The Billboard

NEW CONVENTION ISSUE

See DEALER PROFIT OPPORTUNITIES Section beginning on page 7

JULY 11, 1960 — THE AMUSEMENT INDUSTRY'S LEADING NEWSWEEKLY

50 CENTS

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50 Mil Europeans Can't Be Wrong

AFN 17th Birthday Marks Huge Growth of American Music Overseas

By OMER ANDERSON

FRANKFURT, Germany—The U. S. Armed Forces Network (AFN), the only American network in Europe broadcasting in English, observed its 17th anniversary on July 4.

From a feeble GI station using a borrowed transmitter, AFN has grown to a giant broadcasting complex with a European listenership estimated at well over 50 million, in addition to its American military clientele of 500,000.

It is AFN's tremendous European audience that is credited with creating the trans-Atlantic market for American music. There is scant doubt on this score: AFN gets around 200,000 letters annually from its European listeners, nearly all dealing with American music played by the military station.

The letters come from every country in Europe, from North Africa, from Scandinavia and from behind the Iron Curtain. The station has tremendous pulling power, and its disk jockey selections are widely used thruout Europe as the basis for disk purchasing.

Careers Boosted

AFN receives credit for having boosted the careers of at least a dozen European singing stars since the war, foremost among them Caterina Valente.

AFN's stable of disk jockeys issue their own weekly hit tune lists, and these lists are carried by European trade publications. The German trade publication, Automatenmarkt, gives major display in each issue to the AFN top-tune lists.

The military network devotes about half of its 19-hour day to music of one kind or another. The network carries no commercials, and its programs, according to officials, meet only a single test: What its GI audience likes to listen to.

European "Eavesdroppers"

Curiously, it is only the small military audience that counts with the network. Officially, its vast European listenership are "eavesdroppers," who technically have no business listening to the GI radio.

In practice this enforced anonymity on the part of the 50 million AFN Continental fans creates no bar to their enjoyment of the network. What the GIs want is music, and this is what the 50 million Europeans also want, according to unofficial surveys.

After visiting AFN, representatives of the four U. S. networks expressed amazement at the station's dedication to American music. AFN's library has 800,000 records, sufficient to keep the web on the air for five years without repeating a single disk.

But the disks keep flooding in, for AFN prides itself on spotting

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Early Days Were Rough

NEW YORK — The Armed Forces Network led a precarious existence in the early days of World War II. It was knocked off the air four times by Nazi flying bombs, yet at 6 p.m., July 4, 1943, "The Star-Spangled Banner" was played by AFN from a borrowed BBC studio and transmitter in bomb-battered London.

Portable transmitters went with the First, Seventh and Ninth Armies thru France and Germany. AFN headquarters moved from London in January, 1946, to its present site in a castle on the Main River at Hechst, a suburb of Frankfurt, Germany. The AFN today has stations in Frankfurt, Berlin, Stuttgart, Munich, Kaiserslautern and Bremerhaven.

NARAS BOARD SEEKS IMPROVED AWARD SYSTEM

NEW YORK — The Eastern board of directors of NARAS (National Academy of Recording Arts and Sciences) met in New York last week (7) to consider voting procedures for the third annual NARAS Awards this fall. The reason for the meet was to try to work out a voting system to ward off some of the criticism that has been leveled at NARAS each award season. This criticism has been aimed both at the nomination system and tthe categories of nominations, as much as, if not more than, the final voting procedures.

The board hopes to work out a system that would be scientific enough so that no one firm can dominate the nomination of artists and records by the sheer weight of numbers. And the board hopes to work out the proper categories for records, via the use of "experts" in each field, so that a pop record or artist is not nominated as a country or r.&b. or vice versa.

The Eastern board must meet with the West Coast board in order to work out an acceptable system for the organization as a whole. Three members of the West Coast board will meet with members of the Eastern wing shortly to talk over the suggested new systems. NARAS hopes to have the new system worked out by the end of the summer.

FCC's 'Watchdog' Duties Preface Knotty Problems

Agency Views Vary; Fireworks Expected Via Net Regulation

By MILDRED HALL

WASHINGTON — Now that the new Complaints and Compliance Division of the Federal Communications Commission has been given $150,000 by Congress, with a stern admonition to stay out of program censorship, the question of FCC's rights and duties to monitor over-all program performance by a licensee is again due for a shakedown. Tied in with it is the inevitable problem of checking on payola in network programming, net ownership of record companies, network tie-ins with music publishers and movie firms, and other programming materials — all due for argument in a mounting clamor for some decision on network regulation.

The agency itself has a monumental study of the explosive program authority issue in the works. The study is a staff report on FCC's programming hearings of the past winter, and it is being held, thus far, in deepest secrecy.

Further in the future, Congress will have much to say on surveillance of programming, particularly network TV programming and owned interests. Irate legislators on both sides of the House have called for hearings on net regulation and on the low level of network programming.

Backgrounding both Hill and agency moves are recommendations in staff documents put out by the FCC's office of network study, and by legislative committees, recommending action. Most recent was the Harris payola-probing subcommittee staff print, which delves into the whole matter of network movie and music tie-ins. Payola and "plugola" problems arising in unregulated network programs fed to individual licensees, have also been promised scrutiny by several determined members of the Harris Legislative Oversight Subcommittee.

The FCC's own official stand on its duty to survey programming for check-up on payola, fraud, violation of Commission rules on neglect of public interest, may come out of the reported 300-page document, believed completed by its office of network study. The staff document, like the FCC programming hearings preceding it, have been put together under the direction of counsel Ashbrook Bryant, chief of the office of network study.

Bryant was also chief attorney in the famous network study supervised by Dean Roscoe Barrow, of the University of Cincinnati Law School, which in 1957 advocated regulation of nets and a hard crack-

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NEWS OF THE WEEK

Indie Labels' Trend Toward Less Dependence on Distribs . . .

Many, and often severe, changes are currently taking place in business relationships between indie manufacturers and distributors. These changes are happening both under the discipline imposed on manufacturers as a result of the payola probes and tighter profit margins, as well as by design. In the main they add up to a policy of less dependence on the distributor by the indie manufacturer.

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Newport Jazz May Live Again as City Merchants Reverse Stand . . .

Second thoughts may reverse indications last week that the Newport Jazz Festival was forever dead. Local merchants introduced a resolution thru the Chamber of Commerce seeking full details of the type of police protection in the city available at the time of last week's riot. Feeling is that rioters came for rough-housing, not to attend concerts.

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NAMM Conclave Opens in Chicago; SORD Meets to Discuss Problems . . .

Annual music merchants trade show (NAMM) opens today (11) in Chicago. Running concurrently is the convention of the Society of Record Dealers of America which has several forum sessions on the docket. These were expected to produce lengthy discussion of industry ills and possible broad proposals for their elimination.

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FCC Shuns Critic's Role

WASHINGTON—An interesting music aspect brought out in the FCC study was that if the FCC wanted an accounting for a sudden change of format by a radio station —as from longhair music to all-pop tunes, or the reverse — the agency would not play music critic.

The FCC would only want to know if the station was programming in response to community demand, in meeting local programming needs. It might also ask if the station had foregone all public service, to use its license as a purely self-serving commercial arm to promote its owned interest.

A BILLBOARD PICK

IN My LITTLE CORNER OF THE WORLD

ANITA BRYANT

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SORD Reform Demand May Spark Summit Conference

CHICAGO — A resolution of sweeping proportions, calling for a summit conference of executives of record manufacturers and the various disk industry trade associations, is expected to be proposed here today (11) or tomorrow (12) at a meeting sponsored by the Society of Record Dealers of America.

At press time, the actual details of the time of presentation had not been decided upon, but the resolution, proposing a broad series of reforms within the industry, including the adoption of a code of ethics, was ready for presentation by Joesph Waldhorn, a board member of SORD and operator of Hi Fi Music Center, Fulton, N. Y.

Waldhorn was expected to recommend that "a summit conference be called at the earliest possible date with the top echelon of all manufacturers, with execs of the Record Industry Association of America (RIAA); Association of Record Manufacturers and Distributors of America (ARMADA); and SORD, to work for elimination of the abuses in the industry, to consider adoption of a 'code of ethics' and to introduce a level of morals to elevate the standards of the industry."

