beautiful Dreamer.

THE MUSIC OF 19th CENTURY AMERICA

Home On The Range; Grandfather's Clock; The Yellow Rose of Texas; Goodnight, Irene; Turkey In The Straw; Just A-Wearyin' For You.

□ Stereo: PS112 Mono: LL1262 □

The pick of the new releases:

SPOTLIGHT WINNERS OF THE WEEK

Strongest sales potential of all albums reviewed this week.

Continued from page 31

Classical Low Price

JOHN McCORMACK IN OPERA AND SONG

Camden CAL 512 — This is the second McCormack collection issued by Camden. Where the first was restricted to Irish songs, the great lyric tenor here is heard in a concert predominantly of operatic arias. Tho there are some poor spots, the sound mainly is quite good, considering the age of the originals. McCormack's effortless delivery and convincing style make this an important release which is certain to be attractive to fans of opera, of Irish tenors in general, and of McCormack in particular.



Children's

SONGS ABOUT ANIMALS-BIRDS FOR CHILDREN

Dorothy Olsen. RCA Victor LBY-1030 — Miss Olsen has the winning way with kiddie material, and this new collection will only enhance that reputation. There's a cute, merchandisable cover illustrating the theme and inside there's a flock of solid goodies about pussycats, monkeys, the kiwi bird, butterflies, etc., which should delight the heart of the younger wing of the kiddie group. A highly salable item.



Country & Western

HANK SNOW SINGS JIMMIE RODGERS SONGS

RCA Victor LPM 2043 — Hank Snow, a devotee of Rodgers and what the latter stands for, has cut a fine package. The arrangements and the vocals will bring back memories of the flavorful Rodgers' 78's. Altho regarded as the father of the country field, Rodgers had an influence extending beyond this, and his material — as does this package — bears this out. Jazz elements, blues, the sound of old vaudeville, are all here. Songs include "Down the Old Road to Home," "Blue Yodel No. 10" and "Any Old Time." Dealers should point out that the package has an appeal beyond the c.&w.



Folk

FOLK FESTIVALS AT NEWPORT (Volumes 1-3)

Various Artists. Vanguard VRS 9062, VSD 2054, VSD 2055. (Stereo & Monaural) — The set of three albums is an outstanding compendium of folk music covering a very broad sampling of material. Included are offerings by Leon Bibb, Odetta, Pete Seeger, Sonny Terry, Oscar Brand, John Jacob Niles and many others. Recorded on location at Newport, this is a fine buy for the folk-minded. Good sound and a splendid selection of performances.



SPECIAL MERIT SPOTLIGHTS

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

POP

ARTHUR MURRAY'S MUSIC FOR DANCING

Ray Carter Ork. Mambo, Rumba, Samba, Tango, Merengue, RCA Victor LPM 2152; Foxtrot, RCA Victor LPM 2154; Waltz, RCA Victor LPM 2153; Cha Cha, RCA Victor LPM 2155 — An extremely marketable group of sets, which can acquire even more salability due to the opportunity of consistent plugging on the

(Continued on page 34)

WATCH FOR FARAWAY BOY

47-7706

by

DELLA REESE



INC., 539 West 25th St., New York 1, N. Y.

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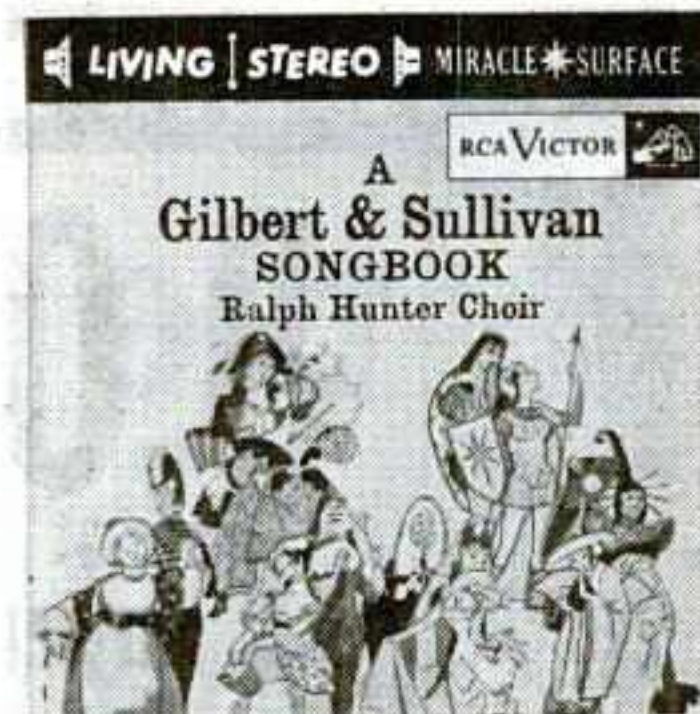
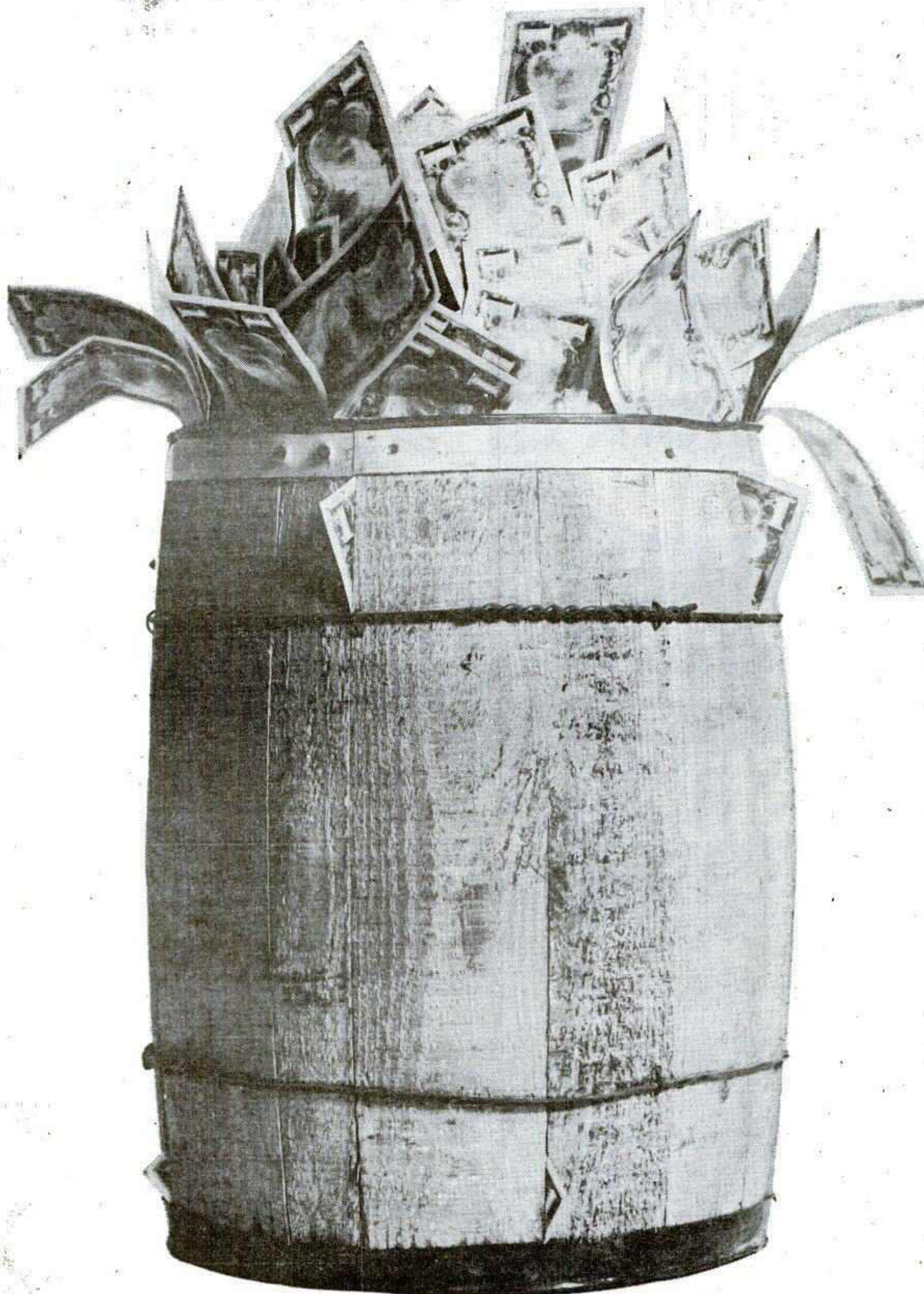
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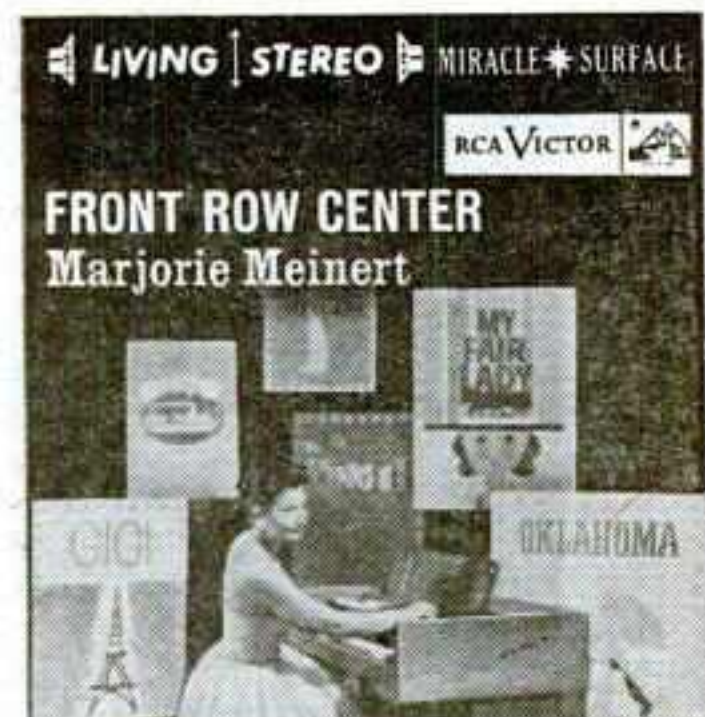




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de la Chanson**



SPECIAL MERIT SPOTLIGHTS

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

• *Continued from page 32*

Murray's TV show. The group of four cover just about every popular current dance step, and the back cover of each gives instructions and footwork diagrams for the dance covered in the particular album. The music is nicely performed by Ray Carter and the Murray Ork. Each cover shows the famous couple on the dance floor. These have solid merchandising value singly, or as a group.

LOVE WITHOUT TEARS

Sid Ramin Ork. RCA Victor LPM 2013 — This is one mood music collection which can be enjoyed for the ingenuity of the arrangements alone. Sid Ramin, who did some outstanding work arranging the original scores of "West Side Story" and "Gypsy," has been given free rein. The results are highly imaginative arrangements, nearly all from Broadway musicals, and usually quite different from the original conceptions. Included are "It's Good to Be Alive," "Bye Bye Baby," "My Ship," and "Violets for Your Furs."

POP TALENT

POSITIVELY THE MOST

Joanie Sommers. Warner Bros. WS 1346. (Stereo & Monaural) — The talented new chick wraps up a brace of standards in winning style. She's just as acceptable on her rhythm tunes as she is on her warm renditions of ballads. She's effectively supported by the ork. Set should create interest, if exposed. Fine jockey programming item. Tunes include "So in Love," "It Might as Well Be Spring," and "I Like the Likes of You."

CLASSICAL

BRUCKNER: SYMPHONY NO. 8

Berlin Philharmonic (Von Karajan). (2-12") Angel S 3576. (Stereo & Monaural) — The always interesting and challenging Bruckner work is given a worthy performance by the Philharmonia. Von Karajan shows his understanding and authority in this masterful reading. The recording, if exposed, can do much to foster the deserved interest in Bruckner. Sound and packaging are good. Included is a booklet which gives representative passages of the main themes, background notes and biographical data of the composer and conductor.

MUSIC FOR ORGAN AND BRASS

E. Power Biggs, organ. Columbia MS 6117. (Stereo & Monaural) — Biggs is supported by the Boston Brass Ensemble, conducted by Richard Burgin, in his excellent renditions of music that dates back to the 16th and 17th centuries. Interesting effects are achieved on the organ, and these are effectively captured in stereo. Lovers of early liturgical music, and Biggs' following will show interest in this set. It's also a fine item for musicologists and students.

CHAMBER MUSIC

SCHUBERT: DEATH AND THE MAIDEN

Juilliard String Quartet. RCA Victor LM 2378 — A rich and rewarding performance of the handsomely constructed work. There's a lot of listening in terms of unique cross-rhythms and varying tonalities in this often complicated work and the Juilliard group does a competent job with it. There are a number of prime competitors but this edition with an interesting cover painting can sell on the long haul.

WATCH FOR

FARAWAY BOY

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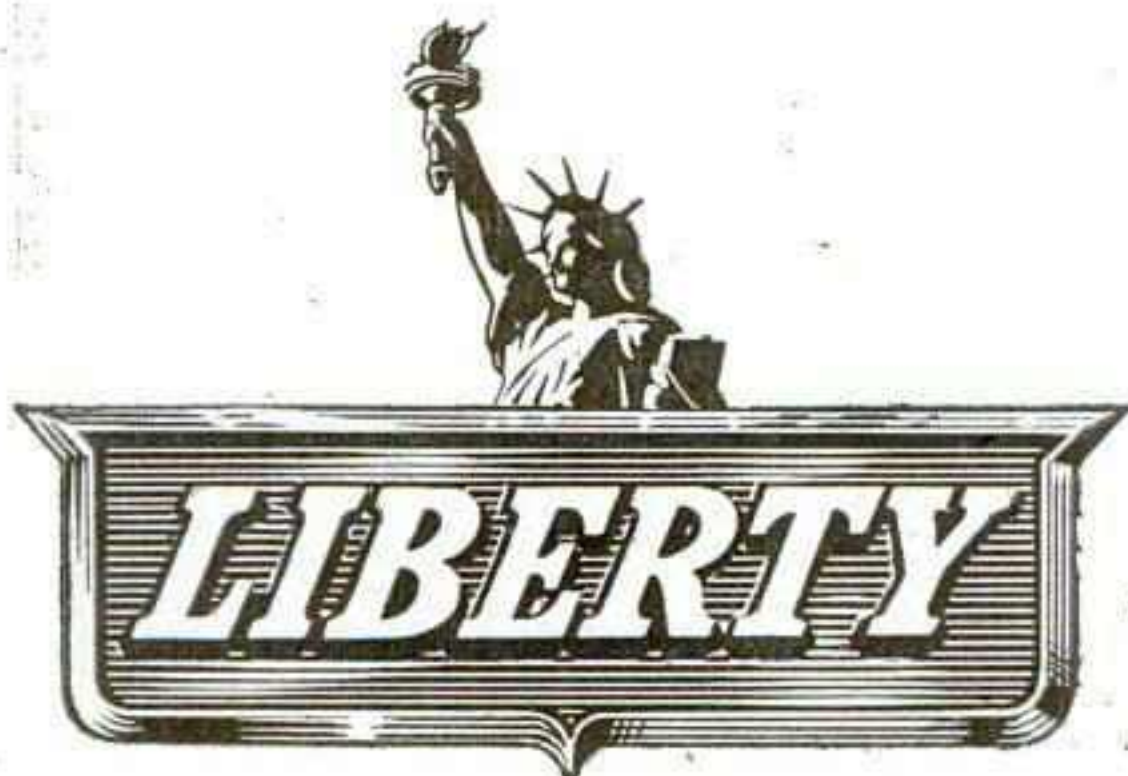
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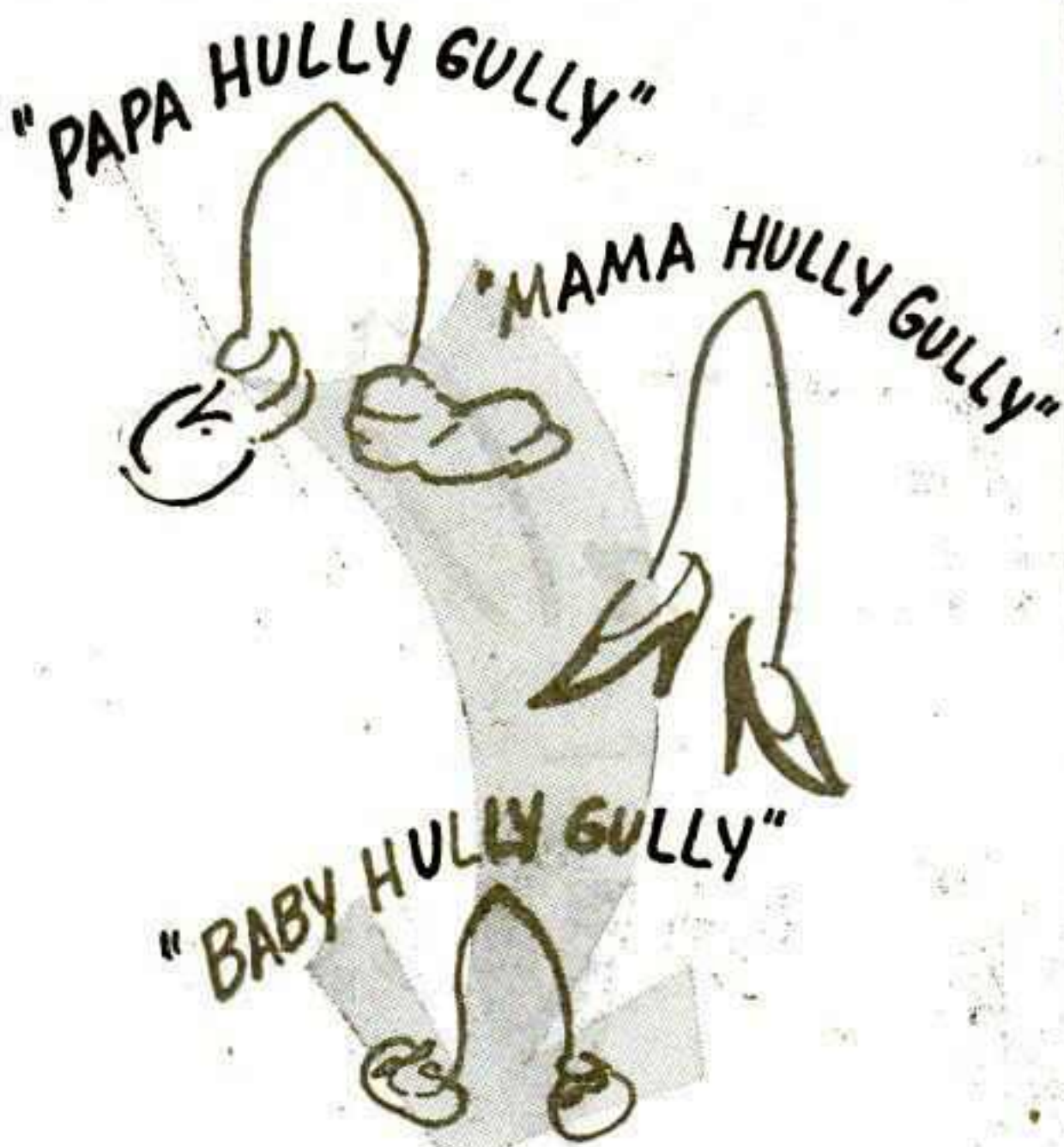
- 3150/7150
- 3139/7139
- LST 100
- 3144/7144
- 3122/7122
- 3141/7141
- 3116/7116
- 3130/7130
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- EXOTICA, VOLUME I
- JULIE IS HER NAME
- LET'S ALL SING WITH THE CHIPMUNKS
- SPOTLIGHT ON BUD AND TRAVIS
- MR. BLUE

- Felix Slatkin Cond.
- Si Zentner and his Orch.
- Top Liberty Artists
- Gogi Grant; Billy May Orch. and Chorus
- Martin Denny
- Martin Denny
- Martin Denny
- Julie London; André Previn Cond.
- The Johnny Mann Singers
- Martin Denny
- Julie London; Barney Kessel, Guitar
- David Seville and the Chipmunks
- The Fleetwoods



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Reviews and Ratings of New Albums

POPULAR ★★★★★

★★★★ GOLDEN GOODIES
Various Artists. Mercury SR 60217. (Stereo & Monaural) — Another in a continuing series by the label of packagings of some of its greatest hits. Various artists are heard with tunes they're closely identified with. Buyers will find "The Stroll," by the Diamonds; "What a Difference a Day Makes," by Dinah Washington; "Broken Hearted Melody," by Sarah Vaughan; and "Endlessly," by Brook Benton; plus hits by the Platters, Sil Austin, Phil Phillips, June Valli. The collection of gold record winners should be a hot item.

★★★★ YOU STARTED ME DREAMING
Tommy Edwards. M-G-M E 3805 — Tommy Edwards' soft-voiced delivery is applied to a group of sentimental ballads with much of the effectiveness that made a hit of "It's All in the Game," his big single. The orchestral backing again is effective with a light triplet beat. Contents include "You're a Sweetheart," "Always," and "Stars Fell on Alabama." Adults as well as teens are potential buyers.

★★★★ IF I GIVE MY HEART TO YOU
Kitty Kallen. Columbia CL 1409 — The lark sings with lots of heart on a group of pretty ballads — all of which are done over a slight rhythm approach that allows for dancing or easy listening. Attractive cover photo of the artist will help attract. Numbers include "If I Give My Heart to You," "Because You're Mine," and "Vaya Con Dios." Strong and wide appeal.

★★★★ STRICTLY ORGANIC
Dick Hyman Quintet. M-G-M E 3808 — Hyman utilizes a provocative title theme to spotlight his usual listenable organ solo work on a group of standards, with anatomical titles. Selections — each shaping up as solid jockey wax — include "Cheerful Little Earful," "My Heart Stood Still," "Take Me In Your Arms," etc.

★★★★ MORE LIVE ECHOES OF THE SWINGING BANDS
Various Artists. RCA Victor LPM 1983 — This is the second LP featuring some great music of the swing era in approximately the original arrangements. The musicians include 18 of today's foremost bandsmen, numbering names like Johnny Guarneri, Dickie Wells, Billy Butterfield, Rex Stewart, Charlie Shavers, Buck Clayton, and Yank Lawson. The music includes "Summit Ridge Drive," "Quaker City Jazz," and "Swingin' in the Rockies." A backward look musically shows off fine contemporary musicianship. Should have wide appeal.

★★★★ JOIN BING & SING ALONG
Bing Crosby. Warner Bros. WS 1363. (Stereo & Monaural) — Of course this is imitation, as are so many of the recent sing-along sets, but it is a first-rate one due to the presence of the old master, Bing Crosby. The grand collection of 33 old-time tunes, ranging from "When I Grow Too Old to Dream" to "I Was Seeing Nellie Home," are made to order for the Old Groaner, and he sings them infectious so that everyone is sure to sing along with him. If exploited this could be a good seller.

★★★★ HITS THAT SOLD A MILLION
Rusty Draper-David Carroll Ork. Mercury SR 60176. (Stereo & Monaural) — A collection of 12 of the biggest hits in the country over the past decade, sung brightly by Rusty Draper over snappy arrangements by the David Carroll Ork. Tunes include "Mack the Knife," "The Battle of New Orleans," "Kisses Sweeter Than Wine," "The Yellow Rose of Texas," "Deck of Cards," "Riders in the Sky," and "Cold, Cold Heart." Cover is very attractive.

★★★★ SONGS OF HANK WILLIAMS
Billy Mure. Everest SDBR 1072 (Stereo & Monaural) — The pop-flight guitarist styles a group of the famed cleffer's tunes with attractive backing from the ork. Included are such gems as "Jambalaya (on the Bayou)," "Cold, Cold Heart" and "Your Cheatin' Heart." His approach is thoughtful and inventive, and the set can get wide appeal. Sound is a plus factor.

★★★★ TO MY WONDERFUL ONE
Tony Bennett. Columbia CL 1429 — Tony Bennett, backed lushly by the Frank DeVoll ork, renders a group of standards in warm and winning fashion. Set adds up to a fine mood, programming LP for jocks. The singer's fans will find this an enjoyable album. Selections include "Suddenly," "Laura" and "Tenderly." Strong chances.

★★★ A ZILLION STRINGS
Dick Hyman. Everest SDBR 1074 (Stereo & Monaural) — The Hyman piano approach is listenable indeed on a flock of standards. The ork, featuring lush strings in support, complements the soloists to strong effect. The set is a fine mood package and a good deejay programming LP. Tunes include "Just in Time," "Caravan" and "Willow Weep for Me." Selections and tempos are nicely varied. This should prove a good seller.

★★★-THE FIVE KEYS

King 688 — The Keys, always a fine-sounding outfit on singles, have a nicely-packaged collection of tunes, mostly originals for this act. There are several good rocking numbers and others on a humor kick ("When Paw Was Courtin' Maw") and still others in a romantic vein. Backing is largely rhythm, but the sound is good through-out, and fans of the group are sure to like the set.

LOW-PRICED POPULAR ★★★★★

★★★★ STAR SHOWCASE
Various Artists. 20th Fox 1000 — Specially priced at \$1.98 this package features a line-up of contrasting-type performers, including Shirley Temple, the Harry Simeone Chorale, Al Martino, Glenn Miller, Alfred Newman, George Gershwin, Tommy Dorsey, and others. Some of the items should appeal to collectors. Strong nostalgic name value for the racks.

CLASSICAL ★★★★★

★★★★ BRAHMS: CONCERTO IN D MAJOR
Szigeti, violin; London Symphony (Menges). Mercury SR 90225. (Stereo & Monaural) — Joseph Szigeti's playing and intonation are no longer always secure, and at his advanced age he does not always have the brute strength sometimes asked of the soloist in this work. However, he gives so fully of his musical wisdom and understanding that his reading of this masterpiece has a depth beyond most competitors. His first LP for Mercury is a fine one.

★★★★ SIBELIUS: SYMPHONY NO. 2
Detroit Symphony (Paray). Mercury SR 90204. (Stereo & Monaural) — Paray's musicianly interpretation of the most popular of the Sibelius symphonies is certain to win a following, despite other attractive versions. The Detroit Symphony's performance is sensitive. The combination should provide a package with good sales appeal.

LOW-PRICED CLASSICAL ★★★★★

★★★★ RIMSKY-KORSAKOV: SCHEHERAZADE
Orchestre des Concerts de Symphonique de Vienne. (Strauss). Forum F 70020 — A fine recording of the familiar work by Rimsky-Korsakov, played with spirit and warmth by the orchestra under conductor Otto Strauss. The cover is eye-appealing and the recording is excellent. A good buy for the price.

CHILDREN'S ★★★★★

★★★★ SONGS CHILDREN SING IN GERMANY
Bob and Louise DeCormier. Riverside Wonderland 1411 — The folk singing couple offer a series of delightful children's songs.
(Continued on page 48)

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WATCH FOR

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RCA VICTOR

HUGO LUIGI PRODUCTION

Sensational!

"TEEN-EX"

Words and Music by

"FELICE AND BOUDLEAUX BRYANT"

Sung by

THE BROWNS

Featuring Jim Edward Brown

RCA VICTOR 47/7700

c/w

"THE OLD
LAMPLIGHTER"



RCA **RCA VICTOR**
RADIO CORPORATION OF AMERICA

HONOR ROLL OF HITS

TRADE MARK REG.

THE NATION'S TOP TUNES

For survey week ending February 13

This Week	Last Week	Weeks on Chart	This Week	Last Week	Weeks on Chart
1. Teen Angel		1	6. What in the World's Come Over You		9
By JNR-Surrey—Published by Acuff-Rose (BMI)		7	By Jack Scott—Published by Peer Int'l & Star File (BMI)		5
BEST SELLING RECORD: Mark Dinning, M-G-M 12845.			BEST SELLING RECORD: Jack Scott, Top Rank 2028.		
2. Running Bear		2	7. Where or When		6
By J. P. Richardson—Published by Big Bopper Music (BMI)		10	By Rodgers & Hart—Published by Chappell (ASCAP)		6
BEST SELLING RECORD: Johnny Preston, Mer 71474.			BEST SELLING RECORD: Dion & the Belmonts, Laurie 3044.		
RECORD AVAILABLE: Smiley Wilson, Freedom 44025.			RECORDS AVAILABLE: Jan August, Mer 30001; Lionel Hampton, Dec 27198; Dick Haymes, Dec 23751; Leroy Holmes Ork, M-G-M 12253; Guy Lombardo Ork, Dec 27502.		
3. Theme From a Summer Place		4	8. Let It Be Me		11
By Steiner—Published by Witmark (ASCAP)		5	By M. Curtis-P. DeAnce-G. Beaud—Published by Leeds (ASCAP)		5
BEST SELLING RECORD: Percy Faith, Col 41490.			BEST SELLING RECORD: Everly Brothers, Cadence 1376.		
RECORDS AVAILABLE: Leroy Holmes, M-G-M 12833; Don Ralke, Warner Bros. 5108; Hugo Winterhalter, Vic 7599.			9. El Paso		3
4. Handy Man		5	By Marty Robbins—Published by Marty's Music (BMI)		13
By Blackwell-Jones—Published by Sheldon Music (BMI)		6	BEST SELLING RECORD: Marty Robbins, Col 41511.		
BEST SELLING RECORD: Jimmy Jones, Cub 9049.			10. Beyond the Sea		14
5. He'll Have to Go		7	By Trenet-Lawrence—Published by Harms (ASCAP)		4
By J. Allison-A. Allison—Published by Central Songs (BMI)			BEST SELLING RECORD: Bobby Darin, Atco 6158.		
BEST SELLING RECORD: Jim Reeves, Vic 7643.			RECORDS AVAILABLE: Trade Martin, Gee 1053; Cyril Stapleton, London 1864; Roger Williams/G. Osner Ork, Kapp 138; Victor Young Ork, Dec 27027.		
RECORDS AVAILABLE: Billy Brown, Col 41380; Jim Lowe, Dot 16046.					

Second Ten

11. Lonely Blue Boy		10	16. Tracy's Theme		20
By Weisman-Wyse—Published by May (ASCAP)		5	By Ascher—Published by Devon (BMI)		5
BEST SELLING RECORD: Conway Twitty, M-G-M 12857.			BEST SELLING RECORD: Spencer Ross, Col 41532.		
12. You Got What It Takes		17	17. Why		8
By Gordy, Davis & Gordy—Published by Fidelity (BMI)		10	By Marcucci-De Angelis—Published by Debmart (ASCAP)		12
BEST SELLING RECORD: Mary Johnson, United Artists 185.			BEST SELLING RECORD: Frankie Avalon, Chancellor 1045.		
13. Wild One		25	18. Pretty Blue Eyes		12
By Lowe-Mann-Appell—Published by Lowe (ASCAP)		2	By Randazzo-Weinstein—Published by Almino (BMI)		11
BEST SELLING RECORD: Bobby Rydell, Cameo 171.			BEST SELLING RECORD: Steve Lawrence, A&C-Paramount 10058.		
14. Down by the Station		15	19. Go, Jimmy, Go		13
By Bruce Belland-Glenn Larson—Published by Lar-Bell (BMI)		6	By Pomus-Shuman—Published by Wills-Ace (BMI)		9
BEST SELLING RECORD: Four Preps, Cap 4312.			BEST SELLING RECORD: Jimmy Clanton, Ace 575.		
RECORD AVAILABLE: Rita & Robin, Unical 1.			20. Bulldog		27
15. Baby		21	By George Tomasco—Published by Dundee (BMI)		2
By Clyde Otis-Murray Stein—Published by Meridian-Play (BMI)			BEST SELLING RECORD: Fireballs, Top Rank 2026.		
BEST SELLING RECORD: Dinah Washington & Brook Benton, Mer 71565.					

Third Ten

21. Forever		24	26. The Big Hurt		16
By Buddy Killeen—Published by Tree (BMI)		2	By Wayne Shanklin—Published by Music Productions (ASCAP)		13
RECORDS AVAILABLE: LaVern Baker, Atlantic 1189; Jerry Byrd, Mer 30043; Bing Crosby, Dec 27219; Guy Lombardo, Dec 27208; Platters, Mer 71563; Lu Ann Simms, Jubilee 5335; Dinah Washington, Mer 30022.			RECORDS AVAILABLE: Toni Fisher, Signet 275; Kaleandro, Warner Bros. 5109.		
22. Lady Luck		-	27. Rockin' Little Angel		26
By Price-Logan—Published by Pri-Gan (BMI)		1	By Rogers—Published by Stairway & Singing River (BMI)		2
RECORD AVAILABLE: Lloyd Price, A&C-Paramount 10075.			RECORD AVAILABLE: Ray Smith, Judd 1016.		
23. Sweet Nothin's		-	28. Tender Love and Care		28
By Ronnie Self—Published by Champion (BMI)		1	By Lehman-Lebowski-Clarke—Published by Kahl (BMI)		4
RECORD AVAILABLE: Brenda Lee, Dec 30967.			RECORDS AVAILABLE: Jim Faraday, Dec 30698; Jimmie Rodgers, Roulette 4218.		
24. Harbor Lights		30	29. Little Bitty Girl		-
By Hugh Williams & Jimmy Kennedy—Published by Chappell (ASCAP)		2	By C. Ballard-S. Tobias—Published by Sequence (ASCAP)		1
RECORDS AVAILABLE: LaVern Baker, Atlantic 1189; Jerry Byrd, Mer 30043; Bing Crosby, Dec 27219; Guy Lombardo, Dec 27208; Platters, Mer 71563; Lu Ann Simms, Jubilee 5335; Dinah Washington, Mer 30022.			RECORD AVAILABLE: Bobby Rydell, Cameo 171.		
25. Midnight Special		-	30. Way Down Yonder in New Orleans		18
By Schnats—Published by Jones-Milbern (BMI)		1	By Cramer-Layton—Published by Shapiro-Bernstein (ASCAP)		11
RECORDS AVAILABLE: Paul Evans, Guaranteed 205; Gateway Singers, Dec 29972; Tiny Grimes, Atlantic 865; Gordon Jenkins/Weavers, Dec 28272.			RECORDS AVAILABLE: Louis Armstrong, Dec 28169-70; Freddy Cannon, Swan 4043.		

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and her first great SINGLE on Capitol

When the Sparrows Learn to Fly



c/w (I've got Oh) SO MANY THINGS TO DO TODAY

record no. 4344



FOR WEEK ENDING FEBRUARY 28

The Billboard HOT 100

THIS WEEK	ONE WEEK AGO	TWO WEEKS AGO	THREE WEEKS AGO	TITLE	Artist, Company	Record No.	STEREO	WEEKS ON CHART
1	6	12	19	THEME FROM A SUMMER PLACE . . .	Percy Faith, Columbia 41498			7
2	1	1	2	TEEN ANGEL	Mark Dinning, M-G-M 12845			10
3	3	5	7	HANDY MAN	Jimmy Jones, Cub 9849			9
4	4	8	17	HE'LL HAVE TO GO	Jim Reeves, RCA Victor 7643			9
5	7	7	12	WHAT IN THE WORLD'S COME OVER YOU	Jack Scott, Top Rank 2028			7
6	2	2	1	RUNNING BEAR	Johnny Preston, Mercury 71474			19
7	9	13	16	LET IT BE ME	The Everly Brothers, Cadence 1376			7
8	11	19	23	BEYOND THE SEA	Bobby Darin, Atco 6158			6
9	8	6	14	LONELY BLUE BOY	Conway Twitty, M-G-M 12857			9
10	5	3	4	WHERE OR WHEN	Dion and the Belmonts, Laurie 3044			9
11	23	29	72	WILD ONE	Bobby Rydell, Cameo 171			4
12	20	37	67	BABY	Brook Benton and Dinah Washington, Mercury 71565			5
13	19	20	20	TRACY'S THEME	Spencer Ross, Columbia 41532			8
14	13	16	15	DOWN BY THE STATION	Four Preps, Capitol 4312			9
15	14	10	13	YOU GOT WHAT IT TAKES	Marv Johnson, United Artists 185			17
16	10	4	3	EL PASO	Marty Robbins, Columbia 41511			16
17	21	27	46	FOREVER	Little Dippers, University 210			5
18	12	14	10	PRETTY BLUE EYES	Steve Lawrence, ABC-Paramount 10058			14
19	33	45	58	MIDNIGHT SPECIAL	Paul Evans, Guaranteed 205			5
20	35	51	71	LADY LUCK	Lloyd Price, ABC-Paramount 10075			4
21	27	41	60	HARBOR LIGHTS	The Platters, Mercury 71563			5
22	24	26	34	ROCKIN' LITTLE ANGEL	Ray Smith, Judd 1016			8
23	15	11	5	GO, JIMMY, GO	Jimmy Clanton, Ace 575			12
24	25	25	26	TENDER LOVE AND CARE	Jimmie Rodgers, Roulette 4218			7
25	29	34	38	BULLDOG	The Fireballs, Top Rank 2026			7
26	30	42	48	SWEET NOTHIN'S	Brenda Lee, Decca 30967			10
27	41	54	86	LITTLE BITTY GIRL	Bobby Rydell, Cameo 171			4
28	16	9	6	WHY	Frankie Avalon, Chancellor 1045			14
29	37	55	61	COUNTRY BOY	Fats Domino, Imperial 5645			4
30	34	50	83	TIME AND THE RIVER	Nat King Cole, Capitol 4325			4
31	31	28	29	LUCKY DEVIL	Carl Dobkins Jr., Decca 31020			12
32	36	39	45	TOO MUCH TEQUILA	Champs, Challenge 59063			6
33	26	24	32	SHIMMY, SHIMMY, KO-KO BOP	Little Anthony & the Imperials, End 1060			12

THIS WEEK	ONE WEEK AGO	TWO WEEKS AGO	THREE WEEKS AGO	TITLE	Artist, Company	Record No.	STEREO	WEEKS ON CHART
34	44	71	—	DELAWARE	Perry Como, RCA Victor 7670			3
35	50	74	92	TALL OAK TREE	Dorsey Burnette, Era 3012			4
36	69	—	—	BEATNIK FLY	Johnny and the Hurricanes, Warwick 520			2
37	18	17	8	THE BIG HURT	Toni Fisher, Signet 278			15
38	17	15	11	THE VILLAGE OF ST. BERNADETTE	Andy Williams, Cadence 1374			11
39	47	44	44	AM I THAT EASY TO FORGET	Debbie Reynolds, Dot 15985			6
40	42	48	70	CHINA DOLL	Ames Brothers, RCA Victor 7655			4
41	52	61	—	ETERNALLY	Sarah Vaughan, Mercury 71562			3
42	43	46	50	WHY DO I LOVE YOU SO	Johnny Tillotson, Cadence 1372			6
43	48	58	55	CRAZY ARMS	Bob Beckham, Decca 31029			8
44	22	18	9	WAY DOWN YONDER IN NEW ORLEANS	Freddy Cannon, Swan 4043			14
45	62	90	—	BAD BOY	Marty Wilde, Epic 9356			3
46	60	49	51	DARLING LORRAINE	Knockouts, Shad 5013			9
47	59	63	74	ON THE BEACH	Frank Chacksfield, London 1901			5
48	74	—	—	OUTSIDE MY WINDOW	Fleetwoods, Dolton 15			2
49	56	80	95	MONEY	Barrett Strong, Anna 1111			4
50	82	—	—	BABY, WHAT DO YOU WANT ME TO DO	Jimmy Reed, Vee Jay 333			2
51	78	—	—	TOO POOPED TO POP	Chuck Berry, Chess 1747			2
52	64	79	97	FANNIE MAE	Buster Brown, Fire 1008			4
53	46	38	46	LITTLE COCO PALM	Jerry Wallace, Challenge 59060			8
54	28	23	21	SANDY	Larry Hall, Strand 25007			14
55	57	60	85	THAT OLD FEELING	Kitty Kallen, Columbia 41546			4
56	65	53	52	HARLEM NOCTURNE	Viscounts, Madison 123			9
57	39	21	18	IT'S TIME TO CRY	Paul Anka, ABC-Paramount 10064			14
58	68	73	89	SIXTEEN REASONS	Connie Stevens, Warner Bros. 5137			4
59	32	22	22	AMONG MY SOUVENIRS	Connie Francis, M-G-M 12841			14
60	—	—	—	(WELCOME) NEW LOVERS	Pat Boone, Dot 16048			1
61	—	—	—	STRING ALONG	Fabian, Chancellor 1047			1
62	—	—	—	PUPPY LOVE	Paul Anka, ABC-Paramount 10082			1
63	—	—	—	MAMA	Connie Francis, M-G-M 12878			1
64	75	81	81	LET IT ROCK	Chuck Berry, Chess 1747			4
65	73	43	41	WALTZING MATILDA	Jimmie Rodgers, Roulette 4218			6
66	67	70	96	PEACE OF MIND	Teresa Brewer, Coral 62167			4
67	—	—	—	THIS MAGIC MOMENT	Drifters, Atlantic 2050			1

THIS WEEK	ONE WEEK AGO	TWO WEEKS AGO	THREE WEEKS AGO	TITLE	Artist, Company	Record No.	STEREO	WEEKS ON CHART
68	—	—	—	O, DIO MIO	Annette, Vista 354			1
69	49	33	33	BONNIE CAME BACK	Duane Eddy, Jamle 1144			9
70	—	—	—	CHATTANOOGA SHOE SHINE BOY	Freddy Cannon, Swan 4050			1
71	40	32	25	FIRST NAME INITIAL	Annette, Vista 349			18
72	77	83	98	HULLY GULLY	Olympics, Arvee 562			4
73	63	65	64	AMAPOLA	Jacky Noguez, Jamie 1148			7
74	79	—	—	TEENSVILLE	Chet Atkins, RCA Victor 7684			2
75	96	—	87	TIME AFTER TIME	Frankie Ford, Ace 580			5
76	71	72	—	I WAS SUCH A FOOL	Flamingoes, End 1062			3
77	66	68	73	TELL HER FOR ME	Adam Wade, Coed 520			7
78	45	40	31	IF I HAD A GIRL	Rod Lauren, RCA Victor 7645			10
79	53	36	35	LITTLE THINGS MEAN A LOT	Joni James, M-G-M 12849			9
80	80	—	—	MUMBLIN' MOSIE	Johnny Otis, Capitol 4326			2
81	85	—	—	JUST A LITTLE BIT	Roscoe Gordon, Vee Jay 332			2
82	58	64	77	THE HAPPY MULETEER	Ivo Robic, Laurie 3045			6
83	93	100	—	CLEMENTINE	Jan and Dean, Dore 539			3
84	100	—	—	PARADISE	Sammy Turner, Big Top 3032			2
85	88	67	65	HONEY HUSH	Joe Turner, Atlantic 2044			9
86	—	—	—	DON'T FENCE ME IN	Tommy Edwards, M-G-M 12871			1
87	38	30	27	NOT ONE MINUTE MORE	Della Reese, RCA Victor 7644			11
88	—	—	—	LAWDY MISS CLAWDY	Gary Stites, Carlton 525			1
89	51	31	24	HOUDOG MAN	Fabian, Chancellor 1044			15
90	89	66	54	NO LOVE HAVE I	Webb Pierce, Decca 31021			10
91	—	—	—	ANYWAY THE WIND BLOWS	Doris Day, Columbia 41569			1
92	—	—	—	ANGELA JONES	Johnny Ferguson, M-G-M 12855			1
93	—	—	—	SLEEPY LAGOON	Platters, Mercury 71563			1
94	97	—	—	WHAT'S HAPPENING	Wade Flemons, Vee Jay 335			2
95	—	—	—	GREENFIELDS	Brothers Four, Columbia 41571			1
96	99	—	—	LET THE LITTLE GIRL DANCE	Billy Bland, Old Town 1076			2
97	70	56	43	BACIARE, BACIARE	Dorothy Collins, Top Rank 2024			10
98	—	—	—	ALVIN'S ORCHESTRA	David Seville and the Chipmunks, Liberty 55233			1
99	—	—	—	EL MATADOR	Kingston Trio, Capitol 4338			1
100	—	—	—	LET THEM TALK	Little Willie John, King 5274			1

& TOMORROW'S TOPS

BEST BUYS

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

POP

- *OUTSIDE MY WINDOW The Fleetwoods
(Morris, ASCAP) Dolton 15
- *PUPPY LOVE Paul Anka
(Spanka, BMI) ABC-Paramount 10082
- *STRING ALONG Fabian
(Bluegrass-Rambled, BMI) Chancellor 1047
- *MAMA Connie Francis
(Southern, ASCAP) M-G-M 12878
- SIXTEEN REASONS Connie Stevens
(American, BMI) Warner Bros. 5137

- *O DIO MIO Annette
(Topper, ASCAP) Vista 354
- *THIS MAGIC MOMENT The Drifters
(Rumbalero-Tiger-Tredlow, BMI)
Atlantic 2050
- *CHATTANOOGA SHOE SHINE BOY Freddy Cannon
(Acuff-Rose, BMI) Swan 4050
- *BABY, WHAT DO YOU WANT ME TO DO... Jimmy Reed
(Conrad, BMI) Vee Jay 333

C&W—No selections this week.

R&B—No selections this week.

In order to speed record reviews, The Billboard requests that all singles be sent to The Billboard Music Department, 1564 Broadway, New York 36, N. Y.