The resolution was also expected to contain recommendations for "the re-establishment of franchises to all legitimate, full-line record dealers, the adoption of manufacturing, pricing and numbering standards, discouraging over-production and elimination of dumping records on the open market, and setting up of ethical standards of operation with distributors covering returns and exchange privileges, defective merchandise and credits."

Other proposals were expected to cover "the elimination of freebies, the seeking of legislation covering 'flagrant abuses,' introduction of a level of moral standards to elevate the standards of the industry, promotion of a harmonious relationship between dealers, distributors and manufacturers and a recommendation that a commissioner be appointed to head the industry and arbitrate issues therein."

Prior to the actual recommendations in the resolution, Waldhorn palnned to take note of a number of factors regarding the current industry scene. In an advance statement, he said that the "record industry has permitted itself to be infiltrated by people of low moral and ethical standards, encompassing many of the vices and abuses commonly known as 'the rackets,' including counterfeiting, bootlegging, bribery and other vices common to a sub-standard social level."

Taking note of new distribution methods which "deprive the legitimate dealer of a decent livlihood from his labor and investment, Waldhorn also remarked on the "complacency and indifference of manufacturers and distributors to these irregularities," a fact which has resulted, he said: "In general demoralization of the entire industry, resulting in a saturation of the market, loss of sales, lowering of quality standards, promiscuous discounting, transshipping and other vices."

The Waldhorn recommendations were expected to stir a brisk discussion at the SORD meetings.

PRO-WEST PROPAGANDA

East German Bootlegging Irks Commie Disk Moguls

By OMER ANDERSON

EAST BERLIN — The East German Communists are up in arms over the introduction of rainbow-hue platters to West Germany via the Sonet label.

The first color out in West Germany is red, and the Reds are convinced it's all a plot to pillory the proletariat. Cried East Germany's music organ "Mogodie":

"What won't the capitalistic bosses think up next to discredit Communism? Now red, the color of our glorious Communist revolution, is to be desecrated by its application to absurd phonograph records.

"Can we assume that next will come disks in blue colors — to signify music for and by blue-blooded capitalists?"

The spoofing speculation continues on into yellow disks honoring Mao Tse-tung and green disks destined for Marshal Tito, Gamal Abdel Nasser's United Arab Republic and other neutral nations.

What the Communists fear — seriously — is a flood of the rainbow platters into East Germany where they will be potent pro-Western propaganda.

East German teens are wild about Western music, by official Communist admission. So pronounced has become the Western music madness in East Germany that the State disk dictators have finally come around to honoring the demand.

They produce some bolshevized

(Continued on page 26)

Lubinsky Buys Three C&W Masters

NEW YORK — In line with his recently announced intent to step up Savoy's activities in the country and western field, Herman Lubinsky, prexy of Savoy Records, has purchased three masters, two of which are already on The Billboard's "Hot C. & W. Sides" chart.

Master purchases include "The Picture" by Roy Godfrey on the

(Continued on page 26)

Roulette May Buy Hanover Combine

NEW YORK — Negotiations were held this week which could culminate in the acquisition of the Hanover-Signature Records combine by the Roulette Records interests. The arrangement is expected to be proposed by H-S prexy Bob Thiele at a stockholders meeting to be held here Wednesday (13).

The H-S home office has already circulated to all stockholders the details of the plan. Stockholders are being asked to come in person to vote in favor of the deal or to send in their proxies to that effect.

Under the terms of the currently discussed plan. Roulette would acquire 55 per cent of the H-S stock. This would primarily involve the stock block for which the shares have a value of five cents each. If the controlling percentage cannot be achieved in toto with this group of shares, the difference would be made up by turning over a number of the company's $2 shares. In return, Roulette would extend to H-S the sum of $25,000 on loan at 6 per cent interest, with the view of making the company liquid.

Altho it was not possible at press time to determine the current of stockholder sentiment regarding the matter, it was clear that the idea would be contested from at least one quarter, representing an important segment of shareholders. Ken Greengrass, reached in Chicago, where his client Eydie Gorme is currently appearing at the Chez Paree, told The Billboard: "I think the idea of a $25,000 loan is no good at all. That's not even a beginning

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Cameo Sues Mittleman

NEW YORK — Bernie Lowe, Cameo Records prexy, filed a $100,000 suit July 1 against Sidney Mittleman and his Record-Pak firm in the Superior Court of New Jersey, on disk counterfeit charges.

The suit was filed in behalf of Bernard Lowe Enterprises by the law firm of Blanc, Steinberg, Balder & Steinbrook, acting for ARMADA, in line with its plan to help diskeries fight disk bootlegging via legal action.

The action alleges that Mittleman has counterfeited and sold Cameo disks and labels for "a substantial period of time," and asks that Mittleman make a full accounting of all such sales of the counterfeited wax, plus damages of $50,000.

Lowe is seeking an injunction to restrain Mittleman permanently from selling, possessing or distributing any Cameo product.

The Court is also asked to issue a judgment against Mittleman "which will force him to make a full complete disclosure of the operation of his business" and pay to Lowe all profits made from the sale of the allegedly counterfeited Cameo platters.

Lowe filed a similar suit in Philadelphia County Court two weeks ago against the Bonus Platta-Pak Company and two Philadelphia distributors on disk counterfeiting and bootlegging charges.

Veejay-Abner Consolidation

CHICAGO — E. G. Abner Jr., general manager of Veejay Records, this week announced the label was dropping its Abner subsidiary and merging the two major artists on the label into the Veejay catalog. Both Jerry Butler and Dee Clark are set for mid-July releases on Veejay.

Abner personally has consolidated distributors realigned last week.

The consolidation was necessitated by the rapid growth of Veejay's long-play catalog which now numbers 49 LP's and will be increased to 67 with an impending fall program. Veejay will introduce a four-color label July 17 with the new Dee Clark record.

Simultaneous with the consolidation of Veejay, Abner also announced the addition of Randy Wood, for the past two years sales executive with Kapp. Wood will operate temporarily as Western States regional sales director for Veejay while he becomes acquainted with the line. The addition of Wood rounds out the regional sales corporation for Veejay, with Steve Clark covering the South while Red Schwartz covers the Midwest.

Decca Execs On Fall Sales Brief Trek

NEW YORK — Decca and Coral sales execs are on the road this week, kicking off the two labels' "Rainbow of New Product for 1960" fall program. The flying team of execs on the division tour consists of sales veepee, Syd Goldberg; Lou Sebok, national sales promotion manager; Claude Bernnan; national sales manager, and Howie Kaye, Coral national sales chief.

Group opened its series of presentations Monday (11) in Los Angeles. Next on the schedule is New Orleans, Wednesday (13); followed by Chicago, Thursday (14); Cleveland, Friday (15), and winding up in New York, Monday (18).

Garner Wins A Round

NEW YORK — Erroll Garner won a round this week in his effort to convince Columbia Records to withdraw from the market the recently released album "The One, The Only Erroll Garner," which he claims was issued without his approval of the material contained therein.

In Supreme Court of New York, Wednesday, June 6, Judge Morris Spector granted Garner's motion for a temporary injunction. The order is due to be served on Columbia next week. After the order is served both parties are to again appear before the judge and discuss the amount of bond to be posted. This should occur shortly.

On the "Misty" case, Octave Music, Garner's firm, will bring it up for hearing again, and it is to be heard in the fall. Octave Music has signed Walter Hoefer as new council on the suit.

Atkins Heads Victor Studio In Nashville

NEW YORK — Chet Atkins, head of a.&r. in Nashville for RCA Victor, will also assume responsibility for administration of Nashville studio facilities in addition to his present duties.

Bob Yorke, division veepee for Victor's commercial records creation department, made the Atkins promotion. Reason for the new responsibilities for Atkins, according to Yorke, were the great growth of Nashville recording capacity and the fast expansion of RCA Victor studio facilities there. Atkins has turned out many of Victor's single hits and some album hits in Nashville.

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The Amusement Industry's Leading Newsweekly

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Printed by WORLD COLOR PRTG. CO., St. Louis

Vol. 72 No. 28

www.americanradiohistory.com

EDITORIAL

The R.&B. Scene

Syd Nathan, King Records chief, urges that trade papers give more space to rhythm and blues. He also urges that an association be formed to advance the cause of r.&b.

These are interesting proposals and merit some comment.