BUBBLING UNDER THE HOT 100

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

1. WORDS Pal Boone, Dot
2. HOME FROM THE HILLS The Kingston Trio, Capitol
3. CHOP STICKS Billy Vaughn, Dot
4. I LOVE THE WAY YOU LOVE ... Marv Johnson, United Artists
5. WORKOUT Baby Washington, Neptune
6. LITTLE SISTER Cathy Carr, Roulette
7. TEDDY Connie Francis, M-G-M
8. SCANDINAVIAN SHUFFLE The Swe-Danes, Warner Bros.
9. SUDDENLY Nicky De Matteo, Guyden
10. GOODBYE, KANSAS CITY Wilbert Harrison, Fury
11. STEP BY STEP The Crests, Coed
12. SUMMER SET Monte Kelly, Carlton
13. SUMMER SET Acker Bilk, Atco
14. SINK THE BISMARCK Johnny Horton, Columbia
15. YOU DON'T KNOW ME Lennie Welch, Cadence

HOT 100: A TO Z

Alvin's Orchestra	98
Am I That Easy to Forget	39
Amapola	73
Among My Souvenirs	59
Angela Jones	92
Anyway the Wind Blows	91
Baby	12
Baby, What Do You Want	50
Me to Do	21
Baciare, Baciare	97
Bad Boy	45
Beatnik Fly	36
Beyond the Sea	8
Big Hurt, The	27
Bonnie Came Back	69
Bulldog	35
Chattanooga Shoe Shine Boy	78
China Doll	40
Clementine	83
Country Boy	29
Crazy Arms	43
Darling Lorraine	46
Delaware	34
Don't Fence Me In	86
Down by the Station	14
El Matador	99
El Paso	16
Eternally	41
Fannie Mae	52
First Name Initial	71
Forever	17
Go, Jimmy, Go	23
Greenfields	95
Handy Man	3
Happy Muleteer, The	82
Harbor Light	21
Harlem Nocturne	54
He'll Have to Go	4
Honey Hush	85
Hound Dog Man	89
Hully Gully	72
I Was Such a Fool	74
If I Had a Girl	58
It's Time to Cry	77
Just a Little Bit	81
Lady Luck	28
Lawdy Miss Clawdy	80
Let the Little Girl Dance	93
Let It Be Me	7
Let It Rock	64
Let Them Talk	100
Little Bitty Girl	27
Little Coco Palm	53
Little Things Mean a Lot	78
Lonely Blue Boy	9
Lucky Devil	31
Mama	63
Midnight Special	19
Money	49
Mumbin' Mosie	80
No Love Have I	90
Not One Minute More	87
O, Dio Mio	48
On the Beach	47
Outside My Window	48
Paradise	84
Peace of Mind	66
Pretty Blue Eyes	18
Puppy Love	42
Rockin' Little Angel	22
Running Bear	6
Sandy	54
Shimmy, Shimmy, Ko-Ko Bop	33
Sixteen Reasons	58
Sleepy Lagoon	93
String Along	61
Sweet Nothin's	26
Tall Oak Tree	35
Teen Angel	2
Teensville	74
Tell Her for Me	97
Tender Love and Care	24
That Old Feeling	55
Theme From a Summer Place	1
This Magic Moment	67
Time After Time	75
Time and the River	30
Too Much Tequila	32
Too Popped to Pop	51
Tracy's Theme	13
Village of St. Bernadette, The	38
Waltzing Matilda	45
Way Down Yonder in New Orleans	44
(Welcome) New Lovers	60
What in the World's Come Over You	5
What's Happening	94
Where or When	10
Why	28
Why Do I Love You So	22
Wild One	11
You Got What It Takes	15

REVIEWS OF

THIS WEEK'S SINGLES

SPOTLIGHT WINNERS OF THE WEEK

Strongest sales potential of all records reviewed this week.

THE BROWNS



THE OLD LAMPLIGHTER (Shapiro-Bernstein, ASCAP) — **TEEN-EX** (Acuff-Rose, BMI)—The Browns should score again with these attractive outings. Top side shows a strong revival of the oldie. "Teen-Ex" is an interesting bit of material about marriage, divorce and reunion among a teen couple. **RCA Victor 7700**

DITTA & JIMMY



SIEBEN BERGE (Warman, BMI)—The duo renders this attractive theme in German. They apply pretty harmonies to the medium-beat theme, and the side could be a big one for them. Flip is "Nani Nana," and this is done by the male member alone. **Arch 1612**

RONNIE HAWKINS



CLARA (Patricia, BMI) — **LONELY HOURS** (Patricia, BMI)—Hawkins comes thru with two potent bids. "Clara" is an exciting rocker, while "Lonely Hours" is a smoothly-delivered rockaballad. Both have the sound, and either could click. **Roulette 4228**

PATTI PAGE



PROMISE ME, THOMAS (Brenda, BMI)—Miss Page has her best side in a spell. It's a blues tune that she renders effectively over fine ork support. Flip is "Two Thousand, Two Hundred, Twenty-Three Miles." (Lear, ASCAP). **Mercury 71597**

HERB JOHNSON



GUILTY (Caldwell, BMI)—**HAVE YOU HEARD** (Caldwell, BMI) — Johnson applies a high-voiced wail to "Guilty," a pounding rockaballad. "Have You Heard" has Latinish overtones, and this also gets an effective warble. **Len 1007**

AL MARTINO



DEAREST (Vernon, ASCAP) — **HELLO, MY LOVE** (Rambled-Cini, BMI) — Martino registers strongly on "Dearest," a pretty ballad adaptation of "Un Bel Di." "Hello, My Love," is also a ballad, and the chanter wraps the song up in a warm vocal treatment. He can click with either. **20th Fox 184**

DEE CLARK



AT MY FRONT DOOR (Conrad, BMI) — **CLING A LING** (Conrad, BMI)—"At My Front Door" shows a change in style for the artist to a very smart, jazz-type approach. He handles the material strongly. "Cling a Ling" is in the rocker groove, and this also gets a first-rate treatment. **Abner 1037**

MARTY ROBBINS



SADDLE TRAMP (Marty's Music, BMI)—**BIG IRON** (Marty's Music, BMI)—Robbins follows his smash "El Paso" with two likely hits. "Saddle Tramp" is a western type that is sung over fine guitar support. "Big Iron" is a bit more rapid in tempo, and the tune has a folkish sound. **Columbia 41589**

WEBB PIERCE



(DOIN' THE) LOVER'S LEAP (Ball-Cran, BMI)—**IS IT WRONG (FOR LOVING YOU)** (Copar, BM)—The fine country chanter has dual-market sides with his latest tries. He could hit both charts again with both. "Lover's Leap" is an amusing rhythm rocker. "Is It Wrong" showcases the artist on a plaintive reading of a c.&w.-flavored ballad. **Decca 31058**

STONEWALL JACKSON



LIFE OF A POORBOY (Sure-Fire, BMI)—**WHY I'M WALKIN'** (Tubb, BMI)—Jackson has two potent bids. "Life of a Poorboy" is a spirited gospel-flavored tune that he gives a cheerful sing. "Why I'm Walkin'" is a country-flavored weeper, and this should also do well. Both are dual-market sides. **Columbia 41591**

ADAM WADE



RUBY (Miller, ASCAP)—**TOO FAR** (Winneton, BMI)—Wade, who scored impressively with "Tell Her for Me," has strong contenders with both of his latest efforts. "Ruby," the pretty oldie, is given a feelingful vocal over warm ork backing. "Too Far," a lovely new tune, also comes in for a quality rendition. **Coed 526**

JESSIE HILL



OOH POO PAH DOO (PARTS I & II) (Minit, BMI)—Side one starts with some shouts by Hill with answers from the boys in the band. Hill then delivers a sly reading of the blyes-type tune. Side two is mainly instrumental with only occasional comment from Hill. Both sides are to be watched. **Minit 607**

BOBBY PETERSON QUINTET



ROCKIN' CHARLIE (PARTS I & II) (Caldwell, BMI)—The Peterson crew, who had a mild hit with "The Hunch," could have a strong seller with these rockin' sides. The tune is a gospelish rocker. On side one pounding piano is spotlighted, Tenor sax is the feature on side two. Both have the sound. **V-Tone 210**

THE SHORT TWINS



LOVE IS JUST A GAME TO YOU (Agate-Peer Intl., BMI)—The pretty ballad is warmly warbled by the duo over pretty backing from the ork and chorus. Side has been getting action in some Eastern marts. Flip is "We Are in Love," (Fleetwood, ASCAP). **Jewel 1656**

(Continued on page 43)

THE NO. 1 SMASH IN ENGLAND

WHERE OVER
700,000
WERE SOLD

**"WHAT DO YOU WANT TO MAKE
THOSE EYES AT ME FOR?"**

B/W "DON'T TELL ME YOUR TROUBLES"

**EMILE FORD
AND THE
CHECKMATES**

ANDIE 5018

ANDIE RECORDS, INC., NEW YORK CITY

A PYE RECORDING

Reviews of THIS WEEK'S SINGLES (continued)

The pick of the new releases:

SPOTLIGHT WINNERS OF THE WEEK

Strongest sales potential of all records reviewed this week.

Continued from page 41

ART MOONEY ORK



GOOD TIME SPECIAL (PART II) (Roosevelt, BMI)—The Mooney crew has a frantic sound on this infectious rhythm-rocker. There's a frenetic vocal stint by Julio and the Cloverleafs that's sure to cop teen interest. Flip is "Diddy Boppers," (Roosevelt, BMI). **M-G-M 12869**

THE CRUISERS



IF I KNEW (Caldwell, BMI)—The lead, who reminds somewhat of Sam Cooke, offers a feelingful interpretation of a ballad with beat, and he gets a good assist from the group. Pretty side has a chance. Flip is "Miss Fine," (Caldwell, BMI). **V-Tone 207**

RITCHIE VALENS



PADDIWACK SONG (Kemo, BMI)—**CRY, CRY, CRY** (Kemo, BMI)—The late artist rocks and rolls exuberantly on "Paddiwack Song," a rocking treatment of "The Children's Marching Song." "Cry" is an insistent blues that is expressively sung. **Del Fi 4133**

LARRY HALL



A GIRL LIKE YOU (Skidmore, ASCAP)—**ROSEMARY** (Republic, BMI)—Hall could have successful follow-ups to his big "Sandy" with either of these listenable sides. He reads, "A Girl Like You," a Latinish rockaballad, softly over a smooth arrangement with backing from a fem group. "Rosemary" also has Latin traces, and it's sung with equal appeal. **Strand 25013**

MATT STEVENS



IT WAS THERE ALL THE TIME (Lowe, ASCAP)—**JIMMY'S GIRL** (Shapiro-Bernstein, ASCAP)—Stevens, a newcomer, could have winners with his first sides. "It Was There" is a pretty ballad that is handed an emotion-packed outing. "Jimmy's Girl" is a charming ballad that gets a gentle vocal over strong ork backing. Both can happen. **Cameo 172**

SPECIAL MERIT SPOTLIGHTS

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

POP DISK JOCKEY PROGRAMMING

BERNIE LOWE ORK

GARDEN OF EDEN (Republic, BMI)—The Joe Valino click of a few years ago gets a strong chorus and ork treatment from the orkster. It's a pretty side that's spinnable for all, and whirls should find favor. Flip is "All This Is Heaven to Me" (Mayland, BMI). **Cameo 174**

ROY RIVERS

HEARTBEAT (Vidor, BMI)—Rivers delivers this exciting tune with feeling over wild backing that lends an interesting and attractive flavor. The chanter has a good style, and the side rates heavy spins. Flip is "Hello Again," (Cash, BMI). **Columbia 41567**

POP TALENT

LOVELACE WATKINS

HELLO, YOUNG LOVERS (Williamson, ASCAP)—**WHEN I FALL IN LOVE** (Young-Northern, ASCAP)—Watkins does "Hello, Young Lovers" in a smart, up-tempo style. Great backing from the Ray Ellis ork helps pace the side. "When I Fall in Love," the lovely evergreen, is warmly chanted. The singer sounds a bit like Bill Farrell. **M-G-M 12875**

RANDY LEE

THE QUESTION (Cedarwood, BMI)—Lee gives the pretty Latin-tinged ballad an expressive vocal. He's nicely backed by the Leroy Holmes ork. It's a strong side that could make a noise, if plugged. Flip is "Open Up Your Arms" (Cedarwood, BMI). **Everest 19332**

BRIAN HYLAND

ROSEMARY (Republic, BMI)—**LIBRARY LOVE AFFAIR** (Ashland, BMI)—Hyland has a strong version of "Rosemary" that can offer strong competition to the Larry Hall platter. "Library Love Affair" is a cute tune with strong teen appeal. Both sides are effectively done by the new chanter. **Leader 801**

JOE AND ANN

GEE BABY (Ace, BMI)—**WHEREVER YOU MAY BE** (Ace, BMI)—Joe and Ann sell "Gee Baby," a rocker, with attractive harmonies over pounding ork support. "Wherever" is a meaningful reading of

an appealing ballad with beat. The talented duo registers to strong effect on both sides. **Ace 577**

COUNTRY & WESTERN

LEE BONDS

HOME COMING (Copar, BMI)—**WALKIN' WITH THE BLUES** (Drake, BMI)—Bonds sells both sides effectively. "Home Coming" is a bright handclapper that is delivered with enthusiasm. "Walkin' With the Blues" is a weeper, and this is also given a strong vocal. **Todd 1055**



VERY STRONG SALES POTENTIAL

LARRY WILLIAMS

★★★★ **TING-A-LING**—SPECIALTY 682—Exuberant shout by Williams on a rocker. Good side for pop and r.&b. marts. The singer gets fine support from a fem group. (Venice, BMI)

★★★★ **LITTLE SCHOOL GIRL**—Interesting blues-like tune also comes in for a rhythmic belt by Williams. Another dual market prospect. (Venice, BMI)

JOHN STONE

★★★★ **BE MINE**—ACE 579—A pretty ballad side with a nice, easy-going vocal by Stone. Chorus and a fine string accompaniment backs the effort. Side has a lot of class and it could step out. (Ace, BMI)

★★★★ **TOGETHER**—An interesting rock rhythm side with staccato rhythm breaks by the chorus. Stone hands this another solid reading. This boy will be heard from again. (Ace, BMI)

JERRY KELLER

★★★★ **LONESOME LULLABYE**—KAPP 322—Tender theme is handed warmly expressive multi-track vocal rendition. (Tannen, BMI)

★★★★ **AMERICAN BEAUTY ROSE**—Keller warbles at a leisurely pace on the old Frank Sinatra hit. Should pull play. (Jefferson, ASCAP)

DALE HAWKINS

★★★★ **EVERY LITTLE GIRL**—CHECKER 944—Ingratating delivery by Hawkins on a jaunty, little item with catchy tempo. Dual market side. (Merrimac, BMI)

★★★★ **POOR LITTLE RHODE ISLAND**—The catchy rhythm-novelty from the old Broadway show, "Inside USA," is interpreted with a raucous roll and beat in showmanly style. (Skidmore, ASCAP)

BUD AND TRAVIS

★★★★ **CLOUDY SUMMER AFTERNOON**—LIBERTY 55235—Folkish tune is nicely rendered by the duo who tell of a pair who fall in love on a rainy afternoon. Interesting tune can register strong appeal. (Metric, BMI)

★★★★ **E LA BAS**—Below-the-border type is given a spicy outing by the duo with effective guitar support pacing the attractive vocal. Strong coupling to the flip.

FREDDY KELLEY

★★★★ **THEN I MET YOU**—METRO 20033—Infectious rhythm and drum beat marks this catchy r.&b. item with showmanly vocal stint by Kelley. Teen-appeal. (Vicky, BMI)

★★★ **Do They Know**—Soulful chanting by Kelley and fem chorus on a tender rockaballad. (Vicki, BMI)

TERRY MILLER

★★★★ **I'M AVAILABLE**—LUTE 5903—Terry Miller and good vocal group come thru with a first-rate reading of a catchy melody that has a chance for the big time. The arrangement is light and bright in the style of some old Ames Brothers disks. Backing is by Don Ralke and his ork. (Golden West, BMI)

★★★ **Please Somebody**—Terry Miller, who has a good sound, sells this ballad with feeling. He shows off a nice set of pipes here, too, but the flip appears to have the power. (Kavelin, BMI)

JAYE P. MORGAN

★★★★ **I DON'T WANT TO WALK WITHOUT YOU**—M-G-M 12879—The hit of the 1940's receives a strong reading from the thrush, helped by smart backing. This could grab a lot of exposure. (Paramount, ASCAP)

★★★ **Half as Much**—The Rosemary Clooney hit of a decade ago is sung with warmth by the lass over a fine arrangement with the Joe Sherman ork. (Acuff-Rose, BMI)

JOHNNY OCTOBER

★★★★ **THERE'LL ALWAYS BE A FEELING**—CAPITOL 4345—The singer sells a wild rocker with feeling over good support by the ork and chorus. Could grab coins. (Obie, BMI)

★★★ **So Mean**—A pretty tune is handled with much warmth by the young singer, with chorus and listenable ork backing. This side, too, has some possibilities. (Sylvia, BMI)

(Continued on page 45)

GOOD SALES POTENTIAL

VIC DAMONE

★★★ **Your Smile**—COLUMBIA 41577—The warm-voiced warbler sells a very expressive ditty with his usual charm over a very lovely arrangement. Could grab spins (Columbia Pictures, ASCAP)

★★★ **Very Warm**—A lovely tune receives a fine performance from Damone, helped by lush backing. Two appealing sides. (Northern, ASCAP)

NICOLA PAONE

★★★ **Umberlano**—ABC-PARAMOUNT 10083—The Italian singer performs a light, happy Neapolitan song with a merry air. Could get spins. (Paone, ASCAP)

★★★ **Mulberry Street**—The chanter comes thru with a bright, happy reading in English of a snappy polka. (Paone, ASCAP)

TED TAYLOR

★★★ **I'm Saving My Love**—TOP RANK 2011—Fervent warbling stint by Taylor on an attractive rockaballad. (Reis, BMI)

★★★ **Chanta-Lula**—Personable reading on a catchy r.&r item. (Reis, BMI)

JIMMY JONES

★★★ **Plain Old Love**—ROULETTE 4232—The singer comes thru with a wild, high-voiced reading of an unusual ballad that could get spins. (Kahl, BMI)

★★★ **Lover**—Another high-voiced reading by Jones, this time of a driver. Two interesting sides. (Kahl, BMI)

CHARLES TRENT

★★★ **Old Man Mose**—DEL-FI 4134—The hit of the swing era is handed a solid reading by Charles Trent over sock backing that is somewhat in the gospel vein. It rocks and it could pull juke loot. (Joy, ASCAP)

★★★ **Cold and Windy**—A pretty ballad receives a listenable reading from the chanter, helped by a chorus in the backing. Trent has a good sound. (Fore-Site & Fairway, BMI)

RALPH MARGERIE

★★★ **I Can't Give You Anything But Love**—MERCURY 71594—The Ralph Margerie crew comes thru with a first-rate rendering of the familiar standard. A side that should pull plenty of spins. (Mills, ASCAP)

★★★ **Diga Diga Doo**—Another familiar oldie that should pull spins from deejays. The band wails on this one. (Mills, ASCAP)

DANNY WELTON

★★★ **When I Was Young**—CORAL 62180—Wistful, melodic theme is handed a pretty harmonica solo treatment. Theme is from CBS-TV Workshop series. Nice jockey side. (Dov, ASCAP)

★★★ **Peg O' My Heart**—Faint r.&r. beat is heard behind this new harmonica instrumental version of the old hit. Spinnable. (Feist, ASCAP)

RED FOLEY

★★★ **Blues in My Red Wagon**—DECCA 31056—Foley wails pleasantly on an effective blues, penned by Lincoln Chase. (Roosevelt, BMI)

★★★ **Rockin' Chair**—The nostalgic oldie is wrapped up in a sincere warbling treatment. (Carmichael, ASCAP)

YO-YO HASHI

★★★ **Yo-Yo's Pad** (Parts I & 2)—DONNA 1319—This is the blues man, played by a good piano man. You can hear the sound of thunder and lightning in the background, and the chick Yo Yo is heard in spots offering interesting invitations to the pad. Part II is a more upbeat tempo and a bit more oriental, but it's still the blues and the chick is still there. Interesting programming. (Bobby, ASCAP)

THE ADVENTURERS

★★★ **Shaggin'**—MECCA 11-12—Rather frantic rocker gets a fiery instrumental go by the Adventurers. Tenor, twangy guitars and pounding piano are prominent. (Bonnie Dee, BMI)

★★★ **2 o'Clock Express**—Piano and drum sound effects of a train into this rockin' side. It's an infectious item that might step out with plugs. (Bonnie Dee, BMI)

(Continued on page 45)

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FOLK TALENT & TUNES

By BILL SACHS

Around the Horn

Ferlin Husky's new Capitol release, which Marvin Hughes directed, features a background of a 15-piece band plus five voices. On the flip, Ferlin and wife Bettie do a duet on "Asi As La Vida," which Bettie penned. . . . Tex Wayne's "Ace in the Hole," on Whip Records, has been leased to Dan Mechura's Allstar label for immediate release. . . . Smilin' Jerry Jericho, now a regular on "Louisiana Hayride," Shreveport, has a new one on the Allstar label titled "When I'm Gone." . . . Norman Loop's Blue Mountain Boys, with Annajane Hresko as featured vocalist, are heard each Saturday morning, 7:05-8, over Station WESA, Charleroi, Pa. . . . A "Grand Ole Opry" package, promoted by Martha White Mills, recently played to nearly 25,000 in a four-day swing covering Macon, Ga.; Pensacola, Fla.; Columbus, Ga., and Albertsville, Ala. At Pensacola, with the thermometer hovering around the 32 mark, the first show pulled a capacity house, with several thousand holding over for the second show.

Jimmie Skinner and his personal manager, Lou Epstein, hopped from Cincinnati to Nashville last week to cut a session for Mercury, with the platter slated for immediate release. Bill Lanham made the trip with Jimmie and Lou to work on the session. Connie Hall, of the Skinner talent stable, has just completed a 13-day promotional tour of deejays in Kentucky, Tennessee, Mississippi, Alabama, Georgia, Louisiana, Arkansas and Texas to plug her new Mercury release, "Bottle or Me." She also worked on Skinner's "Riverboat Gambler" and "Married to a Friend," on which she duets with Jimmie.

Danny Harrison, heard regularly on WHIS, Bluefield, W. Va.; WSAZ and WHTN, Huntington, W. Va.; WCHS, Charleston, W. Va., and WOAY, Oak Hill, W. Va., is slated to cut a session soon at the Bradley Studios, Nashville. Danny is heard on the Event label. . . . Babe Fritsch continues to pitch his c.&w. talents on KTRH, Houston. . . . Smiley Burnette, after completing a trek from the West Coast to New Orleans for agent John Drew, hopped to Midland, Tex., February 15, to appear at the opening of the new Walnak Lodge, Motel. On February 16, he did two shows at the Air Base Officers' Club, Tucson, Ariz., and then hit out for his headquarters in Hollywood. Smiley signed recently with the Swoverland Agency in the Film Capital and work in a new film show is reported in the offing. Burnette heads for Springfield, Mo., soon to guest on "Jubilee U. S. A." and to cut a new set of commercials under the guidance of Si Siman.

Kenny Roberts, the "Jumping Cowboy," and wife, Maggie, are jumping with joy these days over the arrival of a new son, Keven John, bringing the score to five boys and one girl. That's a pretty fair rating, but Roberts claims his TV rating is even better. He says his TV show has the highest rating of any local station in Northern and Central Michigan, according to a Nielsen survey. His TV shows are being carried by Sault Ste. Marie and Alpena, Mich., via WWTV, Cadillac, Mich. Both Dot and Imperial are reportedly trying to bring back Kenny's Coral hit of 10 years ago, "I Never See Maggie

Alone." "So far, however," Kenny says, "it hasn't returned."

"Big things are happening country-music-wise in the Columbus, O., area," writes Jimmy Stout, who emceed proceedings on "Ohio State Country Round-Up," presented each Saturday night at the Ohio State Fairgrounds. Managed by Vi McConnell, troupe sports some 30 entertainers, including regulars Jimmy Stout, Mike Miller and Jack Casey and the Star Mountain Boys, Gene Scarborough, Jimmy Crawford, Pat Stout, Deacon Morris, the Dude Ranch Boys, Ti Raffel, Lacy Kirk, Little Phyllis Hamilton, Sid Campbell and the Blue Grass Partners. Miss McConnell is handling the bookings on guest appearances. Her address is 1791 Richmond Road, Columbus. . . . Jim and Jesse and the Virginia Boys, of Valdosta, Ga., last week had as special guests on their personal appearances the Louvin Brothers, Charlie and Ira, of Nashville.

Red Foley is slated to be a guest of Hugh Down on Monday's (22) "Jack Paar Show." . . . The "Tennessee Ernie Ford Show" origination in Springfield, Mo., April 28, will be a colorcast. Performers and production personnel moving to the Ozarks for the event number nearly 100. . . . Top Talent, Inc., the Jim McConnell-managed booking arm of "Jubilee U.S.A.," has set Tex Ritter and comedy companion, Hank Morton, on an April 19-May 5 tour of the East for the Wheeling, W. Va., promoter, Gene Johnson. On May 12, the droll Texan heads up a "Jubilee" cast for the Knights of Columbus in Madison, Wis. Tex guested on last Saturday's (20) "Red Foley Show," via NBC Radio. . . . Crossroads TV's Si Siman and John Mahaffey are whittling down a long list of network and agency appointments this week in New York. . . . "Jubilee U.S.A." co-scripter Bob Tubert is back at his roost in Springfield, Mo., following a hometown visit in Worcester, Mass. . . . Molly Bee was a last-minute addition to the cast of "Jubilee U.S.A." last Saturday (20). . . . "Give Me a Woman," Bobby Lord's forthcoming Columbia release, is backed, interestingly enough, by "Where Did My Woman Go."

Advance dates on "Grand Ole Opry" talent include the following: Lester Platt and Earl Scruggs, Silverpoint, Tenn., March 3; St. Joseph, Tenn., 4; Portland, Tenn., 9; Cornersville, Tenn., 10; Dundee, Ky., 11; Campbellsville, Tenn., 16; Prospect, Tenn., 18, and Springfield, Tenn., 31; Johnny and Jack and Kitty Wells, Oklahoma City, March 13; Lamesa, Tex., 17; Artesia, N. M., 19, and Colorado Springs, Colo., 27; Grandpa Jones, Barksdale Air Force Base, Louisiana, March 25, and "Louisiana Hayride," Shreveport, 26; Cousin Jody, San Antonio, March 20; the Louvin Brothers, Worcester, Mass., March 4; North Attleboro, Mass., 5; Hartford, Conn., 6; Chattanooga, Tenn., 9; Trenton, Ga., 10; Asbury, Ala., 11; Sylvania, Ga., 12, and Barksdale Air Force Base, Louisiana, 25; George Morgan, Flame Club, Minneapolis, March 30-April 2; Ray Price, Barksdale Air Force Base, Louisiana, March 25; Jim Reeves, Tinker Field, Oklahoma, March 4, and Oklahoma City, 5; Rusty and Doug, Columbus, O., March 5, and George Hamilton IV, Winston-Salem, N. C., March 17-18.

The Billboard **HOT C&W SIDES**

FOR WEEK ENDING FEBRUARY 21

TITLE, Artist, Company, Record No.

THIS WEEK	WEEKS ON CHART			TITLE, Artist, Company, Record No.	WEEKS ON CHART
	ONE WEEK AGO	TWO WEEKS AGO	THREE WEEKS AGO		
1	1	1	2	HE'LL HAVE TO GO, Jim Reeves, RCA Victor 7643	12
2	2	2	1	EL PASO, Marty Robbins, Columbia 41511	16
3	3	3	3	SAME OLD ME, Ray Price, Columbia 41477	20
4	5	5	5	NO LOVE HAVE I, Webb Pierce, Decca 31021	10
5	4	4	4	RIVERBOAT, Faron Young, Capitol 4291	15
6	6	8	9	WISHFUL THINKING, Wynne Stewart, Challenge 59061	9
7	10	11	11	ANOTHER, Roy Drusky, Decca 31024	6
8	9	9	12	YOU'RE THE ONLY GOOD THING, George Morgan, Columbia 41523	7
9	7	7	7	AMIGO'S GUITAR, Kitty Wells, Decca 30987	16
10	8	6	6	THERE'S A BIG WHEEL, Wilma Lee & Stony Cooper, Hickory 1107	19
11	13	12	10	FACE TO THE WALL, Faron Young, Capitol 4291	15
12	14	17	24	MARY DON'T YOU WEEP, Stonewall Jackson, Columbia 41533	6
13	11	13	17	TIMBROOK, Lewis Pruitt, Decca 31038	11
14	19	14	14	ONE YOU SLIP AROUND WITH, Jan Howard, Challenge 59059	7
15	15	19	15	THE LAST RIDE, Hank Snow, RCA Victor 7586	19
16	12	10	8	SCARLET RIBBONS, The Browns, RCA Victor 7614	15
17	16	20	27	RIVERBOAT GAMBLER, Jimmie Skinner, Mercury 71539	6
18	27	—	—	STRAIGHT A'S IN LOVE, Johnny Cash, Sun 334	2
19	17	16	16	UNDER YOUR SPELL AGAIN, Ray Price, Columbia 41477	14
20	18	18	22	UNDER YOUR SPELL AGAIN, Buck Owens, Capitol 4245	21
21	22	21	18	ARE YOU WILLING WILLIE, Marion Worth, Guyden 2026	18
22	28	22	29	EYES OF LOVE, Margie Singleton, Starday 472	4
23	—	—	19	DEAD OR ALIVE, Bill Anderson, Decca 30993	7
24	20	25	—	NOBODY'S DARLING BUT MINE, Johnny Sea, NRC 049	3
25	29	—	21	MONEY TO BURN, George Jones, Mercury 71514	12
26	—	30	28	DEAR MAMA, Merle Kilgore, Starday 469	3
27	21	15	13	COUNTRY GIRL, Faron Young, Capitol 4233	32
28	23	—	—	THE BOTTLE OR ME, Connie Hall, Mercury 71540	2
29	25	—	30	I'M CRYING MY HEART OUT OVER YOU, Lester Flatt & Earl Scruggs, Columbia 41518	3
30	—	—	20	BIG HARLAN TAYLOR, George Jones, Mercury 71514	12

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Reviews of New Pop Records

Continued from page 43

FONTAINE SISTERS

★★★★ **THEME FROM A SUMMER PLACE** — DOT 16059 — Tasteful vocal version of the big instrumental hit. Merits exposure. (M. Witmark, ASCAP)

★★★ **Darling, It's Wonderful** — Pleasant piping by gals on an attractive ballad with mildly r.&r.-type backing. Pretty jockey wax. (Lamp, BMI)

FERLIN HUSKY

★★★★ **MY LOVE FOR YOU** — CAPITOL 4343 — The country singer handles this pretty ballad sweetly over strong pop support from chorus and ork. Could be a strong commercial. (Conmar, BMI)

FERLIN AND BETTIE HUSKY

★★★ **Asi Es La Vida** — The artists sell this pretty ballad, penned by Bettie Husky, with charm. (Bee-Gee, BMI)

TEMPTATIONS

★★★★ **BARBARA** — GOLDISC 3001 — Mild rock and roll tribute to Barbara features an appealing vocal by the lead with an okay group assist. It can sell. (Real Gone, BMI)

★★★ **Someday** — Pleading vocal by the lead on the pounding rockaballad is nicely backed by the group. Dual market side. (Real Gone, BMI)

star. Tune is now a big hit in France, and it could happen here. Brel wrote the tune.

ANDRE POPP ORK

★★★ **Waltz With a Thousand Beats (Parts 1 & 2)** — The French ork performs this lovely waltz with warmth on this light instrumental side. (Leeds, ASCAP)

THE ILLUSIONS

★★★ **Henry and Henrietta** — CORAL 62173 — This is the story about two hip flies, one named Henry and the other Henrietta, and the boys tell about their rock and rollin' on this cute side. This has a chance for loot. (Gil, BMI)

★★★ **The Letter** — The Illusions tell about a soldier boy who receives a letter from his girl who misses him. Flip side is stronger. (Champion, BMI)

LU ANN SIMMS

★★★ **After** — JUBILEE 5383 — The thrush comes thru with a pretty reading of a warm, new ballad over good backing. It should get many spins. (Hecht, Lancaster & Buzzell, BMI)

★★★ **Just About** — A bright, cheery tune receives a happy reading from Lu Ann over first-rate backing. It deserves a lot of air exposure. (Calyork, BMI)

FOUR FRESHMEN

★★★ **Route 66** — CAPITOL 4341 — Attractive, jazz-flavored warbling by group on the swingy oldie. Spinnable side for jazz and hip pop jocks. (E. H. Morris, ASCAP)

★★★ **Candy** — Pete Rugolo supplies solid jazz backing on this exciting vocal stint by the lads. Tasteful programming. (Feist, ASCAP)

SIL AUSTIN

★★★ **One More Time** — MERCURY 71578 — Expressive interpretation by Austin on a moving r.&r. tune. Merits spins. (Silvern-Actual, BMI)

★★★ **Satisfied, Satisfied, Satisfied** — Austin and fem chorus score with a showmanly vocal on solid Titus Turner tune. Both sides are multi-market items. (Silvern, Actual, BMI)

JIVIN' GENE

★★★ **You're Jealous** — MERCURY 71561 — Attractive country-flavored reading on pleasant ditty with mildly r.&r. backing. (Big Bopper-Flat Town, BMI)

★★★ **Go On, Go On** — Gene wails neatly on plaintive ballad, which blends country and r.&r. flavor. (Big Bopper-Flat Town, BMI)

CHUCK EDWARDS & FIVE CROWNS

★★★ **Lucy and Jimmy Got Married** — ALANNA 557 — Chuck Edwards comes thru with a driving reading of the marriage of Lucy and Jimmy on this wild disk. This could pull loot. (Cristobell, BMI)

★★★ **If I Were King** — Chuck Edwards sells this ballad with warmth over a good backing with triplets. Both sides could pull coins. (Cristobell, BMI)

RONNIE KARR

★★★ **How Slowly** — CUPID 100 — The soft-voiced chanter handles this ballad in warm style over a routine arrangement. Lad has a style. (Alphan, ASCAP)

★★★ **Old Hacienda** — Another attractive tune is sung in soft-voiced style by the chanter as he tells about a hacienda and romance. Two pleasant sides. (V. I. P., BMI)

DAWNBEATS

★★★ **Midnight Express** — AMP 792 — A solid, upbeat blues instrumental. It's a fast train rhythm and the side features some solid growling horn work. This one is worth spins and with exposure it could pull coin. (Accent, BMI)

★★★ **Drifting** — Another good side, this time in slower triplet rhythm. It's still the blues framework with a good alto sax man alternating with a guitar in the spotlight. Two listenable, danceable sides. (Accent, BMI)

MICKEY ROSELLI

★★★ **I'm Alone Because I Love You** — M. P. A. 853 — Roselli turns in a pleasant, legit-styled crooning job on an oldie, set to gentle rock tempo. This is billed as a "compatible" stereo disk. There's a pleasant sound here and the side figures as spinnable. (Witmark-Warock, ASCAP)

★★★ **You're in Love With Everyone Else** — A pleasant oldie by Mort Dixon and Ray Henderson is revived to nice effect by Roselli. Again the side is done to a gentle triplet tempo. Halfway thru, the side steps up the tempo. (Mills, ASCAP)

DICK GLASER

★★★ **Lovelight** — COLUMBIA 41578 — Smart outing by Glaser on a medium-

(Continued on page 47)

GOOD SALES POTENTIAL

Continued from page 43

JOHNNY GRAY

★★★ **John's Blues** — TODD 1054 — Funky blues is played with the right down home feeling by the Gray combo on this instrumental with Gray's guitar in the lead. (Copar, BMI)

★★★ **Pick-A Lick-A Twang Twang** — On this side the guitarist is supported by a chorus who neatly supports his fine guitar work. (Copar, BMI)

THE INK SPOTS

★★★ **Secret Love** — VERVE 10198 — Deep-voiced lead and group warbles smoothly on an interesting treatment of the romantic standard. (Remick, ASCAP)

★★★ **A Little Bird Told Me** — Swingy group vocalizing on the catchy oldie. Both sides are spinnable and from the Ink Spots' recent L.P. (Bourne, ASCAP)

THE LANDAN SISTERS

★★★ **Talking Out of School** — MERCURY 71576 — Pert and pleasant chirping by girls on teen-appeal ditty. (Morris, ASCAP)

★★★ **Shy** — Another pleasing vocal effort by duo on appealing teen-styled theme. (Brenda, BMI)

JERRY RAINES

★★★ **Our Teenage Love** — MERCURY 71585 — Plaintive reading by Raines on feelingful r.&r. theme. Multi-market item. (Tulane, BMI)

★★★ **Dangerous Redhead** — Raines sells strongly on solid blues-rocker with dual-market appeal. (Tulane, BMI)

MAJOR LANCE

★★★ **Phyllis** — MERCURY 71582 — Lance wails fervently on an interesting r.&r. ditty. Should pull spins on multi-market basis. (Pure, BMI)

★★★ **I've Got a Girl** — Lance and group sing out with feeling and heart on an okay r.&r. theme. (Pure, BMI)

JACQUES BREL

★★★ **The Waltz With a Thousand Beats** — COLUMBIA 41570 — The lovely French tune is sung in typical, and exciting Gallic fashion by Jacques Brel, French singing

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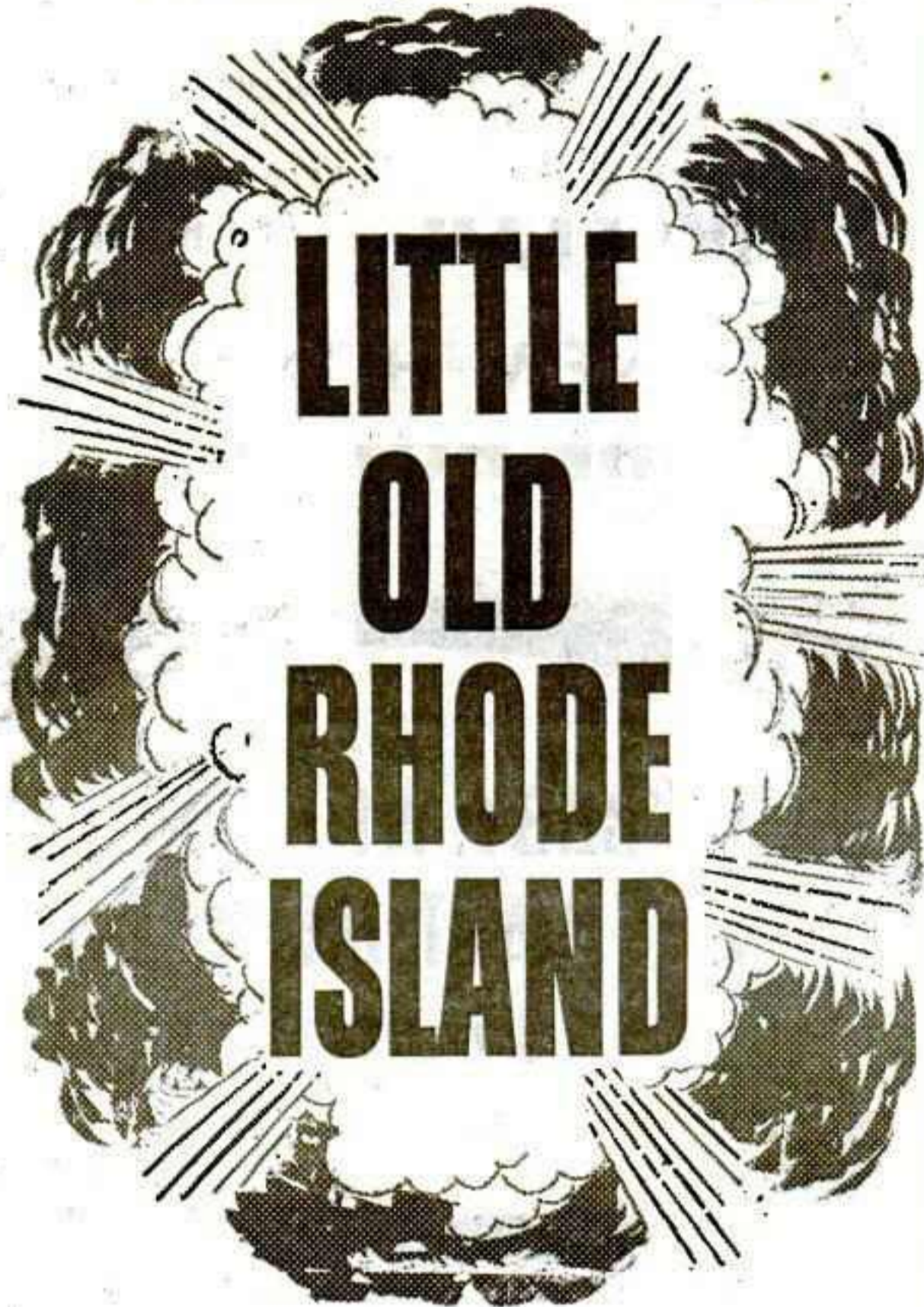
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1.	RUNNING BEAR (Big Bopper Music)	4	5
2.	DO-RE-MI (Williamson)	2	9
3.	EL PASO (Marty's Music)	1	7
4.	THE SOUND OF MUSIC (Williamson)	8	3
5.	CLIMB EV'RY MOUNTAIN (Williamson)	3	7
6.	THEME FROM A SUMMER PLACE (Witmark)	10	2
7.	TEEN ANGEL (Acuff-Rose)	7	4
8.	MISTY (Vernon-Octave)	12	16
9.	WHY (Debmar)	5	8
10.	AMONG MY SOUVENIRS (Desylva-Brown-Henderson)	9	7
11.	MACK THE KNIFE (Harms)	15	23
12.	MY FAVORITE THINGS (Williamson)	—	1
13.	LET IT BE ME (Leeds)	—	1
14.	WHERE OR WHEN (Chappell)	—	1
15.	I KNOW WHAT GOD IS (Leeds)	14	6

• Best Selling Sheet Music in Britain

(For week ending February 13)

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.

Why—Debmar (Debmar)	Happy Anniversary—Dominion (Korwin)
Starry Eyed—Lawrence Wright (Manson)	Way Down Yonder in New Orleans — Lawrence Wright (Shapiro-Bernstein)
What Do You Want to Make Those Eyes at Me For?—Francis Day (Feist)	Among My Souvenirs—Lawrence Wright (D. B. & H.)
Voice in the Wilderness—Chappell (Chappell)	Poor Me — Mills (Mills)
Heartaches by the Number—Joy (Pamper)	Oh! Carol—Nevins-Kirshner (Aldon)
Sitting in the Back Seat—Sheldon (Sequence)	Travelling Light—Aberbach (Alamo)
Little White Bull—Peter Maurice (-)	Mack the Knife—Arcadia (Harms)
Raw Hide—Leeds (Erosa)	Side Saddle—Mills (Mills)
What Do You Want?—Mills (Mills)	Snow Coach—Feldman (-)
	High Hopes—Barton (Maraville)
	Bad Boy — Youngstar (Youngstar)

• Best Selling Pop Records in Britain

(For week ending February 13)

This Week	Printed thru the courtesy of the "New Musical Express," Britain's Foremost Musical Publication.	Last Week
1.	WHY—Anthony Newley (Decca)	1
2.	VOICE IN THE WILDERNESS—Cliff Richard (Columbia)	2
3.	POOR ME—Adam Faith (Parlophone)	3
4.	WAY DOWN YONDER—Freddie Cannon (Top Rank)	4
5.	SLOW BOAT TO CHINA—Emile Ford (Pye)	7
6.	PRETTY BLUE EYES—Craig Douglas (Top Rank)	6
7.	STARRY EYED—Michael Holliday (Columbia)	5
8.	RUNNING BEAR—Johnny Preston (Mercury)	15
9.	BEYOND THE SEA—Bobby Darin (London)	8
10.	HEARTACHES BY THE NUMBER—Guy Mitchell (Philips)	9
11.	WHAT DO YOU WANT TO MAKE THOSE EYES AT ME FOR?—Emile Ford (Pye)	10
12.	SUMMER SET—Acker Bilk (Columbia)	12
13.	MISTY—Johnny Mathis (Fontana)	11
14.	YOU GOT WHAT IT TAKES—Marv Johnson (London)	20
15.	WHAT DO YOU WANT?—Adam Faith (Parlophone)	14
16.	HARBOR LIGHTS—Platters (Mercury)	15
17.	RAWHIDE—Frankie Laine (Philips)	—
18.	LITTLE WHITE BULL—Tommy Steele (Decca)	—
19.	STACCATO THEME—Elmer Bernstein (Capitol)	12
20.	EL PASO—Marty Robbins (Fontana)	19

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The Billboard HOT R & B SIDES

FOR WEEK ENDING FEBRUARY 21

TITLE, Artist, Company, Record No.

THIS WEEK	ONE WEEK AGO	TWO WEEKS AGO	THREE WEEKS AGO	TITLE, Artist, Company, Record No.	WEEKS ON CHART
1	1	1	2	BABY, Brook Benton & Dinah Washington, Mercury 71565	5
2	3	9	6	SWEET SIXTEEN, B. B. King, Kent 330	6
3	2	10	24	JUST A LITTLE BIT, Roscoe Gordon, Vee Jay 332	4
4	4	5	11	HANDY MAN, Jimmy Jones, Cub 9049	4
5	9	12	8	TEEN ANGEL, Mark Dinning, M-G-M 12845	6
6	6	8	14	MONEY, Barlett Strong, Anna 1111	5
7	10	3	4	RUNNING BEAR, Johnny Preston, Mercury 71474	8
8	11	—	—	THEME FROM A SUMMER PLACE, Percy Faith, Columbia 41490	2
9	13	—	—	WHAT IN THE WORLD'S COME OVER YOU, Jack Scott, Top Rank 2028	2
10	7	7	3	YOU GOT WHAT IT TAKES, Marv Johnson, United Artists 185	16
11	12	14	17	FANNIE MAE, Buster Brown, Fire 1008	12
12	22	—	—	LADY LUCK, Lloyd Price, ABC-Paramount 10075	2
13	5	2	7	I'LL TAKE CARE OF YOU, Bobby (Blue) Bland, Duke 314	17
14	8	4	5	TALK THAT TALK, Jackie Wilson, Brunswick 55165	13
15	16	—	—	BEYOND THE SEA, Bobby Darin, Alco 6158	2
16	23	—	—	WILD ONE, Bobby Rydell, Cameo 171	2
17	14	6	1	SMOKIE, (PART II), Bill Black's Combo, Hi 2018	13
18	15	11	15	LET THEM TALK, Little Willie John, King 5274	11
19	19	—	—	(DO THE) MASHED POTATOES, Nat Kendrick, Dade 1804	2
20	18	17	13	NOT ONE MINUTE MORE, Della Reese, RCA Victor 7644	5
21	21	16	22	THE BIG HURT, Toni Fisher, Signet 275	4
22	—	—	—	I'LL GO CRAZY, James Brown & the Flames, Federal 12369	1
23	25	18	18	SHIMMY, SHIMMY, KO-KO BOP, Little Anthony and the Imperials, End 1060	6
24	29	19	23	GO, JIMMY, GO, Jimmy Clanton, Ace 575	6
25	—	—	26	WAY DOWN YONDER IN NEW ORLEANS, Freddy Cannon, Swan 4043	5
26	17	23	—	DON'T LET THE SUN CATCH YOU CRYIN', Ray Charles, Atlantic 2047	3
27	—	27	21	WHAT ABOUT US, Coasters, Alco 6153	5
28	20	15	9	THE CLOUDS, The Spacemen, Alton 254	17
29	24	13	12	WHY, Frankie Avalon, Chancellor 1045	7
30	26	21	19	IT'S TIME TO CRY, Paul Anka, ABC-Paramount 10064	6

• Reviews of New Pop Records

• Continued from page 45

★★★ GOOD SALES POTENTIAL

beater. He delivers it over jazz-type backing. Good programming side. (Camarillo, BMI)

★★★ **Throw Another Log on the Fire Mah!** — Countryish sort has novelty overtones. Glaser hands it bright reading that can attract play and sales. (Camarillo, BMI)

JIMMY HINES & THE VAGABONDS

★★★ **Jimmie's Blues (Parts 1 & 2) — VIVA 65** — Low-down blues theme gets an expressive reading from the organist over pounding rhythm. On side two Hines has a commentary. Spinnable wax for pop and r.&b jocks. (Harvard, BMI)

JERRY BELL

★★★ **Bacardi — YUCCA 119** — Latinish rocker is neatly sold by the combo. Guitars and pumping piano are the standout instruments. Danceable side. (Fairway, BMI)

★★★ **Jungle Bunny** — Same comment. (Fairway, BMI)

VAN STRICKLAND

★★★ **Gotta Get a Date — JUDSON 7001** — Smooth vocal by Strickland on a cute medium beater. Fine fem chorus support assists. Side has a chance. (Zodiac, BMI)

★★★ **Let It Rain, Let It Rain** — Listenable outing on a pretty rockaballad. Strickland sells the tune with heart over a light chorus and ork assist. He has a bit of the Mathis sound on this side. (Zodiac, BMI)

ROLAND JOHNSON

★★★ **Cincinnati Dancing Pig — TODD 1056** — The hit of a few years ago receives a good reading from the chanter over good backing from the Three Little Piggies. It's a side that could pull loot, if exposed. (Kingsway, ASCAP)

★★ **I've Got Seven Notches on My Gun** — Roland Johnson tells about the seven notches on his gun for shooting seven bad guys and how he'll never use his gun again. (Smith, ASCAP)

JOLLY ROCKERS

★★★ **The Slop — MARK-X 8003** — The dance that is getting a revival in Pittsburgh and some Southern areas is the subject of this listenable instrumental that moves. It could happen. (Real Gone, BMI)

★★ **Freddie's Blues** — Old fashioned blues is played in fair style by the Rockers. (Real Gone, BMI)

HAROLD & BOB

★★★ **Spitfire — DELTA 503** — Swinging instrumental featuring good guitar work is handled excitingly by the boys. (Delta, BMI)

★★ **Breaks of the Game** — Harold & Bob sell this sad ditty with feeling, altho the side doesn't come off. (Delta, BMI)

THE MOONBILLIES

★★★ **The Electronic Brain — REPUBLIC 2003** — This is the story of an electronic brain that has the highest IQ of anybody, but he couldn't fall in love because he had no heart. It's a lot like "Kaw-Liga." A cute idea. (Golden West, BMI)

★★ **Fall of the Planet Earth** — This is the story of the end of "Planet Earth," which blew itself up via an atom bomb. Story has a moral about trusting each other in order to save Earth. (Golden West, BMI)

BUCK ROGERS

★★★ **I Can't Live Alone — MONTEL 1006** — A slow but persistent rock rhythm side here. Rogers hands it a good vocal with a good sound built up by the harmony horns in the backing. (Ace-Redstick, BMI)

★★ **Maybe** — A slow rockaballad effort. Tune is not the standard of the same title. Good vocal effort by Rogers. Material has only moderate appeal. (Ace-Redstick, BMI)

HOWARD PAGE

★★★ **There's No Forgetting You — ASTOR 1005** — A Johnny Mathis type ballad styling. Page has much of the early Mathis quality and the string and piano backing reminds of the same. A pleasant side that's worth spins. (Harvest-Astor, ASCAP)

★★ **I Just Can't Stand It** — A moderate rhythm side. Page gives it a good go but (Continued on page 49)

COMPANY IN THE U.S.
WEEK IN OUR
7-YEAR HISTORY

HOTTEST

3 NEW HITS ON
THE HOT 100

82

The Billboard
February 15, 1960

"BABY, WHAT DO YOU WANT ME TO DO"

Jimmy Reed

Vee Jay 333

85

The Billboard
February 15, 1960

"JUST A LITTLE BIT"

Roscoe Gordon

Vee Jay 332

97

The Billboard
February 15, 1960

"WHAT'S HAPPENING"

Wade Flemons

Vee Jay 335

A Great Singin' Swingin'

"AT MY FRONT DOOR"

Dee Clark

Abner #1037

New But Potent

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Reviews of New Pop Records

Continued from page 47

GOOD SALES POTENTIAL

the flip has an edge here. (Parker-Astor, BMI)

THE MILLER SISTERS

★★★ Remember That — MILLER 1140 — A slow but pleasant harmony ballad effort by the sister group. An organ is heard with guitar in the accompaniment. It's done to slow triplet tempo, with a male recitation spotted in the middle. (Miller Songkraft, BMI)

★★ Oh Lover — A slinky, low-down blues with a good lead answered by the balance of the gal group. Nice beat here, but flip has a better chance. (Miller Songkraft, BMI)

HARRY LEE

★★★ Lynda, Lynda — ACE 582 — A pretty melody line. Lee sings the song in straight fashion with a chick chorus and clapping behind him. Arrangement is marked by soulful horn. Very nice. (Singing River, BMI)

★★ Don't Get Around Much Anymore — The standard gets a big-voiced vocal treatment. Arrangement is rockaballad, and very tastefully done. (Robbins, ASCAP)

BOB MARKLEY

★★★ Will We Meet Again — WARNER BROS. 5140 — Minor-keyed theme is sung in okay style by Markley over eerie instrumental effects. Interesting enough to create interest. (Randon, BMI)

★★ Tia Juana Ball — Spicy Latin item is done in talk-sing fashion by the singer. A bright chick chorus backs him. Percussion with bongos is also a feature. (Randon, BMI)

PAUL GAYTON

★★★ In the Evening When the Sun Goes Down — DELUXE 6188 — Gayton wails effectively on the old blues. Dual market side. (Blue Ridge, BMI)

★★ True — Pleasant warbling by Gayton on a slow ballad. (Blue Ridge, BMI)

JIMMIE JONES

★★★ With All My Heart — SAVOY 1586 — A pretty ballad is sung in warm high-voice style by Jimmie Jones over good support by the band and male group. Could grab some action. (Crossroads, BMI)

★★ Please Say You're Mine — The chanter comes thru with a happy reading of a bright rocker that also features good work by the group. Both sides are good. (Crossroads, BMI)

JOHNNY WELLS

★★★ For Everyone — ASTOR 1002 — A pretty ballad is sung with much feeling by the chanter, backed by a listenable ork arrangement. Pretty side that brings out the singer's resemblance to the Como style. (Parker-Astor, BMI)

★★ There's No Forgetting You — Johnny Wells handles this pretty ballad in smooth, Como-like fashion, supported nicely by the ork. May get spins. (Harvest-Astor, ASCAP)

BIG TEDDY & RAMBLERS

★★★ Scent of Mystery — COLUMBIA 41581 — This is from the new Smell-O-Vision film of the same name, and it is played with a lilt by the combo. It could grab spins. (Liza, ASCAP)

★★ Negev Ramble — Here's a wild item, with a bit of the Mid-East feeling that moves. Rather unusual fare. (Agnola, BMI)

GERRY DIAMOND

★★★ Nancy — DWAIN 811 — Gerry Diamond, a singer with a style on the Frank Sinatra order, sells a tune that Sinatra made a hit many years ago, with much warmth over a smart backing that contains triplets and strings. (Barton, ASCAP)

★★ A Little Rock, A Little Roll — Diamond comes thru with a pleasant reading of a rather artificial rock and roll ditty over a gimmicky arrangement. (Gerry, ASCAP)

WINSTON WHEATON

★★★ Hully Gully Every Day — DONNA 1318 — Wheaton grows and shouts this rockabilly blues effort. A good fem chorus is heard in support with a bass horn also heard in the rhythm backing. Good danceable side. (Maraville-Music World, BMI)

★★ It's Got to Be Love — A slow and pensive side with the eat expressing profound thoughts about love. Flip has considerable edge. (Maraville-Music World, BMI)

TRINI LOPEZ

★★★ Schemer — KING 5324 — Lopez turns in a pretty ballad performance with an airy, fem group heard in the backing. Piano triplets set the rhythmic pace here. Nice sound. (Lois, BMI)

★★ Jeanie Marie — A mild, medium-tempoed rocker gets a pleasant reading by the chanter. Nice backing. (Armo, BMI)

PRENTICE MORELAND

★★★ Looking for Your Heart — DONNA 1320 — A slow, triplet-backed ballad with a tenor sax and fiddles weaving in and out of Moreland's spirited vocal. Pleasant listening. (Kemo-Music World, BMI)

★★ Chinese Junk — This has the oriental sound. It's all about love in a Chinese junk. Flip has more value. (Bobby-Sherman, ASCAP)

JERRY WARREN

★★★ Rompin' — DORSET 5002 — A wild rocker is handed a solid go by the Warren combo with the guitar leading the way. The boys sing on this a bit, too. (Pompador, BMI)

★★ Tremble — Frenetic rocker is played just that way by the boys here. (Lockett, BMI)

MODERATE SALES POTENTIAL

DUSTY FLETCHER

★★ Open the Door Richard (Parts 1 & 2) — SAVOY 1585 — Re-issue of the 1946 novelty hit may get some nostalgia spins from jocks. (Leeds, ASCAP)

DINKY HARRIS & SPADES

★★ She Left Me Crying FAD 903 — Personable warbling by Harris on a pleasing blues. (Tree, BMI)

★★ Jeannie — Plaintive rockaballad is handed an okay reading by Harris and group. (Tree, BMI)

SONNY RISTER

★★ Love Is Like a Drum — EBONY 501 — Pleasant chanting by the lad and group on a wistful country-flavored theme. (Music Mart, BMI)

★★ Corene — Same comment. (Music Mart, BMI)

VIC CAPRI

★★ On the Road — SHOWBOAT 1502 — A bright track with fem chorus and swinging strings backs this effort by Capri. Happy sound, with the artist essaying something of the Darin sound. (Buna, BMI)

★★ Please — An overly-dramatized effort by Capri. Fair chances only for this ballad, done to triplet time. (Buna, BMI)

DANNY & DENA

★★ Coffee Break — FOOTLIGHT 112 — Pert piping by gal on a bouncy ditty. (Valiant, ASCAP)

★★ The Island of Hong Kong — Pretty piping by canary on routine ballad. (Music-Chord, ASCAP)

DON & DEWEY

★★ Jump Awhile — FIDELITY 3017 — Infectious beat and solid piano work marks this jaunty rhythm side. (Venice, BMI)

H. B. BARNUM

★★ H. B. Boogie — A jaunty rhythm item is wrapped in swingy instrumental treatment. Effective organ solo work. (Venice, BMI)

GLENN MANN

★★ My Wish — COOL 134 — Glenn Mann sells this ditty in so so fashion over poor support. (Queen, BMI)

★★ It's Good to Know — Wild rocker is handled in routine fashion by the chanter. (Queen, BMI)

BEVERLY ANN GIBSON

★★ No Other But You — KING 5315 — Beverly Ann Gibson sings this with feeling, while the chorus supports her in gospel style. (R-T, BMI)

★★ The Love We Shared — Same comment. (Kip, BMI)

JERRY WARD

★★ The Black Walnut Tree — AZALEA 127-8 — Folk-flavored item with a lyric telling of violence. This — telling of a killing and posses — is in line with a spate of morbid sides recently. (Betsy, BMI)

★★ Shadow of Love — A sad lyric with a melody of some haunting quality. Tells a story of the tribulations of love, some of them tragic. (S&M, BMI)

P. J. AND HEADLINERS

★★ Anchor Rock (Anchors Aweigh) — ASTOR 1004 — The Navy fight song receives a fair rocking performance from the group here. (Robbins, ASCAP)

★★ What's So Funny — P. J. and the Headliners come thru with a fair reading of a rocker that features lots of laughs. (Parker-Astor, BMI)

ALLISON MCKAY

★★ Kiss and Tell — FOX FIDEL 1 — Perky multi-track thrashing stint on a catchy country-flavored item. (Neila, ASCAP)

★★ Fools Rush In — The pretty oldie is sung in so-so fashion. Flip appears the better side. (Bregman, Vocco & Conn, ASCAP)

THE VENTURES

★★ The Real McCoy — BLUE HORIZON 100 — Okay rocker sort with the accent on twangy guitars. Occasional asides are made by one of the boys in a Walter Brennan-type voice. (Electron, BMI)

★★ Cookies and Coke — Labored medium-beater gets an only fair group vocal. (Electron, BMI)

BUDDY MILLER

★★ Teen Twist — VEM 2226 — Miller shouts this rocker with a frantic quality that is backed up with a frantic performance by the rhythm combo. Lad can shout. (V-Mar, BMI)

★★ Those Two Brown Eyes — On this side the lad sings a semi-rocker in fair fashion. (V-Mar, BMI)

DON NORTON

★★ Hold Me — STEPHENY 1840 — Norton sings the oldie pleasantly over a fair arrangement. (Robbins, ASCAP)

★★ Trees — The standard is sung with feeling by the chanter here. (Fisher, ASCAP)

THE SNAPS

★★ Something Walks — LEONE 1 — This record is so far out that it would seem the Snaps have snapped. (Leone, BMI)

★★ A Jooby, Jooby — Same comment. (Leone, BMI)

JOHNNY GLOBE

★★ Wait a Minute Lennie — SUPER-SOUND 2004 — Globe gives this a rockabilly performance. It's basically a blues and it has a group of down-to-earth chicks in the answering phrases. Good guitar improvisation.

★★ So Lonely — A sad ballad message. Nothing too much happens here.

AL SERINO

★★ Dreams of You Know Who — SABRE 205 — A thoughtful ballad, full of nature philosophy. Fair material, handled in okay form by Serino. (Hip, ASCAP)

★★ Dreaming of You — A slow ballad gets a fair treatment to another thin backing. (Greenfly, BMI)

Jazz

★★★

SYLVIE MORA

★★★ One For My Baby (and One More for the Road) — VERVE 10197 — An effective deejay platter with sultry chirping by the thrush on the fine oldie. (Morris, ASCAP)

★★★ Taboo — Russ Garcia provides exciting backing for the gal's rich thrashing stint on the haunting oldie. Another good jockey item. (Peer Int'l., BMI)

LOUIS BELLSON

★★★ Drum Foolery — VERVE 10199 — Standout drum solo work by Bellson on an effective theme with exciting big-band backing. For jazz deejays and hip pop spinners. (Vivid, ASCAP)

★★★ Satin Doll — Tasteful, listenable instrumental treatment of the Ellington oldie. Fine deejay wax. (Tempo, ASCAP)

(Continued on page 50)

"LET IT ROCK"


Billboard Best Buys
February 15, 1960

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Reviews of New Pop Records

Continued from page 49

Country & Western

★★★

GOLDIE FIELDS

★★★ My Chapel of Memories — SAGE 318 — Goldie Fields expressively renders this pretty tune. Her approach is on the country side, tho the side can also create pop interest. (Sage & Sand, SESAC)

★★★ Chatter Box — Rhythm tune gets an okay reading. Flip appears the side to watch, however. (Sage & Sand, SESAC)

BEN & MILDRED JACKSON

★★★ The Flood — GALA 108 — In three beat tempo, the couple turn in an old-styled event song about a great flood that hit the Kentucky-Tennessee area. An interesting side and you can't hardly get this kind anymore. (Acuff-Rose, BMI)

★★★ Don't Wait — The sacred couple have a fine backwoods hill sound on this upbeat, blue-grass styled effort. A lot of nasal sound which could catch approval in the really rural areas. (Perry, BMI)

CLAUDE GRAY

★★★ Crying in the Night — D 1118 — A fine weeper, done in semi-recitative style, with a lyric which is well rooted in authentic country phrasing. (Glad, BMI)

★★★ Family Bible—The family Bible is the key to memory, unlocking the door to the family's past. Very well done. (Glad, BMI)

LONNIE IRVING

★★★ Pinball Machine — STARDAY 486 —This has the real backwoods, blue grass sound in three-quarter time. There's a banjo and a fiddle heard prominently behind Irving's nasal recitation and vocal of sad, sad tale. Irving has a slight yodelish quality in the strongly folk-oriented effort. (Starday-Hoedown, BMI)

★★★ I Got Blue on My Mind — An upbeater with solid guitar and banjo accompaniment to another folk-styled reading. Good vocal job, aimed at the traditional country market. (Starday-Hoedown, BMI)

JOE MAPHIS

★★★ Jubilo — COLUMBIA 41579 — Fancy banjo plucking and brass are the features of this spirited item. Catchy, sprightly tune, based on a familiar melody, can score for pop and c.&w. coin. (Laredo, BMI)

★★★ Del Rio — Guitars are spotlighted over strings and thym support on this listenable outing. It can move as well as the flip. (Laredo, BMI)

BRAD REYNOLDS

★★★ I Locked My Heart — ZERO 104 — Chanter gives a good performance on this lively country ballad. Deejays will like. (Tri-Lite, BMI)

★★★ Buy Me One of Those — The lyric, of course, refers to pretty gals. A fetching novelty, done in uptempo style. (Tri-Lite, BMI)

HOWARD PERKINS & KOUNTRY KINFOLK

★★★ Lovin' Baby — SHAWNEE 102 — Country blues with authentic vocal and instrumentation that has a true funky quality. (Scioto, BMI)

★★ It's a Cryin' Shame — This side is a lively rhythm song. (Scioto, BMI)

ANDY DOLL

★★★ Stockade Rock — AD 989 — A rocker instrumental by the Andy Doll band. It's danceable and has a good sound, focusing on a group of guitars. Good juke box side. (Peer Int'l, BMI)

★★ Letters Have No Arms — The Ernest Tubb weeper is warbled with a westernish touch by Bob Hankins with the Andy Doll band. Fair outcome. (Hill & Range, BMI)

JOHNNY NELMS

★★★ Yoshe — D 1114 — Nelms chants an Oriental version of the "Fraulein" idea. He loved the little gal with the slant-eyes, but with misfortune dogging them, they commit double suicide. Quite a story well-handled by the artist. (Glad, BMI)

★★ Memories for a Pillow — A traditional-styled ballad effort with overtones of slipping around, cheating, etc. Okay results. (Glad, BMI)

COUNTRY JOHNNY MATHIS

★★★ The Chances Are — D 1119 — Oddly enough, the country Mathis has a title close to an original hit by the pop chanter of the same name. But this is real country material of a weeper variety with quivering fiddles in the backing. For traditional fans. (Glad, BMI)

★★ Come On In—Mathis has the high-voiced touch of Webb Pierce on this side. It's an invitation and Mathis gives it the hill feeling. (Glad, BMI)

AL HARRISON

★★★ Brand New Money — ANIKA 1002 —Tune is taken at a fairly rapid and rhythmic clip by Harrison over bright ork backing. It can sell. (DeLuxe, BMI)

★★ Don't Touch Me — Warm reading by Harrison on a ballad. Piercing fem chorus support backs the chanter, who comes off better than the material. Worth spins, however. (DeLuxe, BMI)

ORELLA MYERS

★★★ Ask Lucille — ZERO 105 — Fetching country-flavored novelty. Lyric is fresh, and the melody has a bouncing rhythm. Merits play. (Wonder, BMI)

★★ My Paradise — A country ballad done in the traditional vein. (Wonder, BMI)

HOOPER TWINS

★★★ Counting My Heartaches — AZALEA 129-0 — The weeper gets a good performance with fiddles, good rhythm and solid vocal. (Betsy, BMI)

★★ Stolen Kisses — This lyric poses the question of whether there is harm in stolen kisses. A country flavor to the lyric, but the style is rather pop-ish. (Betsy, BMI)

★★★

TWIGGS COUNTY PLAYBOYS

★★ Too Many — GALA 109 — Weeper lyric, but the tempo is bright. Traditional fans may show interest. (Perry, BMI)

★★ That's When Heartaches Begin — Traditional approach on a weeper by a male vocalist. Some coin possible. (Perry, BMI)

OSCAR HART

★★ Little Black Book — SAGE 320 — Bright sound by Hart on a snappy c.&w. item. It can draw some coins. (Sage & Sand, SESAC)

★★ Lonely Baby — So-so outing on a medium-beat country number. Potential appears similar to that of flip. (Sage & Sand, SESAC)

CURLEY DAVIS—THE TRAIL RIDERS

★★ Go Cry Your Tears — GALA 107 — A bouncy upbeater, in the western vein by the boys. Moderate potential in west of the Mississippi marts. (Perry, BMI)

★★ Let Me Try Your Heart — Western-styled country material by the Trail Riders group. Pleasant harmony styling. (Perry, BMI)

STERLING BLYTHE

★★ Please Don't Wipe the Ashes From the Bar — SAGE 319 — Okay reading of a sprightly c.&w. tune by Sterling Blythe. He's backed by a male group. (Sage & Sand, SESAC)

★★ Our Folks — C.&w. blues is rendered in rapid, talk-sing fashion by the artist. It should move as well as the flip. (Sage & Sand, SESAC)

BILLY SANDLIN

★★ She's Mean — GALA 110 — Talking intro over pounding combo support intros this rocker sort. Fair prospects. (Three Way, BMI)

★★ Don't Let Me Down — Sandlin offers a fair reading of a so-so rocker. (Three Way, BMI)

SMILEY MONROE

★★ Plane That's Flying Ahead — SKYLITE 502 — The sentimental song, done with country-style arrangement, is an unabashed weeper. (Mixer, BMI)

★★ Life's Changing Scenes — Another weeper, adequately done. (Dandelion, BMI)

CLYDE SWINDELL

★★ Swindell Swing — DART 128 — Pleasant, old-fashioned piano work on a bright side. (Glad, BMI)

★★ Hallie — This kind of piano work could pull some loot on country boxes (Glad, BMI)

BARRIER BROTHERS AND THE OZARK MOUNTAIN BOYS

★★ Will I Be That Lucky Man — AR-MONEER 1004 — The boys have the solid nasal trade-mark of the true blue grass sound. The dual vocal is interspersed with the hoedown fiddle and a happy banjo. A good job that can get plays in rural areas. (Land of Lakes, BMI)

★★ Someday Sweetheart You'll Be Cryin' — Another old time hill side with the boys joining hands on an upbeat effort predicting the romantic downfall of the gal. A bright job. (Land of Lakes, BMI)

ROY HANDERSON

★★ Crying — RURAL RHYTHM 530 — A weeper. The vocal and instrumental styles are done in the traditional vein with honky tonk piano adding a good touch. (Sage Brush, BMI)

★★ Agony — Uptempo side moves right along with a world of rhythm. Lyric actually falls in the weeper category, but the fast treatment is unusual. (Sage Brush, BMI)

DON SEXTON

★★ I Know How You Feel — AZALEA 125-6 — A traditional weeper. The vocal is backed by strings. (Betsy, BMI)

★★ A Broken Heart, a Chance to Go — Another weeper in the traditional style. (Betsy, BMI)

JIM BURGETT & HIS MAKE BELIEVERS

★★ Live It Up — ORO 1502 — An okay blues rocker, based on many predecessors. Little original here but there's a certain amount of energy expended. (RedRiver, BMI)

★ I Believe in You — A ballad that fails to register. (RedRiver, BMI)

Rhythm & Blues

★★★

LITTLE WALTER

★★★★ Ah'w Baby — CHECKER 945 — Solid funky blues is sold with sincerity and feeling. (Arc, BMI)

★★★★ I Had My Fun — Showmanly walling by Walter on bluesy lament. (Arc, BMI)

★★★

JESSE PERKINS

★★★ Madly in Love—SAVOY 1584— Expressive reading by Perkins on feelingful rockaballad. (Planemar, BMI)

★★★ One More Kiss — Jubilant chanting by Perkins and group on bouncy ditty. (Planemar, BMI)

MARVIN PHILLIPS

★★★ Patootie Pie — SWINGIN' 621 — A bluesy item with a very danceable rhythm. Vocal and the choral arrangement draws on church influences. Very interesting side. (Mercedes, BMI)

★★★ The Big Dance — Bluesy novelty with Latin touches in the rhythm. Like the flip, very danceable aside from its vocal interest. (Mercedes, BMI)

BIG MAYBELLE

★★★ I Got It Bad and That Ain't Good —SAVOY 1583—The great blues chanteuse does this standard with a world of heart, backed with tasteful violins. Very fine performance, which will be appreciated by discerning listeners. (Robbins, ASCAP)

★★★ Until the Real Thing Comes Along —Another great standard gets an unusual performance by the chanteuse. Violins, as on the flip, dominate the arrangement. (Chappell, ASCAP)

★★★

ROBERT T. SMITH

★★ Tell Me What in the World — BOBBIN 118 — Smith warbles with sincerity and heart on a feelingful blues. (Lycor, BMI)

★★ Workin' Again — Good natured vocal stint by Smith on catchy rhythm-blues item. (Lycor, BMI)

SONNY'S NUKAT ORK

★★ Answer to My Prayer — NUKAT 3635 — Okay outing on a bluesy ballad beat. Pop coin possible also. (Andrea, SESAC)

★★ She Is Mine — Rhythmic belt on a bright item by Sonny with okay ork support from the group. Also a dual-market prospect. (Andrea, SESAC)

DANNY OVERBEA

★★ With All My Soul — SHEP 101 — A jazz feeling to this one, both in vocal and the instrumental arrangement, but not too commercial. (Shar, BMI)

★ Like Crazy — Lyric is special material with novelty value. Horns, piano and drums do an interesting instrumental job. (Shar, BMI)

Children's

★★★

HENRY CALVIN

★★★ Toby Tyler — DISNEYLAND 129 —Henry Calvin sings of Toby Tyler, who is the subject of a new Walt Disney film. It is well-handled by the chanter over good backing. (Disney, ASCAP)

★★★ Biddle Dee Dee — This bright happy tune is also from the Walt Disney flick "Toby Tyler," and it, too, receives a good reading from Henry Calvin over snappy support. (Disney, ASCAP)

Folk

★★★

THE WEAVERS

★★★★ This Land Is Your Land — VANGUARD 35009 — Woody Guthrie's touching song gets a fine performance by the noted group. (Ludlow, BMI)

★★★★ Awelch, Santy Aro — The noted chantey is done with a world of style and flavor. (Sanga, BMI)

★★★

CISCO HOUSTON

★★★ This Train — VANGUARD 35008 —The fine train song gets a strong performance. Houston's vocal is supported by a tasteful chorus with train rhythm in the background. (Amrita, ASCAP)

★★★ Badman's Blunder — Semi-narrative style gives a tale of a bad man marauding in the West. Fine performance with effective arrangement. (Sanga, BMI)

International

★★★

ALFRED AKAKA

★★★★ I Wish They Didn't Mean Good-bye — DECCA 31057 — The Hawaiian warbler's recent death gives this disk strong emotional appeal. Tender vocalizing on poignant island theme: Should pull spins. (Criterion, ASCAP)

★★★★ Forevermore (Lel Aloha Lel Makame) — Same comment. (Ardmore, ASCAP)

Latin American

★★★

ACELARDO CHAVARRILLA

★★★★ Corazon Dejala en Paz — SARGENTO 1003 — Chavarrilla warbles cheerfully on this Mexican-folk type tune. It should move well in this market. (Fitch, BMI)

★★★ Esperando en la Vida — Singer wraps up a pretty ballad over warm big band support. Flip appears a better effort, however. (Fitch, BMI)

★★★

PEPE PENA

★★★ La Baraja — DONNA 1317 — An organ and drums offer a military air as a backing to the long spoken recitation in Spanish. For the international market, there is probably a message of historical interest here. (American, ASCAP)

★★ MI Cielito Lindo — Pena chants this side, the familiar "ay ay yi" theme in Italian. In the middle he again does a long recitation. (Bobby, ASCAP)

Polka

★★★

JOHNNIE BOMBA ORK

★★★★ One More Kiss — DANA 2132 —Cheerful polka comes in for a bright outing by the Bomba crew. One of the members of the group keeps begging for a kiss, as the side builds in sound.

★★★★ Clap Your Hands — Sprightly polka effort is cheerfully executed by the ork. Male chorus offers an English vocal.

EDDIE ZIMA ORK

★★★★ Dill Pickle Polka — DANA 3281 —Happy instrumental setting of a catchy polka item. It should move strongly for loot in this market.

★★★★ Lucy's Wisconsin Waltz — Three-quarter melody is done with a thumping approach. Side should attract.

L'I'L WALLY

★★★★ Joe and Josey Polka — JAY-JAY 213 — Happy reading of a cheerful polka item by L'I'l Wally and the gang. Male renders an English vocal. (Jay-Jay, BMI)

★★★★ Stevens Point Oberek — Danceable instrumental should also appeal strongly to lovers of this sort. (Jay-Jay, BMI)

LEE MORGAN

★★★★ Swiss Chalet — JAY-JAY 212 — The thrush applies a happy sound to her reading of this rollicking tune. Fine fodder for polka loot. It can also generate pop appeal, if exposed. (Mills, ASCAP)

★★★★ Remember Me — Pretty waltz comes in for a fair enough reading by Lee Morgan with help from a male vocalist and a chorus. Also a dual-market item. (Lulu Belle-Scotty, BMI)

L'I'L WALLY

★★★★ When Irish Eyes Are Smiling —JAY-JAY 214—The polka artist dishes up a pounding reading of the oldie. Strong potential in this market. Male vocalist has the honors. (M. Witmark, ASCAP)

★★★★ Rosey From Jersey — Bright polka item is given a bright, instrumental whirl by the group. Also a strong contender for coin in this market. (Jay-Jay, BMI)

STEVE ADAMCZYK

★★★★ Pat's Polka — DANA 3282 — Happy polka item gets a carefree reading from the ork. Strong side for this market.

★★★★ With Pep—Oom-pah-pah melody is given a brassy outing by the ork. Male chorus is heard in segs.

Sacred

★★★

STANLEY BROTHERS

★★★ When Jesus Beckons Me Home — KING 5313 — Sincere rendition of a country-flavored sacred item. (Forster, ASCAP)

★★ Pass Me Not — Same comment. (PD)

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THE BILLBOARD

51

TAMPA FAIR TOPPED ONLY BY '59 MARK

Rain, Low Temperature Cut Into Windup Attendance, Midway Takes

TAMPA — The 11-day Florida State Fair, which closed Saturday (13), was the second most successful in the event's history, being topped only by the '59 run, which was given ideal weather which also offered the ace crowd-puller, Roy Rogers, in front of the grandstand. High winds and rains lashed the

fair on closing day to prune back the closing day's turnout, usually a big one. Earlier the fair had been hit by rain on two days and cool to cold weather at night.

On the midway, the Royal American Shows set a strong money-earning pace thru the first six days, despite two days of rain, but cold nights, slimmer crowds and a sharply lower closing-day gate cut into the potential the final five days. Nevertheless, midway business was the second best for the Royal in the many years it has been on the midway here.

Weather Hurts

The Dale Robertson - headed night grandstand show was hard hit by the cool nights and the loss of two performances to rain. Fair officials, however, were satisfied with the Robertson business. While it was well below that given Rogers last year, it was excellent as judged against pre-Rogers levels.

Of the paid attractions, Al Sweeney's auto races fared the best. In all, Sweeney staged four programs. The first three of these produced bigger crowds than last year, but the fourth, staged on the closing day, was to a considerably smaller crowd than that on the same day last year. Extremely strong winds whipped across the track, and rain fell three times during the program. Sweeney succeeded in getting in the program by switching the schedule of events, advancing the feature race.

Indiana U. Skeds Route For Showboat

BLOOMINGTON, Ind. — The Majestic, last of the Ohio River touring showboats, under the new ownership and management of Indiana University, will present this coming summer 88 performances at 27 river towns and cities in Indiana and Kentucky.

The Majestic company, composed of students in theater at the university, will present "Ten Nights in a Barroom," "In Old Kentucky" and "The Taming of the Shrew." Under the direction of Lee Norvelle, founder of the Indiana University Theater and its summer adjunct, the Brown County Playhouse at Nashville, Ind., the 37-year-old showboat opens the season at Madison, Ind., June 8 and closes September 3 at Louisville. It will tie up for three weeks of performances at Louisville and Evansville, but otherwise will play one and two-day stands.

The university purchased the Majestic and its tow, Attaboy, last fall from the now deceased Capt. Thomas Jefferson Reynolds, of Point Pleasant, W. Va., its builder. In recent years it has been operated under lease by the drama department of Hiram (O.) College.

RODEO FINALS SETS DATES FOR SECOND GO

DALLAS — The second annual National Finals Rodeo will be held December 26-January 1 in the Livestock Coliseum of the State Fair of Texas here.

The two-a-day routine for performers will be limited this year with only three afternoon performances scheduled. New Year's Day falls on a Sunday and the Cotton Bowl football game is never held on Sunday. The rodeo can thus take advantage of the holiday weekend with matinees on Friday, Saturday and Sunday.

James Stewart, general manager of the fair, has suggested that the Friday matinee be designated as Children's Day with cut-rate prices for youngsters under 12. Stewart also presented a request that the fair site be again given consideration for the 1961 finals so they might "amortize their investment of money and effort."

Swedish Girls' Gym Unit May Bring Princess

NEW YORK — Indications are strong that royalty in the person of Princess Margarita will accompany the Swedish gymnast-ballet entourage in its tour this fall. Tentative opening date is September 15 in California, Savoy Enterprises reports.

Titled "Swedish Gym Carnival" at this writing, the company of 100 girls plus orchestra will play from seven to 10 weeks in the United States and Canada, including eight performances in British Columbia areas. Route is expected to go northward to Canada, eastward from Vancouver to Winnipeg, then back into the States. Many of the dates are being worked out in conjunction with Arena Managers Association.

Gus Sun Estate Totals \$971,893

SPRINGFIELD, O. — The estate of the late Gus Sun Sr., valued at \$971,893.50, has been placed in trust by terms of his will. The will sets up a 25-year trust to handle the assets and to pay certain annuities, debts, etc., after which all property is to be divided among three children.

Springfield, Mo., Fair Signs Japanese Show

SPRINGFIELD, Mo. — The "Japanese Spectacular," an all-Japanese show booked by Hetzer's Theatrical Agency, has been signed as a Coliseum attraction at this year's Ozark Empire Fair, Glen Boyd, fair manager, announced. Fair runs August 13-19.

The show calls for at least seven performances in the building, beginning August 13 and running nightly thru August 18. A matinee is set for Sunday (14).

Show will run 105 minutes and will include the Imperial Japanese Dancers plus seven or more Japanese acts to be selected by Jimmy Hetzer and the show's director, William Lloyd, who are scheduled to go to Japan in March.

Grandstand attractions set for the fair include two afternoons of

Plan 4-Man Team to Manage New York 1964 World's Fair

Applications Received From Trade; Park Ops Submit Amusement Plans

NEW YORK — The search for an ideal man to run the 1964 World's Fair has been resolved to where a four-man management team will perform the functions inherent in a managership. Two of the positions are still vacant, including that of the president, who will be salaried at \$100,000 a year, "or more." The other three will be unsalaried.

Several aspects of the big fair have come into sharper focus in recent days and the developments will undoubtedly start snowballing once the top management team is completed. These will all be men prominent in corporate life but the probability of professional fair men being involved has not been ruled out.

A number of active fair managers have submitted applications for staff positions, it is learned. In addition, Thomas J. Deegan Jr., chairman of the executive committee, has discussed the subject with men who have been connected with previous fairs on the international level, in Brussels, Moscow and New York.

The top team so far consists of

Deegan and John W. Hanes, chairman of the finance committee. Open positions are president and chairman of the board. Wallace K. Harrison, a leading architect, has been selected chairman of the board of design. He was a member of the board of design for the 1939 world's fair. His group will plan the exhibition's physical layout and create artistic standards for exhibitors to follow. He was co-architect for Rockefeller Center and is senior partner in the firm, Harrison and Abramovitz.

Following are the most up-to-date answers to several vital questions:

Title & Theme Chosen

Title — It will be called "The 1964 World's Fair in New York."

Amusements — A committee will handle this aspect. "Several groups" have submitted proposals but were not identified further than being Eastern amusement park and pier operators. It was also confirmed that proposals have come from elsewhere in the country, for about every conceivable type of amusement.

Opening date — Target date is May 1, 1964, and beginning of construction is expected "not later than a year from now," Deegan said. The site is at Flushing Meadow, where the 1939-'40 fair was held.

Running length — It is desired to have the fair last for two years. That is what the directors want, and talks are going on with the Bureau of Internal Expositions in Paris, which has a one-year limit. The U. S. is not a member but the directors hope the State Department will ask approval for a two-year fair as a condition of joining. The bureau is a clearing house for world fairs.

Exhibitors — Deegan said that altho no contracts have been signed there are enough exhibitor requests to fill 75-80 per cent of the proposed display area.

Theme — "Peace Thru Understanding," in 1939 it was "The World of Tomorrow."

MONTREAL BIDS \$40 MILLION FOR WORLD'S FAIR

MONTREAL — The City of Montreal, the Province of Quebec and the federal government have pooled resources in a bid to bring the 1967 edition of the World's Fair to this city.

The federal government is willing to match the outlay of the other two by coming up with \$20,000,000 as its share. An additional \$15,000,000 would come from Quebec and \$5,000,000 from Montreal. Canada will celebrate its 100th anniversary in 1967.

Stiffest competition for the fair is said to come from Austria, which has submitted an application on behalf of Vienna.

Miller Takes Helm of Tex. Fair Assn.

PALESTINE, Tex. — A Palestine man, C. O. Miller, has been elected president of the Texas Association of Fairs and Expositions. The action came as the association closed its annual convention in Dallas.

Miller, manager of the Anderson County Fair for the last 25 years, was vice-president of the association the past year.

He said fair and show representatives at the convention were virtually unanimous in the opinion that fair interest and attendance is on the upswing over Texas. Seventy-five fairs and expositions were represented.

PITTSBURG, Texas — Officers and committee chairmen of Pittsburg's annual Home and Sports Show met this week to formulate plans for this year's event, scheduled for April 7-9, a month earlier than last year's show. Neal Ray is show chairman.

Stock Show Opens Big

SAN ANTONIO, Tex. — San Antonio Livestock Show officials estimated a record crowd of 40,000 on the grounds Sunday (14), with more than 7,000 cars on the parking area.

For the first five rodeo performances there were 40,100 with a total ground attendance for the first three days of more than 75,000.

The show is being held here at the Joe Freeman Coliseum and opened Friday (12), and closed Sunday (21). Jimmy Dean and Betty Johnson are featured.

School Buys Fair Plant at Beaver Dam

BEAVER DAM, Wis. — Stockholders of Dodge County Fair Association here gave approval at a special Saturday (13) meeting of the sale of the fairgrounds to the local Wayland Academy for \$125,000 and to continue the fair at another site in 1961. Meanwhile, it will be permitted to use the present growth for the 1960 fair, cost free.

Under terms of the sale contract, signed November 12, 1959, an immediate payment of \$500 was made to the fair association. The agreement also provided for payment of \$9,500 upon the necessary stockholder approval, and payment of \$115,000 March 1.

It was also agreed that the fair association could remove all electrical equipment, rest rooms and office buildings from the grounds. All other facilities were to become the property of Wayland, but they were to remain intact until after the 1960 fair.

New Arena Planned

CASTOR, Alta. — Objective of the Castor Community Arena Association, a newly set-up organization, is the building of a covered sports arena this year. Officers are president, Dr. G. E. Foster; vice-president, Harry Dunkle; Glen Campbell, secretary; Raymond Wiart, treasurer.

N. Dakota Organizes For One State Fair

VALLEY CITY, N. D.—Organization of a Statewide committee to lay the groundwork for a single North Dakota State Fair was approved at a recent meeting here.

At present the State has three major fairs that carry the State designation in their titles—North Dakota State Fair, Minot; Greater Grand Forks State Fair and the Red River Valley State Fair, Fargo.

Invitations will be issued to organizations and associations interested in all phases of agriculture to appoint representatives to the committee.

Seventy-five representatives of breed associations, fair boards, crops organizations and others interested in agriculture, attended the meeting which was called by the North Dakota Farm Bureau. Ken

Balgeman, past manager of the South Dakota State Fair, Huron, was a guest speaker and reviewed the history and operation of that event.

Opinion expressed was that the establishment of a State fair to serve as a show window for agriculture and the selection of a site and the providing of funds is the responsibility of the Legislature. The Statewide planning committee will work with a legislative research subcommittee in preparing proposals to be submitted to the Legislature. At present there is no State support for any fairs in the State.

Among those speaking in support of the project were Ernest DeAlton, State supervisor of vocational education; Merrel O. Dahle, manager of the Minot fair; Clayton Paulson, legislator; Russ Meland, president of Stutsman County Fair; Clarence Olson, extension dairy marketing specialist; Al Dexter, Northern Pacific Railroad, and Clark Jenkins, Greater North Dakota Association, agricultural agent.

Next meeting will be held March 23 in Jamestown where the Stutsman County Fair and its secretary, A. F. Beanen, will be hosts.

Beatty Opens Miami Funspot

MIAMI — Clyde Beatty's new Jungleland seven miles north of here opened Sunday (14) to good crowds. The layout combines elements of a circus and zoo. It features Beatty's own animal act plus other circus turns in the twice-daily performances at the 1,500-seat open arena. When Beatty goes out with the Clyde Beatty & Cole Bros. Circus, other acts will substitute here.

First-day visitors included city officials from the area, representatives of the Miami Showmen's Association, former Ringling people and others. Movie star Gloria DeHaven, herself from a circus family attended. Wires were received from several TV people.

Mills to Open April 16 in Ohio

JEFFERSON, O.—Mills Bros. Circus will open April 16 in Ashtabula under auspices of the VFW, and with the show's annual opening day banquet between shows. Jack Mills announced that John Cramer, of Ashtabula, again would be chairman of the banquet committee. Cramer has been doing winter publicity for the show and getting a number of features in Ohio papers about the show and quarters.

At quarters here, Felix Greyson is superintendent of operations and Virgil Sagraves also is on hand. There are a number of working men getting the equipment ready.

Meadow Lake Renames Campbell

MEADOW LAKE, Sask.—B. I. Campbell has been re-elected president of the Meadow Lake Agricultural Society. Others re-elected were: W. Malcolm, Al Pierce and Fred Adamson, vice - presidents; Paul Saum, secretary, and Bill McCrae, treasurer. The organization is believed to be the only one of its kind in Western Canada that owns and operates its own livestock sales yard.

FERRY FORST JOINS RINGLING

NASHVILLE—Ferry Forst, illusionist, has joined the Ringling-Barnum circus for the new season. He is one of the two new acts that the show is importing this year. The other is expected to join at New York.

Wirth Renews Md. Fair; Sets Circus Route

Syracuse Shrine Caps Six-Week Tour in Spring

NEW YORK — Retaining of its Great Frederick (Md.) Fair grandstand contract and announcement of a six-week spring circus route are developments at the Frank Wirth agency office here. Winding up the spring season will be the Tigris Temple Shrine Circus, Syracuse, ending May 15.

Frederick will feature Wirth attractions for four days, September 27-30. There will be a revue and specialties for three days, with a special name feature on Friday, September 30.

Wirth Circus will open at Island Garden in West Hempstead, N. Y., April 1-24, a 24-day run which will day-and-date the Beatty-Cole, Ringling, and Hunt Bros. appearances in this area. Following will be Hartford, Conn., April 25 to May 1, Springfield, Mass., May 5-8, and Syracuse, May 10-15.

Indio, Calif., Fair Wins on Early Days

INDIO, Calif.—Attendance at the Riverside County Fair & National Date Festival, thru Monday (15), fourth of the event's first 11-day run which ends Monday (22), was 77,407. R. M. C. (Bob) Fullenwider, secretary-manager, said. Figure was up 4,784 over the same period in 1958, the last time the fair opened on a Friday.