With regard to the first point—more space—it is to be noted that various publications give varying amounts of space to r.&b. Some have dropped their r.&b. charts. We can only speak for The Billboard, in which connection we point out the continued existence of the r.&b. chart. Too, in its editorial columns, The Billboard is constantly aware of r.&b.'s continuing contribution to the music world— both in its pure and pop-oriented forms. (See page 1 story, July 4.)

However, it is necessary that the r.&b. field clarify its own aims.

In relatively recent times, many r.&b. diskeries and artists resented being categorized as r.&b. Their common complaint: "I have news for you . . . it is all pop."

We now have an ironic reversal of viewpoint. To some degree, this reversal may be legitimate; there is some indication of a resurgence of activity in the pure specialty fields.

To some degree, too, this reversal reflects another condition; viz, that over-all single business is not too good; that the majors are again a great threat in the singles field; that perhaps it is wise for indies to retrace some steps and cultivate the old hard core of buyers in the specialty fields.

On the part of indies, some soul-searching is necessary, particularly in view of the fact that careless generalizations of the situation raise sociological implications.

The Billboard, meanwhile, will continue to cover all facets of the record business; and, as in the past, will continue to be mindful of the importance of one of the great sources of American culture: Rhythm and Blues.

INDIE MFR.-DISTRIB OUTLOOK

New Factors Spark Less Dependence on Middlemen

By BOB ROLONTZ

NEW YORK—Many, and often severe, changes are currently taking place in business relationships between indie manufacturers and distributors. These changes are happening both under the new discipline imposed on manufacturers as a result of the payola probes and tighter profit margins, as well as by design. In the main, they add up to a policy of less dependence on the distributor by the indie manufacturer.

Many manufacturers, unhappy about distributors who won't pay bills or won't order a record until it is a hit, have started to curtail their regular distributor list from the 30 odd that most have to a smaller group of say 15 or 20. Thinking here is that a record only has to break in a few key markets to get the impetus to happen nationally, and that once that happens 15 to 20 key markets handle 80 per cent of the business.

There have always been two kinds of distributors, those who pay and those who don't, and those who order and those who don't, according to these manufacturers. They claim that the healthy distribs, those who both pay and order, are located in markets large enough in size to enable a distributor to make a profit. These manufacturers claim that the distributors in the fringe markets contribute little to starting records, often pay slowly and can be gotten anyway after a record is a hit. And they say that the freebie records that used to be given out to the

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Col. Meet to Intro New Line, New Look

NEW YORK — Columbia Records will introduce both a new record line and a new look at the firm's forthcoming international sales convention to be held in Miami starting July 19. The new line will be the firm's Latin-American product, the EX series, and the new look will include the firm's album covers, art, packaging and advertising. In addition, the company will also introduce hot new fall product by such luminaries as Mitch Miller, Johnny Mathis, Ray Conniff, et al.

The firm's EX series will consist of LP's by top Latin stars from Mexico, Venezuela and other South American countries. These will include Trio Los Panchos and Los Cinco Latinos. This line will be made available to all Columbia distributors at the convention and the first group of releases will be shown. Actually, the EX series is not new. It has been available to certain Columbia distributors since early this year, and Columbia's Miami distributor, for example, has been selling records of this series. Line was originally made for CBS International for export.

The new look, or the smart look at Columbia will be unveiled when the firm's fall album line is shown. The new line will show off the firm's new look in art work and in special de luxe packaging of key albums. The new look in the firm's advertising was first exposed in the current (July) Harper's magazine. Idea behind the new art, packaging and advertising is to give the firm a unified appearance on its product and an appearance that will be modern and smart.

Columbia is quite excited about the product coming up for the fall, including both albums and singles. In addition to the LP product, firm will play new singles by top names at the convention as well.

Home-Grown Talent Tops British Charts

British Artists Take Win, Place & Show; Johnny Preston in 4th Slot

By DON WEDGE

LONDON — British artists, usually with locally written songs, took leading places in the charts during the first half of the year, according to a survey made by New Musical Express.

Topping the list by a clear margin with a 779 total was Adam Faith, who was virtually unknown a year ago; now there are talks of Hollywood roles for him. He records for EMI's Parlophone label.

The three disks, including two at the top of the hit parade, which brought him the top over-all placing, were all British.

Second with 713 was Cliff Richard (EMI-Columbia), and third with 609 points was Anthony Newley (Decca), party thru his successful recording of "Why?"

Top U. S. artist was Johnny Preston, thanks to his two big releases, "Running Bear" and "Cradle of Love." He was placed fourth. Fifth was another British talent unknown a year ago — Pye's Emile Ford.

America supplied the best-selling vocal and instrumental groups —the Everly Brothers and Johnny and the Hurricanes at No. 7 and 9, respectively, and also the top

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King Launches Summer Pitch

CINCINNATI — A special summer stocking plan for dealers on the entire King, Bethlehem, Audio Lab and Rep lines has been announced by Syd Nathan, King president. The plan is applicable to both stereo and monaural product. Deal runs from July 11 thru 31 and is on a one-time order basis.

For every four LP's bought, the dealer gets one LP of his choice free. All back orders will be filled complete. No dating is offered, and mail orders will be accepted.

Nathan stated the summer special was intended to build enough volume to keep the 20 LP presses running at peak efficiency during the slow summer period, and to encourage dealers to stock King lines in depth in preparation for the fall season.

Distribs Get Payola Charge

WASHINGTON — Payola complaint was issued against Columbia Record Sales Corporation, and Columbia Record Distributors, Inc., by the Federal Trade Commission last week (5). FTC said the Columbia companies were alleged to have made payoffs to radio and TV stations or their personnel, in addition to deejays.

Also cited was Triumph Records, and its president, Herbert C. Abramson, of New York City; James Higgins and Robert West, co-partners trading as B & H Distributing Company, and Betty Alexander, general manager, Detroit; ABC Distributing Company, and its officers, Henry Droz and

(Continued on page 28)

'Mr. Lee' Tune Keys Lawsuit

NEW YORK—An unusual situation—involving legal action—has developed wherein two versions of the same tune by the same artist have been released on two different labels. "I Shot Mr. Lee" by the Bobbettes on the Triple-X label is already on The Billboard "Hot 100" and last week Atlantic Records released its version of "I Shot Mr. Lee," recorded by the Bobbettes a couple of years ago. To further complicate the situation the tune is copyrighted by Progressive Music on the Atlantic label and by Alan K. Music on Triple-X.

Meanwhile, Atlantic Records last week commenced an action in New York Supreme Court against

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Kapp Distributors In Miami Conclave

MIAMI BEACH, Fla. — Kapp Records distributors from across the country were gathered here at week's end for special meetings Saturday (9) and Sunday (10), to hear details of the Kapp fall program of product releases for both the primary label as well as the new Medallion label. Meetings were to take place at the Balmoral Hotel on the Collins Avenue beachfront.

According to sales chief, Jay Lasker, the meetings were called to introduce 21 new, long-playing albums on the Kapp label and four new sets on Medallion. The packages were to be made available in mono and stereo and in four-track tape as well as disk form. More than 35 U. S. distribs were due to be present in addition to those from Mexico, Canada, Puerto Rico, Venezuela and other countries thruout the world.

New Kapp LP releases to be announced included sets by Roger Williams, Jane Morgan, Eartha Kitt, the Hi-Lo's, the Pete King Chorale, Terry Gilkerson and Brian Hyland. New Medallion product based on the primary appeal of "sound," include "The Sound of Marching Bands," "The Sound of Ministrel Shows," "The Sound of Musical Conversations," and "The Sound of Dynamic Woodwinds." The Saturday meeting was to deal with Kapp label product, while on Sunday, the Medallion sets were to be discussed.

The entire Kapp campaign is dealer-oriented and will highlight the Kapp "profit insurance" program. "Our dealers," Lasker said before leaving New York, "will, in effect, be buying an insurance policy when the buy Kapp."

Kapp also announced the establishment of a company-owned distributorship in New York. The new set-up will handle Kapp, Medallion and Leader Records. Lasker becomes a veepee of the new Kapp distributing wing. "There's money to be made in the distributing business," prexy Dave Kapp told The Billboard, in discussing the new plans.

Kapp's new fall program is topical in nature and will be keyed to the election year theme. Heavy merchandising and point-of-sale programs will back up the entire effort.

UA Revamps Sales Set-Up

NEW YORK — United Artists has set up regional sales offices in the East, Midwest, and West, and named three regional sales managers.