The fair picked up 11,396 customers by opening on Friday (12), a school holiday. Altho Indio was the hottest place in the nation on Sunday (14), the attendance was 27,712, a neat figure following Saturday's 29,390. Temperature on Sunday was 78 degrees.

A new building, called the Taj Mahal, was opened for the first time this year and used to house agricultural products, principally dates.

Feature Pageants

Following its usual entertainment pattern, "The Arabian Pageant" featuring local talent was again being presented nightly. In the afternoon on the Pageant stage, "A Bit of Hollywood," produced by Jo and Newton (Carolina) Brunson of the Hollywood Theatrical Agency was presented for the 11th consecutive year. Featured were the Carlsson Musical Bells, Bill Dedrick's dogs and ponys, The Orwyns, Jack (Bobo the Clown) McAtee, and Al Lyons and his electric accordion.

During the horse show, held each afternoon, racing camels, ostriches were presented by Gene Holter. Holter also had an elephant ride and supplied the elephants, horses, camels, and cheetah for the pageant.

New also this year was the Casbah, an outdoor restaurant operated

by Frank Pipitone, who also has eating concessions at the Los Angeles County Fair. Warren and Flora McMenus operated a sit-down eating stand 80 feet long as well as the cafeteria. They also had peanut stands around the grounds.

The "Indian Village," operated by John Stainbrook, featured Pretty Star, All-American princess and Grosventre Tribe Montana Indians for its second year. Layout was 100 by 80 feet.

Bob Baker debuted his marionette show as an independent midway attraction here. His next booking is the National Orange Show in San Bernardino in late April.

Other fair midway attractions include Harry Flax with Hum-A-Tunes, Ed and Bert Lang with Mom's Aid baby strollers and wheel chairs, and D. B. Marshall with a display of The Lord's Supper.

Freedman Concessions, under the management of Morrie Levy, had the novelties on the independent. Dave Barham had the hot dog-

Advance Work Begun on '60 Mini Golf Tourney

ASBURY PARK, N. J. — Preliminary work is underway for the third Annual Miniature Golf Tournament, calling for the promotion to get started at Easter and run thru the entire summer season, coming to a fine-round climax September 10-11.

A substantial number of miniature course operators in the U. S. and Canada are applying for franchises to tie in with the promotion in their own localities this year. Exercising supervision is George Zuckerman of this city's Publicity and Convention Department, Convention Hall.

Zuckerman cited an encouraging number of renewals to date, in addition to inquiries and sign-ups by new operators. The promotion, which both stimulates business on the local level plus being of publicity value to Asbury Park, features a grand finals in which regional champions compete. The

participants who play in the finals receive an all-expense trip and accommodations to a leading resort hotel here, with a foreign sports car going to the winner.

Franchises on an exclusive basis are available in areas where no franchises have yet been issued. Benefits include a device to obtain local and regional publicity. Top finishers in the boardwalk finals were Brian Boor, a Toledo, O., student, in 1958, and Raymond Paige, a film technician from South River, N. J., in 1959.

Show Firms In Profusion At Pa. Meet

HARRISBURG, Pa. — Amusement and supply people threatened to outnumber fair people at the annual meeting of the Pennsylvania State Association of County Fairs. Turnout of commercial people has been growing steadily over the years. A partial list follows:

Cetlin and Wilson Shows, Eddie's Exposition Shows, Amusements of America, Reithoffer Shows, How - Reit Shows, Penn Premier Shows, Smiley's Amusements, Prell's Broadway Shows, M. D. Amusements, Morris Hanning Shows, Stanley's Rides, Roxy Gatto Amusements, Ken Penn Shows, Marks Shows, James E. Strates Shows, World of Mirth Shows, Thompson Bros. Rides.

Also, Active Bazaar Company, W. A. Griffiths Shows, Lefty Billett Rides, Al Boxall's Bingo, Ben Weiss Bingo, Al Dorso Bingo, Paul Botwin Bingo, Jack Garrahan Arcades, Sam Nunis Speedways, Bob Norman Cookhouses, Henry Vonderheid's Animal Exhibits, Little Augie Dentinger, Henry Theodor Concession Supplies, Pepsi-Cola, Eureka Tent, Atwood Tent, Tony Vitale Fireworks, Spencer Fireworks, Star Fireworks, Posters Inc., Triangle Poster, M. R. Levy Distributors.

Also, GAC-Hamid, Ice-A-Rama, Port Clinton Majorettes, Barnes-Carruthers, Ward Beam Agency, Rooke & Rose Agency, Wrestling Inc., Grand Ole Opry, Charles Peterson Attractions, Batman Theatrical Agency, Klein's Attractions, Ray Beaudet Attractions, Willard Alexander, Inc., Will Groff Agency, Joie Chitwood Thrill Show, Tournament of Thrills, Rotroff International Thrill Show, Jack Kochman's Hell Drivers, Lucky Hell Drivers.

Also George Handy Sound, Webb Sound, Rodgers Sound, Norfolk Tent and Awning, Gladys Supply Company, Charles Lenz Insurance, John Lempart Supplies, Sam Nunis Speedways, Lou Kane Cafeterias, Art Hertzog, the Baked Potato King, John McCormick, Gabby, Doubles, Harry Modelle, Bernard B. Allen, Frank Rappaport and Wife, Mr. and Mrs. F. E. Spain, Ben Herman, and others.

Boat Show Draws 23,000 at Spokane

SPOKANE—The 1960 Spokane Boat Show at the Spokane Fairgrounds attracted 23,000 visitors and resulted in the sale of several hundred thousand dollars' worth of boating equipment, according to Manager Wally Vawter. The Spokane Outboard club was sponsor.

Show hours were from 1 to 10 p.m. February 10-14. Tickets were scaled at 75 cents for adults and 25 cents for children. Exhibits included 130 boats. A jet-propelled speed boat got considerable advance publicity in local newspapers. Swim suits and boating wear were displayed in a daily fashion show. Given away were an inboard motor daily and a boat at the end of the show.

Edson, Alta., Plans Fall Fair Rodeo

EDSON, Alta.—Plans for a rodeo in August are being made by the Edson Rodeo and Exhibition Association. Brahma bulls will be used for the first time and chariot racing will be presented on the race track, to be built this year. The corrals, seating and parking facilities will be improved and provision of a permanent water supply at the rodeo site will be made.

on-a-stick and Fred Merkle the fudge concession.

Fair Time Shows, Inc., headed by Olivia Waldron, president, was featured for the first time on the midway.

4 Shows at Skowhegan Top Wagner Fair List

PHILADELPHIA — Four performances covering two days at the Skowhegan (Me.) State Fair are announced for Buddy Wagner's Auto Capades thrill show. Wagner is again touring Rambler equipment and featuring the auto cannon.

Dates so far include 56 fairs along the Eastern Seaboard and in Ohio and Michigan, press agent John Purtill notes. Total number of shows will exceed 100 when still date bookings are completed. Opening is June 1 on Long Island and final date is October 8 at the Southside Virginia Fair, Petersburg, Va.

The Skowhegan date is the most rewarding one listed, resulting in an added three shows after excellent business on opening night in 1959.

Hank Thompson returns as track manager, along with stunters Dick Cobb, Jack Robinson, Bobby Lynch and others. Denny Dearborn is in charge of advance promotions for the second year.

EVANS ITEMS GO TO MUSEUM

MILWAUKEE — Merle Evans, circus bandmaster, has presented a uniform and a coronet to the Circus World Museum. He gave the items to C. P. Fox, director of the museum, at ceremonies in a Milwaukee high school where he was a guest conductor.

Winkley Bows At Shreveport

SHREVEPORT — Frank Winkley's Auto Racing, Inc., will kick off its auto race season with a still-date stock car race here April 3. Event will be held at Louisiana State Fairgrounds and will again be billed as the "Pelican 300."

FAIR MEETINGS

Midwest Fair Association, Hotel President, Kansas City, Mo., February 26. Maurice E. Fager, Mid-America Fair, Topeka, Kan., secretary.

Association of Connecticut Fairs, Town Hall, Columbia, April 9. J. C. Bartlett, North Haven, executive secretary.

TALENT ON THE ROAD

Chicago Sports Show Announces Talent List

CHICAGO—Tom Durant, producer of the February 26-March 6 Chicago Sportmen's and Vacation Show at the Amphitheater, has listed talent for the arena show. Included will be two tree-climbing champs, Mal Harret and Harold Johnson; Joe Bodrie, billed as the fastest gun alive; Bruce Randall, Mr. Universe; Ann Marston, archery champion; Loreli Armstrong, retrieving dogs; Ebert Peck, Dalton Peck, Joe Podgorski and Frank Peloquin, log rollers; Don Allen and Joanni Salvato, bait and fly casting, and the Tahitian Ceremonial Dancers. Benny Sharpe's ork will cut the show. . . . "Jubilee U.S.A." star Red Foley was set for the Monday (22) Jack Paar opus.

When Roy Rogers plays his six-day indoor date at the Calgary Exhibition and Stampede this year he'll also be the official guest of honor for the week and will serve as grand marshal of the traditional opening-day parade, one of the highlights of the week. . . . The Three Browns, who have been playing fairs and allied dates, were made official Arkansas Travelers recently by Governor Faubus of that State. They're originally from Little Rock and were at the recent fair meeting there. . . . Homer and Jethro are set for the Cedar Rapids (Ia.) Home Show, April 21-24, and the Potsdam (N. Y.) Exposition, May 20-22. Among their fair dates are an August 8 appearance at the Altamont, Ill., annual and a single one at the Milledgeville, Ill., event on August 14. Candy Candido will play August 8-9 at Altamont, and the Chordettes are set for a return engagement at that Illinois county fair. Leon McAuliff and Claude Gordon and their orks will share days at the latter fair.

TV SHOWCASE: Minnie Pearl will, guest on the February 25 Tennessee Ernie Ford colorcast. . . . Tommy Sands, Hugh Downs and Maureen O'Hara have been added to the talent line-up on the February 23 Ford "Startime" seg. Set earlier were Ethel Merman, Singer Lauri Peters and dancer Paul Wallace will perform. . . . Perry Como's guests on February 24 will include Mills Brothers, Kay Starr, Bert Lahr and Ann Bancroft. . . . The same night the Pontiac "Star Parade" will have Tony Randall, Tammy Grimes and Beatrice Lillie, among others. . . . Buffalo Bills have been added to the line-up of the February 26 "Telephone Hour" along with thrush Barbara Cook. . . . Steven Allen has invited Martha Raye to his February 22 network hour. . . . Victor Borge and Jane Powell are advance bookings on the March 18 Pontiac "Star Parade" program. *Charlie Byrnes*

Foley Unit in Rodeo Debut; Cornell-Aherne Set for N. Y.

NEW YORK—Marcello Moretti, leading player of Milan's Piccolo Teatro, stars in the American debut February 23 at the City Center. American tour is arranged by Jerry Hoffman. . . . Joe Phillips and his horse Smokey are in the new Radio City Music Hall stage revue in New York, other being Lucille Kailer, soprano, and Bill Ryan, vocalist. . . . Pavel Lisitsian, leading baritone of Russia's Bolshoi Opera Company, will make a limited concert tour of the U. S., highlighted by a performance with the Metropolitan Opera Association in New York on March 3. Columbia Artists Management is handling the tour. . . . Red Foley's first rodeo date is July 19-23 at the Snake River Stampede, Nampa, Idaho, manager Jim McConnell advises. Also in the "Jubilee USA" unit are Slim Wilson's band, comics Uncle Cip and Shug Fischer, Norma Jean, the Promenaders with caller L. D. Keller, and Sally Foley, Red's wife, guesting when possible.

Pat Carroll of "Keep Talking" makes a Revlon Revue TV showing on February 25. . . . Bert Parks will emcee the Ringling Circus TV show, taped at the Greensboro, N. C., War Memorial Coliseum, for Top Value Stamps. Telecast is set for May 27. . . . Baritone Igor Gorin will be in Ogden, Utah, in July for his 10th summer as Brigham Young in the musical spectacle, "All Faces West." He has dates ahead with the San Antonio, Hartford and Fort Worth opera companies. . . . Katharine Cornell and Brian Aherne bring their two-character show, "Dear Liar," to New York's Billy Rose Theater March 17-April 30. They will have played in 64 cities over two seasons, before hitting Gotham. *Irwin Kirby*

Bill Would Wipe Out Tariff On Show Animals and Birds

WASHINGTON — Carnivals, circuses, wild animal farms and other branches of show business using animals will be granted a tax break, if Congress looks favorably on legislation introduced last week, by Reps. James B. Utt and Charles M. Teague, both California Republicans.

Their proposals (H.R. 10473 and H.R. 10466) would allow "free importation of wild animals and wild birds which are intended for exhibition in the United States," whether intended to be "used by

the importer himself or for sale for such purposes."

Presently, only zoological collections—such as public zoos where no admission is charged—are exempt from payment of the tariff. Current tariff rate on live wild birds valued not over \$5 is 21 cents for each bird. If the bird is valued at over \$5, the tariff is 10 per cent of the value. Rate on live wild animals is 7.5 per cent of their value.

Proposals were referred to the tax-writing House Ways and Means Committee for study and comment.

NEW ACTS, IMPORTS

Hamid-Morton Circus Debuts New Version in Milwaukee

By TOM PARKINSON

MILWAUKEE—George Hamid set out to make the Hamid-Morton Circus all new this year and he has done just that, presenting a performance that is as unlike previous editions as can be. There is plenty of fresh talent here, not only many acts new to this route but also several turns new in this country or anywhere.

Up for top attention are the George Hanneford Jr. troupe in its new bareback act; Evelyn Currie with her new cat act; a new cannon turn, and a new troupe from Germany.

George Hanneford Jr. comes thru with an act with pretty horses, beautiful wardrobe and capable riding. The act will be welcomed by producers finding it more and more difficult to locate good riding acts. The young people in the act open with three girls in principal riding. There are jump-ups, rope-jumping, and jockey riding. Features are a somersault on one horse to the horse behind. His comedy is adequate and will pick up as he relies more on his own ideas.

The Currie animal display starts when Senor Roberto and three young lions bat each other around the cage. They wrestle and scuffle in a manner that looks playful. Then Evelyn Currie takes over with full-grown lions and a tiger. She gives the act good appearance and it starts off with Evelyn and a lion lying down together on a swinging platform. The lion later takes a single swipe at her, but generally there is no fighting in this act. The single tiger jumps thru a fire hoop. Then she and three lions lie down together. There is a bar jump for the cats as they run to the exit.

Monte Blue Guests

At Milwaukee the show was preceded by Monty Blue, veteran movie star now in some TV Westerns. His appearance was set by the Shrine rather than the show. Blue got off a nice bit about how audiences trained on TV have forgotten how to applaud.

Hamid-Morton gets started with a spec that includes three very small tractors, each pulling a small float carrying a girl or two and de luxe wardrobe. It's a good effort at giving an indoor show's spec some production and variety.

First display has two casting acts, the Ivanoffs in an adequate act on one side, and the Dagyars (5), German import, in the other. The Dagyars is a second act and it is a combination casting and trampoline turn. Then comes the Currie Cats.

51,600 Paid For Long Is. Boat Show

WEST HEMPSTEAD, N. Y.—The nine-day Marine Recreation Show At Island Garden Arena pulled 51,600 paid admissions to its third edition, which ended Sunday (14). There were 218 booths for exhibitors plus eight in a generally unused area behind the bleacher grandstand. Eighty-eight boats were shown, plus accessories. Gate admission was \$1 for adults and 50 cents for children. Promoter is Russ Crandall of Roosevelt, N. Y., publisher of Sportsman's Life, formerly Fishing in Long Island Waters.

Aerial Stylites and the Aerial Lees work next. The Lee number is Bob Atterbury's and it utilizes double traps and an aerial ladder. Gabby Wendt is working the Stylites number with LaGay Frazier subbing for his wife, Kitten, who fell recently. The aerial perch number, with a variety of suspensions and spins, comes off well after a minimum of rehearsal. The substitute also worked with Wendt about seven years ago. Kitten Wendt is expected to be on the show, but not working, in about two weeks. Clowns follow this aerial display.

The Georgians, high perch act of the Hannefords, is strong. They use Indian wardrobe and unique styling. The off-center perch with George and Vicki Hanneford opens the turn and later there are double revolves on a different perch pole. At each side of the Georgians is a one-finger-stand act. One is Eric and Company, working on a low base for the stand and picking large prop flowers as he revolves on his finger. The other is the Great Barton, working on a high base and switching from finger stand to ladders and other balancing.

Roland Tiebor and his Seal have brilliant wardrobe and their bright plastic props are nice. Seal does balancing while blindfolded and while standing on one forefin. Good visual trick has the seal in a one-flipper stand on a revolving platform. They wind up with playing "America."

Barnett, Frielanis

Bobo Barnett arrives in his tiny car and unloads not only himself but also an assortment of dogs, a skunk and a suitcase. The guy is great for getting audience reaction and laughs. His comedy with a horn is good but the trumpet solo that follows is extra.

Six Frielanis offer their top-grade bike riding. The boys do a three-high on a bike, with the top mounter in a hand stand. There is a choice assortment of other cycling by this good looking and well-wardrobed troupe. They close with

six people four-high on a bike. Clowns follow.

Great Reno is an importation who works on the track to leap over about eight people, then an elephant and finally a car with a flaming bar on top.

Dog display has Sonny Moore at the center for an act that's fast, funny and full of feigned confusion. At the sides are dog turns of clowns Bill Brickel and Hal Havirland. Clown car bit follows, using some 30 kids. Aerial ballet has 10 girls on webs, with wardrobe looking good, and at the center, Gretha Frisk in well-performed single trap act marked by good catches and toe hangs.

The Rudynoffs have the next display. For the season this will be a three-ring number, but here, because of the illness of Rudy Rudynoff Sr., it was combined into a single ring. Mrs. Rudynoff, Rudy Jr. and Barbara Rudynoff present their excellent horses well, and back in three rings it will be a standout.

Spins 32 Plates

After clowns comes Borjeva for plates spinning. The act differs from other spinners in that there is suspense but no plate breaking and in place of a dozen or so plates he keeps 32 spinning on the sticks.

Flying Malkos, with a new flier, look sharp and have the act flashed with a red net. They do a double, follow with an announced flivus and close with a passing leap.

Hamid-Morton Elephants (3), worked by Al Vidbel, include one that is painted with Oriental markings. Shirley Peterson fronts the act.

Rodos Troupe of eight girls and two men marches in with a flag drill and switches to ground tumbling and acrobatics, with touches of knockabout comedy. Windup has girls doing stunts over a banner that a man in the center waves. This act is new in the country, and it is followed by the Hanneford riders.

Triska troupe on the high wire *(Continued on page 63)*

FOLLOWS WEST COAST DATES

Dallas Fair on Route Of 'Flower Drum Song'

NEW YORK — "Flower Drum Song," the Rodgers and Hammerstein-Joseph Fields musical comedy, will end its run on Broadway on May 7. The elaborate show will be played this summer in Los Angeles and San Francisco as part of the Civic Light Opera Association's program. It will open in Los Angeles June 6 following an engagement in Detroit.

The St. James Theater, where "Flower Drum Song" opened December 1, 1958, will have played host to the musical for 75 weeks and 601 performances.

Following its summer run in Los Angeles and San Francisco it will be an attraction at the Dallas State Fair in the early fall. A Chicago run will follow. Pat Suzuki, Juanita Hall, Key Luke and Ed Kenney head the cast in their original roles, and will play for Edwin Lester in both Los Angeles and San Francisco. Others featured include Jack Soo, Cely Carrillo, Larry Leung and Anita Darian.

Because of the difficulty of finding experienced Americans of Oriental descent for "Flower Drum Song," there has never been more than one company here. After

searching in Europe, Canada and the U. S. a London company has been assembled and goes into rehearsal to open in Great Britain on March 24 at the Palace Theater. Recordings of the score have been popular in Europe.

Canadian Plans New Copter Ride

EDMONTON, Alta. — Peter Jacobs, owner of Jaycopters, Ltd., here, has started construction on two captive helicopters designed for amusement ride purposes.

The Jaycopter is a device used in training of helicopter pilots by letting them fly from the safety of the ground. It has propellers to provide lift and control and the device is attached to a 78-foot boom atop a 25-foot fulcrum. The devices have a 100-foot diameter range and a ceiling of 76 feet.

The first training Jaycopter built by Jacobs cost \$50,000, but the future price is expected to be \$35,000. Those planned as rides are expected to sell for less than the latter price.

Royal Danish Ballet Aimed At N. A. Tour

NEW YORK — A mid-August debut in San Francisco is projected for a tour of the Royal Danish Ballet, being imported under the Columbia Artists Management banner. The Danish company will give about 60 performances from coast to coast in major metropolitan areas. Details of the tour are still being worked out.

According to Columbia's Leverett Wright, the group is the oldest ballet theater in existence today, having been founded in 1748. It has appeared outside of Denmark in 1953 at the London coronation of Queen Elizabeth, and in 1956 with an 11-city North American tour. The company will present about 130 performers, in a repertoire from classical ballets to works of 20th century choreographers.

Edmonton Plans New Covered Arena

EDMONTON, Alta.—A concert to raise funds for a proposed covered arena on the city's southside was presented in Jubilee Auditorium Tuesday (9) with the Ames Brothers and vocalist Tommy Edwards topping the bill. Several service clubs are out to raise \$100,000, which will be matched by the city. The rink will have an artificial ice plant and seating for 1,000 spectators. It will be used for skating, hockey, roller skating, badminton and other sports.

Rhodes Charts Walk-Arounds

CRANSTON, R. I.—Rhodes-on-the-Pawtuxet has booked a series of events for the winter and spring under the direction of Rhodes Exposition Corporation. Dates include a home show, February 24-28; farm show, March 10-13; sports, vacation and boat show, March 17-20, and business show, April 26-28. Acts are being booked thru Abe I. Feinberg, of New York. Manager of the building is Mike Stanzler.

Hurok's New Red Dancers In Met Debut

NEW YORK—As the tour of the Georgian Dancers shapes up at the Hurok office, the previously announced New York opening March 27 (The Billboard, January 25) will be preceded by a single performance at the Metropolitan Opera House on March 20. The troupe will move a week later into Madison Square Garden for a four-day engagement beginning Sunday evening, March 27, and running thru Wednesday evening, March 30.

The troupe of 60 is presented under the Cultural Exchange Program between the United States and the Soviet Union. A contingent of male soloists from the company performed here last summer as part of the Russian Festival of Music and Dance in Madison Square Garden.

The program here will be essen-

Harold Weston Named Mgr. At Lafayette

LAFAYETTE, La. — Harold Weston, formerly at the Shrine Auditorium, Billings, Mont., has been named to manage the new auditorium at Lafayette. He announced that the new building is expected to be completed by the end of this month.

Mardi Gras festivities will open the building's schedule of activities. Facilities include 2,500 seats in the main auditorium and a 90 by 108-foot convention hall. The convention hall is intended to accommodate 1,500 chairs or facilities for 750 banquet guests. The architect was A. Hayes Town, of Baton Rouge.

Town, Fair Mull Arena

VEGREVILLE, Alta. — Town council and the Vegreville Exhibition Association are studying the prospects of building an arena. If a decision to go ahead is made, the structure would likely be built on the fairgrounds and the financial assistance, customarily given agricultural fairs would be sought from federal and provincial governments.

tially the same as in London, where the Georgians performed recently. It includes ceremonial dances, mime dances, ritual dances, barbaric war dances and others. Labeled the Georgian State Dance Company, it comes from the area south of the Caucasus. A 20-city tour covering 10 weeks is planned.

ARENA, AUDITORIUM NEWSLETTER

Flower Show Opens

By TOM PARKINSON

THIS WEEK SEES THE ANNUAL Des Moines Home and Flower Show in full bloom. Veterans Memorial Auditorium is bright with flowers and shrubs, fountains and waterfall, homes and gardens. Frank Dubinsky, show manager, has 46,000 feet devoted to home and flower displays and there are 50,000 square feet of booths in the exhibit halls. Dubinsky has reported that \$45,000 was spent on the displays. The show is expected to draw more than 80,000 people. Getting it in and open on time was no small trick on the part of the building staff. Veterans Memorial had 7,500 basketball fans for a Drake-Bradley game on Saturday (13) and on Sunday (14) there were 2,500 hockey fans for the afternoon. But by 9:30 p.m. Sunday the dashers, ice and risers had been cleared out and work could start on moving in the home and flower show, including a \$50,000 show home in the arena.

New York Opera Features USA Series, Goes on Road

NEW YORK CITY OPERA Company completed Sunday (21) its schedule of 13 performances in 11 days at the New York City Center. It now launches a road tour that will last until March 26. The New York run was the third "Panorama of Opera, USA," and included performances of "The Cradle Will Rock," "Susannah," "Street Scene," "The Ballad of Baby Doe," "The Consul" and "Six Characters in Search of an Author." The road tour will include New Brunswick, N. J., (23); Baltimore (25); Philadelphia (26); Washington (27-29); Huntington, W. Va., March 1; Lafayette, Ind., March 3; Chicago, March 4-6; East Lansing, Mich., March 7-8; Columbus, O., March 10; Cleveland, March 11-12; South Bend, Ind., March 13; St. Louis, March 14-15; Cincinnati, March 16; Bloomington, Ind., March 17; Detroit, March 18-19; Rochester, N. Y., March 21; Syracuse, March 22; Boston, March 23-24; and Hartford, Conn., March 25-26. Julius Rudel is the general director.

Benny to Appear in Honolulu; New Trainer for Retrievers

HONOLULU SYMPHONY ORCHESTRA becomes the latest to benefit from an appearance of Jack Benny. He will appear March 20 for the Island Orchestra Fund. In the past he has helped raise a total of \$1,900,000 for symphonies at San Francisco, Los Angeles, Chicago, Philadelphia, Oklahoma City, New Orleans, Toronto, Kansas City, St. Louis, Rochester, N. Y.; Detroit and Washington. . . . Following the death of Swede Fuller, animal trainer, John Herriott has been named trainer for Swede Fuller's Golden Retrievers, sports show act which also is booked for RCA rodeo. First appearance will be at the Ohio Valley Sports and Vacation Show in Cincinnati, opening February 28. . . . Pat Lundy, hockey player and manager of the Exhibition Stadium at Regina, Sask., recently became the first player in the league to score 100 goals. . . . Tentative dates for "Ice Follies" at Portland (Ore.) Memorial Coliseum are May 2-7, 1961.

Promotional Gamut Assists Hollywood, Fla., Home Show

A FULL COMPLEMENT of promotional extras assisted Al Stern in drawing 35,000 persons to the fifth annual Home Show at Hollywood, Fla., early this month. Once Stern had the mayor cut the opening ribbon, and in subsequent years he had it done by a chimp, a diving horse and an Indian with an alligator. This year it was to be done by a seal, but the animal merely darted under the tape. Stern set up a beauty parlor and modeling school. The beauty parlor gave free hairdos and facials from 2 to 5 p.m. daily, and about 500 women took advantage of this. The modeling school had a fashion show several times daily. There were a few acts at the show to keep the stage occupied from time to time. A dog show was for longest, smallest, best dressed, etc. Since this was the fifth show, Stern had a contest among five-year-old children and 40 took part. A teenager was selected as Home Show Queen; others were named to represent cities in the county. In one of two landscaped areas was a 50-foot palm tree, which the exhibitor succeeded in selling at the end of the show. Another exhibitor sold a \$2,500 boat off the floor. There were 60 exhibitors in all and the show was sponsored by the local Pilot Club.

Carpenter Starts Production on '60 Speedway Racers

OMAHA—The 1960 models of the Power-Mij Speedway Racers have been in production since February 1, James D. Carpenter, owner of Carpenter Amusements, Inc., announced. Production of last year's models stopped in October, 1959.

Added to the line this year is a portable track enclosure and a trailer designed to haul both the track and cars, Carpenter said. Production facilities have been increased greatly and improvements

Fernie Arena Opens

FERNIE, B. C. — The new Fernie Arena, costing nearly \$290,000, was officially opened Sunday (31). It replaces one opened in 1952 and destroyed by fire in February, 1959. The insurance settlement was in the neighborhood of \$200,000. The rest of the money for the new building will come from service clubs, individuals, fund-raising events and the city coffers.

on the 1960 cars include a Continental cast-iron engine, pneumatic tires with ball bearing wheels, automatic clutch, heavier axles and sealed ball bearing drive.

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AMUSEMENT PARK OPERATION

East Tincup Theme Spot Sets May Opening in Denver Area

DENVER—East Tincup, amusement enterprise now scheduled for a May opening, is interviewing ride operators and concessionaires who may be interested in setting up equipment in the park. East Tincup until now has been a mythical creation patterned after an old Colorado mining town and used as a setting by Pete Smythe, Denver radio and television personality. Site of the town is 12 miles west of Denver, just one-half mile east of the multi-million dollar Magic Mountain, also under construction. A town of 1880 vintage is being set up on the site and admission will be charged. It will include Centennial Village, a Colorado Centennial celebration attraction formerly located in Denver's Civic Center, now relocated at the East Tincup site, and a three-story re-creation of the city's famed, old-time Windsor hotel. Present plans call for an admission charge to the area and the upper floors of the hotel which will be made into a museum. There will be no charge for admission to an old-time general store and the ground floor of the hotel museum. Associated with Smythe are Willis Weber, who purchased the village when the State's year-long Centennial event was over, Denver attorney Arthur S. Bowman and D. Nolie Mumey. The town is being constructed on land owned by Smythe, Bowman and Mumey.

New Niagara Area Themester A-Building; Debuts in June

A NEW THEME PARK on a 140-acre area just outside Buffalo will get under way in February. To be called "Fantasy Land," it will be part of a \$2,000,000 recreation center overlooking New York Thruway off Exit W-19. Completion is expected in June. Rest of the complex will include a luxury resort hotel, domed swimming pool and other units. Fantasy Land, Inc., includes a group of Buffalo businessmen, with Jerry and Sidney Birzon as spokesmen. Contract for the design work is awarded to Richard B. McFadden, who has severed his relations with Allan Herschell Company to open a park consultant and factory representation office. The park will occupy 25 of the acres with numerous nursery rhyme and other buildings. There will also be a ride area. Land is leased from Grand Island Development Company, which will develop the hotel.

State to Run Squaw Valley

CALIFORNIA'S STATE PARK commission has voted to take the Squaw Valley area into the State park system. The site of the winter Olympics is expected to return from 50 to 60 per cent of its operational costs. The State also plans to buy the ski lifts now owned by Alec Cushing, the man who brought the Olympics to the area.

O'Dorisio Heads POP; Plan April 9 Opening

SANTA MONICA, Calif.—Ben A. O'Dorisio has been named president and general manager of Pacific Ocean Park. April 9 has been set as opening day for 1960. A decision on admission policy is yet to be made.

John M. Morehart, whose Morehart Land Company purchased the

stock from Columbia Broadcasting System and Los Angeles Turf Club, is chairman of the board; William H. Jaynes, executive vice-president, and Howard Thomas secretary-treasurer and controller. Jaynes is also associated with Morehart outside the park. Joseph E. Rawlinson is the attorney and accountant for the park, and Robert Magdalen is attorney.

O'Dorisio and Jaynes were associated in the park operation at the outset. Jaynes left to join Morehart and has now returned to active participation in the park's administration.

Zoo Chief Re-Elected

CALGARY, Alta.—Lars Wil-lumsen has been re-elected president of the Calgary Zoological Society. Also returned were Howard Morton and John Ballem, vice-presidents; James Wordie, secretary, and Mrs. Pearl Zeimer, recording secretary. Ross Henderson was named treasurer, succeeding W. B. Trotter.

In his presidential report, Wil-lumsen stressed the need for additional land for Calgary's Zoo. Conditions are so crowded, paddocks for hooved animals—deer, elk and moose—have been eliminated and the population of these animals cut down, he said. Assurance that the land needs of the zoo will be looked after was given by a city representative.

Clyde Seek Named Manager At Long Beach

LONG BEACH, Calif.—Clyde Seek has been named general manager of the Long Beach Amusement Company, Inc., here, Dr. Frank E. Stanton Jr., president, said.

Seek joined the organization approximately 10 years ago and has served as both auditor and controller.

Ron Maury has been named public relations director replacing Fred J. Schwankovsky, who resigned. Stanton said Carl Brown and Cliff Harrison were again appointed to head the security and maintenance departments, respectively.

Motel Chain Buying Trains From Herschell

PHOENIX, Ariz.—The Del E. Webb Motor Hotel Company has completed installation of Allan Herschell "1865" adult miniature trains in both the Del Webb Hiway House in Phoenix and their Hiway House in Tucson, Ariz. Both trains are to be used as free attractions for motel patrons and as transportation to several areas of each motel.

Since the motels are in an early American motif, the Allan Herschell "1865" miniature trains were selected. Present plans include adding several of the miniature trains to other units of the motel chain.

N. Y.'s Roxy Will Become Hotel-Garage

NEW YORK — Another talent outlet, the famed Roxy Theater, will be denied to variety and circus acts soon. The Zeckendorf hotel chain has bought it for \$5,000,000 and will tear it down and erect a 900-room, 600-car garage addition to the Taft Hotel. Demolition will get under way after the March 23 closing date. With the Paramount and Palace Theaters having abandoned their vaudeville policies, this leaves Radio City Music Hall as the only film house using acts.

The Roxy was opened in 1927 and, with its 5,700 seats, was the largest theater in the world. It stands at Seventh Avenue and 50th Street. Construction cost was \$11,000,000. During its life virtually every kind of act appeared on its huge stage. This Wednesday (24) it will start running twin bills of film classics—but no acts—for its final weeks. First double-feature is "On the Waterfront" and "The Caine Mutiny."

San Antonio Okays One Pyro Display

SAN ANTONIO, Tex. — The San Antonio City Council has scrapped an anti-fireworks policy that it adopted last year.

It approved an ordinance authorizing Jimmy Johnson to conduct a fireworks display on the Fourth of July at Playland Park. The council said it would not issue any additional fireworks displays within the city limits.



"our 2 helicopters are much beyond expectations"...

... F. E. Gooding

Allan Herschell Company
104 Oliver Street
North Tonawanda, New York

Gentlemen:

We have just closed another successful season and feel sure you will be interested in an expression from us regarding the two new Helicopter Rides which we purchased and operated this year.

These two Rides enjoyed a splendid business and were free from mechanical defects, likewise very safe. We had no accidents of any kind during the entire period of operation. Another important factor regarding the Helicopter is the easy manner which same can be erected, dismantled and moved; it is very portable.

The Helicopter Ride is much beyond our expectations, especially in one respect. When we purchased same it was my impression that it was pretty much a Kiddie Ride, but soon discovered I was mistaken, for at many of our dates we enjoyed a gross income equal to the majority of our Major Rides.

I can honestly say that the Helicopter Ride is another fine contribution by the Allan Herschell Company to the Amusement Industry.



Sincerely yours,
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F. E. Gooding, President

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- Boost attendance and publicity.

MINIATURE TRAIN DIV.

ALLAN HERSHELL CO., North Tonawanda, N. Y.

Boom-Boom Browning Named Bandmaster of Beatty-Cole

DE LAND, Fla. — William (Boom-Boom) Browning has been named bandmaster of the Clyde Beatty & Cole Bros. Circus for the coming season. He has been with the show as a sideman and pre-

viously he has been with bands of other major shows.

Work of readying the circus was stepped up at the quarters here last week, when a night crew was added. Six new tractors have been added along with three semi-trailers. A new seat wagon has been constructed to use the added space in the larger big top being built for this year. The top, a 140 with three 40s, will have flexible cable built into it.

Quarters bosses include Bob Whatley, carpenter shop; A. Lee Hinckley, painting; Bill Gheen, boss mechanic; Thomas (Kilowatt) Fitzpatrick, electrical department; Tommy Clark, props. Whatley is assistant to Canvas boss George Werner, and both T. J. Cooke and J. T. Johnston are aiding Gheen.

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For several Cristiani Bros.' Circus Midwestern dates. Call

TOM PARKER

Division 4-2370, Milwaukee, Wis., or write 20 E. Jackson Blvd., Chicago 4, Illinois.

3—PHONEMEN—3

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J. F. SHAFER

MEIrose 9-6491, days; CHapel 3-0054, nights; 241 E. Ohio St., Indianapolis, Ind. (No collects.)

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No collects, please.

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\$150 week up for good men. We pay off 100% daily. UPC's and banners. Our top man made close to \$250 last week. We pay 30% for \$600 and up collected weekly business. Top sponsors. All carded. Towns around Newark, N. J. Fine territory; not overworked. LES HARRIS, Capital 6-8827. No collects.

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(2) PHONEMEN

Tickets and ads for Sheriff's Safety Show. Office ready, season's work.

BILL COYLE

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Phone: Auburn 2085 Auburn, Ind.

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Cox Suspended After Detroit Show Success

DETROIT — More turmoil struck the Detroit Shrine Temple on the heels of its highly successful circus. Chester H. Cox, new recorder and circus chairman, was suspended by the imperial potentate in a letter dated February 4 and post-marked February 16. Thus it was delayed to arrive after the circus closed Sunday (14). At the same time a Detroit Shriner and newsmen was reprimanded by the national chief of the Shrine for having published a story about the trouble within the temple.

The Detroit Shrine Circus played to heavy business throughout its run, marking up large increases over last year's business.

'JASBO'

Rodeo Clown Life Detailed In New Book

NEW BOOK in the rodeo field is "Jasbo," the story of Ralph C. Fulkerson, rodeo clown. The book is written by Wayne Ingram and Jane Pattie, and published by the Naylor Company, San Antonio, at \$3.50. There are 89 pages and several photographs.

The biography is one accident after another, rough and tumble story of the rodeo clown's injuries with horses, bulls, the barrels of his trade, automobiles, even plane crash, and finally a fatal truck accident. For those who knew Jasbo, this book will hold interest.

For those who know rodeo, there is interest in that it mentions such people as Verne Elliott, Jim Shoulders, Leo Cremer, Andy Womack, Everett Colburn, Casey Tibbs and Gene Autry. There also are references to Madison Square Garden, Fort Worth's North Side Coliseum, Boston Garden, Colorado State Fair, Calgary Stampede and other rodeo landmarks.

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Opening Ft. Wayne, Ind., Feb. 22, for Lions Club. Circus banners and UPC's. Pay daily. Can also use men for Ohio dates. Steady work all season. No advances or collects.

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3 PHONEMEN

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CIRCUS TROUPING

By TOM PARKINSON

SIDELIGHTS ON THE NEW Ringling-Barnum show train are turning up. They are painted with the show title in large block letters on a red and black background in a style not unlike that on the bill car in the past. Paint job eliminates the "and" between the two halves of the title. Some cars carry lettering about the show's new home base at Venice, Fla. Side doors on the two elephant cars have been cut higher to allow clearance for the big ones. Inside of the two bull cars have been cleared of anything the animals might yank out. Cars are being refitted for heating, not a difficult job since they were heated when the Army had them. Stencil was made for painting the globe background and "Greatest Show on Earth" trade-mark. Three cars were painted before it was discovered the word "earth" had been misspelled on the stencil.

At Milwaukee the Hamid-Morton show made headlines when some of the acts weren't located in town until just before rehearsal time and when a girl in a new act became ill. This pace kept up when Evelyn Currie's tiger seemed to catch fire once when it leaped thru a fire hoop. Senor Roberto suffered burned hands in extinguishing the blaze. Reason for the accident, which caused no injury to the tiger, was that the fire department had required the act to use a different kind of fuel can for the hoop.

Bertram Mills Circus of England will be shown in a television "spectacular" to be aired March 31 by the ABC network. It was filmed recently in London, and it is to include scenes of the Schumann horses, Aerial Hustris, a tiger act worked by Charles Baumann, and the Carolis' bareback riding, among others. Joe E. Brown, a former circus performer himself, will take part in the show. London crowds mobbed him for autographs during the filming.

★ ★ ★

Bill Ballantine, writing for magazines and newspaper syndicates, has stories coming up about trained whales, TV horse actors, shunpike tours in Utah and New York, TV cowboys, clowning, Idlewild Airport, movie stunt men, mountain lion hunting and old people, plus three juvenile books with circus backgrounds; another kids' book about airports, and the major book about horses that he has been working on for some time.

John Herriott now is working out of Farmer City, Ill., where he has taken over training of the Swede Fuller Retrievers, sports show dog act. His training barn is a former country school house. It's the teacher, not the pupils, who uses the blackboard tho. He has the routines outlined there in chalk and refers to them during training sessions. . . . A book for young children, "Come to the Circus," has been published. It is by C. P. Fox and is comprised of 30 pages of circus photos.

Geoffrey Taylor, formerly with Mills and King shows, advises that the new baby in his family is a son, David Murray, born January 24 at Bradenton, Fla., where the father is in the auto business. . . . Tom and Marie Inabinette were married in Mexico recently and now make their home in El Paso. . . . E. F. Day, Phoenix, Ariz., clown, is expecting a visit from Harry and Charlotte LeVine and their chimps. . . . Corrine Dearo will do her trapeze and muscle grind act at the Minneapolis Shrine Circus, February 25-March 5, as well as other winter dates.

John Ringling's 1923 Rolls Royce was sold for \$3,525 to John Kilpatrick of Oklahoma City. . . . Mrs. Martin Schultz, the former Isabelle Green, writes that she is a half-sister of the late Bill Green. Her husband was connected with Green in an attraction called Jolly Rube Food Shows. . . . Herbie Weber reports that after the Detroit Shrine Circus he and his wife are flying to Honolulu for the E. K. Fernandez show. Then they will be back in New York for the Clyde Beatty-Cole Bros.' Circus opening April 15.

Acts laying off at the fairgrounds in Gainesville, Tex., recently included Ed Widaman and his elephants, the Dorchester bareback troupe, John Cuneo and his animal acts, and the Lacy rolling globe act. . . . Byron Gosh, just out of

(Continued on page 63)

★ ★ ★

TURNING BACK THE PAGES—Six officials and employees of Ringling Bros. and Barnum & Bailey pleaded nolo contendere to charges stemming from the Hartford fire. The judge said he would hear arguments by each side before pronouncing sentence. . . . Jack Knight and Butch Cohn had Ray Bros. Circus. . . . Merle Evans advertised for musicians to go with Ringling. . . . R. M. Harvey wanted a press agent for Austin Bros. Railroad Circus. . . . Bond Bros., M. L. Clark and Beers-Barnes circuses were seeking employees. . . . Con Colleano signed with Cole Bros. . . . Jack Tavlin was on a buying trip for Russell Bros. Circus.

FAIR-EXHIBITION MANAGEMENT

ESE Sets Up Scholarships, Awards Publicity Contract

WEST SPRINGFIELD, Mass. — Six \$1,000 scholarships will be awarded to New England youths at this fall's Eastern States Exposition. Called the "Governors' Eastern States Exposition Scholarship," they will be given to a boy or girl in each of the participating States, with the governors making the selections for announcement during the Governors' Day program at the fair.

The \$6,000 appropriation was voted by the executive committee to expand its growing youth-education program. Detailed terms on the awards are left to the governors' discretion, but the winners should "give indications of becoming citizens who will contribute . . . to the agriculture or industry of the region and in whom that State may take pride."

In another development, it was announced that the fair's publicity and promotion function formerly exercised by Amico Barone, will be taken over by Richard R. Bruce, Inc., the Greenfield, Mass., agency which has been handling the fair's advertising. Jack Reynolds, ESE manager, and Mrs. Reynolds, have been on a trip to the West Coast and will also visit Mexico and the New Orleans Mardi Gras prior to their return. Barone has gone into business for himself. Eleanor Ball will handle the publicity work for Bruce.

Sherman, Tex., Plans Bldg.; Fredericksburg Elects

SHERMAN, Tex.—The Texoma Exposition and Livestock Show here has okayed construction of a new building, Bob McAfee, president, announced. The new building, to be completed in time for the April 21-22 show, will be 46 by 35 feet and will be used to exhibit swine and sheep. . . . James Kraus was elected president of Gillespie County Fair, Fredericksburg, Tex., moving up from the vice-president post. William Petmecky was named vice-president; W. E. Loudon Jr., treasurer, and Rudy Olfers Jr., recording secretary. Mrs. Emma Petmecky was renamed secretary. New directors include Loudon, Alex Frantzen, Ernest Landis, Wallace Ottmers, Adolph Kott, Albert Sieckman, Victor G. Sagebiel and Levi Kusenberger. Dates of the fair are August 26-28. . . . Wharton County Fair, Wharton, Tex., will be held September 20-24. Carl Ferguson is president; Charles E. Hall and Lanier H. Forgason, vice-presidents, and John O. Browder, secretary. H. Charles Koehl Jr. was reappointed manager. . . . Warren Klein has been re-elected president of Kerry County Livestock Show, Kerrville, Tex. Dr. Russel Thomas was renamed vice-president and Monroe Kensing secretary-treasurer. . . . Calhoun County Fair, Port Lavaca, Tex., will be held October 13-15.

Saskatoon Adds Barns; Drumheller Sets Ind. Show

SASKATOON, Sask.—Two race horse barns have been completed at the Saskatoon Exhibition plant and the floor in a new swine barn-curling rink has been laid. The swine barn will be used during this year's fair, but the ice plant will not be put into operation until next winter. The horse barn replaces ones destroyed last summer in a fire. . . . Sponsored by the Drumheller (Alta.) Junior Chamber of Commerce, an industrial exhibition will be presented June 17-18. Exhibits will be in the arena, and rides and games outside, Walter Suave, charman, said. A Western music show is planned as evening entertainment. Town has been without an exhibition for several years. . . . T. Kiepter has been elected president of the Russell (Man.) Agricultural Society. Receipts for 1959 were \$9,000 and a new exhibition hall is planned. . . . H. A. Brown was re-elected president of the Turtleford (Sask.) and District Ag Society. . . . Portage la Prairie (Man.) Industrial Ex named J. C. Miller president for another term. . . . Orville Opsall was re-elected president of the Maple Creek (Sask.) Agricultural Society. A new race track, grandstand, barn and camp grounds are being built at the plant.