Jerry Racker heads up the Eastern office. Norman Nelson, formerly with Decca Records, has joined UA as Midwest chief, and Harry Goldstein, heretofore in charge of West Coast sales, is Western regional sales head. All three execs report to Andy Miele, UA's national sales manager.

UA's new Veepee-General Manager Art Talmadge, who is dividing his time between here and Chicago, has set up an office in the latter city, and Nelson will headquarter there. Miss Roz Gewater, who formerly worked with Talmadge at Mercury, will also headquarter there as UA's newly named Midwest office manager.

Goody Opens New Outlet

NEW YORK—Sam Goody, who still has a lease on the store which formerly housed his Annex, across the street from the main Goody emporium, has moved back in—this time with a new operation called Westside Record Warehouse. Goody frankly admits that this establishment will house one of the most complete selections of "schlocked" merchandise in this area.

Goody has been running a successful "bargain" counter in the main store. In this way, according to Goody, he'll be helping "my fellow dealers" and will at the same time be in a better competitive position with the many other discounters around town.

Harris Bill Hearings Set

WASHINGTON — Hearing date for the Senate Commerce Subcommittee on Communications to take up the Harris house-passed broadcast reform bill has now been officially set for August 10, as reported earlier in The Billboard (4). Sen. John O. Pastore, chairman of the Subcommittee, has announced the hearings to be held on S. 1898, the Senate bill in which the anti - payola Harris measure was incorporated.

Pastore noted that emphasis will be placed on the provisions of the Harris bill calling for forfeiture and suspension of licenses. Noncontroversial sections of the bill include its anti-payola and anti-quiz fraud penalties; setting up of simplified pre-grant procedure for licensees; and imposition of limits on payoffs between applicants for a broadcast license.

If the hearings are held to the promised brevity, the bill would

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NEWPORT LIVES

Jazz Fiesta May Make '61 Return

NEW YORK — There may be another Newport Jazz Festival after all, and in spite of the headlines and the attendant confusion and chaos, it may be held in Newport once again in 1961. Since the Newport Festival was cancelled by order of the Newport City Council on Sunday July 3, there has been a change of feeling on the part of many of the merchants of the city about letting the festival die. This change of attitude is reflected in a resolution introduced this week by the Newport Chamber of Commerce, asking the city council for a full investigation of the status of police protection in the city at the time of the Saturday night concert when the violence erupted.

The board of directors of the Newport Jazz Festival have stressed, and are continuing to stress, that the riots that took place at the Newport bash occurred outside of the park in which the concert was held. They claim that the beer can hurlers were kids who came to town to raise cain, never wanted to attend the concert, and didn't care if the concert was held or not. They point out that there were rooms still available in Newport all thru the concert and that there were still seats available on Satuday for the Sunday night concert.

Big Cash Loss

The board of directors of the NJF has stated that it will file a $4,000,000 suit against the city because of the concert cancellations on Sunday night and Monday. But there is a belief that the City Council of Newport will offer some form of settlement for the damages sustained by the NJF.

According to Newport Jazz Festival officials, the jazz show has to make refunds to those who bought tickets of close to $50,000. In addition, the festival will have to pay travel expenses and perhaps artists fees to performers whose concerts were cancelled out. The NJF went into this year's concert with a $50,000 deficit, and it also is involved in two large lawsuits.

Had the Newport Festival continued it is probably that it would have hit an all-time high for attendance. Opening night was about 4,200, Friday (1) about 7,500 and Saturday night — the night of beer, gangs, hoses and tear gas, the

(Continued on page 28)

French Lick Festival Off?

FRENCH LICK, Ind. — In the absence of official assurance of adequate police protection for coping with the possibility of the violence and vandalism which marred the concerts at Newport, R. I., last week, the annual French Lick jazz festival scheduled for July 29-31 will be canceled, Morgan J. Smith, manager of the French Lick Sheraton Hotel, announced today (6).

A final decision was to be made by Al Banks, entertainment director of the Sheraton chain, who was flying here from Boston for an on-the-spot check of the situation.

One possibility is that the "Indiana State Police will be asked to provide manpower for augmenting the local police force and the per-

(Continued on page 33)

WEST COAST NATL. JAZZ JOCK CENTER

S. F. Outlet Latest Switch to Format; Hollywood-Based Jazz Net in Making

NEW YORK — The West Coast is shaping up as the jazz deejay center of the country. Latest station to switch to an all-jazz format is KHIP-FM (formerly KPUP) San Francisco. At the same time, a seven-market jazz FM network is in the making with Hollywood-based KNOB winning a construction permit to open its second station in Detroit.

The new Detroit jazz outlet, a 10,000-watter, which will carry the call letters of WIPE, is expected to begin broadcasting before the first of the year with Ollie McLaughlin as top deejay. Interchange of programs is planned, for the jazz web, with the leading jazz spinner on each station to be heard regularly on the sister outlets in addition to local platter personalities.

The new all-jazz San Francisco outlet, KPUP - FM, decided to switch to an all-jazz format when a survey revealed that audience response was strongest to its jazz segments—then only a portion of the station's overall programming picture. The outlet's new schedule calls for 18 hours of jazz programming daily from 7 a.m. to 1 a.m.

The 40,000 watter will be programmed by leading jazz experts —U. S. and foreign — headed by Jimmy Lyons of the Monterey Jazz Festival and jazz critic Ralph J. Gleason. Jazz shows will also be emseed by Dave Larsen, program director Ted Taylor, and Chuck Lindsley.

In addition to jazz disk shows, KPUP-FM will continue to air live remotes from local jazz niteries, the Blackhawk and the Jazz Workshop. The station started airing these live performances last December and since that date has totaled more than 60 hours of remotes from the two clubs and other S. F. jazz spots — Outside at the Inside, the Hyatt Mouse, StuDen, Charlie's Penthouse, etc.

Unfortunately, the jazz deejay scene received a slight setback recently in San Diego, where KFMB-FM recently dropped its all-jazz programming policy in favor of a pretty music "Golden Sound" format. An authentic Creole Wake, complete with Dixieland Band, heralded the policy-switch at a party for local agency and press people held at a flower-decked poolside bier. As the "mourners" filed past the casket, the Honeybucket Hustlers provided "laying out music."

All of KFMB's deejays acted as pallbearers, and many agencies sent funeral sprays. After the station's "Exciting Sound of Great Jazz" format was "laid to rest," the new "Golden Sound" arrived, via helicopter, in the person of a local beauty queen.

WB MOUNTAINS COME TO DISTRIB MOHAMMETS

HOLLYWOOD—Warner Bros.' Records will "whistle-stop" its distrib meetings this year via a special railroad car that will roll to key markets thruout the East and Midwest, bringing its wares and execs to the distribs' doorstep. Label last week confirmed an earlier report by The Billboard (see June 20 issue) that it was leasing a railroad car for this purpose.

Reason for the distrib meetings on wheels—the first ever attempted by a record company—is threefold:

1. It will save the distribs' time in having to travel to a distant meeting place. The ever-increasing number of manufacturers staging summer sales conventions has seriously cut into the distribs' time during the crucial pre-fall period. Some distribs complained last year that most of their summer was devoted to attending the meetings of the various manufacturers.

2. By bringing the meeting to the distrib, a greater number of his sales force will have an opportunity to attend the sessions and thereby be exposed to the label's new product, plans and policies. Too often the actual salesmen are left at home while it's the boss who travels to the meetings. Thus, the sales personnel doesn't get the full impact of the convention.

3. With political conventions being staged in Los Angeles and Chicago, the two logical locations for a national distrib conclave have been pre-empted by the politicos.

Railroad car itself will serve a number of purposes. It will be decked out with the label's new sales displays and presentations. It will contain Ampex tape equipment to demonstrate the firm's new releases. It will also have such sales meeting necessities as slide projector and screen. Food and refreshments will be served aboard to those attending. Furthermore, it will serve as home for the three label execs coming from WB's Burbank, Calif., headquarters: Prexy Jim Conkling, merchandising chief Joel Friedman and production exec Lowell Frank. Threesome will remain aboard during the whistle-stop tour's 11-day journey.

Cavalcade will be joined along the way by the label's various field promotion men as it moves into their respective territories. These include Monroe Glasberg, Bob Summers and Peter Chirumbolo. In Pittsburgh, tour will be joined by Eastern artist-repertoire veepee George Avakian, who will remain aboard during the Eastern swing.