Longview, Tex., Spends 250G

LONGVIEW, Tex.—An expansion program that will cost in the neighborhood of \$250,000 has been mapped by Gregg County Fair, Jim Moody, secretary, disclosed.

An additional 30 acres of land has been acquired, a master plan drawn up by Gaylord R. Lewis, Findlay, O., fairgrounds planner, and construction is due to get under way in the near future.

Included will be construction of a race track, livestock buildings, exhibit buildings, new rest rooms, roads and walks.

Mississippi Plant Busy

JACKSON, Miss.—The fairgrounds of the Mississippi State Fair here will be a busy place this spring. N. S. Hand, executive secretary, has listed a series of events that will be held during the coming weeks.

The Mississippi Gem and Mineral Society closed a two-day meeting Sunday (21). On March 24 the Mississippi Polled Hereford Sale will be directed by Fred Shaw, secretary. A boat show is set for April 7-10 with R. B. Lay as secretary and on April 22-23 a Boy Scout Exposition is scheduled. The Mississippi Kennel Club will hold its dog show April 24 followed by a Home Show April 30-May 8.

N. Y. Fair Assn. Execs Re-Elected

ALBANY, N. Y.—In addition to top officers of the New York State Association of Agricultural Fair Societies who were re-elected at the annual meeting, the executive committee is also continuing for another term in office.

Bligh A. Dodds of Gouverneur, president emeritus of the association, is a permanent member of of the committee. Representing the various numbered judicial districts are the following: first, second, ninth and tenth, Charles Bochart of Westbury; third, Dan Frederick of Altamont; fourth, W. E. Hudson of Plattsburgh; fifth, Joseph Romola of Watertown; sixth, Robert S. Turner of Horseheads; seventh, John D. Meyers of Newark, N. Y., and eighth, H. K. Leworthy of Dunkirk.

Ex-officio members of the committee are John F. Williams of Albany, John Greenman of Cortland, J. Alfred Valentine of East Williston, W. Ray Converse of Palmyra, J. Victor Faucett of Bath, and George Sipprell of Buffalo.



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Reading's Deficit 4G Thruout 1959

Corporation Okayed for Pari-Mutuels; Cold Weather Cited for Drop in Gross

READING, Pa.—Cold weather during fair week last year took a financial toll in several departments of the 1959 Reading Fair. The sponsoring Agricultural and Horticultural Association of Berks County produced a financial report showing a \$4,675 loss for the year's total operation, on total income of \$193,393.

Cited was a drop of \$3,300 in beer receipts for the week and \$2,500 in stock car receipts. Temperatures dipped to 40 degrees on race day and general coldness was not conducive to the sale of beer, which yielded the fair \$4,200.

General admissions produced \$57,950 and grandstand-paddock admissions another \$28,028. The gate figure was 6 per cent lower than the previous year's \$64,345.

Income for the year was some \$10,000 less than the previous year when a profit of \$6,153 was realized. Chief expenditures were \$19,225 for acts and name attractions and \$25,062 for repairs and maintenance. The depreciation of buildings and capital improvement outlays came to \$10,731 with the biggest portion devoted to resurfacing a parking area, and convert-

(Continued on page 63)

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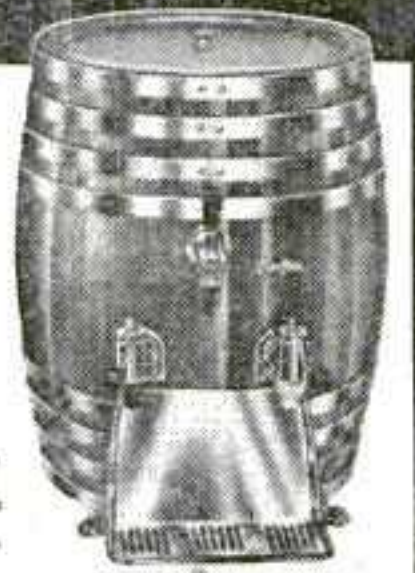
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ROLLER RUMBLINGS

By AL SCHNEIDER

JACK L. BROWNE, operator of a large roller rink in Phoenix, Ariz., found a new technique for obtaining valuable free publicity and advertising for his operation. Browne, a figure skater for more than 14 years, took over an old rink on McDowell Avenue in northeast Phoenix in August, 1959, and immediately set about rejuvenating both the building and its appeal to the public. With Mrs. Browne, who accompanied her husband on professional skating tours for more than a decade, the rink was glamorized with a new paint job, new public-address system, floor resurfacing and concessions. Then the Brownes went into a six-day-a-week operation, with special matinees for housewives interested in weight reduction. In glancing thru a leading Phoenix newspaper, Browne noted that there were frequent feature articles written by Maggie Savoy, woman's-page editor, with many references to diet, healthful exercises and similar points likely to interest the distaff side.

Browne saw an excellent opportunity to lobby for the healthful exercise offered by roller skating, and forthrightly contacted Miss Savoy and asked her to visit the rink for a look at the program which the Brownes had to offer.

Browne certainly did not antici-

pate the sort of co-operation he got. Hoping for mere mention in a column or so, he was elated when Miss Savoy, accompanied by a photographer, appeared at the rink the same week and interviewed both Brownes for their opinion on the weight-reducing value in roller skating. The Brownes complied, illustrating such features as dancing, waltzing, team skating, figure skating, etc. Thoroughly pleased with what she found, the columnist arranged for four photographs to be made of Trudy Matre, skating instructor at the rink, who posed in some typical dance and free-style skating routines. The result was a half-page feature article built around the rink, pointing out that skating is a pleasant means of taking exercise which can scarcely be matched by other sports. Some biographical material on the Brownes was incorporated in the article together with the programmed skating schedule of the rink.

It was thoroughly explained that specific matinees were set aside for adult groups.

Browne, a former gold medal competitor, said the article brought a flood of telephone calls and new regular customers. Because of the heavy added traffic, the rink skating schedule had to be reshuffled to permit more time for adult classes.

All of this didn't cost the operator a cent and, as a matter of fact, was just the thing needed to re-establish the rink as a social center for Phoenix's North Side.

Thirteen rinks have been added to the membership rolls of the Roller Skating Rink Operators of America. It was announced last week by Charles E. Cahill, secretary-treasurer, at RSROA headquarters in Detroit. The rinks and their operators are Capitol Roller Rink, Sacramento, Earl L. Winn, J. J. Bos and Bert Cunningham; Ottumwa (Ia.) Skateland, Gene Meek; Jim's Roller Rink, North Little Rock, Ark., Mr. and Mrs. Jim Lasiter; Skateland, Chattanooga, S. W. and A. W. Russell; Skyborn Skateland, Fairborn, O., and Chautauqua Skateland, Franklin, O., Louis Thompson and Dale Keefer; Vallejo (Calif.) Roller Rink, Mr. and Mrs. Clifford J. Wilkins; Ide's Drome, Ithaca, N. Y., Mr. and Mrs. Ralph Sovocool; Gay's Skateland, Temple, Tex., and Capitol Roll Arena, Austin, Tex., Daniel E. and John A. Gay; Mission (Kan.) Rink, Malcom A. Boyer; Skelly's Liberty Rink, Centerline, Mich., Mr. and Mrs. William Skelly; Gladstone (Ore.) Roller Rink, Mr. and Mrs. Lawrence Greger; Skatemoor Arena, Dayton, O., James D. Sterrett, and Skateland, Midland, Tex., Mr. and Mrs. Ike Fitzgerald.

Final Curtain

BARNETT—Beverly T.,

47, press agent for Gene Autry, Johnny Weismuller, John Wayne and others, at his home in Los Angeles of a heart attack February 14. A former movie studio publicist, he had his own firm for 22 years. Survived by his widow, Kathryn; two sons, James and Randy, and two daughters, Barbara and Marilyn. Services February 18 in Forest Lawn Chapel in Hollywood Hills.

BLYTHE—William,

66, former operator of the Billy Blythe Players, rep show, February 3 of uremic poisoning in a hospital in Augusta, Ga. Born in Scotland, he came to the United States in his teens, breaking into show business with the Frank A. Robbins Circus as candy butcher. Later he entered the dramatic field, doing leads in stock and rep shows and appearing in musical comedy and tabs. At one time he was straight man for Red Skelton. In the early '30's Blythe organized his company and toured New England with it. Since 1945 he had operated a tent film show in Georgia and South Carolina. Survived by his widow, Betty; a daughter, Patricia; a son, William, Indianapolis, and a brother and sister living in Scotland. Burial in Langley, S. C.

CLARK—Bobby,

71, widely known comedian who was with circuses at the turn of the century, in New York, February 12 of a heart attack. He and Paul McCullough learned tumbling at a YMCA and worked an Elks circus at Delaware, O., then joined a minstrel show as tumblers and buglers. They were with the Great Wallace show and then in 1906 on the Ringling Bros. Circus. After that they were in numerous stage-shows and Clark last appeared in a road company of "Damn Yankees" in 1957. He was active in the Lambs, Friars, Players, Burlesque Club and Actors Fund of America.

ECHOLS—S. T.,

71, owner of the S. T. Echols Company, Bismarck, Mo., manufacturer of snow cone machines and other concession equipment, February 16 in a hospital in Farmingdale, Mo. Survived by his widow; a son, S. T., Jr., who

(Continued on page 63)

Model Railroading Scores at Mich. Fair



Amateur railroaders, with a vast display of model trains, ably demonstrated the many phases of their hobby at the Michigan State Fair.

ALMOST every male at some time in his life has had the secret ambition to drive a train. Only a few ever fulfilled that ambition but many have substituted model railroading.

For all these would-be railroaders, the Michigan State Fair at Detroit this year unveiled a new permanent exhibit in a special area under the grandstand. The location wasn't the best, being half hidden by an African Dip, but nonetheless, thousands of people who glanced in and saw the elaborate set-up went in to watch.

The trains drew an estimated 20,000 on each of the two big days of the run and spot checks showed that up to 750 per hour came into the area. While the prime appeal was to men and boys, plenty of adult women and hundreds of girls seemed just as interested.

The Detroit Model Railroad Club was the driving force behind the exhibit. Forced to move from larger quarters in an old freight depot, they were glad to get the new location. Dedicated hobbyists, they also proved to be dedicated exhibitors.

The amateur railroaders laid out close to 1,500 feet of track in an oval extending around the building and into the back room thru cutouts in the wall. It was on two levels, four main lines on top and six storage tracks on the bottom. Normally four trains were kept operating at all times with six in reserve. Locomotives were varied, including steam, diesels, electrics and a number of vintage types.

Operation was from one control panel with the operator seated on an elevated bench. The center of the oval track layout housed several tables that contained hand-made rolling stock, stations, elevators and other structures.

A separate entrance and exit were provided for visitors. They walked along a narrow walkway four feet wide and thus had maximum viewing. Height of the walkway proved awkward for youngsters and this will be remedied next year by a separate elevated platform for the moppets.

"It is a show that will never be completed. There will always be something new, even tho the basic show is the same. We have leased the area so that the men may come out and work on it once a week, as they are always adding something new. They are a long way from being finished," is the way he puts it.

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In Memory of **ELMA KOSS**

Beloved wife and loving mother, who passed away Feb. 21, 1944.

Adolph Koss and Daughter

IN LOVING MEMORY of **MAPLE WILLIAMS**

who passed away Feb. 19, 1959

Missed by **Wife, Laura Williams Joe and Nancy Williams**

LOUIS SCHLOSSBERG

In Loving Memory on This Day, February 27.

Sweet are the memories that never fade of one I loved but could not save.

Wife, **LENA**
Sons, **BOB, NORMAN and FAMILY**

N. Y. Mirror Outdoor Show In Coliseum

NEW YORK — Two weekends are included in the National Outdoor Exposition schedule, running February 20-28 in the New York Coliseum. Many of the traditional sports show features are included, among them being the tank show.

Eleven States will show exhibits. Other elements include a long-range shooting gallery, golf driving, archery range and clinic, bait and spin casting tournament, military displays, California Redwood Tree Log Home, State Trooper bloodhound exhibit, conservation and wild life displays.

General admission at the door is \$1.50 for adults and 75 cents for children. Advance sale admissions are \$1. New York Mirror's promotion department is sponsoring the show, with its outdoor editor, Jim Hurley, as a director. Publicity in

Calgary Ex Builds House

CALGARY, Alta.—A contract for construction of a six-room bungalow to be given away at the Calgary Exhibition and Stampede has been awarded to a Calgary firm.

The house will be built on the fairgrounds, will be completely furnished, and have a value of \$30,000. Tickets will go at \$1, under Calgary Junior Chamber of Commerce auspices.

other metropolitan dailies has been very good.

Tank acts are Hank and Joe Peters, log rolling and canoe tilting; Bud Carrell and Rose, whip cracking and boomerang; Tuggy Truesdale and Rodney the alligator; Bill Fontana and Peppy, the log rolling dog; Frank Cook, comedy high wire; Orin Benson's retrievers; John Dieckman, fly casting champ; Jimmy Running, stumbling block, and Barbara Morris and Wimpy and Prince, the seals. Joe McKenna is emcee and the Art Stanley orchestra provides the music. An extra 50 cents is charged for the 3,000 bleacher seats.

CARNIVAL CONFAB

KEITH CHAPMAN, general agent of Bob Hammond Shows and formerly with the Olson and Don Franklin organizations, underwent major surgery Monday (15) in a Houston hospital. . . . Ed Sopenar, first vice-president of the Showmen's League, was back in Chicago last week after a Hot Springs vacation where he visited the club there and went over to Little Rock for the State convention of county fairs. . . . George B. Flint, chaplain of the Showmen's League, did a public relations job for the organization at nine fair conventions. He delivered the invocation at banquets in Indianapolis, Atlanta, Columbia, S. C.; Tuscaloosa, Ala., Louisville, Springfield, Ill.; Jackson, Miss., and Little Rock. . . . J. L. Clayton, president of the Showmen's Guild of Australasia with headquarters in Melbourne, is back in the United States. Clayton, who visited a number of U. S. and Canadian parks and fairs last summer as part of a round-the-world trip, is offering Australian rides for sale and shopping for equipment for Down Under.

★ ★ ★

New faces seen recently at the New York club include Tom Coffee, John Biancardi, Eddie Davis, Phil Manteo, Harry Gold. Charlie Shankman is a new member, being sponsored by Leo Willens. . . . Jimmy Stabile is up and around in Miami after an illness. Marty Weiss is getting around nicely on his Canadian canes, and feeling fine, he reports. . . . Aaron Hymes has the novelties with Hamid-Morton Circus at Chicoutamie, Que., Atlantic City, and Quebec City, in addition to his carnival dates. . . . Veteran concessionaires on Penn Premier Shows returning for another tour include Charley Allen, Woodrow Jones, Big Six, Joe Ely, Rickey Ely, Tommy Allen, Babe Westbrook, Joe Soret, Alfus Godley, Miles Detrick, and Arkie. J. Horner will have a set of Rotaries on each unit.

Bernie Feldman visited relatives in Brooklyn, then went with Mrs. Feldman to her home town, Dickson, Tenn. He took in the Southern Golden Gloves finals in Nashville. Bernie's both adjuster and business manager on the Ross Manning Shows. . . . Solomon (Spot) Pinsonault, well-known spot-the-spot worker, was buried in Miami Showmen's Rest after his recent death, while another former carnie, Don Lanning, was interred in the Masonic section of Southern Memorial Park Cemetery, Miami. . . . Whitey Tara, blood bank chairman of the Miami club, informs that the bank has 636 pints now. Charley Wright and Johnny Hoffman served refreshments after the February 15 meeting. Members hospitalized include John J. Kelly, Phil Kalin, Mike Petrillo, Bert Rosenberger and Sam Kaplan. . . . Ross Manning's staying

★ ★ ★

FLASHBACKS: 10 Years Ago—Wallace Cobb left World of Mirth Shows to become trainmaster for Royal American Shows. . . . C. S. Peck announced he would field two units for the 1950 season. . . . Royal Crown Shows opened at the Florida Citrus Exposition, Winter Haven, Fla. On the back end were Sally Rand, Charlie Taylor's "Cotton Club," Joe Sciortino's "Gay Paree" revue, Julius Kuehnel's Side Show, Buttons Grantham's monkeys, Art Spencer's Motordrome, Glenn Porter's torture unit, Dolly Young's Mystic Maze, Gene Cornell's Glass House, B. J. Stanley's Funhouse, George Coulson's snakes and Don Greco's iron lung.

JOHNNY DENTON SKEDS TWO UNITS THIS SEASON

KNOXVILLE—Two units will go out this season under the banner of Gold Medal Shows, Johnny J. Denton, owner-manager, announced here last week.

The formation of a second unit is the result of Denton's acquiring the rides of Lou Riley, former owner of Dumont Shows. Riley will remain with the second unit, where he will have the Ferris Wheel, light plants, cookhouse, popcorn and candy apples. The new unit will carry seven major and two kid rides, three shows and close to 20 concessions. It will open in mid-April and play Ten-

nessee, Kentucky and West Virginia.

The Denton No. 1 show will open March 30 at Columbus, Ga., for a 10-day stand. Show is signed to play Mississippi fairs at Columbus and Corinth; Georgia annuals at Lawrenceville and Sandersonville; Marina and Panama City in Florida and Weirton, W. Va. Plans are to carry 12 major and four kid rides plus five shows and close to 30 concessions.

A. J. Grey, general agent for both units, is currently in Montgomery, Ala., for a physical check-up at the VA hospital there, but will be back with it in mid-March.

Gooding Sets Hirsch Rides; O'Brien Back

COLUMBUS, O. — Ben Hirsch has booked six kiddie rides and a Roundup with the Gooding Amusement Company for this year and Harry Swank will operate the Hilton Sisters, Siamese twins, on the fun zones.

F. E. Gooding, president of the firm, also disclosed that Charles O'Brien will return as manager of the No. 2 unit. O'Brien had been with the Gooding organization for close to 25 years but spent 1959 with the Stapf Amusement Company, manufacturer of the Flying Coaster.

It was earlier announced that Tio Zacchini would have a Dark Ride and Funhouse on the shows. Actually, he will have two of each, two of them new. The new Dark Ride is a double-decked device.

Additions to the back end also include E. (Swede) Erickson with three units, reptiles, small horse and monsters.

Same Time, Place for MSA Banquet

MIAMI — Decisions involving the 1961 banquet of the Miami Showmen's Association pinpoint the affair at the same place and time as in recent years. Date is January 2, the first Monday in January, and the place is the Pompei Room of the Eden Roc Hotel, Miami Beach. Committeemen in charge of the affair are Maxie Sharp and Nate Farber.

Greensboro No. 18 Penn Premier Fair

Schiff Tower Slide Acquired; Set Back-End Shows, No. 2 Unit

HENDERSON, N. C.—Addition of another Pennsylvania fair date gives the Penn Premier Shows 18 fairs this season, among the biggest total east of the Mississippi River. A two-unit operation, being tried this spring, will also be in effect during the latter part of the fair season.

Latest contract is that for the Westmorland County Fair, Greensboro, Pa. Several committee meetings were held and a number of shows bid for the spot.

The show was well represented at the Florida State Fair in Tampa, with Lloyd Serfass, general manager, Harry Westbrook, business manager, and Joe Gilman, secretary, being in attendance for 10 days. While there they contracted for delivery of one of Ben Schiff's

new Tower Slides and arranged for back-end units and concessionaires to tour this year.

The Cardiff Giant show of Joe Sciortino was bought complete, Serfass said. Rudi and John Klaisen signed to operate the Motordrome, and Henry Miller will provide a Giant Whale show. The office closed with Roy Jones for exclusive use of Pepsi-Cola this year.

W. A. Godley has practically finished the bookings for both units. The No. 2 show will carry about 15 rides and 15 concessions plus two or three small shows, and work Western Pennsylvania, while the Penn Premier Shows itself will carry 26 rides, 14 shows and about 60 concessions. Al Dorso will again have the popcorn and Tommy Argo, the bingo.

Blood Bank Launched By National Showmen

NEW YORK — The National Showmen's Association inaugurated its blood bank last week by identifying itself with the Blood Transfusion Association. Blood (pint) units at \$15 apiece were donated as follows at the Wednesday (10) meeting: Max Tubis \$105, Joe McKee \$45, Angelo Longo \$50, and Frank Grimes, Charles Silvern, Joe Baizman and Ethel Weinberg, \$15 each.

This starts the bank with 17 pints. Dr. Jacob Cohen noted that any member can give a pint of blood at any Red Cross or other agency, and specify that it be credited to the NSA bank. The arrangements with BTA covers paid-

up members and in-line dependents (spouses and children). In the future any emergency transfusion will be followed up by the club's bank replacing the blood used.

It is expected that identifying cards will be provided, outlining the benefits of the plan, or that blood bank information will be printed on future NSA membership cards. It was emphasized that issuance of the blood will be approved by the executive secretary, Ethel Weinberg, or any of these committee members: Dr. Cohen, chairman, Harry Alexander, Mac Kassow, Al McKee, D. D. Simmons, and Daniel Adelman.

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RIDES	Will sell Kiddy Merry-Go-Round or will trade. Can place Helicopter and Rocko-plane. (Stewart, answer.) Also Paratrooper. Will book Pony Ride.
SHOWS	John Ryan, contact. Le-Ola can place for Side Show: Fire Eater, Sword Swallower, Freak to feature, Magician to handle inside. Will use Wife for Bally Girl. Want first-class Talker for Side Show. Harry Wagoner or Bill (Doc) Kessler, answer. Want Manager and Grinders for Geek Show, also Grinder for Grind Show. Side Show People, write Le-Ola, at General Delivery, Laurinburg, N. C.
RIDE HELP	Foreman for following Rides: Merry, Ferris Wheels, Octopus, Tilt, Scooter, Coaster, Merry Mixer, Fly-o-Plane, Roll-o-Plane. Also Second Men. Must drive semis. Brownie in charge. Winter quarters open March 10. All of last year's men come on. No collect calls. Contact ROSS MANNING, Robbins Trailer Court, Box 67, Goldsboro, N. C. Ph.: REpublic 5-5070

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COSHOCTON, O., FAIR INKS GOODING FOR THREE YEARS

COSHOCTON, O.—The Coshocton County Fair has awarded a three-year midway contract to the Gooding Amusement Company, the first time on record the fair has closed for more than one year.

Floyd Gooding, owner of the Columbus-based firm, was awarded the pact on his bid of \$22,000. The Powelson Amusement Company, Coshocton, submitted a three-year bid of \$20,300.

One-year bids were also submitted, with Gooding offering \$7,125 and Leonard (Happy) Powelson, bidding \$6,600. Gooding had the fair here from 1956 thru 1958 with Powelson bringing in the fun zone in 1959.

Three-year bids were submitted by both for the 1959 fair, but were not considered by the fair board.

BLOOD CALL

Midwest Show Club Sets Dracula Party

MINNEAPOLIS—The Midwest Showmen's Association, in an effort to increase supplies in its blood bank, is planning a "Dracula" party and is urging its members to stay healthy and plan on donating a pint.

The idea was dreamed up by Frank Winkley, immediate past president, who has been confined to a hospital here following stom-

ach surgery. Jack Thompson, chairman of the blood bank, is making arrangements for the event.

More than 50 turned out for the Valentine party held here Saturday night (13). Gladys Erickson and Margaret Maupin handled the decorations and Wes and Evelyn Spence the entertainment. Reuben Schultz and Lela Hickman took the door awards.

The ladies have set plans for their fall benefit. Evelyn Spence has donated a Savings Bond and other gifts have been pledged by Betty Carroll, Marge Maupin, Grace Johnson, Gladys Erickson, Mickey Collins, Vera Wells, Lucille Hinson, Verna Winkley, Elizabeth Anderson, Madie Rollins and Gloria Fechter.

New members are Joe Yahr, Ty Sincock, William Boucher, Tom Casey, Harry Habata, Clayton Frigaard, Morris Steinman, Warren Magnuson, Carl Cooper, Walter Duffy and John Giere.

Doc Collins, club's tyler is confined in a hospital. President Charlie Carroll is back from a Missouri trip. Jack Thompson showed up with a Florida tan. Carroll has added a new Paratrooper to his Carroll Greater Shows. Les Hinson and Lynn Erickson bought a new Tilt-a-Whirl and will carry a total of eight major rides on Lynn's Midway Shows. Route will be mostly in Minnesota.

hospital certificates from the Egypt Temple Shrine here.

About 600 children were entertained in hospitals last year, it was also reported, and 2,000 presents were given during that time to bedridden youngsters.

RAS Shriners Elect Weiss

TAMPA—O. J. (Whitey) Weiss, concession manager of the Royal American Shows, Sunday (7) was unanimously re-elected president of the Royal American Shrine Club at its annual meeting here. Weiss thus became the first to hold the office for the second straight year.

Also re-elected were Bobbie Hasson, vice-president; Matt Herman, secretary, and Harry B. Julius, treasurer, the latter for the tenth time. Weiss renamed all committee chairmen and members to serve another year.

Nineteen new members were voted into the club and received the 101st degree.

During 1959, Treasurer Julius reported, the show purchased 44 Crippled Children Hospital Certificates from Shrine temples thruout the U. S. and Canada and that the club had bought a total of \$36,000 certificates since the club's inception 11 years ago. The club voted to start its new year by buying four

Barker Injured at Indio; Fair Time Business Okay

INDIO, Calif. — Chet Barker, general manager of Fair Time Shows, suffered a fractured collar bone, broken ribs and internal injuries in a fall here Friday night (12) at the Riverside County Fair and National Date Festival.

Barker narrowly escaped being electrocuted when he slipped and caught hold of a hot wire atop the electric wagon, while checking the electrical current. The current, which was said to be 4,160 volts, knocked him off the wagon. After receiving first aid, he was moved to a local hospital.

Following the accident, the transformer went out of action and the show was without lights for almost four hours. Normal operations were resumed the following day when another hot wagon was

brought in from Pete Sutton's Pacific Coast Shows.

Mrs. Olivia Waldron, owner of Fair Time, reported business for the first weekend of the 11-day fair, up to expectations. Rides included 12 major and 12 kid rides, Pete Kortez' Side Show, four shows brought in by Blash & Hillingoss and approximately 1,300 feet of concessions space.

The Waldron-operated show was here for the first stand of a three-year contract. It wintered here and on Tuesday (23) moved to the California Mid-Winter Fair at Imperial, another first timer for Fair Time.

While Barker is sidelined, J. B. (Red) Dauer, concession manager; Jim Fay and Bob Meyers, electrician, are splitting his duties.

REID'S PLACE GIVEN FINAL DECORATION

MANCHESTER, Vt. — Something seemed lacking in Reid Lefevre's basement taproom when the carpentry work was done, but the question remained unanswered until show painter Toby Kneeland showed up in quarters. The result: a beautifully painted face on the barroom floor—blonde, with Gay Nineties hairdo and part of the torso. Lefevre operates the King Reid Shows which plays New England and Eastern Canada, carrying an office wagon whose lounge wall has a professionally-done mural of a reclining nude.

PCSA Skeds Banquet-Ball For Dec. 13

LOS ANGELES—The Pacific Coast Showmen's Association will hold its annual banquet and ball December 13 in the Embassy Room of the Ambassador Hotel. The event will be preceded by a special party on December 10, memorial services on December 11 and a past president's party on December 12.

A study will be made on the installation of an elevator in the clubhouse.

Sam Dolman, second vice-president, conducted the regular meeting, assisted by Sam Steffin, third vice-president; Jack Hughes, chaplain, and Al Flint, who filled in as secretary. Also on the platform were Art Anderson, Harry Fink, J. Ed Brown, Hunter G. Farmer, Eddie Harris and E. W. (George) Coe.

On the sick list were Fred Mortensen, Chet Barker, Charles Austin, Harry Hargrave, Sam Brown, Harry Phillips and Doc McCullough. John Backman, 92, visited the clubrooms following his recovery from an illness.

Called on for comments were Ben Morrison, John Snobar, Charles Goss, J. Ed Brown, Charles Crouse, Marshall Brown, John Lopez, Shorty Crowell, Whitey Stevens, Bob Banard, Moe Levine, Eddie Harris, Hunter Farmer and Art Andersen.

Slaten Buys Mound City

ST. LOUIS — Mound City Shows, owned and operated for years by the late Charles Oliver, have been purchased by Clarence Slaten, long associated with the Olivers. The sale was made between Slaten and the original owner's widow, Catherine Oliver, after the close of the '59 season, but was not announced until recently.

Slaten managed the Oliver No. 2 unit for many years, and the past two years managed the one unit which Mrs. Oliver had on the road.

The new owner has taken delivery on a new Scrambler, which makes a total of five major and two kid rides. Show will open in East Alton, Ill., in mid-April and then play school picnics until the fair season. Show will play Illinois and Missouri and then head south for late fairs.

Buck Show to Get Flying Coaster

TROY, N. Y.—A new Funhouse is taking shape at O. C. Buck Shows quarters here, as pre-season work is stepped up. Owner Buck has been on various projects since closing his 1959 season. Also in progress is a rebuilding of the show's Skooter.

Buck announced contracting for a Flying Coaster ride, which is expected to be delivered by the factory in Amarillo, Tex., in June. He is touring with a minimum of 14 major rides and eight kid rides.

The season stacks up very favorably on paper, with an extended stay at Rocky Mount, N. C., opening the fair period in the South. Others will be Rocky Mount, Gastonia, Sanford, Greenville, and Washington, N. C., South Boston, Va., and the windup in Carthage, N. C. The Buck show will play

its traditional still-date and fair territory in New York State, culminating with five solid county agricultural events: Malone, Plattsburg, Elmira, Gouverneur and Bath.

The show's regulars are also returning, with Speedy McNish, Motordrome operator, due in quarters this week. Harold Wetherbee will again have the revue and posing show, plus a Monkey Show. Jimmy Chevanne will operate the Side Show and Snake Show, and Fathead Williams, the Rock 'n' Roll Show. Danny Dorso's bingo and Bernie Therit's cookhouse will also be with it.

Opening is projected for April 21, location to be announced. Mrs. Elizabeth Murphy will be in the office and Jim Quinn will preside over the front end.

SLA Finalizes Plans For Summer Fund Drive

CHICAGO—Final plans for the 1960 summer fund drive of the Showmen's League of America, were announced here at the Thursday (18) regular weekly meeting.

The drive, under the combined efforts of J. W. (Patty) Conklin and Hal Eifort, will result in the awarding of two 1960 Cadillacs at the annual banquet and ball. Conklin and Eifort head the club's ways and means committee which already has started the drive on its way.

First Vice-President Ed Sopenar was in the chair at the meeting assisted by Secretary Hank Shelby. Also seated on the platform were Sam J. Levy Sr., just returned from Florida; Fred H. Kressmann, back

from California, and Bill Carsky, all past-presidents.

It was reported Louis Sopenar was in Mount Sinai Hospital, Chicago, for surgery. Confined at home are Orrin Davenport and Ray Marrietta.

The tab for the March 19 St. Patrick's Day party will be \$1.50 each with corned beef and cabbage on the menu.

After the close of the meeting, John (Muscles) Dundee served a ham dinner to the approximately 35 members who were on hand.

Toronto SLA Plans Open House, Party

TORONTO—The Ontario Chapter of the Showmen's League of America is planning an open house here Monday (22) in conjunction with the meeting of the Ontario Fair Association on that day.

Two additional social events are planned by the club, a bingo and a St. Patrick's Day party. J. W. (Patty) Conklin, president, reported negotiations are under way for larger clubrooms, and arrangements were expected to be finalized in the near future.

ROYAL AMERICAN ADDS FREE TOILET FACILITIES

TAMPA—The Royal American Shows, with more "firsts" already to its credit than any other carnival in history, this year will open its regular season with still another in the form of two large toilet wagons which it will provide free to patrons along its long route.

They are now nearing completion in winter quarters here. The wagons—one for men, one for women—each are 28 feet long, of all-steel construction, with pneumatic tires, and equipped with flush toilets and hot and cold water.

The women's toilet wagon has eight flush toilets and as many wash basins. The men's toilet, in addition to eight toilets and basins, will have separate stainless steel urinals for youngsters and adults. Easy-to-empty septic tanks are built under the wagons.

The exteriors are attractively painted and carry lettering which points out that the toilets are provided and manned thru courtesy of the Royal American Shows. A neon sign will be mounted on top of each wagon, which will be spotted off of but close to the midway. Neon signs, positioned on the midway, will point to the location of the wagons.

The toilet wagons, RAS Owner Carl Sedlmayr Sr. pointed out, should serve greatly to lengthen the stay of many visitors to the midway, as existing permanent toilet facilities at a number of the show's large fairs and still date sites are remote and sometimes inadequate.

C. J. Sedlmayr, RAS assistant manager, who designed and supervised the construction pointed out that the wagons will be an added convenience to RAS personnel, as well as to midway patrons.

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A miniature tombstone that is a reminder to slow down the pace of living. Carries the motto, "Relax—It's Later Than You Think." Also can be used as a paperweight. Has the appearance of polished granite and is five inches high. Retail for \$1.

GYROSCOPE
Gyroscope updated to the space age. Each box designed for point-of-purchase appeal and includes gyroscope, pedestal, string and instruction sheet. Packed 12 to a carton in counter display.—Chandler Manufacturing Company, 708 East 16th Street, Indianapolis 2.

WATER CAR

Called the Water Jet, this consists of unsinkable solid poly-foam float with a bicycle-type sprocket and pedals that spin a propeller and pushes the swimmer thru the water. Propeller has harmless, soft foldover edge.—Argo Industries Corporation, 57 32d Avenue, Woodside 77, N. Y.

SLED

Sled for the youngsters has wheels and rollers. Can be used indoors, on the sidewalk, on grass, in water and also on snow. Made of plastic and is lightweight. Is 36½ inches long and weighs 6½ pounds. List price is \$11.98.—Irwin Corporation, 200 Fifth Avenue, New York 10.

DICE GAME

One of a series of new dice games that come equipped with an enclosed dice tosser. This one's called Tumblebum Schmo. Set includes multi-color board, dice spinner, stack of cards and six plastic Schmos. Retail for \$3.98.—Remco Industries, 113 North 13th, Newark, N. J.

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Business & Social Programs Set for NVA Miami Conclave

By REN GREVATT

NEW YORK — Brief but solid, down-to-earth business sessions, and plenty of sunshine and social activities promise to be the highlights of the National Vendors Association forthcoming annual convention. This year's conclave will take place at the fashionable Balmoral Hotel in the uptown Bal Harbor section of Miami Beach, April 21 to 24.

At a meeting here last week on Thursday evening (11) at the Hotel Chatham, the Association's convention steering committee met with local suppliers who will be exhibitors at the gathering to discuss program plans.

After considerable exchanging of views, the committee came up with five topics proposed for detailed airing by guest speakers and panelists at the business sessions. From this preliminary suggested list, a working subcommittee will pick the final list of topics.

Subjects

Suggested subject matter includes: (1) Ax the Tax—a full discussion of nationwide tax problems affecting ops, (2) a seminar on "what makes a child buy," (3)

sanitation and cleanliness problems, (4) how big a route is too big?—with discussion on where multiple unit locations can be a detriment to profits, and (5) insurance. Whatever the final business agenda, an attempt will be made to get speakers who are recognized experts in their line.

On the insurance side, a group plan for a major medical health policy is already in prominent use in business and industry as a supplement to such basic health policies as offered by Blue Cross organizations.

Exhibit hours will follow roughly the same schedule for Thursday, Friday and Saturday of 9:30 a.m. to noon and 3:30 p.m. to 6.

Social

Socially, the program will offer a Thursday luncheon sponsored by NVA itself with a Friday luncheon to be handled by several of the manufacturers. Friday evening there'll be a party staged by Sam Eppy's organization while Leaf Brands will put on the Saturday evening party.

Convention secretary, Jane Mason, announced an attractive program of activities for the staff

side of the convention-goers. This will include a cosmetic demonstration and card party and tournament on Thursday. On Friday, there will be an all-day cruise on the Introcoastal Waterway north to the de luxe Hollywood Beach Hotel in Hollywood, Fla. At the hotel, there will be a luncheon and fashion show. Shopping tours will be offered on Saturday. The cost for the three-day program for the ladies will be \$10 each. Also available will be planned activities for teen-agers and baby-sitting services.

Informal

Needless to say, it was pointed out, there would be considerable activity at poolside of a less planned nature. All agreed this convention already shaped up as being one of the best for NVA on record. It was also expected that a Miami Beach official would present the group with the keys to the city.

Attending the planning session here were Don Mitchell and Ted Raynor, Roger and Harold Folz, Mandell, Bob Guggenheim, Carl Applegate, Sam Eppy, Arthur Bianco and Edwin Leaf.

SOL GOLDBERG

Learns Business by Himself; Has 500-Unit Route to Prove Success

By GEORGE METZGER

PHILADELPHIA — According to Sol Goldberg, local operator, you've got to learn the business by yourself. Nobody is going to help you. "And the only way to learn the business is by doing it yourself," he informs newcomers.

Sol has practiced what he preaches. He started out 11 years ago with 45 machines and built his route to the point where he now has "better than 500 units" on location.

"I feel as if I worked my way from the ground floor," he said. "When I came out of the Army in 1945, I didn't know what I was

going to do. One day I got a job with a large organization that serviced both amusement and vending machines.

Reward

"Three years later," Goldberg went on, "the two partners that owned the firm broke up and one gave me a route of 45 bulk machines as a reward for faithful service. I was in business."

Sol has worked with his route until this point when he has his 500 plus machines spread out all over the Philadelphia area.

What's his secret to success? "I've always been fair and honest with anyone with whom I've had

business dealings," he said. "I've found this to be the best method of doing business; the only method. This is the only thing to which I can credit my success."

Friends

Of course, being honest with people also wins Sol a lot of friends. He says this also is a big attribute in doing business. "I've made some very good friends during my 11 years in the trade," he explained. "It never hurts to be nice when your dealing with people."

Service is another item that has helped Goldberg get where he is today. He is a firm believer in it. He uses the "calls and card" method.

"I leave my business card at each location so in case trouble comes up the store owner can call me at once," Goldberg explained. "I try to get there the same day I am called. This helps build good will."

Weekly Calls

"I also make my regular calls," he continued. "I service about 90 per cent of my machines each week. I start off the following week with the 10 per cent I couldn't get to. Then, too, if I happen to be in the area of one of my locations, I drop in, whether it is next on the schedule or not."

Sol, like bulk operators everywhere, is continually looking for new locations. He said he keeps his eyes open during his trips around his route for new stores just opening.

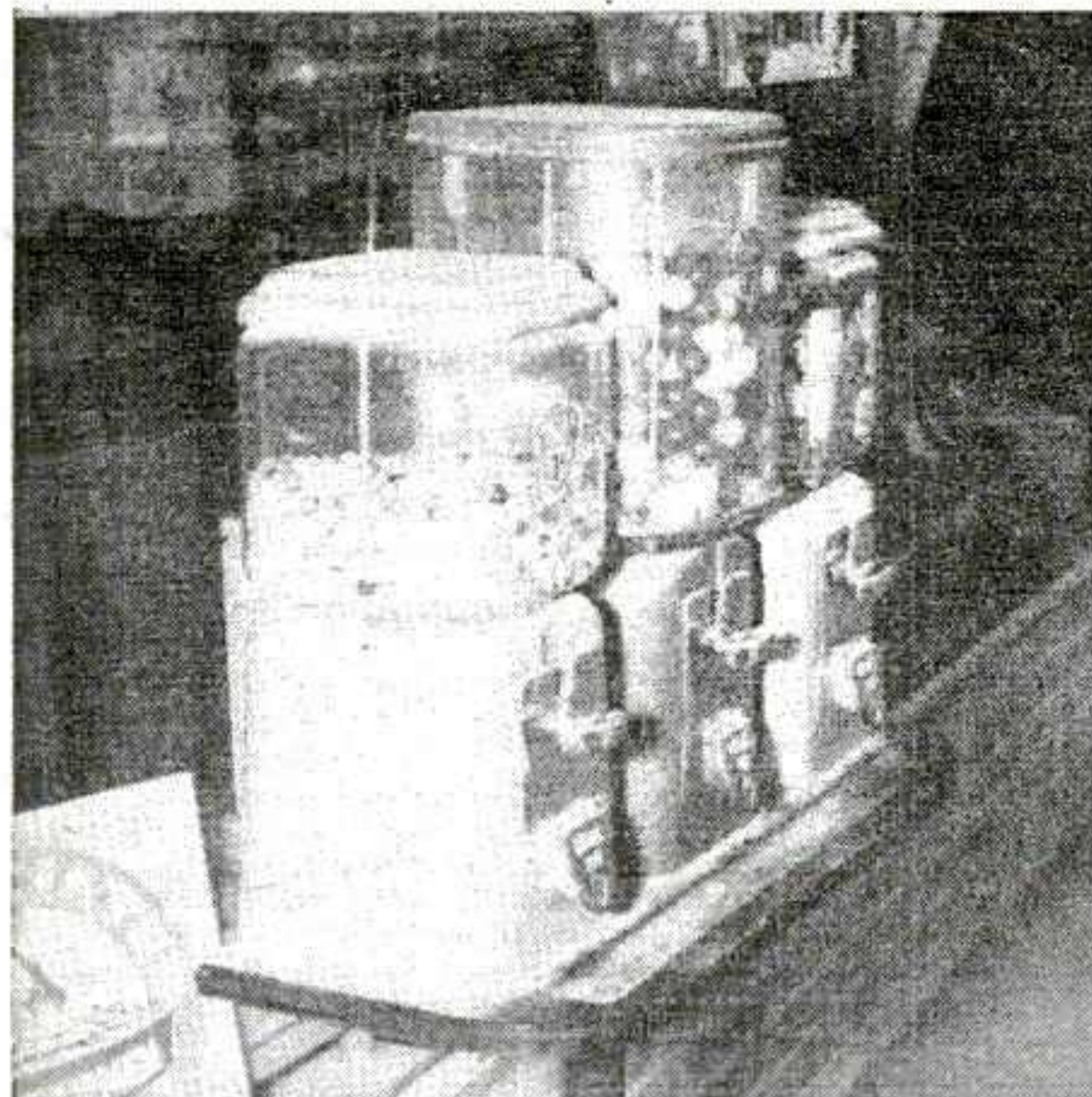
"I try to find stores that would make good locations but do not have machines," he stated. "I try to canvas as much as possible. My friends also give me leads."

Best Locations

What is the best location? "Any place the public is," Goldberg replied. "Wherever you have people going in and out you will have a good location."

Goldberg does not have any odd-type locations. Most of his stops are in stores. He uses a variety of fills, but mostly gum balls. "You are al-

(Continued on page 69)



WOODEN TRAYS beneath bulk vending machines to keep merchandise from spilling are used to good advantage by Jay Shannon (The Billboard, January 25), who operates a large route of machines in suburban Denver. The platforms have a deep groove in front which Shannon says keeps floors clean and location owners as well as customers a lot happier.

MIDGET CAPSULES for 1c vending. Brand-new items: 2 High-Heeled Shoes . . . 1 Silk Flag (assorted) . . . Baby Pacifier . . . don't forget Full Deck of Cards (sold four million so far) . . . Two Dice. All only \$12.50 per M (5M or more).

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1744 N. Decatur Road, N.E.
Atlanta 7, Georgia</p> <p>IMPRONTO VENDING
309 North Gay Street
Baltimore 2, Maryland</p> | <p>LOGAN DISTRIBUTING CO.
1850 West Division Street
Chicago 22, Illinois</p> <p>MCPHAIL VENDING
1218 Eglinton West
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2033 Fifth Avenue
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1121 — 71st Street
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1023 South Grand Avenue
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609 Spring Garden Street
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715 Lincoln Place
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1028 44th Avenue
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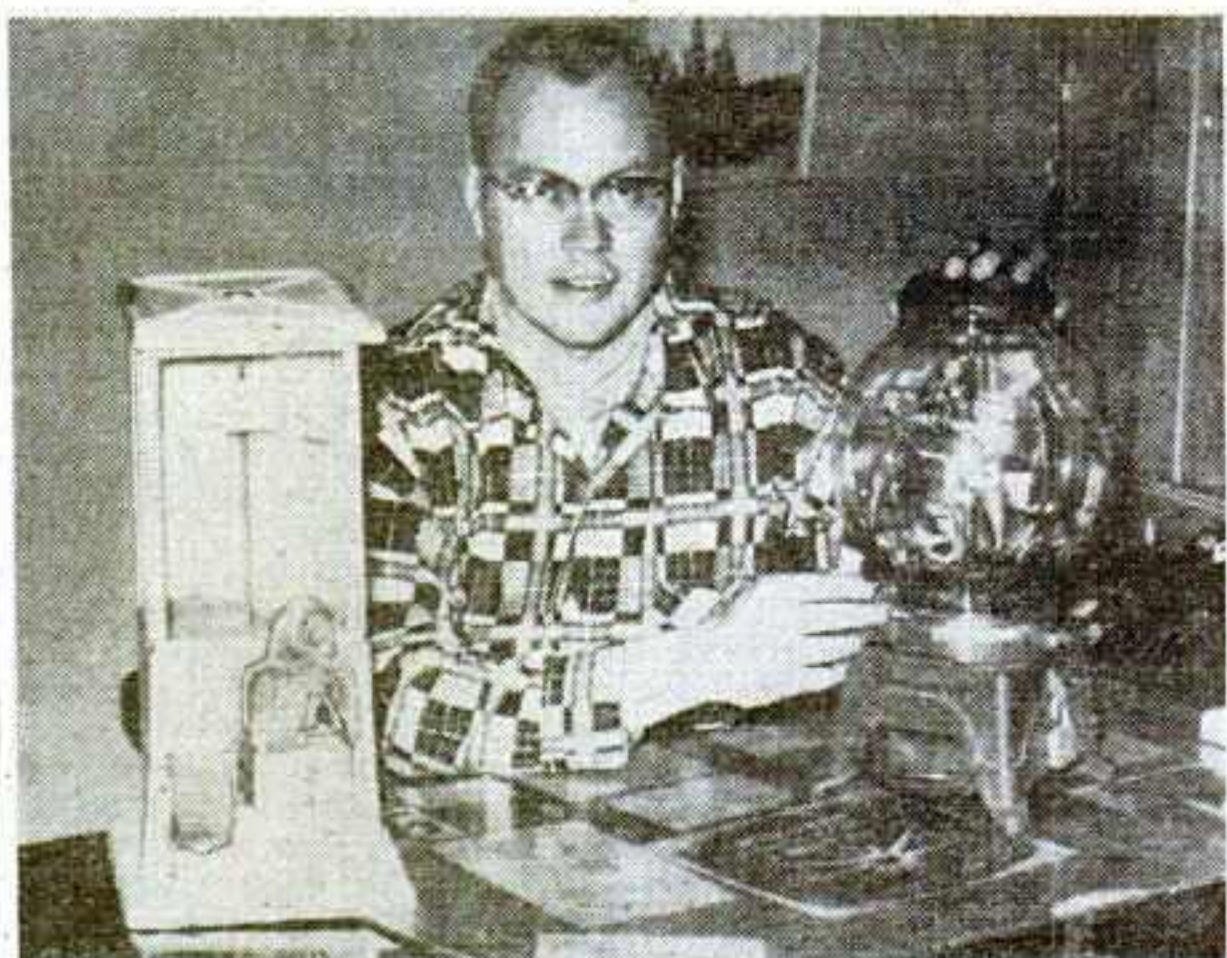
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LOGAN STARTING ANTIQUE BULK VENDING COLLECT'N



CHICAGO—Dick Boylan shows the beginning of an antique bulk vending machine museum being started at Logan Distributing Company here.