Wherever the timetable permits, dealers and deejays also will be brought aboard for a look and listen. Schedule calls for the tour to kick off in Minneapolis on Monday 18, with stops in St. Louis, 19; Chicago, 20; Cincinnati, 21; Pittsburgh and Philadelphia, 22; New York, 26; Boston, 28, and arriving that same day in Detroit, where the tour will end on the following day.

On several stops, distribs in the general area will join the meeting. For example, during the Chicago stop. the Madison distrib will sit in with his Windy City counterpart. Similarly, the Baltimore distrib will come to Philly. New York's stopover will handle a number of the Eastern seaboard distribs, including Syracuse, Albany, Newark, Miami, Charlotte and Atlanta in addition to New York. Also Hartford will join the Boston distrib when the train reaches that city.

Train tour was deemed impractical for the far-flung West. Session scheduled for San Francisco July 30 and to be conducted by Fran Howell will embrace distribs from Los Angeles, San Francisco, Seattle, Salt Lake City and Hawaii. A similar meeting will be held by Howell in Dallas on August 3, covering distribs in that city as well as Houston, Oklahoma City, Kansas City and Denver.

Label will release 10 albums during July and August, and then issue another batch in September. Meetings will unveil upcoming summer product and discuss new albums to be out in the fall. Big push will be on the WB catalog plus incentive plans patterned after the particular needs of each territory. Discounts will be granted distribs who in turn will determine whether to pass these along to dealers and consumers.

Bel Canto Execs Named

COLUMBUS, O. — In line with its current catalog expansion (The Billboard, July 4), Bel Canto Stereophonic Recordings here this week announced its first major executive appointments in its six-year history. Pioneer President Russ Mallory of BSCR, announced that Peter Fabri, currently field sales manager of Mercury Records, will join his firm "soon" as director of sales and marketing. Malloy told The Billboard that Fabri will be in complete charge of both functions, freeing Malloy for further catalog expansion, such as the addition of the Argo - Chess - Checker and Jubilee LP catalogs for tape sales by Malloy's firm. Bel Canto, a subsidiary of Thompson Ramo Woolridge, is hinted readying several other important long - play catalog acquisitions for two and four-track and magazine tape sales.

Fabri, who joined Mercury's executive corps four and a half years ago as merchandising manager, advanced to director of marketing and his present post is director of field sales, which was primarily watchdogging the label's long play and stereo tape volume. Malloy also announced the addition of Clair Motter, formerly with a Columbus steel fabricating firm, as controller.

In the interest of facilitating service and delivery. Malloy is obtaining expanded warehousing areas in New York and Chicago, while a brand-new warehouse is being unveiled in Los Angeles. Marty Bettan, manufacturers' rep, will head the New York operation.

Says Covers Cued Freebie Foul-Up

NEW YORK — Lou Fagon, chief of All Disc Distributors here, commenting on the current resurgence of cover records this week, has noted that covers probably started one of the serious industry evils of the day — freebies.

"The only way you could compete with two or three covers, they thought, was to give away more of your record than the other fellow gave away of his," said Fagon. "It's a bad situation, and one that can be at least partly solved if manufacturers will try to be original instead of covering."

Fagon, who handles Audio Fideility, Chez Vito and Sound Record albums, was on his way to Chicago for the NAMM conclave at week's end.

Single Unit Sales Off 1-Mil in May

NEW YORK — Single record sales in retail record outlets fell off by 1,300,000 units during the period April 24 thru May 21, as against the preceding four-week period March 28 thru April 23. LP sales were down by 200,000 units in May as against the April period this year. However, measured against the same period in 1959, April 24 thru May 21, sales of LP's were ahead in 1960, tho singles record sales were behind.

The over-all sales figures for the April 24 to May 21, 1960, period totaled 9,300,000 units sold in retail record shops. Of these, 3,500,000 were LP's, and 5,600,000 were singles. In the four-week period March 28 thru April 23, 1960, 10,800,000 units were sold, of which 3,700,000 were LP's and 6,900,000 were singles. In 1959, in the period April 24 thru May 21, a total of 8,900,000 units were sold, of which 2,800,000 were LP's and 5,800,000 were singles.

Altho the decline in single sales in May was severe, single record sales for the January 1 to May 21 period of 1960 as against the same 20 weeks in 1959, shows that single unit sales are slightly ahead. In 1959 the total number of singles sold in retail record shops from January 1 to May 21 came to 27,300,000 units. In 1960 the total came lo 28,800,000 units.

LP sales have greatly increased

(Continued on page 33)

Apollo Denies Payola Charges

WASHINGTON — Apollo Records of New York City has denied charges of illegal payola to deejays, made by the Federal Trade Commission, in its complaint of June 17 against the firm. Apollo last week requested dismissal of the FTC complaint.

Starday Inks 'Opry' Vet, Benny Martin

MADISON, Tenn.—Don Pierce, of Starday Records, has announced the signing of Martin C. Haerle, of Stuttgart, Germany, to head up a newly formed international sales and exploitation department for Starday and its affiliated publishing firms. Haerle was active in Germany in producing country music shows for the Armed Forces Radio Network.

Starday is attaching increasing importance to the international market for country music, especially of the so-called blue-grass type, Pierce says. Under the new set-up, he explained, Starday planned to release more country records and songs to the European market.

Pierce last week also announced that Benny Martin, vet of the "Grand Ole Opry," has signed with the Starday label and cut his first session for the firm last week at the new Starday Sound Studios here. Initial offering couples "Hobo" and "Her Baby Girl" and is slated for immediate release. Martin in the past has recorded for Mer-

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NEW AUDIO PRODUCTS

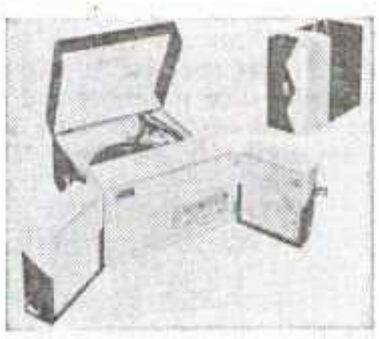
Portable Features 5-Inch Speaker

The Columbia "605" is that company's new entrant in the transistor radio field. (See Columbia product line story, The Billboard, June 27). The new portable's over-all size is 6⅝ inches by 5 inches by 2¾ inches. It has a five-inch speaker and five transistors. The unit weighs only two pounds and is powered by ordinary flashlight batteries. The set comes in a leather - grained case that is available in either tan or white. Suggested list

price for the "605" is $29.95.

Hinged-Speaker Stereo

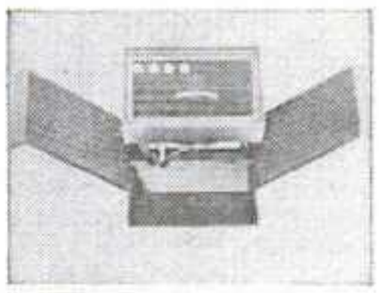
An integral part of the new Birch line of stereo and monaural portable is the Model SD-654, which will be presented along with the rest of that company's new machines at the National Association of Music Merchants at Chicago this week (July 10-14). The new unit, which is manufactured by the Boetsch Brothers of New Rochelle, N. Y., under the Birch banner, is a four-speed automatic with three speakers, two of which are hinged,



that sells for $89.95. It comes in three-tone silver polka dot on black and white.

5-Speaker, 3-Channel Portable

Also introducing its 1961 line at the NAMM Trade Show in Chicago is the Tele-Tone Company of America. Pictured here is the Model 9908. This unit has a V-M changer and has three-channel stereo with five speakers. This portable unit is finished in gold and black and has a gold metallic grill. The re-

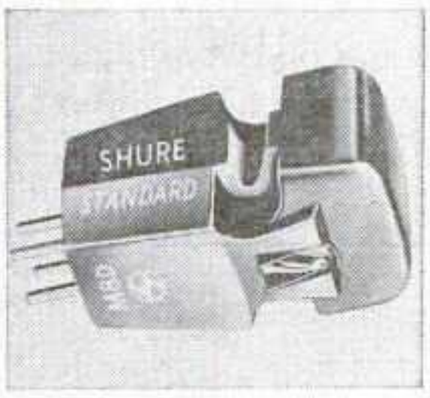


tail price is $129.95.

Cartridge for Changers

The latest in stereo cartridges from the Shure Brothers based in Evanston, Ill., is the M8D Stereo Standard Dynetic cartridge which has been especially designed for use in changers. The new unit joins the other cartridge products in the series, the M3D and M7D. Company engineers have stated that the M8D is meant to provide low record wear at high sound quality in its use with record changer tone arms.

The M8D has been produced to retail at a suggested audiophile net price



of $16.50, while the diamond replacement stylus is priced at $8.25.

Console With 8-Way Speakers

The "Denmark" member of the Capehart line of stereo consoles features an eight-way stereo speaker system, four-speed record changer and AM-FM radio.

The "Denmark" is one of the "Panamuse" Series of stereo hi-fi instruments which come in a wide variety of cabinet styles. The "Panamuse" Series comes in Early American and Colonial styles, two Far East influenced models, and in the Italian Provincial "Botticelli."

The "Panamuse" prices in

general range from $349.50 to $815. The "Denmark" shown here sells at $495 and $595.

Reflection-Less TV

The Sylvania Electric Products Corporation is adding reflection view screens to five of its 1961 23-inch television models. The new feature will be available in three of the firm's Heywood-Wakefield furniture consoles and two high-end low-boy consoles. All of these models will sell for no additional price despite the added reflection-free screens.

(Continued on page 6)

NEW EARPHONES DISK DEMO BOON FOR RETAILERS

MILWAUKEE—Koss, Inc., maker of earphones for stereo listening, has introduced a new stereo demonstration unit which the company believes will solve the basic disk demo problem that plagues retail record dealers.

With the Koss Silent Symphony system, a dealer can demonstrate any given record to a customer merely by allowing that patron to don the Koss headsets. No one else in the store can hear the particular tune being played but the prospective interested customer.

The earphones themselves have individual volume controls for each ear, and a monaural button that allows the retailer to dramatically demonstrate the contrast achieved between mono and stereo listening.

The phono used in the system and one set of earphones retails for $89.95. Additional sets of phones are $24.95.

NAB Starts Stereophonic FM Air Tests

WASHINGTON — Prose Walker, manager of the Engineering Department of the National Association of Broadcasters has announced that beginning today (11) actual on-the-air tests of stereophonic FM radio systems under study by the National Stereophonic Radio Committee of the Electronic Industries Association are being held in Uniontown, Pa.

Station KDKA has been chosen as the test station and, at first, the tests will have to do with monophonic reception on experimental stereo FM receivers made by the several companies participating.

The firms whose equipment will come in for scrutinization thru July 24 are the British-owned EMI Electronics, Crosby - Teletronics, General Electric, Zenith, Multiplex Development Corporation and Calbest Electronics.

On a yet to be selected date WMMM, Fairmont, W. Va., will run a second series of tests.

As a result of the tests to be conducted, the EIA has asked for a 90-day extension of its July 29 report filing deadline from the Federal Communications Commission. The extension has been asked for in the light of the huge amounts of data that must be processed and analyzed by the EIA Stereo Radio Committee.

June Tops for Midwestern

TULSA — Midwestern Instruments, Inc., makers of Magnecord tape recorders and other data acquisition machines, reports that June has been the firm's biggest sales month ever.

The company which is two years old, passed the million dollar mark, $1,300,000, in orders on June 24. Much of the gain has been achieved thru the acquisition of government orders.

STORE-TESTED PROFIT POINTERS FOR DEALERS

Know-How Boosts Accessory Sales

By ROBERT SCOTT

Do accessories account for 20 per cent of your total record business? They do at Buffalo Audio Supply in downtown Buffalo, N. Y., according to the store's Gerald Abelson. Accessories also make up 10 per cent of the total gross in the high fidelity component department, Abelson explains, and "a substantial part of the business" in the tape department.

"We have accessories racks spotted thruout the store, in our record, tape, audio and used equipment departments." he says, "so the customer and the salesman are never very far from one." The store is a division of Radio Equipment Corporation, one of the Niagara Frontier's largest parts jobbers. The consumer division has been promoting its extensive stereo disk and stereo tape inventory for the past year, and, according to Abelson, it has built up a clientele that's rather hip, and interested in top-quality stereo sound. "We have the largest inventory of stereo records in the Niagara Frontier," he comments, "and our stereo tape business at this point is even bigger than records."

"We've scattered accessories all over the place—Audiotex cables and connectors, Robins tape splicers and head demagnetizers in the tape department; record cleaning cloths, stylus pressure gauges, plastic covers for records and so forth in the record department; and component accessories in the audio and used equipment departments. In addition, we keep accessories on display on the parts counter in the parent store, so that servicemen can pick them up as impulse items when they're in."

Tape Rental Library

Abelson agrees that impulse buying accounts for the greatest part of his accessories sales, but he doesn't let it go at that. "For example, we do a big job in items like Robins tape books and accessories. That's because we do a big job in tape. Some time ago, we started a tape rental library, which has now grown to about 100 members. They can take out tapes for 25 cents a day, plus a $5 annual membership and a $15 deposit. We'll even apply the rental fee against the price of the tape, if the customer decides to keep it. Naturally, we want customers to take good care of our tapes when they take them home, so we suggest they buy a head demagnetizer and head cleaner, to protect their own tapes as well as ours.

"Our club members, for the most part, have been excellent customers for tape accessories. In addition to the protective items, we do well with tape splicers, leader tape, splicing tape, tape labels and that sort of thing. We usually try to add these items onto the sale of a tape recorder. Even the man who buys a single reel of recording tape is asked if he has a splicer and leader tape." Not only do Buffalo Audio tape customers get reminders about accessory items; they also get demonstrations on how to use them. "We show them how to demagnetize their recorder heads, how to clean the recorder, and how to splice tapes," Abelson explains.

Much the same sales technique is carried over into the record and component departments. "When you consider that component sales are usually big ticket items, I think the 10 per cent figure is rather respectable. When a salesman completes a component sale, he usually tries to show the customer what's available in the way of accessories, together with an explanation of how the accessories can help him get more enjoyment out of his system. In the case of a complete system, where the salesman has little trouble in making the sale, the store will throw in a few accessories free. The profit on the sale is more than enough to cover the cost, the customer is usually pleased because he hasn't asked for anything, and it's a good way of getting him to tell his friends about us." Usually these gifts consist of a record or two, a turntable cover, or a disk cleaner.

Record Tie-In

"We've promoted stereo right from the start, and we probably do the best stereo record retailing job of any store in the city. Here, too, we try to tie an accessory sale to a record sale. We have record cloths and brushes, plastic disk covers, covers for turn-tables and changers, static removers, needle microscopes, strobe disks and the like. Usually, it doesn't take much more than drawing the customer's attention to the nearby accessories rack to make a sale—at least with most of our customers for stereo."

He points out that the stereo clientele usually is fairly well informed, and is more open to the suggestion that accessories can help protect their records. Summing it up, Ableson says, "In the final analysis, the customer has to make up his own mind that he wants or needs the item. But we can strengthen his impulse by training our salesmen to be on the alert for this kind of business, and to have the right accessories handy where the customer can see them and the salesman can reach them conveniently when he's wrapping up a larger sale. It pays, too, to have salesmen who know what the various accessories are for and how to demonstrate them properly. We have high hopes for accessories in the future."

IHFM Show Lists 100+ Audio Firms

NEW YORK — More than 100 exhibits of American and foreign made hi-fi and stereo components will feature the 1960 New York High Fidelity Music Show, to be presented by the Institute of High Fidelity Manufacturers here next September 7 to 11. The show will be staged at the New York Trade Show Building.

Raymond V. Pepe, prexy of the Institute, estimated that at least 40,000 persons will attend the show this year, and will hear upward of $6,000,000 worth of the latest audio equipment for both domestic and professional use. The displays will occupy five floors.

Special features being planned include a series of live performances for the duration of the show by prominent guest artists and an "audio-phile" day on the final day of the event. Dealers will have special closed viewing sessions on September 6 and 7, prior to the official opening. Admission will be $1 for adults and 50 cents for children under 12.

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1961 V-M Product Lines Deb This Week

BENTON HARBOR, Mich. — The Voice of Music Corporation is releasing its 1961 array of stereo consoles, tape recorders, portable phonographs, and record changers this week.

Four new consoles lead the array of new products. All are geared to accommodate the V-M Model 1413 FM-AM stereo "Drop In" radio tuner. The tuner by itself sells for $99.95.