In Boylan's hands is an EZ ball gum machine made by the Ad-Lee Company, Chicago, in 1908. The machine has a nine-pound globe with a padlock on the side for the door to the coin box. Unit is of heavy wrought iron.

On Boylan's right is a 1924 Master ball gum machine with a seven and one-half pound globe. The unit has a key lock under the handle with the entire mechanism self-contained.

The machines are being displayed by Logan in a specially built glass display case in the firm's vending machine showroom, and it is the fond hope of Boylan and the firm's owner, Jack Nelson, that the collection will grow rapidly.

The pair seeks to gather representative machines showing the history of the bulk industry. "Also," adds Boylan with tongue in cheek, "we might get a few old vintage machines off the streets, too."

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A show piece, designed for those choice locations. Fast Play—Big Profits—Holds two cases of Century 100 Count Ball Gum or 3,600 Balls. Super-100 is colorful and very attractive! Cabinet is solid oak with chrome-plated legs. Size 15 1/2" x 15 1/2" x 48" high.



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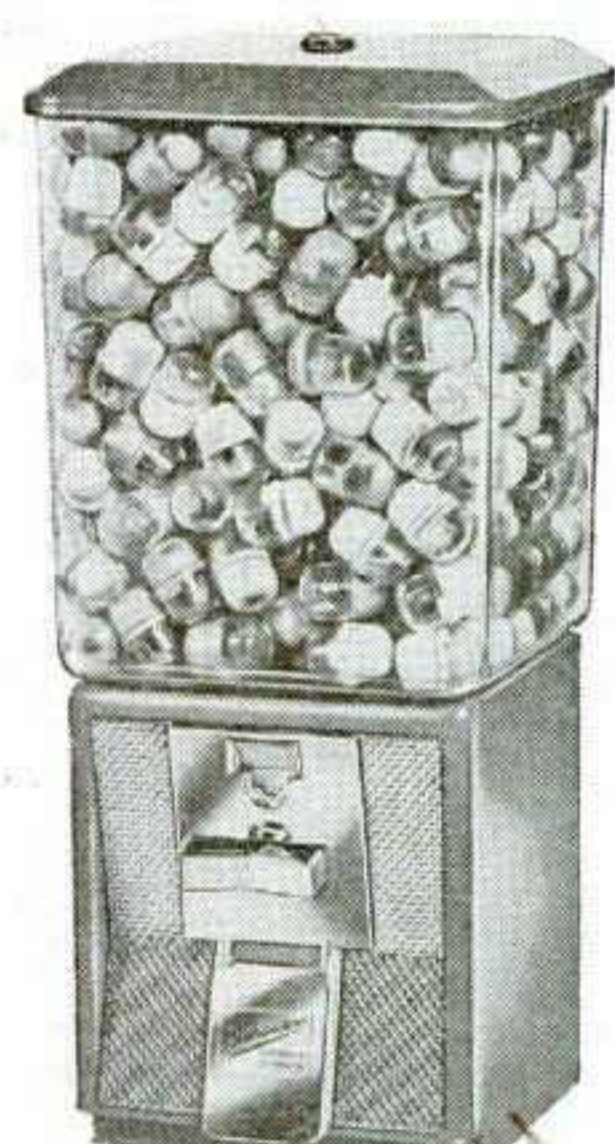
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THE NORTHWESTERN CORPORATION
2024 E. Armstrong Street Morris, Ill.

Learns Business
• Continued from page 67

most forced into using a variety of fills nowadays," he pointed out. "The competition is so keen."

He said that competition is one of the biggest headaches of the business. "You have to be on your toes at all times," he said.

Goldberg uses both single machines and batteries. "It depends on the location," he said. "But some merchants won't tolerate a rack."

Sol trades in mostly pennies, but does have some nickel machines. He also maintains a few merchandise machines.

"By and large," he claims, "most merchants are alike in one respect. They hate the machines being in their stores, but they love the money they get from them. There are, of course, some exceptions to this rule."

Sol says most merchants are nice enough to call you when a machine goes on the bum. But he tells of one man who took a faulty machine behind his counter until the next regular service call, instead of telephoning him.

What are Goldberg's plans for the future? "I'm in my 51st year now," he responded, "and as long as the good Lord blesses me with good health, I plan to stay in the business. It has been very good to me and I've made a lot of good friends thru it."

"If I had it to do all over again," he concluded, "I would."

WANTED

Any quantity DODGE CITIES, including steel or wood stands. Also POPCORN SEZ popcorn vending machines, both for export outlet. Must be in A-1 operating shape, no junk. Quote lowest price, cash waiting.

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PRICE OF MACHINE
10c Operation Each

1 to 2 machines . . . \$26.40
2 machines & up . . . 21.40

PRICE OF COMBS

1 to 24 gross . . . \$3.50
25 to 49 gross . . . 3.25
50 to 100 gross . . . 3.00

Prices quoted are net F.O.B. Brooklyn. Deposit required with order, Balance C.O.D.

We stock a complete line of vending machines, stands, parts, supplies, charms, capsules, merchandise and ball gum.

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Factory Representative for Stamp Vendors and Stamp Folders—Write for Prices
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PResident 2-2900

CIGARETTE AND CANDY MACHINES

Fully reconditioned complete with base, ready for location. Machines are factory sprayed and look like new. Lowest prices anywhere—compare.

6-COLUMN STONER, with Angle Iron Base, 1 or 2 nickels . . . \$75.00
NATIONAL 9-M CIGARETTE, 25c & 30c . . . 85.00
8-COLUMN CRUSADER, 25c & 30c . . . 57.50
8-COLUMN PRESIDENT, 25c & 30c . . . 50.00
8-COLUMN DIPLOMAT, 25c & 30c . . . 65.00
CONVERSIONS, 30c to 35c . . . 7.50
8-COLUMN STONERS (pre-war & post-war)
6-COLUMN STONERS (pre-war & post-war)

All equipment unconditionally guaranteed. Fast delivery. One-third deposit, balance C.O.D.

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TRiangle 5-1857

MANDELL GUARANTEED USED MACHINES

N.W. Model 49, 1c or 5c . . . \$14.50
N.W. DeLuxe 1c or 5c Comb. . . 12.50
N.W. #39 1c Porc. . . 7.95
N.W. Model #33 1c Porc. Converter for 100 ct. B.G. . . 6.50
Silver King 1c B.G. or Mdse. . . 8.50
A.B.T. Guns . . . 30.00
Mills 1c Tab Gum . . . 12.00
Acorns. 1c or 5c B.G. or Mdse. . . 10.00

MERCHANDISE & SUPPLIES

Golden Non Pareil Almonds, 5-lb. vac. pack tins, per lb. . . \$.85
Pistachio Nuts, Jumbo Queen, Red. .68
Pistachio Nuts, Jumbo Queen, White .65
Pistachio Nuts, Large Tulip .61
Pistachio Nuts, Vendor's Mix .61
Pistachio Nuts, Shell .56
Cashew Whole .66
Cashew Butts .61
Indian Nuts .75
Peanuts, Jumbo .42
Spanish Nuts .57
Mixed Nuts .57
Baby Chicks .30
Rainbow Peanuts .32
Boston Baked Beans .32
Jelly Beans .28
Licorice Gems .28
M & M, 550 ct. .28
Hersheys .47

Rain-Bio Gum, 72 ct. . . \$.30
Maltette, 100 ct., per 10035
Rain-Bio Ball Gum, 140 ct., 170 ct., 217 ct. . . .32
Rain-Bio Ball Gum, 100 ct. . . .30
300 lb. minimum, prepaid on all Rain-Bio Ball Gum.

Adams Gum, all flavors, 100 ct. . . \$.45
Wrigley's Gum, all flavors, 100 ct. . . .45
Beech-Nut, 100 ct. . . .45
Hershey's Chocolate, 200 ct . . . 1.30

Minimum Order, 25 Boxes assorted.

Complete line of Parts, Supplies, Stands, Globes, Bracelets, Charms. Everything for the operator.

One-Third Deposit, Balance C.O.D.

THERE ARE BIG PROFITS IN GUM

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TAB

You'll hit the jackpot with this selective tab vender. Ten columns for wide selection and bigger capacity have doubled and even tripled sales. "Quick Change" merchandise drums-cutting servicing time in half.



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when answering ads . . .
SAY YOU SAW IT IN THE BILLBOARD!

ADVERTISING IN BUSINESS PAPERS MEANS BUSINESS

Al Simon Named as Rock-Ola's N.Y. Dist.

NEW YORK—Al Simon, veteran New York coin machine distributor, becomes franchised local distributor for the Rock-Ola juke box line on March 1. He replaces Koepfel Bros., which will concentrate on its shop and jobbing operation.

Simon is the New York Distributor for Chicago Dynamic Industries, and has represented the firm here for 28 years.

He explained that the acquisition of the Rock-Ola line is in keeping with his plans to diversify. In addition to the Chicago Dynamic line, he also distributes Auto Photo here.

Key Man

According to Simon, Al D'Inzillo, who is in charge of operator relations, will be a key man in his plans to boost Rock-Ola sales in

the area. Simon added that he will stock a complete line of parts.

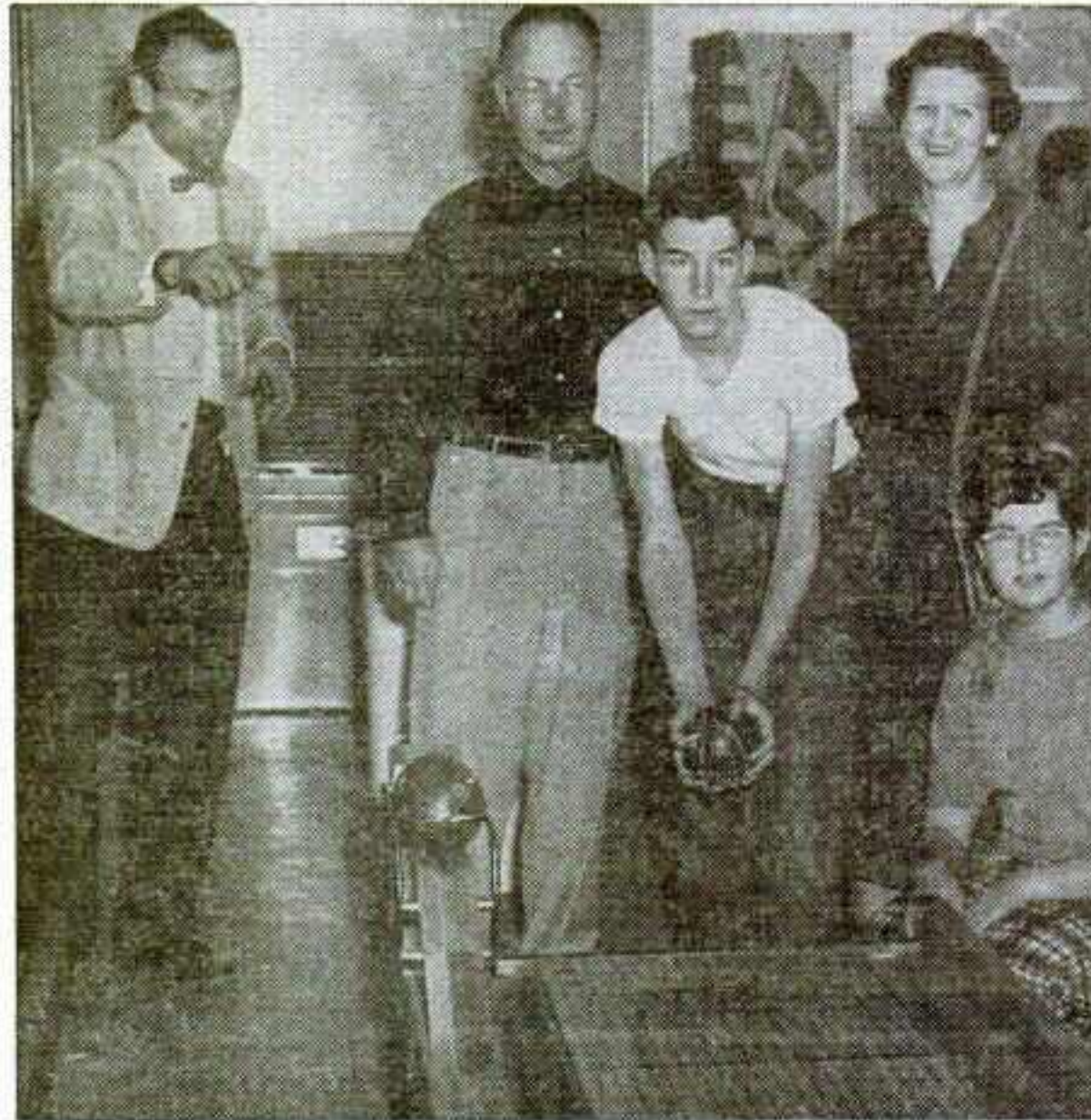
Simon joined Chicago Dynamics (then Chicago Coin) shortly after his graduation from New York University in 1931. Jobs were tough to get then, and the only answer seemed to be to start your own business. That's when he first became a distributor.

He makes his home in the Long Island suburb of Manhasset, with his wife, Ruth; his son, Richard, a high school senior; his son, Robert, 12, and his daughter, Randy, 9. Al is the only one in the family whose first name doesn't begin with the letter "R".

One of the leaders in the industry, Simon was guest of honor at the 1958 banquet of the United Jewish Appeal, Coin Machine Division.

BOWL-O-FUN: CASE HISTORY

St. Louis Family Recreation Center Caters to Physical, Cultural Needs



FAMILY BOWLING on coin-operated bowling alleys at Bowl-O-Fun. At left, President A. D. Andrews points to target.

Editor's Note: This is the second in a series of three articles dealing with the case history of a successful family coin bowling operation.

By JOHN HICKS

ST. LOUIS—The new family-center, recreational center, Bowl-O-Fun, has been built up since its opening the weekend of October 30-November 1 to a point where receipts average more than \$700 a week, and the major part of the promotion "is still in its infancy," says President Arthur D. Andrews Jr. "We haven't started to promote the center as yet," he explained.

With birthday parties and redeemable skill points firmly entrenched to stimulate family patronage at the 20-alley, coin-operated, miniature bowling center, another plan will be inaugurated in mid-March, Andrews revealed.

The newest idea to bring customers into the center and perform a worthwhile community service is a pre-school recreational program for children, he explained. "We are not out to mimic the nursery school, but rather to set up and develop in children recreational ap-

(Continued on page 73)

W. Coast Sales Office Opened by Wurlitzer

LOS ANGELES—A direct sales and service branch was set up here by The Wurlitzer Company Monday (15).

The outlet occupies offices and showrooms previously leased at 2940 West Pico Boulevard (The Billboard, January 25) and is headed by Raymond Barry, Wurlitzer's West Coast representative.

The branch will handle sales in the southern counties of California and Nevada. Wurlitzer will continue to be represented in San Francisco by Emarcy Distributing Company.

A week-long opening of the new

quarters started Monday (15). Joining Barry were Wurlitzer officials including, Robert H. Bear, sales manager; Gary Sinclair, West Coast regional sales manager; and Walt Peteet, field service engineer.

Leonard Hicks Jr., veteran California serviceman, will head the new outlet's service department. Hicks is formerly from Wichita, Kan., in the field since 1945.

Counties covered by the outlet include: in California—Imperial, Inyo, Kern, Los Angeles, Orange, Riverside, San Bernardino, San Diego, San Luis Obispo, Santa Barbara and Ventura. In Nevada—Clark and Lincoln.

N. J. Game Czar Named; Seek Funds for Duties

TRENTON, N. J. — William Howe Davis is New Jersey's first amusement games commissioner. He was confirmed by the State Senate here Monday (15) after being proposed by Gov. Robert B. Meyner in December.

Davis, who is also head of the State's Alcoholic Beverage Control Division, will receive no extra pay for his new duties. His annual salary is \$18,000.

How does Davis feel about this? It suits him to a T. Believe it or not, the extra job with no extra pay was his idea. He wrote Meyner suggesting this plan in December.

No Funds

So far, Davis does not have any funds to initiate his amusement game control board duties. The Assembly passed a measure combining his two posts and providing \$25,000 to set up a staff to license and regulate the games.

The Senate, in a sudden and unexpected move, gave confirmation to Davis being named as amusement game czar, but then adjourned the winter session without acting on the necessary funds to carry out his new duties.

The Legislature will not reconvene again until March 14. It is expected that the approval of funds for the Amusement Game Commission will be one of the first orders of business, since New Jersey has some of the top summertime vacation resorts and it is hoped that the plan will be under way in time for this summer's influx.

License Needed

Under the new law, all games must be licensed. It is thought that this processing will take some time.

The Senate had previously refused to endorse Davis for the dual job. A salary of \$14,000 was set up for some one to take the games

(Continued on page 73)

Pa. Op Asks Ruling On Single-Coin Pins

PHILADELPHIA — Pennsylvania State Atty. Gen. Anne X. Alpern termed as "premature" a petition by a Schuylkill County operator to have a three-judge tribunal decide the constitutionality of a federal court order lifting an injunction against the seizure of converted multiple-coin pinball machines.

Jacob Kossman, attorney for Michael Ford, of McAdoo, filed the appeal to the special panel the same day the U. S. Court of Appeals lifted the injunction against law enforcement officers seizing Ford's machines that have been converted to single-coin play.

The State Supreme Court on November 24 ruled pinball games in which more than one coin can be inserted are "gambling devices" and banned them from the State.

Injunction

On December 30, however, Kossman obtained an injunction against the seizure of converted machines and in a few days Miss Alpern ordered State police to stop confiscating them.

When the U. S. Court lifted the injunction earlier this month, Kossman charged his client's constitutional rights had been violated.

The court was quick to point out, however, that it was not "in any way ruling on the merits of the case." It said there was an "absence of authoritative pronouncement by Pennsylvania's courts as to whether Ford's machines violated the law."

The court pointed out that should Kossman want to find out the constitutionality of the State's ban that he should seek such relief from a special three-man tribunal that has been set up especially to handle such matters. He immediately did so.

The federal courts allowed Koss-

(Continued on page 82)

Milwaukee Assn. Rolls Grow; Plans for State Group Unfold

By BENN OLLMAN

MILWAUKEE — The Milwaukee Coin Machine Operators Association moved toward its goal—90 per cent of the area's equipment on the membership rolls, at its meeting February 8 at the Ambassador Hotel. Two new members were officially accepted in the trade group. They are John Tuska, J. T. Novelty Company, and Perry London, Regal Music.

According to President Sam Hastings, "We hope to complete our current membership drive by the time the April meeting rolls around. By then our plans call for membership by operators who control at least 90 per cent of the coin operated equipment on location in this area."

Also discussed at the meeting were plans for enlarging the scope of the Milwaukee group. It is hoped eventually to encompass all of the State's operators in one large association.

In recent years, the State operator organization has been dormant. Exploratory, informal talks were held recently by Hastings and State coin industry leader C. S. Pierce, of Brodhead. They attempted to pinpoint some common bases for welding and revitalizing the city and State groups.

"The Milwaukee Coin Machine Operators Association," said Hastings "needs a full membership roster in order to accomplish the goals we have in mind." These

are some of the projects being planned:

1). A strong campaign to educate members of the State Legislature on the "facts of life" concerning the coin machine industry.

2). Improvement of industry public relations.

3). A campaign to contact all location owners via direct mailing pieces to let them know what the association stands for.

"We need the backing of the general public and the tavern and restaurant owners in our drive to improve the status of our industry," said Hastings. "The sooner we get to work on these three major projects, the sooner the health of our industry will show improvement."

New Bally Derby Sports 5-Horse Track



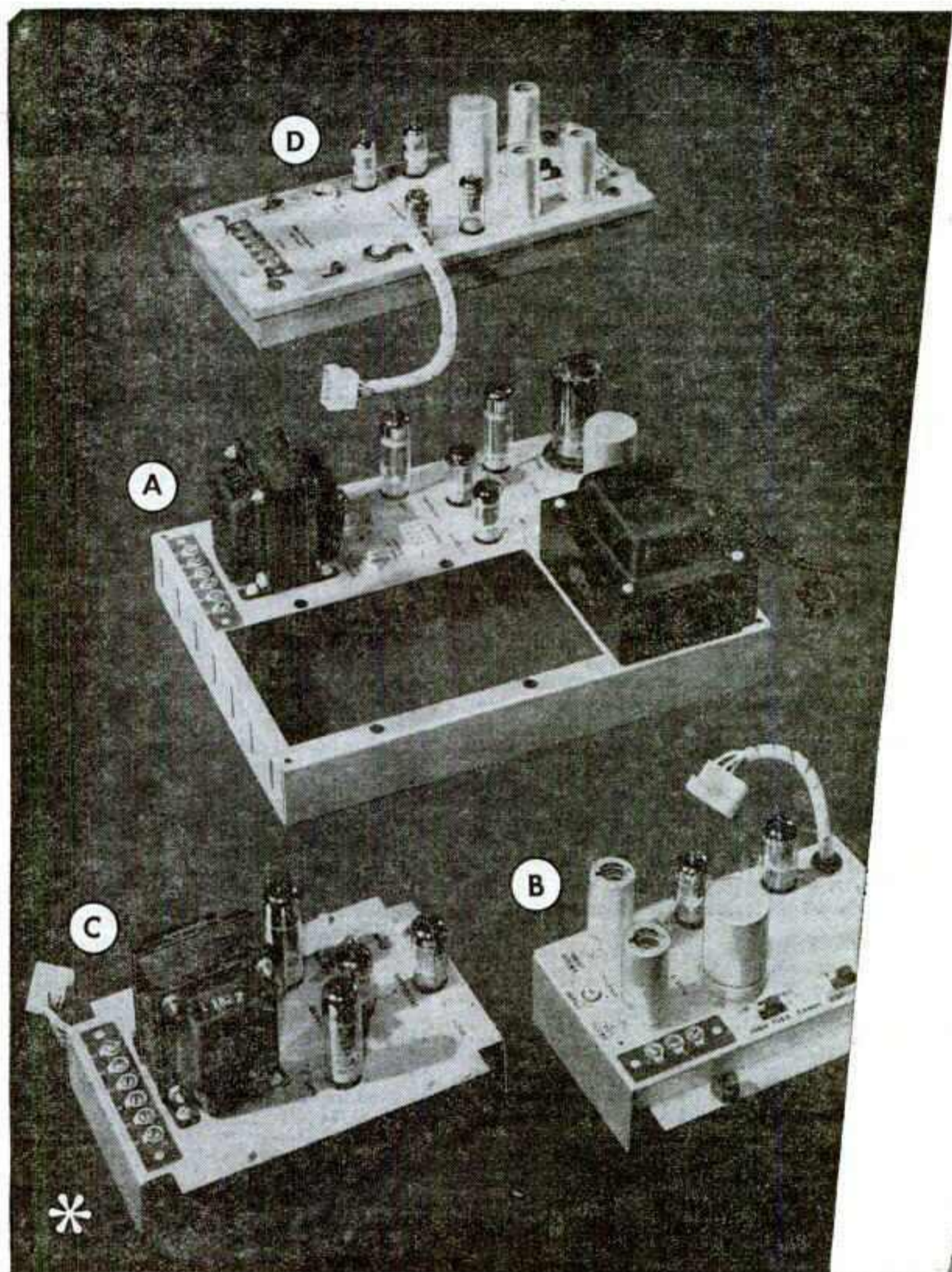
BALLY DERBY

CHICAGO—Bally Derby, a new rifle-target game by Bally Manufacturing Company has a miniature race track with five jockey-ridden horses spurred toward the finish line by the player hitting the bull's-eye.

One to five players can play, each selecting a horse to win. Each horse is keyed to a line of four ball-launching pockets, and the speed of each horse depends on the number of balls in his line.

There are also a pair of ball

(Continued on page 73)

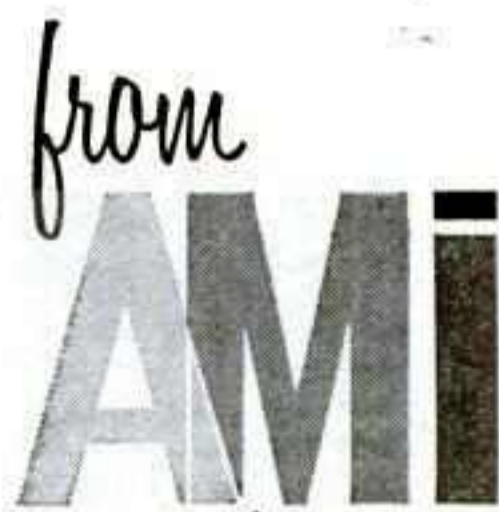


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stereo or
monaural sound
requirement!**

There's sound economy with this new high output, distortion-free amplifier. Its optional plug-in components are interchangeable, ready when you want, to meet your specific monaural or stereophonic requirements.

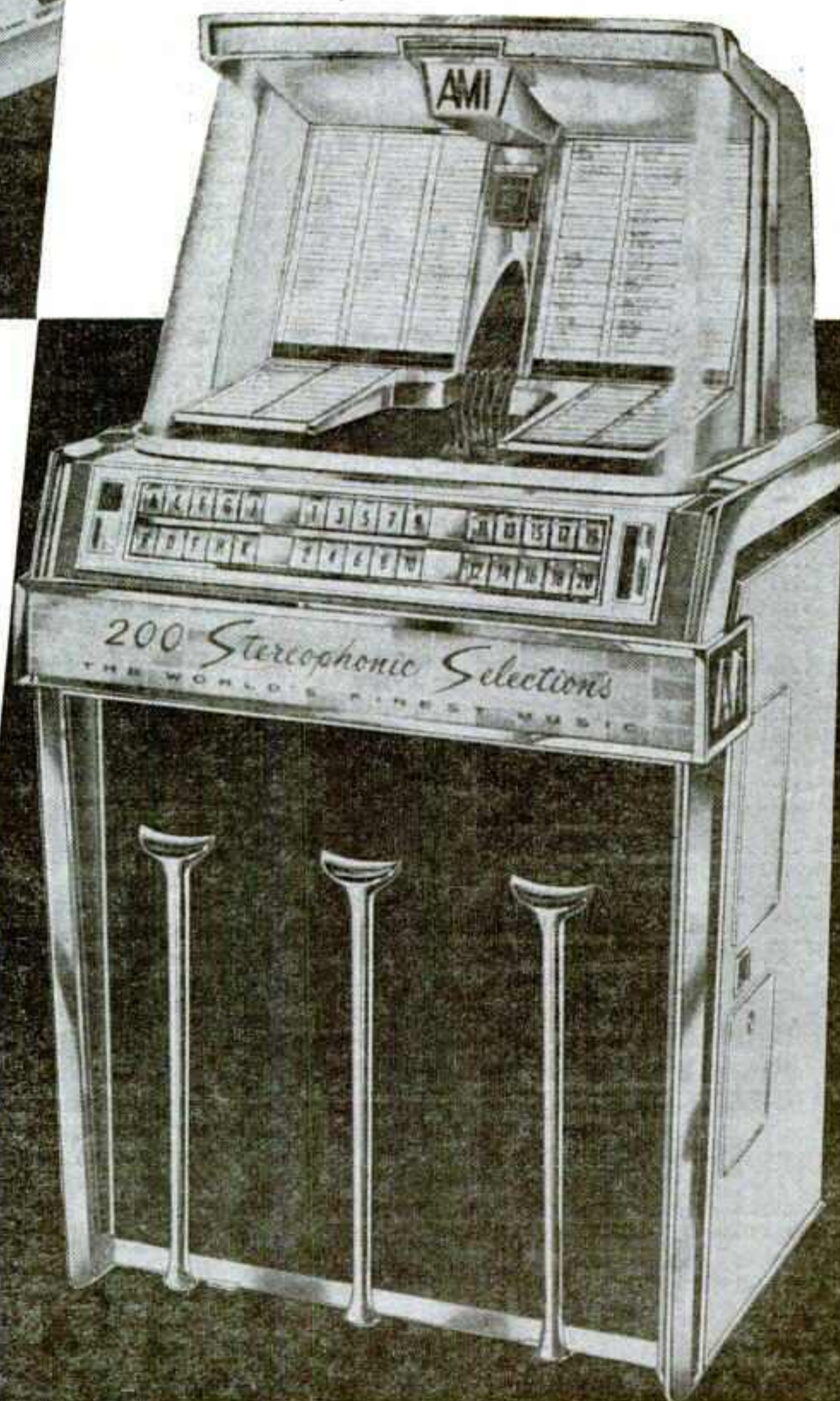
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- Use "A" plus "C" plus "D" for stereo

**Your King of versatility with
optional Dual Speed Compatible Play**



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1909 DESIGNERS ENGINEERS AND MANUFACTURERS OF AUTO-
MATIC MUSICAL INSTRUMENTS FOR BUSINESS AND INDUSTRY



The Billboard's

Coin Machine Price Index

Listings represent used machines in average condition introduced from 1954 thru mid-1959. Price quoted on each machine represents the average of quotes to operators by franchised distributors in three geographical areas—East, West and Midwest.

Quotes are received and averaged monthly. Listings should be used only as a general guide, since machines of identical type and condition may have considerably different values in different areas.

MUSIC

AMI

Table of music machines including models like D-40 (40), E-40 (40), F-40 (40), etc.

ROCK-OLA

Table of Rock-Ola music machines including models like 1438 (120), 1442 (50), etc.

SEEBURG

Table of Seeburg music machines including models like M100B (100), M100C (100), etc.

WURLITZER

Table of Wurlitzer music machines including models like 1250 (48), 1400 (48), etc.

BOWLERS & SHUFFLES

BALLY

Table of Bally bowling machines including models like ABC Bowler 7/55, ABC Bowling, etc.

Magic Bowler 12/54

Table of Magic Bowler machines including models like Mystic Bowler 12/54, Pan American 6/59, etc.

CHICAGO COIN

Table of Chicago Coin machines including models like All Star Team, Bowler 11/55, etc.

BALLY

Table of Bally machines including models like Ballerina 8/59, Ball-A-Poppin' 10/58, etc.

GOTTIEB

Table of Gottlieb machines including models like Ace High 2/57, Add-A-Line 7/55, etc.

UNITED

Table of United machines including models like Ace Shuffle Alley, Advance 6/59, Atlas Shuffle Alley, etc.

Playtime 6/58

Table of Playtime machines including models like Pixie Bowler 7/58, Rainbow Shuffle, etc.

PINBALLS

BALLY

Table of Bally pinball machines including models like Ballerina 8/59, Ball-A-Poppin' 10/58, etc.

GOTTIEB

Table of Gottlieb pinball machines including models like Ace High 2/57, Add-A-Line 7/55, etc.

UNITED

Table of United pinball machines including models like Ace Shuffle Alley, Advance 6/59, Atlas Shuffle Alley, etc.

Straight Flush 12/57

Table of Straight Flush machines including models like Straight Shooter 2/59, Sunshine 8/58, etc.

UNITED

Table of United machines including models like Brazil 9/56, Caravan 1/58, Havana 1/54, etc.

WILLIAMS

Table of Williams machines including models like Arrow Head 7/57, Big Ben 9/54, Casino 8/58, etc.

ARCADE & NOVELTIES

Table of Arcade & Novelties machines including models like All-Star Baseball, Aqua Duck (Cona), Auto Test Turnpike, etc.

Big League (Wms.)

Table of Big League machines including models like Big League Baseball (CC), Big Top (Gen), etc.

Champion Baseball

Table of Champion Baseball machines including models like (Gen) 7/55, Circus Rifle Gallery, etc.

Deluxe 4-Bagger

Table of Deluxe 4-Bagger machines including models like (Wms) 3/56, Deluxe Crusader, etc.

Drum Gun

Table of Drum Gun machines including models like (Muto) 4/55, State Fair (Gen), etc.

League Leader

Table of League Leader machines including models like (Keen) 4/58, Lucky Horoscope, etc.

Pinch-Hitter

Table of Pinch-Hitter machines including models like (Wms) 3/59, Pirate Gun (Un), etc.

Space Gun

Table of Space Gun machines including models like (Bally) 5/58, Space Gunner, etc.

Star Slugger

Table of Star Slugger machines including models like (Un) 10/58, State Fair (Gen), etc.

Super Star Baseball

Table of Super Star Baseball machines including models like (Wms) 1/54, Super Big Top, etc.

United Deluxe Baseball

Table of United Deluxe Baseball machines including models like (Un) 2/59, Vacuumatic Card, etc.

Meteor Hot Rod

Table of Meteor Hot Rod machines including models like (Meteor) 1/58, 1/4 Midget Racer, etc.

BOATS

Table of Boat machines including models like Bally Boat (Bally), Meteor P.T. Boat, etc.

LOCOMOTIVES

Table of Locomotive machines including models like Choo Choo (Bert), King Choo Choo, etc.

MERRY-GO-ROUNDS

Table of Merry-Go-Rounds machines including models like Bert Lane MGR (Bert), Capitol MGR (Cap), etc.

PONIES

Table of Pony machines including models like Big Beauty (Lee), Big Bronco Pony, etc.

SPACE SHIPS

Table of Space Ship machines including models like Atomic Jet (Conat), Junior Jet (Exhib), etc.

VARIETY

Table of Variety machines including models like B & R Dog (B & R), Bull Ride (Lee), etc.

AUTOS

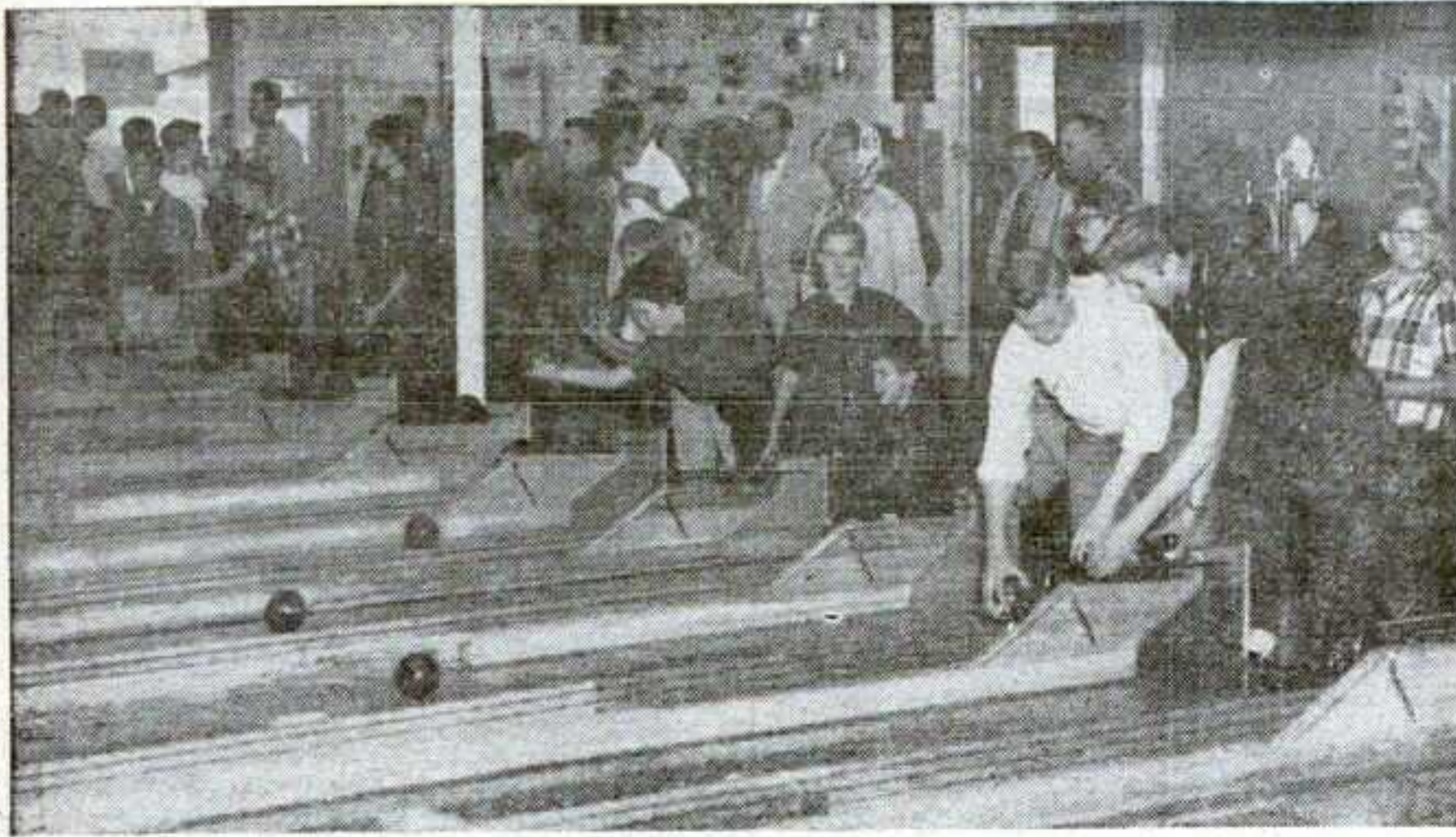
Table of Auto machines including models like Austin Racer (Cap), Capitol Auto (Cap), etc.

KIDDIE RIDES

Table of Kiddie Ride machines including models like Active rides of all years, Austin Racer (Cap), etc.

Active rides of all years

Table of Active Rides including models like Austin Racer (Cap), Capitol Auto (Cap), etc.



FULL HOUSE AT BOWL-O-FUN coin-operated, miniature bowling center which features family recreation on 20 alleys at 10 cents a game.

Bowl-O-Fun Case History

• Continued from page 70

preciation in physical education and cultural areas," Andrews said.

Orange Juice, Too

The program, he continued, will be conducted in 10 sessions, two daily from 9 a.m. to noon and 12:30 to 3:30 p.m. A mother can bring her child in for one or two sessions a week or for the entire 10 sessions. Orange juice will be provided at each session for the children.

In the area of physical education, individual physical exercise will include running, skipping, basic tumbling and aerobatics. There also will be an introduction to team sports thru bowling and other games. Literature and music appreciation at a child's level will be offered to promote "a lasting interest in these fields," the company president said. The cultural area also will stress musical instrument identification, oral language, singing and story sessions and for-

sign languages instruction for four and five-year-olds.

\$1.50 a Session

"We know this can be done because studies have proved that children can learn these things before writing," Andrews asserted. Enrollment in the program will be limited. The price will be \$1.50 per session for each child, with a descending price scale for more frequent visits.

The pre-school recreational program will be run by C. E. (Chuck) Richards, vice-president of Archlee, Inc., originators of Bowl-O-Fun, and Jean Hoffman. Richards is the father of a boy, 12; girl, 11, and twins (boy and girl), 8. Miss Hoffman, a psychology and languages major, was with the Children's Service Department of the St. Louis Public Library for four years. (The firm's secretary-treasurer is Milton Schraier. He has two

sons, nine and six, and a daughter 15 months old.)

Andrews said the pre-school program was decided on after much thought. "By catering to the pre-school group," he declared, "we are guaranteeing habitual customers in the family. This will also serve to bring the mothers into the bowling center, and they, too, may very well become evening patrons."

Bowl-O-Fun, located in the St. Louis municipality of University City, already has league play for husband-wife teams, fiance-fiancee, men, women, children, mother-daughter, young married couples, father-son and others.

Prizes are offered to league winners. For instance, in the Captain Hook and Wendy leagues (fourth, fifth and six grade boys and girls) and the Rock-'n-Roll leagues (seventh thru ninth graders) winners will receive scholarships to Washington University's physical fitness and sport skill school for one week during the coming summer.

The program offers instruction

by experts in aquatics, riflery, trampolining, tennis, badminton, archery, table tennis, bowling and physical fitness integrated with other activities.

Recently a corporation tournament was set up at Bowl-O-Fun. It works this way: The patron purchases "one share of stock" (entry fee) for \$1. It entitles the customer to bowl six games, one after the other or all six at one time. This makes him a "member of the board of directors" and his name and score are entered on the directors chalk board and on the "stock certificate" or tournament record card, which Bowl-O-Fun keeps on file.

When the board is full—32-member limit—other bowlers may become directors by paying their \$1 fee and bumping the lowest director with a six-game bowling total higher than the lowest score. The bumped director may regain his board seat by bowling a six-game total higher than the lowest board score. No second entry fee is charged to regain board position.

Directors may strengthen their board position at any time by bowling six-game totals higher than the lowest scores. When the stock market closes, final board members and alternates are notified and one week of pre-election practice begins. The board of directors then meet to bowl 12 games. The top 16 make up the executive committee. These 16 then meet in a handicapped, double eliminator play. Eight nominees continue the elimination until the slate is cut to two candidates. The final two roll six games to determine the president and vice-president.

The prizes given are a \$50 savings bond for the president; \$25 bond for vice-president; \$10 saving stamp, board-chairman; 50 free games, secretary-treasurer; 25 free games, sergeant at arms; five free games, executive committee members, and three free games to members of the board of directors.

Promotion of the Bowl-O-Fun idea is by direct mail. The Archlee firm sends out a monthly newsletter to each family on its mailing list. More than 5,000 copies of

N. J. Game Czar

• Continued from page 70

job by itself. But, apparently, the senators had a change of heart.

The job of amusement games commissioner is a powerful one. It carries a four-year term and the czar will have the power to make any decisions and lay down any rulings he sees fit. His rulings will have the force of law. He can also issue subpoenas and hold hearings and limit licenses for a specific game.

In any hearings conducted by the commissioner, witnesses will be forced to answer all questions and not be allowed to invoke the Fifth Amendment. If they do, they will be taken before the State Superior Court and cited for contempt.

The commissioner may also "restrict the number of permits in a municipality to avoid a monopoly or unfair competition."

So New Jersey is all set to put its new amusement game law into action. All Commissioner Davis needs now are the funds with which to operate.

Bally Derby

• Continued from page 70

scrambling targets plus a scrambling device after every third shot. Game continues until one horse reaches the finish line or until each player has shot his quota. Single player quota is 12 shots, nine shots for two players and six shots for three, four or five players.

There are also skill ratings depending how soon a player gets his horse to the finish line.

The game measures 28 inches wide, 38 inches deep and 74 inches high.

the newsletter are mailed out to families. They are sent to families, Andrews emphasized, and they list the parents' and children's names and the year they were born.

"We cater to the public and we want them to know it," Andrews added.

The Billboard's

Coin Machine Price Index

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WHAT DO YOU THINK?

OF THE BILLBOARD'S NEW

COIN MACHINE PRICE INDEX

We would appreciate your comments on The Billboard's new Coin Machine Price Index on used machines after you have carefully studied and compared the listing which appears in this week's issue. What we would like to know is: "Does The Billboard's New Coin Machine Price Index help you in the buying and/or selling of used coin machine equipment?"

Fill in the coupon and mail your comments to The Billboard. If you need more room for comments, please use separate sheet of paper.

CLIP AND MAIL TO:

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188 W. RANDOLPH ST.
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Here are my comments on The Billboard's New Coin Machine Price Index on used machines.

REMARKS:

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Company _____

Address _____ State _____

I am a: DISTRIBUTOR OPERATOR MANUFACTURER

AN OPEN LETTER TO ALL PROFIT MINDED OPERATORS:



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Executive Vice President
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MANUFACTURING
CORP.**

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* EXECUTIVE OFFICES:

David C. Rachala, Pres. Seal

February 5, 1960

Dear Mr. Operator:

Since the introduction of the 1960 TEMPO II all-purpose stereophonic phonograph last November, Rock-Ola has experienced the greatest first quarter sales in a model year in the company's history. We make this statement to let all our operator friends around the country know of the tremendous profit success operators are having with this new 1960 all-purpose stereophonic phonograph.