The economy member of the new V-M concoles is the Model 803, which has two eight-inch and two three-inch hi-fi speakers and four-speed record changer in a mahogany cabinet. It lists at $199.95.

The Models 816 and 817 come in Contemporary Danish-designed cabinets, carry V-M stereo-matic changers and 12-inch woofer and angle-mounted three-inch tweeter on each side of the instrument's cabinet. The 816 comes in walnut and sells for $350, while the 817 is styled more traditionally in mahogany and sells for $375.

Of the nine other consoles that complete the V-M line, Models 1001 and 1002 carry FM-AM radio, phono and tape recorder combinations, all of which are meant for stereo play. The 1001 is contemporary walnut; the 1002 in traditional mahogany. Both are listed at $1,025.

The low-end of the new V-M line is rounded out by the "Fidelis" table model console. It, too, has automatic changer and two eight-inch speakers. It is available in either mahogany or blonde, walnut or ebony. Prices range from $159.95 to $169.95.

The leading tape recorder that has been added to the company's line is the Model 722, which is a portable and records stereophonically on two or four tracks. It also has track-adding features and comes in two-tone brown leatherette. The new recorder sells for $259.95 and an auxiliary amplifier-speaker is available at an additional $75.

Other tape recorders in the line range in price from $75 for the 166 to the $275 Model 755.

Of the five all-new sets being added to the firm's portable phono line the "Songstar" is a three-channel stereo portable with swing-out detachable sections. It sells for $99.95. Another is the Model 304 which has its speakers set one in the record-playing unit and another in the detachable lid. It, too, has a four-speed changer. Three monophonics, one with changer and two manuals, complete the totally new phono products. The automatic sells for $59.95, while the two manuals retail at $29.95 and $49.95, respectively.

Six other machines complete the phono line ranging in price from $46.50 to $129.95.

The new line of changers have diamond needles and stereo cartridges and four-speed play. All have manual play features that permit the tone arm to come to a rest position after single record play. These units are priced from $56 to $35.

Ampex Debs Aussie Wing

REDWOOD CITY, Calif. — The Ampex International, S. A. wing of the Ampex Corporation has set up a subsidiary in Australia. Word from the international division headquarters in Fribourg, Switzerland, is that the new subsid is called Ampex Australia Pty., Ltd., and will be headed up by Emund J. Aleks as managing director. Aleks is now on a tour of the Australian and New Zealand territories which he will control for the company. He was formerly the Western U. S. district sales manager for Ampex TV recording equipment.

The new wing's initial plans are to market Ampex Videotape recording equipment and to lend a helping hand to distributors in the area handling other Ampex tape recording products.

Emerson Subsids

WASHINGTON — Two distributors of Emerson Radio and Phonograph Corporation appliances were charged with granting illegal advertising allowances to favored retail customers, in a Federal Trade Commission complaint, last week.

Cited in the FTC's separate complaints are: Emerson Radio Associates, Inc., of Newark, N. J., with executives Michael Kory and Murray Golden. FTC says the firm's appliance sales topped $10,000,000 in 1959.

Second complaint was against Jefferson-Travis, Inc., of New York City, a wholly owned subsidiary of Emerson Corporation, which also manufactures TV cabinets exclusively for Emerson. FTC says this subsidiary made over $13,000,000 in net sales in 1958, and operates appliance divisions in these large metropolitan areas: Emerson-Midwest Division, Chicago; Emerson-Michigan Division, Detroit; Emerson West Coast Division, San Francisco, and Emerson-Columbus Division in the Northern Ohio area.

The Jefferson-Travis firm is additionally charged with giving special prices to some retailers.

PENNIES IN A METER BUILD $$ IN A TILL

GRAND JUNCTION, Colo. — Jack Hamilton, a stereo-high-fidelity retailer on Main Street here, has developed one of the industry's most unusual methods of attracting potential stereo customers.

Hamilton, whose store is on the city's main street, noticed two years ago how many shoppers were getting $2 parking tickets by returning to their metered parking places a few minutes late. As a result, he created a "parking meter patrol," which consists simply of making it the responsibility of whatever salesman is on duty at the front of the store to watch for meters which are just about to "run out." Then, enough pennies to give the motorist another half-hour are dropped into the meter, and one of the store's business cards is placed under the windshield wiper with the notation, "Meter Money Courtesy of Knight's." There is no printed advertising matter, other than the store's address, and a list of its lines.

At least nine out of 10 of the store's customers take the trouble to step into the store and thank Hamilton for his thoughtfulness, many of them people who otherwise might never have entered the store. This steady stream of grateful visitors gives the Grand Junction store an opportunity to demonstrate stereo to hundreds every year, and often creates an "ownership desire" which leads to later sales of phonographs, tape recorders, fine radios, and similar lines.

The operation costs less than 50 cents a day, and Hamilton considers it "the best advertising buy we have ever made."

AUDIO NEWS BRIEFS

Former assistant to the president at Magnavox, C. **Wesley La Blanc,** has joined the United Industrial Corporation as assistant to the president. . . . The Blonder-Tongue Foundation has created a grant which is meant to help establish a medical television internship by the Institute for the Advancement of Medical Communications. The grant provides doctors and other associated persons in the medical field the opportunity to study closed circuit television techniques.

Ampex Audio has named **John A. Larson** to the post of assistant to the manager of advertising and sales promotion. . . . Another wing of the same company, Ampex Professional Products, has made a number of appointments in its executive family. **Charles P. Ginsberg,** who was instrumental in videotape development, has been elected to a vice-presidency at Ampex Corporation. In addition, Ginsberg will also function as manager of advanced video development. **F. D. Meadows** is now the video product administrator for the company and **Frank Gonzalez** and **Gerald F. Rester** have been named to regional sales managers in the Southwest and East respectively.

News from Sylvania carries an appointment for **Raymond D. Griffiths.** He is now manager of field marketing for Sylvania Electronic Systems. From the same company comes the naming of Femco, Inc., as the new radio, TV and stereo hi-fi distributor in South Bend, Ind. Audio Devices has come up with a novel idea in that it now has a transcontinental "Tapemobile." The "Tapemobile" is a 30-ton trailer-type truck which carries the company's tape and disk products to warehouses across the country and returns with raw materials needed in the production of same to the firm's Stamford, Conn., main plant. . . . Reeves Soundcraft now has **William H. Cotton** as its new secretary and treasurer. . . . **Walter I. Reich** takes over as secretary-treasurer for FXR, Inc., of Woodside, N. Y.

The Zenith Sales Corporation has been joined by **Robert J. Limbocker,** who now handles district sales in the Billings, Mont.; Portland, Ore., and Seattle and Spokane distribution areas. Vice-president in charge of export for the same Zenith Sales Corporation, **John A. Miguel Jr.,** has taken over as vice-president of the International Trade Club of Chicago.

Charles H. Coombe is the new Northeastern district manager for Hoffman Electronics Corporation's Consumer Products Division. While the same company has appointed S. R. Sloan, Inc., of New Harford, N. Y., as distributor in the Utica area. . . . Spacial Fidelity has appointed five new sales representatives in its planned expansion. Parts of the Southwest will be handled by **Franklin Y. Gates;** parts of the Far West and Hawaii are now controlled by **Mike Ross;** Northern Illinois and Southern Wisconsin are covered by **Sheldon Schak** and Associates; while parts of the midwest are covered by **John Zimmer.**

Changes in district managerships for Stromberg-Carlson include the taking over of **Bernard S. Tucker** as district manager for hi-fi sales in the Los Angeles area; **William S. Potter's** being appointed to the same post in the Minnesota territory; and **Joe M. Titus** assumes a similar post for the Pacific Northwest region.

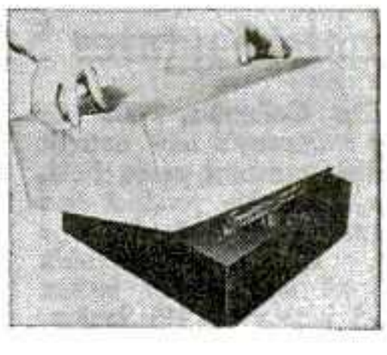
Executive responsibility for the Home Instrument, RCA Victor Distributing Corporation, and Distributor and Commercial Relations activities of RCA has been assigned to **W. Walter Watts,** group executive vice-president.