Operators want many things in a phonograph and justifiably so! They want clean, modern styling, true flexibility, outstanding sound, ease of servicing, and dependability. For twenty-five years the Rock-Ola corporation has given all these features to assure the operator the greatest return on his dollar. In 1960, Rock-Ola has the beautiful TEMPO II, the "Location Engineered" phonograph to further guarantee this continued high performance, outstanding sound and trouble free operation.

For true flexibility, the TEMPO II can at the flip-of-a-switch play either monaural, standard stereophonic, or for extra large rooms, reinforced stereo. All this cost the operator nothing more with no add on parts needed. Now one machine fits all your locations. You save on inventory, installation and the cost of servicing.

Mr. Operator, if you haven't already seen the new TEMPO II, stop in at your ROCK-OLA DISTRIBUTORS SHOWROOM today. Your profits will be glad you did!

Sincerely Yours,

E. G. Doris

Edward G. Doris
Executive Vice-President

ROCK-OLA

tempo II

25th Anniversary Model

THE ALL-PURPOSE STEREOGRAPHIC PHONOGRAPH

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FRENCH MONEY REFORM AIDS COIN OPERATORS

PARIS—The French government co-operated with the coin machine industry to produce a painless money reform from the standpoint of adjusting the revaluated coins to coin-operated machines.

The de Gaulle government simply sliced two decimal points off the old currency, reissuing 100 old francs as one new or "hard" franc. The old and new currency systems are to be permitted to co-exist until the new completely supplants the old by normal process of attrition.

It is estimated that the old 100-unit money will remain in circulation for possibly as long as seven years.

But thanks to the government's acumen, this will bother the coin machine industry not at all. The government has minted a series of new hard frame coins having the precise measurement of corresponding coins under the old system.

For example, the new one-franc coin replaced the old 100-franc coin; the new 10-centime coin is identical with the old 10-franc coin, and the 20-centime coin with the old 20-franc coin, etc.

Germans Dominate British Coin Show

LONDON — West Germany's coin machine industry had a delegation of 55 persons at the Amusement Trades' Exhibition in the New Royal Horticultural Hall, Westminster.

Every major West German producer exhibited equipment. The biggest displays were of the Fanfare Stereo, produced by NSM, Bingen; the new Harmonie juke line of the West Berlin firm of Beromat-Wulff Aparatbau, and Tonomat's Panoramic 200.

NSM's export manager, Henri Herbosch, praised the London show as being Europe's biggest, and it had replaced the Frankfurt Fair as the Continent's coin trade show-case.

Fanfare's top exhibit was its Stereo 100 which NSM claims is the lowest priced machine in its field. Tonomat's Panoramic 200 is being pushed in Britain by the Ditchburn Organization, which advertises it as one of the lowest priced machines in the 200-selection group.

British Queasy On Bell Fruits

LONDON — The British coin machine industry is regarding with some misgivings the pending legalization—subject to clearly specified conditions—of the new bell fruit machines shown at the recent Amusement Trades Exhibition here by Mills, Jennings and Sega.

American distributors also share these qualms. They feel that widespread operation of these machines is not desirable, but that if it can be controlled, it might be all right.

For example, Suren J. Fesjian, Mondial Commercial Corporation, New York, feels that the United Kingdom's coin machine industry must discipline its members to see that such machines are not put on open locations or on places which teen-agers are apt to frequent.

Fear Ban

Fesjian warned that widespread use of bell fruits could cause a nation to ban coin machines on a wholesale basis, without regard to type.

He feels that the potential for pin games, shuffles and guns is excellent, and fears that this potential may be jeopardized. The British market, said Fesjian, is capable of absorbing up to 100,000 games and 25,000 juke boxes.

The London show marked the first trade fair at which West Germany's coin machine industry has set out to surpass the American industry's exhibits.

The Germans had a bigger delegation at London than did the U. S. industry and a greater number of stands. All major German producers made the London showing a priority undertaking, sending their newest equipment and best technical and sales personnel.

German stands featured the vivid use of color and glass-fronted listening booths. The German industry budgeted more money on the London exhibit and sent more of its top personnel than on any other trade fair abroad since the war.

Export Battleground

This fact reflected Britain's new position as a prime export battleground between the U. S. and German industries, a fact further underlined, paradoxically, by the paucity of British-designed juke and games equipment.

Britain, as the trade exhibition demonstrated, remains primarily a lush market for U. S. and German equipment.

Aside from the hot U. S.-German competition, the show reflected the sharpening competition in the world juke trade. More competitive effort was manifest in London than in any other postwar trade exhibition yet held.

Coin machine industry delegations attended from France, Italy, Belgium, Scandinavia, Spain, Switzerland, Greece, Austria, Finland and Holland. The Dutch sent a 14-member delegation, the largest Dutch group ever sent to a foreign coin trade fair.

Heinrich Brunswig Firm 50 Yrs. Old

HAMBURG, Germany — Coin machine manufacturer Heinrich Brunswig recently celebrated his 75th birthday and the 50th anniversary of the founding of his firm, Firma Heinrich Brunswig.

Brunswig founded his firm as a lock manufacturer, expanded into the production of ship heating equipment and, prior to the first World War, began producing vending machines.

In 1928 Brunswig produced the first European nut vendor. His Junior nut vendor became famous on the world market. Over the years he added more and more types of vendors until now the firm produces vendors for everything from nuts to nylons.

German Coin Assn. Steps Up Fight Against Amusement Tax

By OMER ANDERSON

MUNICH, Germany—German coin machine operator, association, ZOA, voted at its annual meeting here to intensify its fight against the amusement tax on coin machines.

A series of speakers told the meeting that some kind of tax relief deal must be struck with the various State governments and operating conditions stabilized within the industry.

One of the strongest proponents of this view was Franz Treuten, chairman of the north German operator association. Treuten called the amusement tax "unbearable" and warned it threatens the industry with disaster.

Dealers Chided

The Munich meeting developed strong criticism of dealers and producers, who were accused of evading their fair share of the anti-amusement tax campaign financial burden, and of general indifference to the plight of operators, particularly the medium and small operator.

It was pointed out that the operators have been shouldering the amusement tax fight burden for six years, a fight that, in the words of one speaker, has cost the trade "many thousands if not millions of marks."

Yet little if anything has been accomplished, according to complaints at the meeting, and the fight stretches out interminably.

Operator Gripe

The meeting developed strong criticism of "planned obsolescence"

on the part of producers. Operator representatives complained that while the operator is hard-pressed to support the tax fight, he is, nonetheless, kept under constant pressure to buy new equipment, much of it of the planned obsolescence variety.

Speakers warned that with the operators bogged down dangerously in the tax fight, they simply can't afford the constant purchase of new equipment, regardless how desirable this might be.

Gradual Improvements

It was proposed that the German coin machine industry adopt something similar to the policy of Volkswagen, the automobile producer. Volkswagen avoids deliberate planned obsolescence and introduces improvements gradually and piecemeal.

One proposal introduced at the Munich meeting calls for an agreement among operators, dealers and producers to restrict production, on a quota basis, to the actual requirements of the domestic market.

The majority of the industry is opposed to the erection of what in effect would be an industry cartel. But the operators are warning that in one form or another they must be relieved of the amusement tax burden, and that if they can't obtain co-operation in this respect from producers and dealers they will be forced to drastic measures of their own.

"There have been many well turned phrases and resolutions taken before this forum in recent years," one speaker noted, "but

none of these words or resolutions have been of any value in decisively meeting the problem we face."

Tax Fight

ZOA resolved at its meeting here to mobilize all resources in an all-out effort to gain a decision in the tax fight. The opinion is growing within the operator ranks that the amusement tax fight may be a Quixotic struggle better abandoned.

Some speakers proposed that the operators turn instead to the study of ways to reduce operating costs. It was proposed, for example, that the operators organize a co-operative for the mass purchasing of records and other supplies.

Whatever the final decision taken, the overwhelming majority of operators are dissatisfied with conditions in the industry. The policies followed by the industry in the last six years, as speakers pointed out, have kept the operators constantly embattled in the courts and with public opinion.

Accept Inevitable

Some operator leaders are arguing, as they did at Munich, that the industry would be better advised to accept taxation as inevitable and concentrate its resources on winning friends among the public and expanding trade.

The tax varies from State to State, averaging 15 marks (\$3.58) per juke box; 10 marks (\$2.39) for games and 30 marks (\$7.16) for gambling machines. All taxes are collected monthly.

The amusement tax is in addition to a turnover tax on gross machine receipts (4 per cent for jukes, games and vendors and 8 per cent for gambling machines), a business tax and a license fee of 20 marks (\$4.77) a year. Moreover, operators pay a monthly royalty of 7.50 marks (\$1.79) per juke to GEMA, the German version of ASCAP.

Needs 40 Units

The average operator needs a minimum of 40 machines to exist, and the maximum is 400 per op-

(Continued on page 82)

French Coinmen Set For Bitter Tax Fight

PARIS—The French coin machine industry is girding for a long legal battle to repeal what is claimed to be confiscatory tax legislation.

On the one hand, the industry is streamlining and consolidating operations in preparation for a long siege. And on the other hand it is beginning a series of court tests and agitating for repeal of the taxation measure thru a public relations program.

The new tax law, adopted with the budget bill, taxes juke boxes and games according to the population of the area involved.

In towns with a population of over 50,000, the tax will be 24,000 francs a year; in towns between 10,000 and 50,000 population, it will be 18,000 francs; and in towns with between 1,000 and 10,000 population, 12,000 francs. All villages of fewer than 1,000 population will be taxed 6,000 francs.

Original Proposal

The French government originally had asked for a tax of 50,000 francs per juke and game machine per year, regardless of site.

Altho the bill finally passed has a much lower tax scale, the French coin machine industry claims the new taxation system will drive many operators out of business and drastically curtail sale of new equipment.

It is pointed out that the new tax structure will automatically restrict the number of machines in operation, as only machines kept in continuous play will be profitable under the new tax.

Single Group

French coin machine operators are reorganizing to obtain greater

efficiency of effort in the tax fight. In this connection, two groups, the Syndicat National des Professionnels de l'Automatique and the Syndicat de l'Il de France, have dissolved and their members have formed a single organization, The Syndicat de la Region Parisienne, which will be affiliated with the Federation Francaise des Commerçants et Exploitants de l'Automatique.

The new tax law is expected to stimulate still further the French coin machine industry's demands for a tariff wall and other legislation shutting out imported equipment.

The French domestic market, based on past performance for several years, can absorb around 5,000 new juke boxes annually, of which 98 per cent are supplied by the domestic industry.

Near Monopoly

Games also are a near monopoly of the domestic industry. The two major games, football and pinball, are produced almost entirely in France.

The government, bowing to agitation from French producers, has excluded foreign juke boxes and pinball machines from the French market—in toto. Moreover, the industry is demanding legislation preserving the juke and pinball importation ban even after the European Common Market becomes operative.

The new tax law means that the French market will remain sealed off to imports of foreign machines, most of all German and American, and that the French coin machine industry generally is likely to contract instead of expand.

Adickes Back From Portugal

HAMBURG, Germany — Freddie Adickes, the German Rock-Ola distributor, has just returned from a trip to Portugal to appoint Rock-Ola distributors in that country.

Portugal has liberalized U. S. juke box imports, and the Portuguese hard currency has made that country one of Europe's potentially leading markets for U. S. coin products.

Adickes flew to Lisbon via the Amusement Trades' Exhibition in London, where he conferred with officials at Ruffler and Walker, Rock-Ola importers in Britain.

In the spring he plans another trip to the U. S.

Mfr. Assn. Names Dr. Heinz Kummer

WEST BERLIN — Dr. Heinz Kummer, an attorney, has been appointed business agent for the Verband der Deutschen Automaten-Industrie, the association of German coin machine manufacturers.

Dr. Kummer, who has been serving as a counselor in the Berlin administrative court, succeeds Herbert Ohning, who died last year. Ohning was a Social Democratic deputy in the West Berlin city parliament and had served as lay chairman of the city's denazification tribunal.

WHEN
IT
COMES
DOWN
TO
MONEY

(and it always does)

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- what you see
- what you hear
- and what you *don't* have to spend keeping it playing.

Compare all three features and you'll come to a single conclusion ...



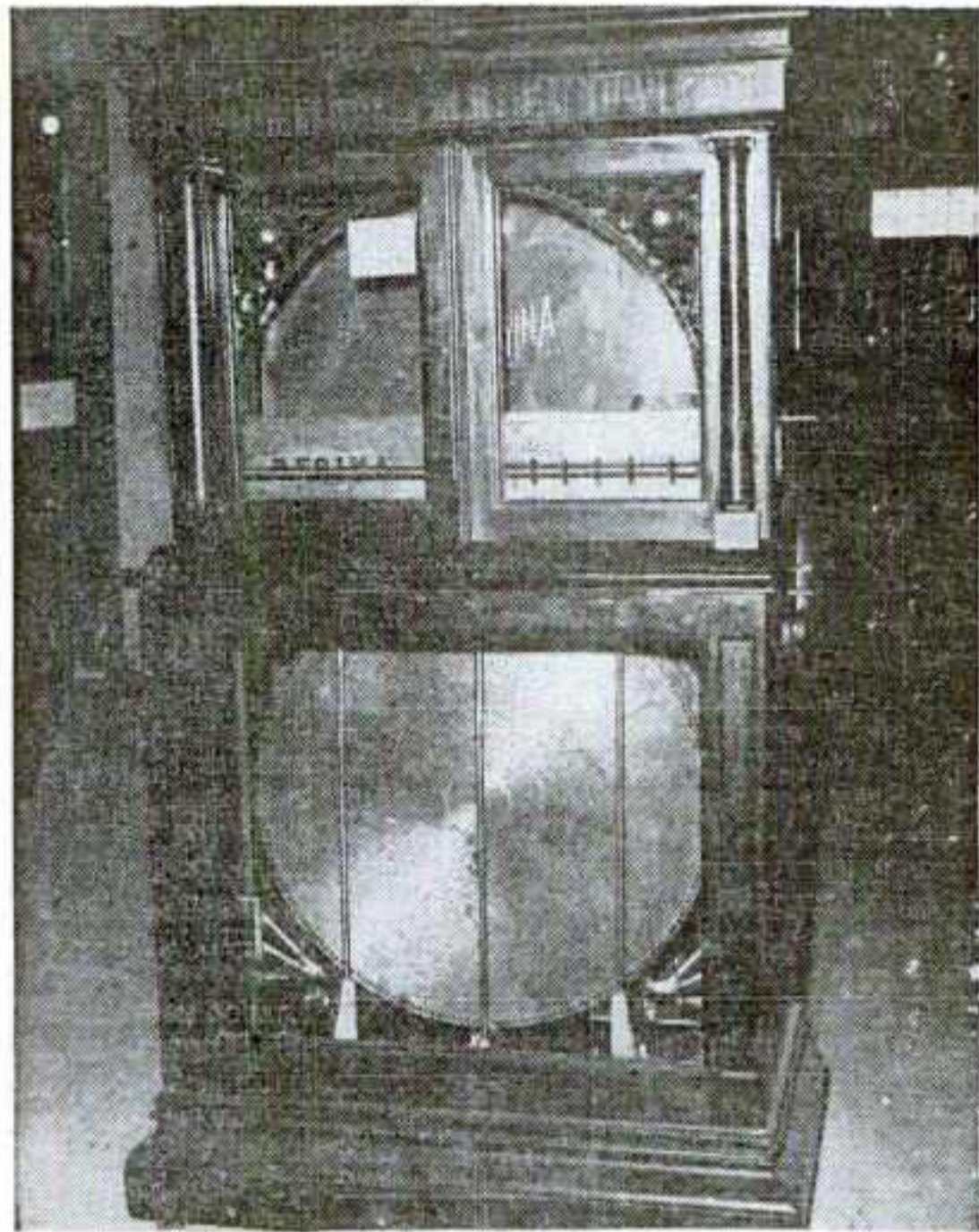
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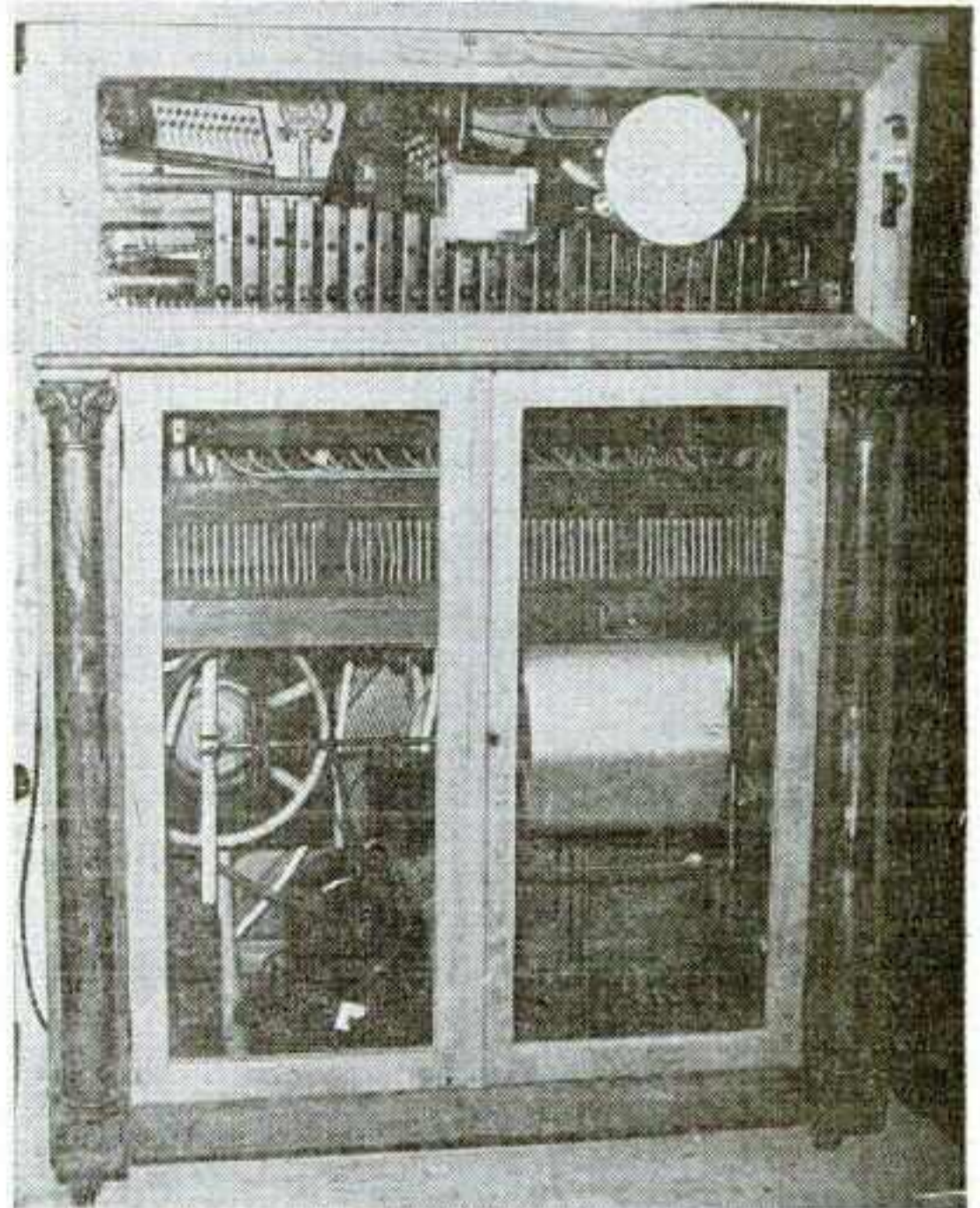


FIRST of the "large disk" juke boxes was a Regina made between 1890 and 1900, playing a 27-inch platter. A library of 12 disks was stored in the bottom. Upon insertion of a coin, the proper disk was automatically selected and raised into playing position.

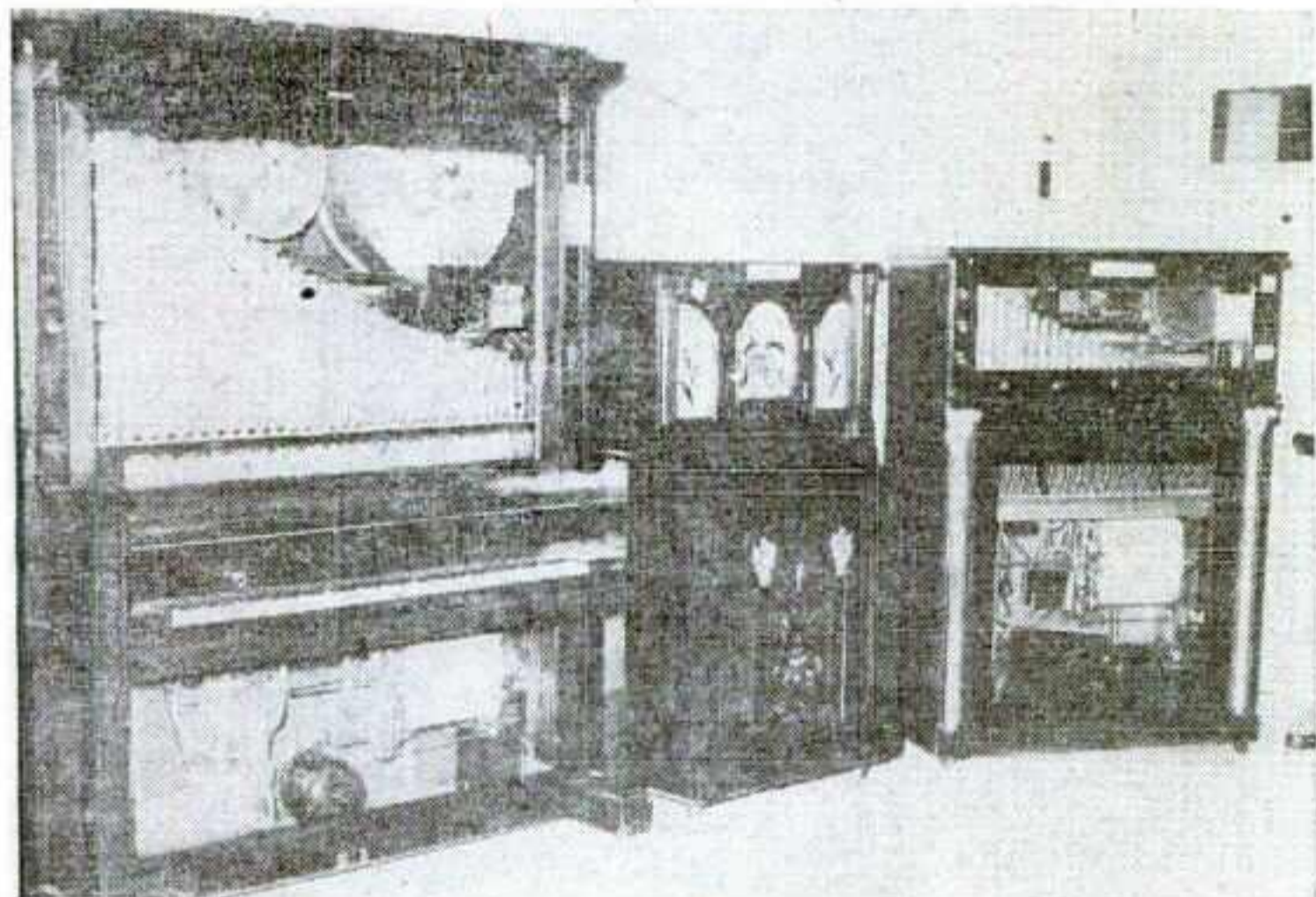
Collecting antique coin machines and nickelodeons started as a hobby back in 1953 for Paul Eakins, of Sikeston, Mo. Today the collection, grown to 60 pieces, is part of a Gay '90's village on Highway 60 at Sikeston. It is housed in a specially built 3,500-square-foot exhibition hall and attracts thousands of visitors yearly. Eakins' hobby has become big business.

The machines have come from all over the world and most arrived in poor repair. Eakins, a former mechanical engineer, does the work, assisted by Oswald Wurdeman, of Minneapolis, a former coin machine distributor. The pair has spent as much as 500 hours repairing an individual piece. His collection is a virtual historical panorama of the coin machine business with machines that date back to the late 1800's.

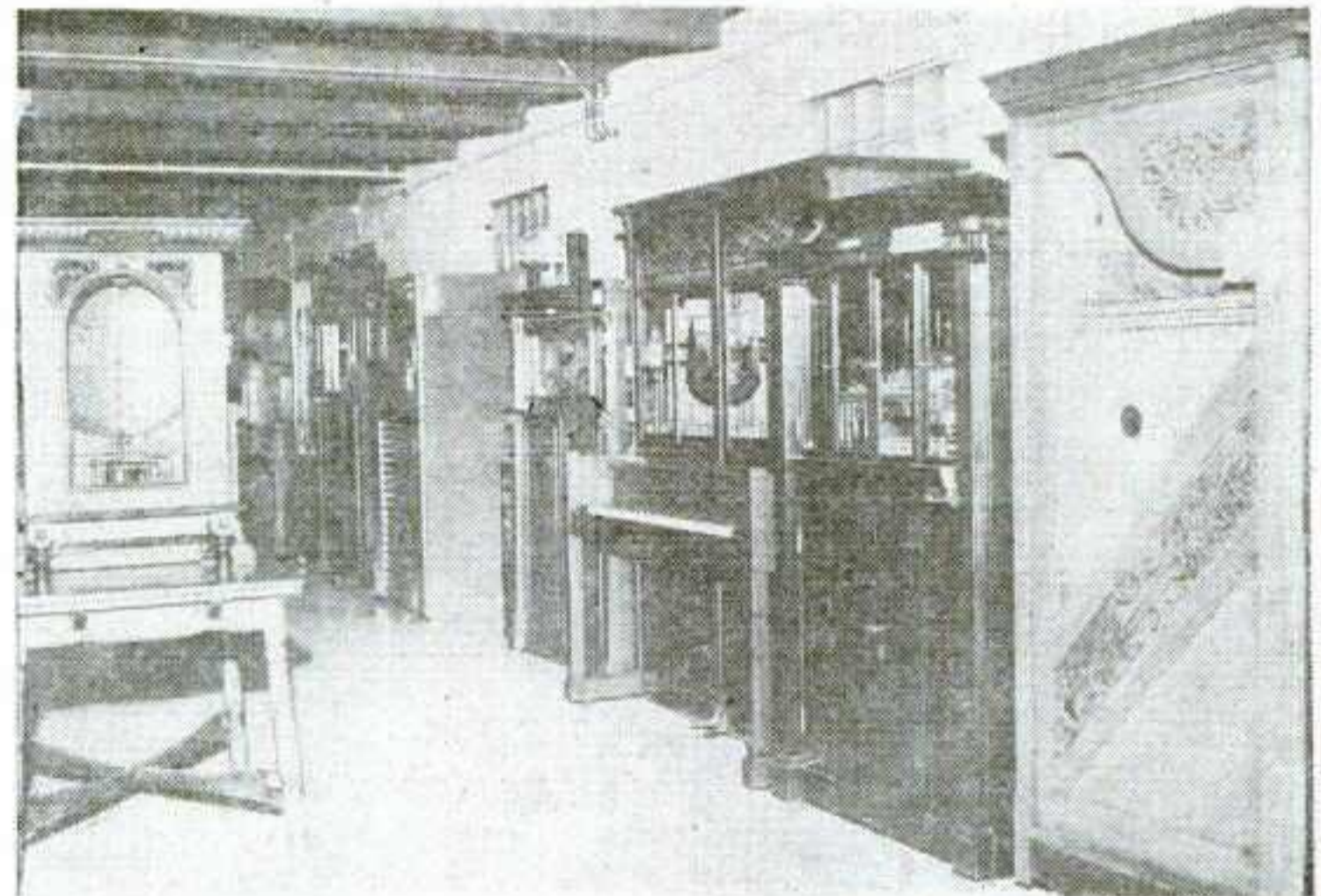
Ironically, Eakins started his hobby after being told by doctors to slow down because of an ulcer. He parlayed the hobby into a multiple business venture that today includes the Gay '90's Village, Indian Trading Post, War Drum Restaurant, a wholesale plumbing and heating business, a salvage business and a pair of successful gas stations.



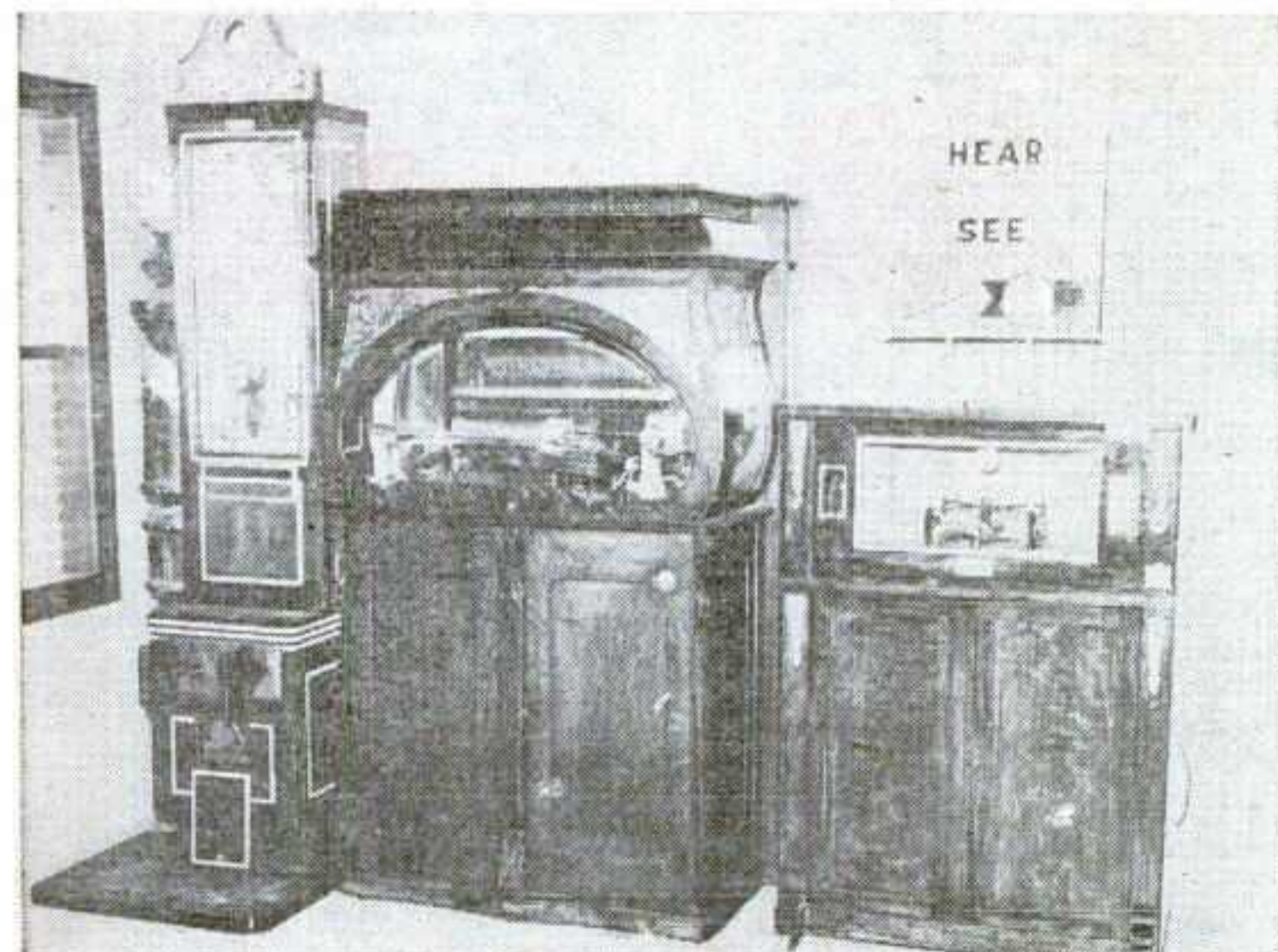
AN EARLY SEEBURG Model KT, vintage 1927. Upon insertion of a coin, the music ground out from a roller tape. The room, the patrons and the whole machine would rock with the blaring of a six-piece orchestra—piano, mandolin, tambourine, castanets, triangle and xylophone.



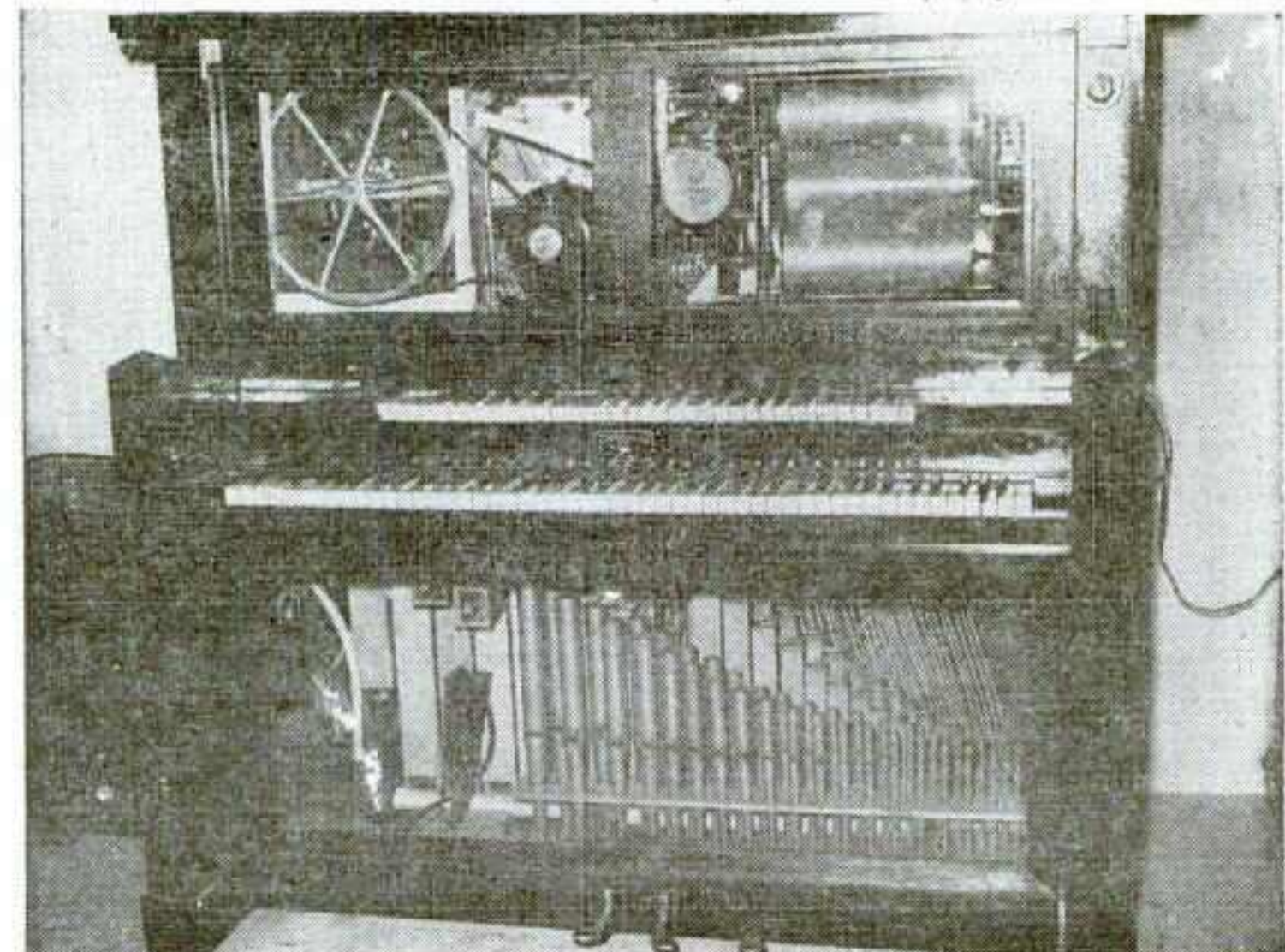
A TRIO OF OLDIES: A 1920 model Seeburg that sounded forth with a piano, mandolin, bass drum, snare drum, tympani, cymbal, triangle, 32 violin pipes, and 32 flute pipes; a 1920 model Pianino that played a piano, mandolin, 21 flutes and 21 violins, and another Seeburg KT that boasts no less than 25 flute pipes plus extras.



ENTRANCE to the exhibit starts with a coin-operated Wurlitzer harp on the right, patented in 1899 and playing five tune rolls on 60 strings; a Mills single violin and a Link Orchestrion. All machines are in perfect working order today, giving forth with quite a concert when more than one is played in the large exhibit hall.



AN EARLY FIREMAN Arcade piece, circa 1900; a Mills 1914 single violin with the first curved-glass cabinet, used in an Italian restaurant in St. Louis, and a 1928 Seeburg barroom piece that had racing dogs running around a track while a piano and mandolin played.



FIRST of the dual-keyboard models, a Coinola Reproducto made in 1924. Insertion of a coin rewarded patrons with the melodious cacaphony of 111 quintadena, diapason and flute pipes, a mandolin and a piano—often used as a theater player.

Simple Programming System Gives Top Collections for Ariz. Operator

PHOENIX, Ariz.—A stack of ordinary spelling books, exactly like those used by children in elementary school grades, is a valuable asset in everyday programming operations at the big Arizona

Stereo Music Systems Company, phonograph operators here.

When Bill Bryant took over management of the firm a year ago, he completely reorganized the programming system to do away with many inequities which he felt were responsible for a disappointingly low return at some locations and "just average" at others.

Convinced that in simplicity lies the real key to efficiency, he has organized the current programming system around one feminine expert, Alice Medina, a programming office arrangement which puts any record in seven broad categories within instant reach, and a simple form of "bookkeeping" which has substantially simplified every step for the firm's four collectors.

Servicing around 120 locations,

Arizona Music Systems keeps in mind the fact that there are differences in tastes of patrons at every location, and that there is "no such thing as a duplicate music menu which will get results in all locations."

The programming system hinges physically on a 20-foot-by-10-foot room in the center of Arizona Music Systems' McDowell Avenue headquarters. In the center front is Miss Medina's desk, equipped with trunkline, telephone, card file, a series of drawers, reference catalogs and index files.

Completely surrounding Miss Medina are seven browsers of blond hardwood on wrought iron legs, which were originally designed for retail record self-service selling. The browsers, each of which can accommodate more than 1,000 records, are divided into Spanish, two

40 tunes, classics, etc., which is always subject to change. Then when the collectors come in they are free to substitute any numbers which they feel will work out well, as well as requests made by the location owner.

Last-minute changes in the music menu, the requests plus the collector's ideas, make up the final menu, which is checked against the spelling book inventory list to determine that there are no duplications before the order is swiftly made up from the browser racks. Incidentally, as proof of how effectively Miss Medina's programming works out, the average change amounts to only three records at a time, which indicates that the play on the remainder is highly satisfactory indeed.

Arizona Stereo Music Company encourages its location owners to make lots of requests, each of the four routemen pointing out at every opportunity that the location owner is "closest to his own business" and therefore is best qualified to decide what his customers want to play.

This is a subtle form of flattery

Bilotta Named By Stereomonic

NEWARK, N. Y.—John Bilotta, New York State Wurlitzer distributor, has been named a distributor for the Stereomonic Amplifier for New York, New Jersey, Pennsylvania, New England and Canada.

The Stereomonic Amplifier, manufactured by a division of the Martin Theater Corporation, is being marketed thru Wurlitzer distributors. Peach State Distributing in Atlanta has the unit in the South.

Briefly, the Stereomonic Amplifier separates high and low frequencies on a monaural record and feeds them out thru separate speaker systems (The Billboard, January 25).

The amplifier is being sold to juke box operators for \$89.50, and while the manufacturer says that it does not produce a true stereo effect, it does create a feeling of depth with monaural records.

Keeney Ships New Upright



CRISS CROSS DIAMOND

CHICAGO—J. H. Keeney & Company this week went into production on a new upright game, Criss Cross Diamond. The game is now in distributor showrooms and is being shipped.

The single-coin operation game offers five ways to set up three-in-a-row scoring on diamonds, plus three-in-a-row scoring on stars, horseshoes, arrows, crowns, trophies and clovers.

Dimensions are 56 inches high, 22 inches wide and 17 1/2 inches deep. Shipping weight is 150 pounds.

Pennsauken, N. J., Says No to Arcade

PENNSAUKEN, N. J.—The township committee in this town, across the Delaware River from Philadelphia, has turned down an application for erection of an amusement arcade.

"The committee is not in favor of this type of operation and goes on record against it," read a statement from the committee, the governing body.

A petition against the arcade, signed by 75 residents, termed the arcade an "undesirable hangout for juveniles and a contributing factor to juvenile delinquency."

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Alice Medina is in charge of the programming operation at the Arizona Stereo Music Company in Phoenix.

for rock and roll records, one for western records, two for popular disks and one stereo. In these seven browsers, Bryant maintains his entire record stock, all within a step or two of Miss Medina's central desk, and all tabbed with easily readable cards for simple location of each item.

In one drawer in the desk are the spelling books which are actually just that—slender blue-cover notebooks, each representing one location and numbered from 1 to 100, then starting over again to the next 1 to 100 series. Each of the spelling books represents an inventory of the records on any juke box at any given time, which Miss Medina consults at least once a week for 75 per cent of the locations and once every two weeks for the remaining 25 per cent.

Part of Miss Medina's job is to make up a basic music menu for each phonograph location, carefully choosing the proper percentage of westerns, Spanish, old favorites, top

which always gets results, and not infrequently has been responsible for a steady bit of co-operation from the location owners involved.

As often as possible, Miss Medina gets out and visits the locations involved, usually going along with a routeman on a good-will tour and lets personal observation shape her menu planning in the future. "I make plenty of mistakes," she smiled. "But the idea is to make as few of them as possible."

The entire list of locations is actually divided into two lists, one simply "top locations" and the other lumping together those which do not show as much play. Every new hit which is already on the way goes to all top locations automatically, while the secondary list gets fewer of them.

The secondary list is actually the most difficult to program, according to Miss Medina, because of the larger number of westerns. Spanish tunes, etc., which are involved.

A spindle on Miss Medina's desk is the most accurate barometer of how musical menu planning is going. If the spindle is full of slips of paper, each representing a request for a particular tune phoned in by a location owner, "everything is going well," according to Bill Bryant. If the spindle is comparatively empty, the chances are that the location owner isn't being reminded often enough to make his suggestions.

J. A. Levy, Cig Vender Salesman, Dies in N. Y.

NEW YORK — Julius A. Levy, veteran salesman for Arthur H. DuGrenier died here Wednesday (17). Levy was 60 and had been with DuGrenier more than 20 years. His territory covered New Jersey and New York State, exclusive of New York City. He is survived by his widow, Pearl, a son Arthur and a brother, Milton.

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Cig Machine Crooks Caught

TULLAHOMA, Tenn.—Sheriff Dan Daniel said last week that he and his deputies had arrested 11 persons and broken up a ring of coin machine burglars who systematically broke into cigarette and other vending machines in a number of locations.

The sheriff said the gang even had keys made to fit the machines and would wait until they figured the machines had accumulated "a good bit of money" and then burglarize them.

Sheriff Daniel said the thieves made "regular runs" and burglarized the same machines many times.

Thefts Scattered

The thefts, even so, were wide scattered, the sheriff said, covering a four-county area, and were finally solved by still-watch. A pair of thieves were caught in the act. Questioning brought forth names of others plus all the details of the fantastic theft ring.

Sheriff Daniel said the thefts had been going on for some months. He said the gang would often operate together. On a given night, he said, they would gather, split up into groups and then rob certain locations.

The sheriff said the thefts occurred in Tullahoma, Manchester, McMinnville, Woodbury, Murfreesboro and Beach Grove, all in the middle Tennessee area.

Charges of larceny and burglary have been placed against all 11, he said. Trial dates will be set later.

Lew Jones Weds Miss Jean Summe

INDIANAPOLIS — Lew Jones, Wurlitzer distributor here and in Cincinnati, has abdicated his status as one of the few bachelors among distributor ranks.

Thursday (18), at St. Patrick's Cathedral here, Jones and the former Miss Jean Summe of Cincinnati were married. The couple left for a Midwestern honeymoon.

USED PIN GAMES

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| Slugging Champ | 125.00 |
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| BOWLERS | |
| Chicago Coin Bowling League | \$250.00 |
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| Keeney True Score | 150.00 |
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| AUTO PHOTO M 9 | 995.00 |
| ROCKET SHUFFLE, 1 Player .. | 145.00 |
| ROCKET SHUFFLE, 2 Player .. | 195.00 |
| WMS. ROLL-A-BALL | 95.00 |
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| GE. SPACE AGE | 175.00 |
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Location Loans Probed in Md.

BALTIMORE—A conspiracy to violate Maryland liquor laws was charged by the City Liquor Board following a full-scale investigation of possible links between tavern owners and coin machine operators.

The complicated financing of the Combo Lounge, 1429 West Baltimore Street, which was brought to light recently, touched off the probe.

It had been learned that the lounge received an interest-free \$1,500 loan from the Columbia Coin Machine Company here in return for a two-year concession for location rights for cigarette and music machines at the tavern. A week later another loan of \$500 was made.

State's Attorney

The City Liquor Board said all evidence and testimony uncovered at two previous hearings and other segments of the probe will be referred to the State's attorney "for his consideration and determination as to whether any acts contrary to the criminal laws of Maryland have been committed."

Named as co-conspirators by the

board were Mrs. Sarah Louise Pfeffer, listed as owner of the Combo Lounge, and Chester Krasniewski, who investigators said was the actual owner or "at least a silent partner."

The board broadly hinted that "possibly others" were involved in the conspiracy and then continued in suspension the license of the Combo Lounge until April 30—the end of the present license term. It explained that the suspension was not made permanent because the tavern was being sold.

Also Barred

The board also barred Mrs. Pfeffer and Krasniewski from ever again holding a liquor license in Baltimore because they are "unfit persons."

Other action of the license group included an announcement it would protest renewal of the licenses next month of Sterling B. Phillips Jr., at 1312 North Rose Street, and Mrs. Rose Angster, at 1000 North Payson Street.

Both Phillips and Mrs. Angster's husband, William, were described

by the board as involved in the Combo Lounge case.

In addition the Board claimed: Krasniewski allegedly had an interest in the tavern owned by Phillips and had signed as a guarantor on a loan for Phillips in the past.

That Angster, owner of the Club Vending Company, had originally brought Mrs. Pfeffer and Krasniewski together for the purpose of purchasing the Combo Lounge. Angster had previously denied having any financial interest in the tavern.

That Mrs. Pfeffer "made a material false statement" when she said she was owner of the Combo Lounge in applying for a liquor license in September.

The Combo Lounge case sparked the liquor board to send a 17-page questionnaire to each of 2,632 holders of liquor licenses in Baltimore late last month. Licensees were required to supply information pertaining to the purchase of their establishments in an effort to uncover information concerning financial connections between tavern owners and coin machine operators.

MAN BITES DOG

Location Owner Wants to Keep Old Game; Op Insists on New One

MEMPHIS—A location owner reported last week his profit on a five-ball pin game was doubled after he was talked into replacing an old pin game which he had had for a year and at first wanted to keep because he thought it was a popular machine.

The location owner, John Touliatos, owner of Coney Island Cafe, allowed the old game to be taken out and a new one put in at the request of a customer who convinced him that many players were tired of the old game and would give more play to a new game.

The old machine was grossing between \$50 and \$55 a week, Touliatos said the new machine, installed several months ago, grosses double what the old one did.

50-50 Split

He receives 50 per cent of the gross. Owner of the machine, Southern Amusement Company, splits the gross with him.

Charles McDowell, route superintendent of Southern Amusement, said he did not think the gross increase was quite as high as Touliatos believed.

He said the increase was probably 50 per cent or more. He said the previous gross on the old machine was \$50 to \$55 a week and the one there now grosses \$65 to \$70 a week.

Some years ago Touliatos had another machine in his cafe which grossed about \$35 to \$40 a week, McDowell said.

Tough Switch

The difficulty Southern Amusement Company had in getting Touliatos to switch machines is interesting. McDowell said every time they offered Touliatos another machine, he refused it, saying he liked the old one he had and wanted to keep it.

McDowell said sometimes they would have to take the machine in to the shop and work it over to keep it in working order. Once they had to put all new rubber on the bumpers so it would work. The machine had years of wear and tear on it, but still Touliatos didn't want to part with it.

"I like it," he said. "It gets good play. Brings in \$25 a week or more."

More Play

But some regular players of the machine during the noon hour and sometimes in late afternoon got tired of it. One of the group told Touliatos if he would let Southern Amusement Company put in a different machine he would get more play.

Touliatos was reluctant at first, finally agreed to give it a try and was quite happily surprised to see his first week's collections more

than double. The play fluctuated from week to week, but averaged out considerably higher than the old machine and is still doing it, Touliatos reported last week.

He said he learned a lesson from it (which game operators have known all along)—a switch in equipment once in a while keeps play up and in many cases increases it.

United, Inc. Holds School On Wurlitzer

MILWAUKEE — A two-day Wurlitzer service school at United, Inc., drew strong attendance and keen interest, according to Harry Jacobs Jr., president of the firm. This school marked the debut here of C. B. Ross, recently named Wurlitzer factory service engineer for this area.

Both afternoon and evening sessions were held. Operators received a briefing on the new Wurlitzer as well as earlier models. United, Inc.'s general manager, Woody Johnson, labeled the classes "one of the finest, most productive service schools I've ever attended."

Local operators who attended included Chris Le May, Walter Brown, Harry Cislser Jr., Charles Stanke and Gary Wergin, Cislser Music Company.

Out-of-townners included Roland Leitle, Oshkosh; Ray Schmitz, Hilbert; Johnny Barros, Merrill; Joe Tuska, Cudahy, and Gary Reier, Mukwanago.

United, Inc., staffers on hand were Syl Kindler, Mark Case, Robert Harding and Woody Johnson.

Seek Pin & Juke Law in N. J. Town

CLAYTON, N. J.—An ordinance has been introduced by town council here calling for the licensing of all juke boxes and pinball machines. The measure was referred to the police committee for study.

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ST. LOUIS



MAYOR HAROLD GRADY, BALTIMORE, spoke to the Amusement Machine Operators' Association at their 12th annual banquet recently. Looking on are Mr. and Mrs. Irv Goldner. Goldner was re-elected president of the group for his 11th consecutive term in that office.

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Midwest

MILWAUKEE MENTIONS

Heaviest snows in 13 years blanketed the Milwaukee area and cut deeply into operator activities. Equipment moving was an impossibility for almost a week after the snowstorm, according to reports. "We don't know yet how it affected our receipts," claims **Morris Fuhrman**, General Novelty Company. "We haven't been able to get around yet to check locations." . . . Several changes were reported among record one-stops catering to juke box operators; **Jimm Mayer** is the new counterman at Record City. **Dick Vogel** left his job as counterman with the downtown Radio Doctors outlet.

There's a new office gal at the S. L. London Music Company. She is **Ruth Chester**. According to **Nate Victor**, S. L. London Music Company office manager, business is holding up well despite the snows. The new downtown Play Room Arcade is showing good action. **Don Emery** is in charge of the Arcade establishment. . . "There are still too few top tunes on stereo singles to stimulate the small operator's interest," claims **Bert Liesch**. According to **Liesch**, his average takes are up, altho he has cut down his total number of machines on location.



Harry Jacobs Jr.

Joe Pelligrino and **Bob Puccio**, partners in P. & P. Distributing Company, and their wives are vacationing in the West. . . **Dave Jakubowski**, veteran independent coinmen, is reported home recuperating from an illness which had him hospitalized. . . Last week's sick list includes **United, Inc.'s Harry Jacobs Jr.**, who has been bit by the flu bug. Recently his office manager, **Woody Johnson**, lost a few days because of illness. **Disk buyer Mrs. Ray Lax**, Ray's Amusement, lists her top records as "Running Bear" by **Johnny Preston** and **Jim Reeves'** "He'll Have to Go." . . . Heavy fire loss was sustained in a disastrous blaze Sunday (14) which hit the Spheeris building. The firm operates extensive cigarette vending routes in addition to its wholesale tobacco business.

Outstate Missouri and Illinois operators are still visiting Musical Sales Company to see the new line of Rock-Ola phonograph machines. Among the many who recently inspected the juke boxes were **Bill Hollonbeck**, Cape Girardeau, Mo.; **Russ Smith**, Columbia, Mo.; **Bill Marvel**, Poplar Bluff, Mo.; **Bruno Cortellino**, Centralia, Ill., and **Walter Howard**, Mount Olive, Mo. Partners **Joseph McCormick** and **Don Tabbachi** of Musical Sales said sales are good and business is hopping.

FROM ST. LOUIS

St. Louis area coinmen mourned the passing of **Harry Dorn** of Browning and Farber Novelty Company. Dorn, 51 years old, died of a heart attack suffered on the street February 2. He met his son, who took him to a doctor's office. With his son and wife, who by chance was in the physician's office, he was rushed to Jewish Hospital, where he died. He had been with the Browning and Farber Company for about six months. He previously was manager of Star Novelty Company for 17 years before that firm went out of business in March 1959. Surviving, in addition to his wife and son, are three sisters and three grandchildren. Funeral services were held February 4 at Berger Memorial funeral home, with burial in Chevrah Kidisha Cemetery.

Mr. and Mrs. Louis Morris, who are vacationing in Florida, are expected to return to St. Louis soon. **Ben Axelrod**, sales manager of Morris Novelty Company, reports. Axlrod said the first deliveries of Gottlieb's new game, World Beauties, arrived at the company February 15. The game, he said, is as good if not better than the Queen of Diamond, which was the best from their standpoint in the last two years. Operators, he added, have shown great enthusiasm for the new game.

Mr. and Mrs. William Geiger of Amusement Supply Company of East St. Louis, Ill., are in the process of remodeling their cottage.

Drop 'Juke Box' Name, W. Va. Official Agrees

William R. Wortman, executive secretary of the West Virginia Music Operators' Association, agrees with a recent suggestion of **Gordon Stout** (The Billboard, February 15) that the industry drop the name "juke box" and substitute something more appropriate. How about some more opinions.

"Gentlemen: "I have read with great interest the article by Mr. Gordon Stout which appeared in the last issue of The Billboard. It is and has been my opinion for a long time that the industry should completely get away from use of the term 'juke boxes.'"

"It is my thought that we should use only 'music machines' as the identification for the industry, and that the term 'operator' should be dropped in favor of the word 'owner.'"

"By the same token, I would suggest changing the names of national and State associations to provide for use of the terms 'music machines' and 'owner' where possible. This on a countrywide basis would be a very excellent public relations program and would add great prestige to the industry."

"Cordially (Signed) "William R. Wortman "Executive Secretary."

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on the lake at DuQuoin, Ill. The job includes putting in sliding glass doors leading to the lake and to the back entrance. After the installations are completed, the Geigers will have their cottage painted inside and outside. The entire project should be completed within another month, they said . . . Business at Central Distributors here has been slow, **Tony Koupal** said. In fact, he stated that business this month has been below normal for February, which in itself is a slow month. However, Koupal said "we are looking for brighter skies."

MICHIGAN MEMO

Jack Gallagher, Miller-Newmark Distributing, Grand Rapids, Mich., reports that interest among juke box operators in the AMI background music system is high, and that the Chicago Coin Drop Ball is doing well for game operators thruout Michigan.

South

IN TENNESSEE

Charles McDowell, route superintendent for Southern Amusement Company, reports the five-ball pin games are doing well now in an upsurge for the first time in a long time. There are many restrictions on the games here (high taxes, persons under 18 can't play them, persons under 21 can't be in places where beer is sold) and their increased popularity is good news. . . . **Clarence A. Camp**, president of Southern Amusement Company, and owner of other enterprises, has another one now. He's manufacturing wall speakers for juke boxes.



Clarence Camp

Drew Canale, owner of Canale Amusement Company and other operations, is hoping to develop an alarm system to help catch coin machine burglars. Biggest hurdle is a system which is not so expensive as to be prohibitive. Drew reports good success so far in the police drive on such burglars. A new police coin machine squad went into operation January 1 at the request of a committee of operators from Memphis Music Association. There was a four-fold increase in such burglaries in 1959 and operators want to reduce them.

Fred Rauschenberger, Globe Amusement Company, Little Rock, is remodeling his route and adding equipment. He reports his business growing. . . . **C. E. Tolliver**, Tolliver Amusement Company, Lepanto, reports his son is doing well in helping run the business. . . . **Melvin Lapedes**, Osceola Amusement Company, seen in Memphis recently taking a look at the new stereo phonographs which he plans to use. . . . **Andrew Cassinelli**, Little Rock Amusement Company, Little Rock, reports his business growing.

Ross and Stanley Werner, Dixie Novelty Company, report their cigarette vending route doing well. . . . **Drew Canale's** brother, **John Ford Canale**, is the new general manager of the Memphis Baseball Association. They switched to being a farm club of the St. Louis Cardinals; used to be a farm club of the Chicago White Sox. Drew is as interested in baseball as his brother and is helping him with ideas. They're getting ready for the baseball season, hoping for a successful one.

George Sammons, president of Sammons-Pennington Company, recently installed a background music system in the huge main cafeteria at the University of Mississippi, Oxford. Sammons was also on a swing thru Mississippi recently, calling on music and game operators. . . . **Robert Goad**, manager of Games Sales, Inc., reports a brisk business in game sales, especially among Arkansas operators. He says business is the best in some time and that games are making a big comeback.

Elton Whisenhunt

WEST VIRGINIA NOTES

Hobart Booth and **Spec Cruze**, who held showings of the new AMI and Wurlitzer juke boxes, hosted board members of the West Virginia Music Operators at Clarksburg recently. The board meeting was held in the Stonewall Jackson Hotel, site of the 1960 WVMO convention later in the year.

Jim Stevens, president of the State group, said that final plans have been made to hold the convention on September 15-17, and

(Continued on page 83)

Eastern Pa. Game Operators Plan to Step Up PR-Program

NORRISTOWN, Pa.—The Eastern Pennsylvania Amusement Machine Association plans to step up its public relations program.

"Up until now, our program has been pretty routine," said **Harry Sablosky**, business manager of the group that is made up mostly of members from the counties surrounding Philadelphia.

"But the boys have been talking about doing a little more along these lines," he went on. "I think we will try to set up some kind of public relations program."

Other Problems
 Like all other coinmen in Pennsylvania, the members of the EPAMA have had other things to worry about in recent months—i.e., the State Supreme Court's ban on the multiple-coin pinball machine. "That had us occupied for the

past few months," **Sablosky** said, "but now that its out of the way we can start thinking about the public relations program again."

The EPAMA will mark its fourth anniversary this April. It is made up of the members of 16 firms in the Montgomery-Bucks counties areas.

Officers
J. J. Smith has been president of the organization since its inception and **Bernard Miller** has held the rank of secretary-treasurer since then.

At present, the board of directors is composed of **Samuel Daub**, **Edward Leopold** and **Samuel Schembri**.

The group meets the third Wednesday of each month at the General DeKalb Inn at 2519 De Kalb Street here.

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1438 \$245
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 1448 400
 1454 440
 1455 450

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 Beach Time 295
 Key West 125
 Show Time 165
 Cypress Gardens 265
 Big Time 65
 Big Show 85
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UPRIGHTS

Kentucky Derby Day, Remote Control \$ 95
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Continued from page 81

urges that reservations be made early. Details on the State association's new public relations program will be announced in a few weeks.

Bill Wortham, WVMO executive secretary, announced that the next board meeting will be held at the Stonewall Jackson Hotel, Clarksburg, in March. Actual date is not yet set.

IN TENNESSEE

Drew Canale, owner of Canale Amusement Company, has some nephews who are making big news in the Southeast Conference football world. Whit Canale, 18, senior at Catholic High, was signed last week by the University of Tennessee. He had been much sought after by various universities about the country. He is six feet three; weighs 215 and was an all-State high school halfback last fall. He has two other brothers at Tennessee (Knoxville). They are Frank, 20, halfback, and George, 19, tail back. Justin Canale, 16, six feet one and 230 pounds, is a junior at Catholic High. All four are sons of one of Drew's brothers.



Drew Canale

Drew, incidentally, was called on last week by a delegation of businessmen, urging him to run for U. S. representative this fall. Drew declined (he thought at first they were joking, but it turned out they were serious). Drew doesn't want to leave Memphis. They asked him to run for State Senate or State representative, and he is considering that. Drew successfully managed the campaign of his cousin in 1958 for a local judgeship and became quite well known in local politics.

George Sammons, president of Sammons-Pennington Company, announced that his company recently installed background music service in Lausanne School, an exclusive girls' school in Memphis. It took 10 speakers and had a special problem because the chapel was 35 feet high. . . . Sammons, by the way, had a close call in a severe windstorm recently at Bald Knob, Ark. He had his car parked by a bus station, was at a restaurant eating with Edward Boyce, owner of Boyce Amusement Company. Wind blew a heavy tree branch into the front seat of his car. It would probably have killed him if he had been in the car.



George Sammons

Parker Henderson, general manager of Southern Amusement Company and president of Memphis Music Association, hailed the city's reversal of its position of putting an additional beer tax on cafe owners as a major victory for operators. The \$50-a-year tax, added to the \$10.25 regular tax, would have closed some small cafe owners, reducing locations. The city recently was convinced the ordinance was unconstitutional and repealed it. Alan Dixon, general manager of S & N Sales Company; Edward H. Newell, Ormatt Amusement Company, and other operators congratulated the cafe owners who took the issue to court and won.

Elton Whisenhunt

MISSISSIPPI NEWS NOTES

Charles Shives, new owner of Yazoo Novelty Company, Yazoo City, is upgrading his route with some new equipment. There were some old 78 phonographs on it. He's putting all 45's on. Shives is a former Air Force captain and inherited the route when his father, the late Bert Shives, died in 1959. . . . M. M. (Dock) Seale, who bought Holmes Amusement Company at Tchula from Bluford Taylor, will leave the name the same. His partner is W. W. Curle, who also owns Curle Home & Auto Supply Company. Taylor owns two grocery stores and a big farm.

Ted Combs, Taco Amusement Company, Oxford, home of the University of Mississippi, recently bought a \$125,000 apartment building as part of a diversification program. . . . Cy Puckett, Lambert Music Company at Lambert, reports he is losing some locations with the closing of some cafes. He's trying to figure out a way to offset this loss of revenue. . . . John Haley, head of Haley Amusement Company of Canton and a branch office in Jackson, was in Memphis recently looking for some vending equipment and new cigarette vending machines.

James L. Kyle, Kyle Novelty Company, Houston, Miss., was also in Memphis to buy some new cigarette vending machines. . . . Eugene Jones, Jones Amusement Company, Belzoni, reports his collections are up. . . . Richard A. Kelso, Cleveland Amusement Company, Cleveland, is revamping his route with some new equipment and reports play has increased a good deal already. . . . Sam Hutson, Hutson Amusement Company, McComb, is increasing his route. It has grown in recent years, along with the city's growth.

C. M. Moseley, Moseley Amusement Company, Pascagoula, seen in New Orleans recently on an equipment buying trip. . . . A. H. Gibbs, Gibbs Amusement Company, Sunflower, is adding some vending machines to his music and game route. . . . Dee Brasell, Brasell Music Company, Water Valley, Miss., reports good business conditions in his area. . . . John Allegrazza, Ace Music Company, Shaw, seen in Memphis recently looking over new equipment.

Elton Whisenhunt

FLORIDA BREEZE

Congratulations to Ros Moss, receptionist at Bush International, on her 25th birthday. . . . Also birthday greetings to Buddy Kauf-

(Continued on page 85)

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N. Y. Teamster Union Charged With Intimidating Coin Ops Plans Under Way for Moore UJA Dinner

MINEOLA, N. Y. — Evidence of intimidation tactics in the organizing strategy of Local 266 of the Teamster Union, entered the trial of East Coast Teamster boss John J. O'Rourke and 14 co-defendants for the first time this week, according to Newsday, local daily covering the court room scene. The group of 15 are charged with extortion.

A witness, Eli Kasper, formerly an "investigator" and office man-

ager of the Associated Amusement Machine Operators of New York, testified that he heard Herbert Jacobs, one of the organizers of the so-called "association" phone an unidentified woman from the offices of AAMONY, to wit: "Your husband has promised many times to come into the association office and join and he has failed to do so. You instruct your husband that he won't have to go to a dentist to have his teeth removed."

Defense attorney, Jacques Schiffer, objected vehemently on grounds that there was no evidence to show what Jacobs was talking about or to whom. The objection was sustained and the remarks stricken from the record.

Another witness, Milton Green of Brooklyn, testified that he had enlisted his son in Local 266 because, "I wanted to make sure my places would not be molested..."

Later, Jack Semel, an operator, said that in early 1958 at an AAMONY meeting, he had met Joseph DeGrandis and Ernest Zundel, two co-defendants, who are officers of Local 266. Semel said the pair told him that other unions had no jurisdiction in the juke field. Semel said he was told to call "a man named O'Rourke" to find out who had jurisdiction. Semel said he joined the local because "I felt my locations would be protected by belonging to the Teamster Union and that nobody would take them away."

James Bagley and Charles Ellrich, secretary-treasurer and prexy respectively of Teamster Local 202 testified that they had once

discussed with O'Rourke a jurisdictional question regarding which local could represent AAMONY. They said O'Rourke advised them Local 266 had announced an intention of organizing in the juke field several months before 202 came into the picture. AAMONY directors had voted acceptance of 202, when 266 representatives said that 202 had no jurisdiction in that area.

St. Louis Ops See Rock-Ola

ST. LOUIS—A showing of the new 1960 line of Rock-Ola phonographs and Smoke Shop cigarette machines was held recently in the showrooms of Modern Distributing Company, Collinsville, Ill. Owners of the firm are Lou Edmiston and Tony Zito.

The show was held by Musical Sales Company of St. Louis, the Rock-Ola distributor for the area. Musical Sales personnel who attended the showing included Don Tabbachi, partner in the firm; Stan Seiter, shop foreman, and Frank Bunten, salesman. Joseph McCormick, also a partner in Musical Sales, remained in St. Louis to handle the local operations of the business.

Among the area operators who attended the show were H. P. McCormick, Duane Ebe, Bud Hashman, Harry Moats, Earl Peacock, Bob Mariconi and Frank Campo.

Tabbachi said the trip was suc-

NEW YORK — A host of committee members and friends of Sandy Moore turned out Thursday (18) for a planning dinner for the 1960 coin industry drive on behalf of the United Jewish Appeal. Moore previously was named the guest of honor for this year's UJA-coin banquet.

Copies of invitations to the dinner in the Hotel Commodore Century Room, April 30, which will culminate this year's fund drive, distributed to those attending the session contained a glowing tribute to Moore, as follows:

"Sandy Moore is well-known in our industry, both for his philanthropic efforts and his business prowess. In addition to being a devoted worker in our UJA campaigns, he is active in the Masonic Order, the Knights of Pythias, and his local Jewish Center. A former policeman, Sandy has done much for the PAL and has extended his interest in the youth of the community to the scouting movement in which he served as a Scout Master.

"In the industry, we know Sandy as a distributor for the Wurlitzer Company, as the owner of the Charcoal Pit in Woodmere, and as a valuable member of the New York State Public Relations Committee of the Coin Machine Industry. But beyond all these things, we know our guest of honor as a philanthropic-minded man, a good husband and the fond father of four children.

In paying tribute to Sandy, we successful. Musical Sales also is the district distributor for the cigarette machines.

shall be honoring as well, symbolically, all who have given of their time, energy and means to selfless endeavors—such as UJA—aimed at the betterment of mankind."

During the meeting, campaign chairman Irv Holzman presented special scroll citations to Al (Senator) Bodkin and Barney Sugarman for "outstanding devotion and service to the Jewish people around the world." The citations were presented by the government of Israel—and signed by its president, foreign minister and finance minister—as a token of thanks of the work of Bodkin and Sugarman on last year's campaign.

Following considerable discussion of details regarding this year's banquet, it was noted that the coin division committee would take a table for 12 at this year's annual UJA dinner to be held March 16 here. The next meeting of the coin committee has been set for Thursday, March 3, for dinner at the Hotel Astor.

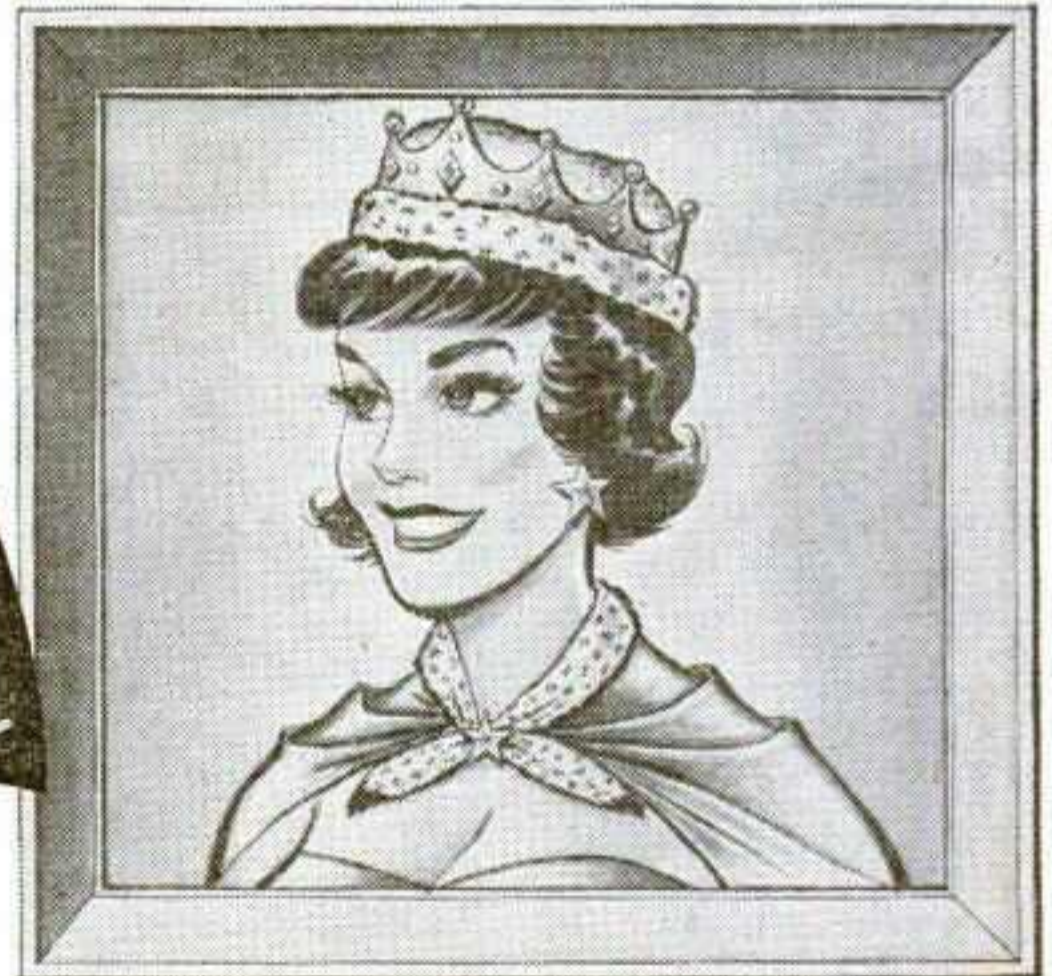
Game Ban Upheld By Illinois Judge

ROCK ISLAND, Ill. —Illinois Circuit Judge George Hebel here has upheld a city ordinance banning pinball and "horserace" machines.

A local operator, H&H Music Company, Moline, had obtained an injunction against enforcement of the ordinance in a test case. Judge Hebel made his ruling after the Illinois Supreme Court had held that the ordinance was valid.

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- Plus coin-box with locking cover, match feature and super-powered flippers

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Dime play is here to stay—buy Gottlieb Games and keep it that way!

Amusement Pinballs
 as American as Baseball and Hot Dogs!

COINMEN

in the **NEWS**

• Continued from page 83

man, C&L Amusement Company, on his 28th birthday. Ros was sporting a beautiful watch given to her by her husband, Dr. Bob Moses.

Bill Rogers, E. C. Rogers Company in Fort Myers, unhappy with collections in his area. Bill, visiting Miami for his record supplies, reports his route is off from last year and for once says he can see no reason for it. . . . Also in town and not too happy was **Red Gurkin**, Belle Glade Music Company. Red says the recent freeze is the villain in his area, with the temperature dropping to 19 degrees in the farming areas around Lake Okeechobee. Just about everything growing was killed by the cold.

A tip of the hat to **Mrs. Jack Lipsiner**, whose husband operates Coin-Operated Service. Mrs. Lipsiner has been working hard trying to help raise funds for Adath Yeshurun Temple in North Miami Beach. . . . **Frank Salerno**, former Miami coinman and until the trouble in Cuba one of the better known coinmen in Havana, visiting Miami. Frank is now operating a carnival in the Latin American countries. Salerno says he was lucky to get out of Venezuela without too much loss when the government tightened up on all so-called luxuries.

Walter Shy, routeman for Florida Music Company, West Palm Beach, in town for his supply of records and parts. Walter says things have held up pretty good considering the bad break in weather they recently had. . . . **Danny Hudson**, routeman for William Blatt Music Company, a happy collector these past few weeks. Danny says that in spite of everybody complaining, he has found collections as good or better than he has ever seen it. He says he has had to put in a little more effort lately, but it has paid off with fuller coin boxes. . . . Another non-complainer is **Dave Engel**, Vendors, Inc. Dave, a real veteran of the coin machine business, says his bulk vending route has been steadily increasing in both sales and size. Dave says there is no secret trick to all this. All it requires is less griping and more hustling. Dave says not enough operators are recognizing the advantages of diversification of types of equipment they can operate.

Lucky Skolnick, Lucky Amusement Company, an unhappy man at jai alai a couple of weekends ago. Seems that he lost out in a quinela when his player misjudged a ball. This writer would have felt real sorry for him except that our man made the point and won for us. . . . **Henry Stone**, Tone Distributing Company, also complained about his luck at the Fronton this year. Henry could do no wrong last season, but says he is giving it back with interest this year. . . . Thanks to **Marv Lieber**, Pan American Distributing Company, for a swell time at the cocktail party he threw for **Andy Williams**.

N. Y. Op Guild to Hold Affair in Catskills

NEWBURGH, N. Y. — A flock of important guests showed up here Wednesday night (17) for the monthly meeting of the New York Operators Guild. In addition to considerable speechmaking, plans for the Guild's annual affair were completed. The event will take place at the New Roxy Hotel, Loch Sheldrake in the Catskill Mountains vacation area, the weekend of next June 10-12.

Guests in attendance were Meyer Parkoff, of Atlantic New York, and his ace salesman, Gordon Howard, Irv Kepner of Runyon Sales, both Bernie and Lou Boorstein of Leslie Distributors and Tim Torme and Ray Williamson of Mobile One-Stop, New York. The Mobile outfit has lately been

servicing a number of ops in the New York State Guild's territory with its Volkswagen door to door service, a fact which has led to some friction with the Leslie company, always a heavy supplier in this area.

Bernie Boorstein delivered an impromptu talk at the meeting regarding his desire to always service the operators in the best possible way and of his continued willingness to support the Guild in any of its various projects.

Torme also spoke briefly pointing out that he, too, was at the disposal of the Guild for any type of special services it was possible for him to render.

The annual affair in June will be highlighted by a dinner on Saturday evening, the tab for which will be \$15 per person. The hotel is extending operators special weekend rates and ops are advised to contact the New Roxy direct for their reservations for the affair. The hotel can be reached at Hurleyville, New York 120. It was pointed out that an additional attraction to those available at the hotel, will be the Monticello Trotting races, which will be having its summer meeting at the time.

Attending the meeting this week were Frank Greco for Rock-Ola, Tom Greco, prexy Jack Wilson, Lester Smith, James (Pie) Haley, Dick Wenzel, John Nuccitelli, Mike Kuprych, Millie and Mac McCarthy, Mike Mulqueen, Mac Douglas, Mrs. Gertrude Browne, Ed Solomon, Joe Reich and attorney, Lou Werner.

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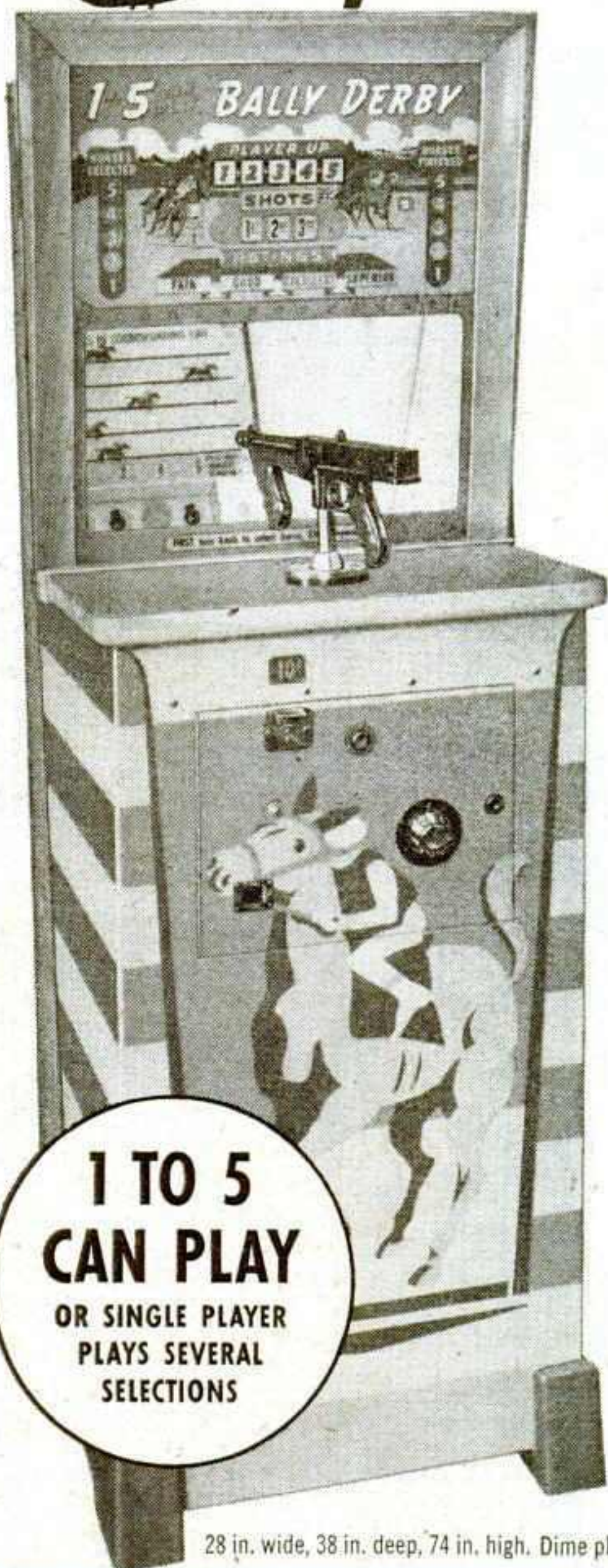
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Again Available!
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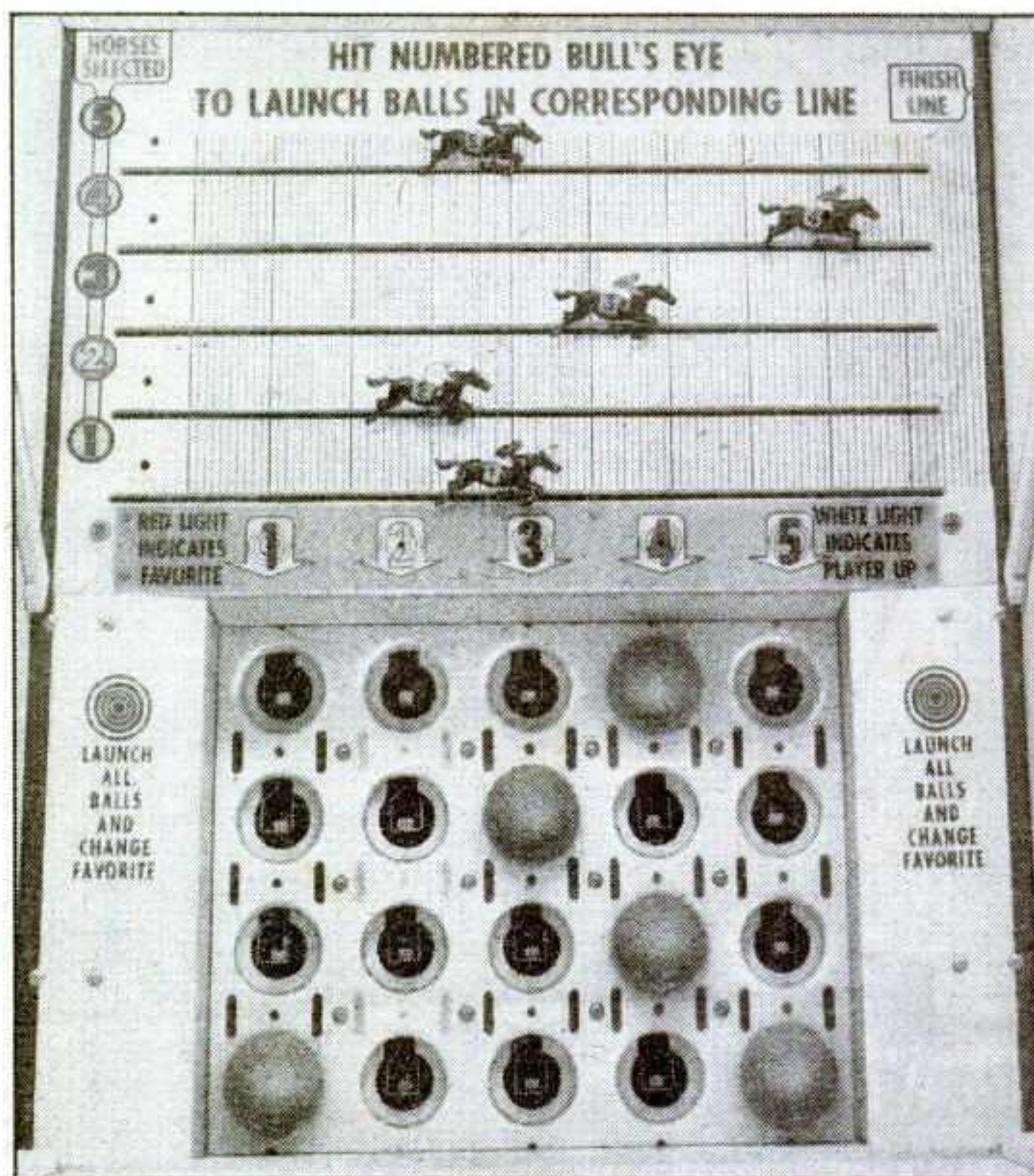
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28 in. wide, 38 in. deep, 74 in. high. Dime play.



Targets, bouncing balls and track—with 5 miniature jockey-mounted horses—are all viewed by player, as he triggers automatic rifle. Speed of each horse depends on number of balls in his line. Each player shoots to launch balls out of rival horse's line, into his horse's line. Skill-ratings light on backglass, range from Fair, through Good and Excellent, to Superior, depending on player's skill in reducing number of shots required to "bring in" his horse.

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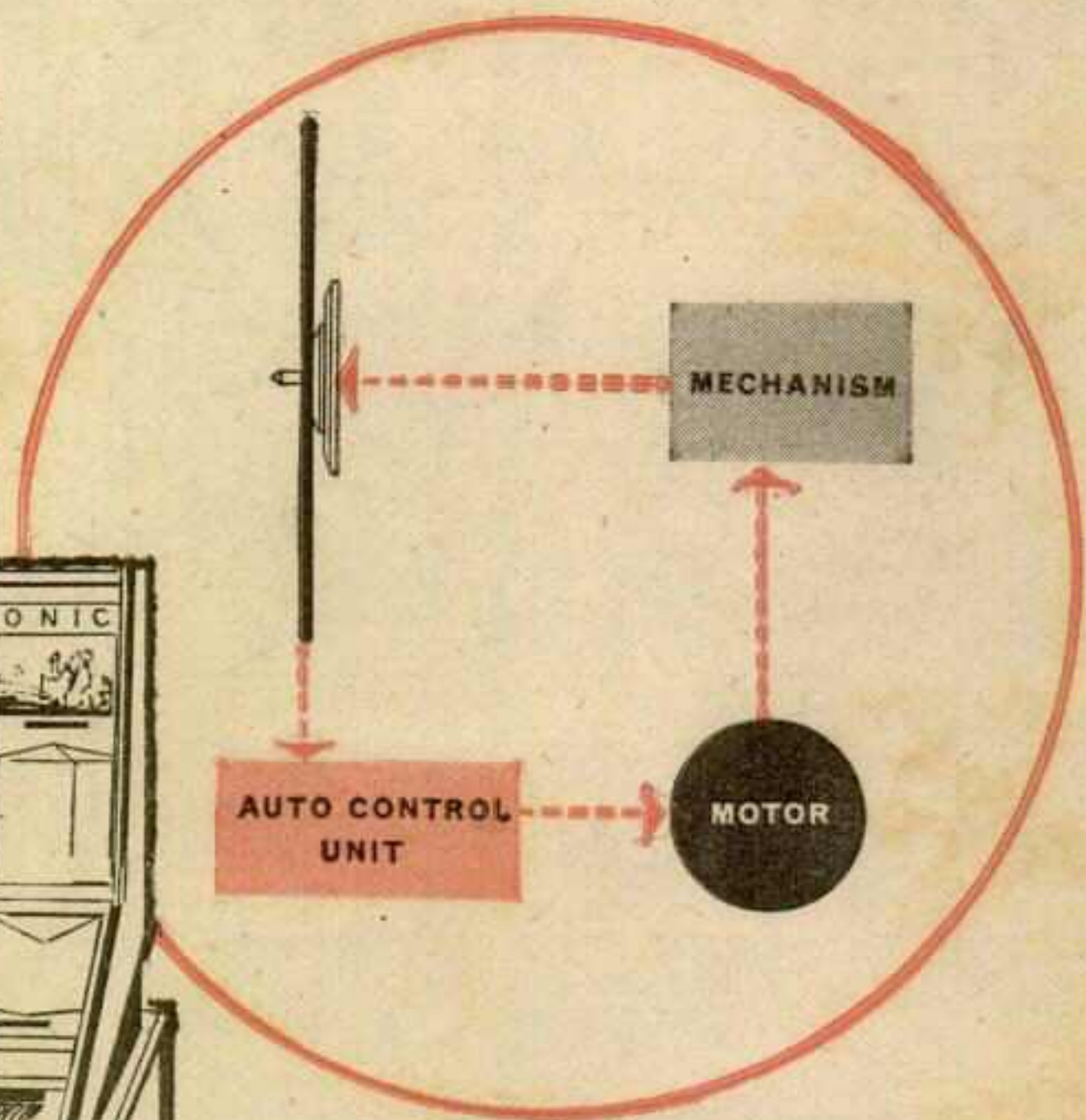
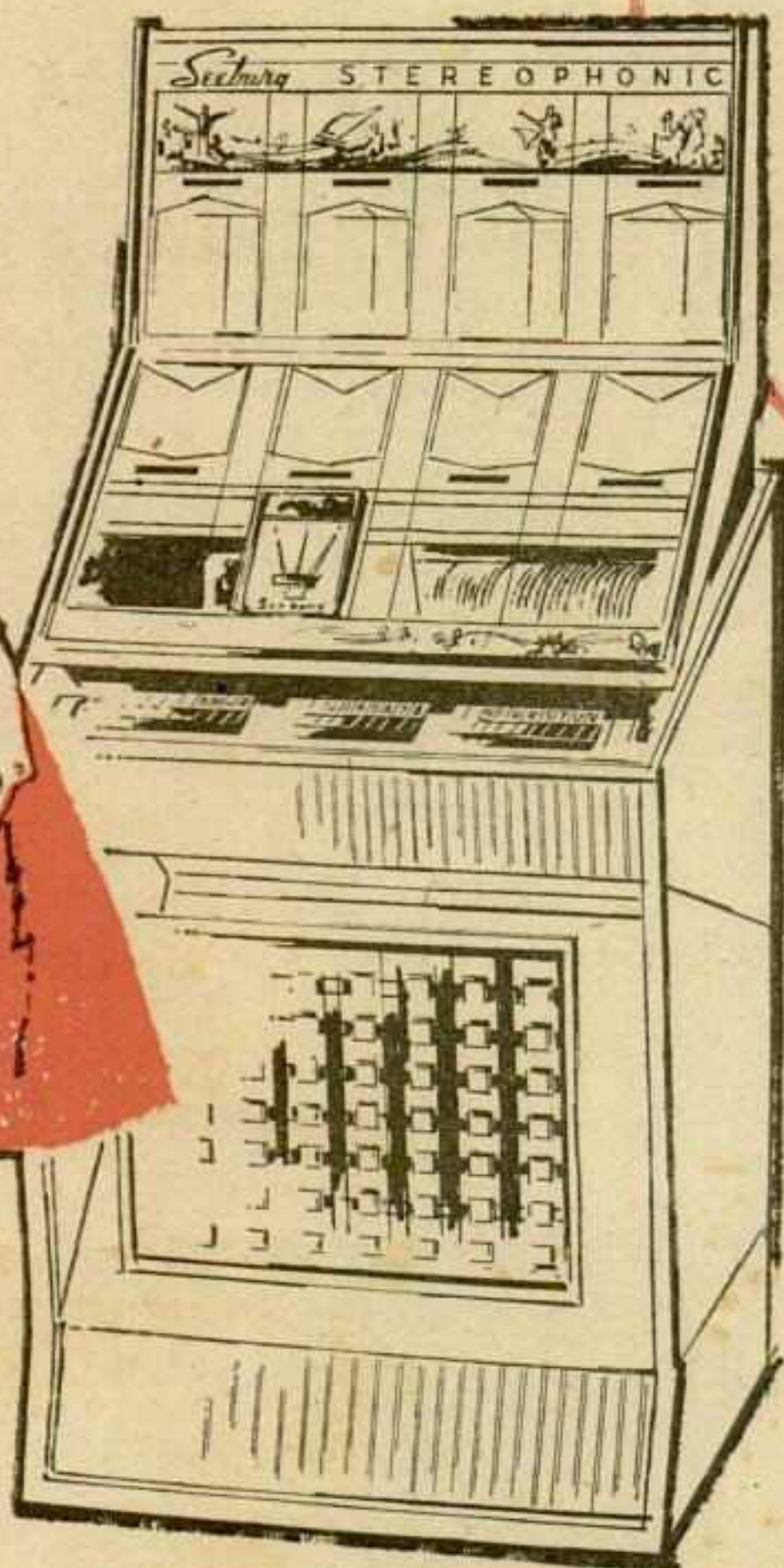


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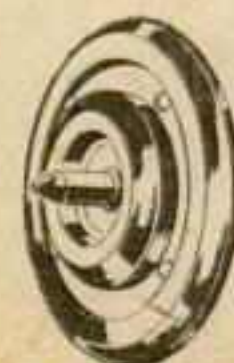


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