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

NEW AUDIO PRODUCTS

• Continued from page 5

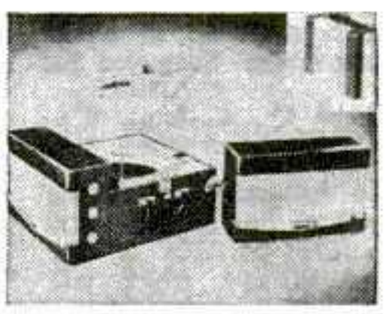
Keeps Changer Under Cover



Thee styles of rigid record changer covers have been marketed by the Robins Industries Corporation of Flushing, N. Y., makers of hi-fi and stereo accessory products.

The covers are collapsible and measure 15½ by 12 by 5 inches and come in three colors, white, brown and clear. A U-shaped locking device anchors the cover to the machine. The cover is priced to sell for $6.95.

4-Speed Portable

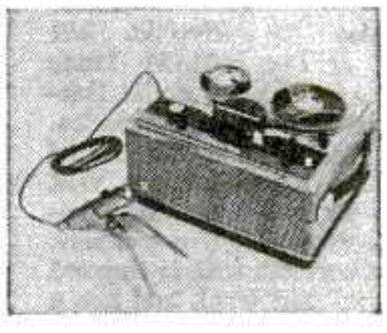


Public and tradesters alike will get their first peek at the new Dynavox line of stereo and mono portables at the Music Trade Show this week in Chicago. (See The Billboard, July 4.) One of the featured numbers in the new string is the Model 1064, an automatic four-speed portable that uses a V-M changer with four speakers. The unit, which comes in a variety of color combinations, has anodized aluminum grill and lists at $119.50.

Amplifier Has Added Strength

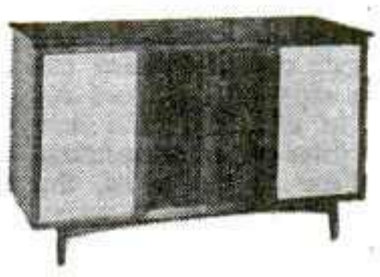
H. H. Scott has announced a new version of the company's 299 Model stereo amplifier. Re-christened the 299B, the new unit has an increased 50-watt power (IHFM standard) which is designed to power speaker extensions that might be placed thruout a particular house.

2-Speed Tape Recorder



Operating at 3¾ and 7½ inches-per-second, the new portable hi-fi tape recorder introduced recently by Columbia carries a six-inch oval speaker and will record for a full hour. The new unit weighs 12 pounds and measures 6⅜ inches by 11 inches by 8¾ inches It comes complete with mike, five-inch reel of tape, a five-inch blank reel, and a five-foot cord for radio recordings. The suggested list price is $89.95 and it is available in black and ivory with a metal trim.

New Console Line



New in the Ampex Series of Consoles is this walnut version of Concerto Series of stereo consoles being debuted at the Palmer House NAMM Trade Show this week. (See separate story.)

The Concerto line is available in two series: $995 for stereo phono with AM-FM radio and $1,495 with an added stereo tape recorder. Both versions carry dual 30-watt stereo amplifiers, dual 12-inch and three-inch speaker systems and a combined stereo control center and AM-FM tuner.

AES Readies Exhibit Plans

NEW YORK — The Audio Engineering Society will hold its Third Annual Exhibition at the Hotel New Yorker October 11-14. The Society is even now reading plans for the drawing of exhibitors space at the New Yorker. The drawings will be held in the same hotel Thursday at 2 p.m. on August 2. Deadline for applications to participate in the drawing must be in July 26.

The format for those interested in exhibiting will be, as it was in the past, directed at a professional audience. Members of the AES will be admitted at no charge, other interested parties however, must register and pay a $3 fee. Again, as in the past, conferences will be held in which papers will be read by leading members of the audio fraternity.

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Critical Dealer Problems Set for NAMM Discussion

Direct Buys From Discounters, Diversification Top Questions

By REN GREVATT

CHICAGO — As the nation's record dealers gather here for the annual Music Industry Trade Show this week, many will do so with a sense of being at a sort of crossroads. They will be here at a time when they face numerous critical problems, many of which are of their own making. Be that as it may, the problems and their possible answers are expected to come in for full-dress discussion at meetings of the National Association of Music Merchants and perhaps more specifically, at sessions of the Society of Record Dealers of America.

Many of the problems besetting dealers today, it may be noted, have resulted in interesting new developments and trends. Certainly the problem of the bigger discounters and their ability to buy most favorably due to the volume of their business, is one of the most pressing. On the theory that if you can't lick them, join them, some small dealers have now resorted to buying substantial amounts of disk product, not from their distributor, but from the discount store itself where, they find, they can buy as much of any given item as they want, at a better price than that allowed them by a distributor. This practice has brought some of the larger discounters into the status of one-stops.

Diversification

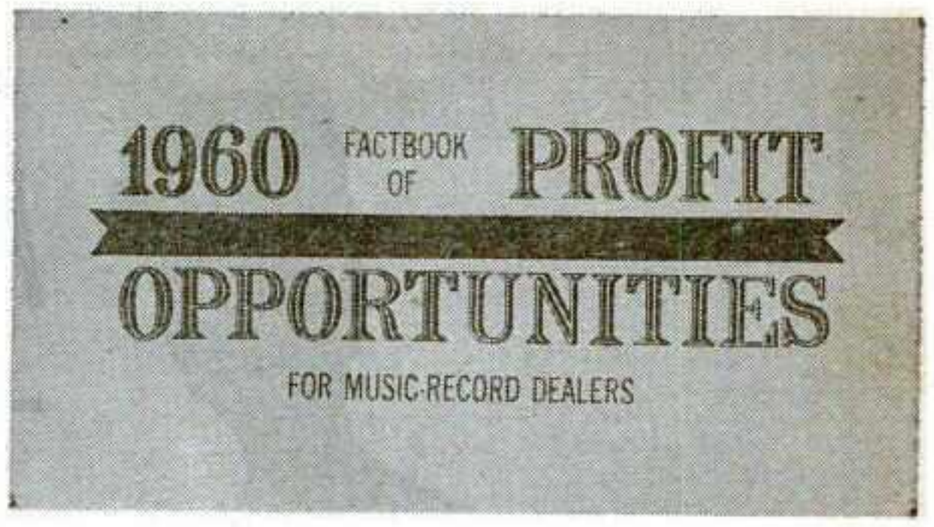
Other dealers, frankly looking for what one called "a way out of this mess," have resorted to diversification, a trend which has shown up prominently in many branches of business and industry. This is seen as an answer to a trend of recent years in which merchants in many different fields have gone into the record business, as either a traffic builder or as a profit line.

Now, some strictly old-line record dealers have added other, nonrelated lines of products to their businesses. In the Chicago area, distributors have noted a number of their accounts carrying various lines of small sundries, which do not require a heavy investment. Paperback books seem to be a favorite with some of the dealers, who report doing a brisk business.

But there are other items as well which can now be obtained in various record stores. These include greeting cards, small instruments such as harmonicas, ukuleles, etc., music boxes, clocks and small, low-end phonographs. Other dealers have become newsstand operators with newspapers and magazines. Still others handle motion picture film, pipes and tobacco supplies and a few are even featuring freezer units loaded with popsickles for the kiddies.

In this connection, it is recalled that one of the precursors of this trend was New York discounter, Sam Goody. When Goody opened his new Goody East store last summer, he openly advertised the fact that camera equipment and jewelry would also be available in the store. This, according to Goody, was to compete with

(Continued on page 26)



Published in Conjunction With the

NATIONAL ASSOCIATION OF MUSIC MERCHANTS ANNUAL CONVENTION

1960 MUSIC INDUSTRY TRADE SHOW

ROSTER OF EXHIBITORS, PALMER HOUSE, CHICAGO

COMPANY & ROOM NO.

ABC-Paramount—1001W
Allan Parker, Dir. Album Sales

Admiral Corp.—401
J. N. Gransee

American Elite, Inc.—965
Ray Lakovic, Pres.

American Music Conference —701
John W. Fulton, Exec. V.-P.

Ampex Audio Co.— 955W, 957W, 959W
Richard R. Grant, Asst. Sales Prom. Mgr.

Amsco Music Publishing Company—789
Herbert H. Wise, Gen. Mgr.

Arvin Industries, Inc.—953
Theodore R. Jones, Adv. Mgr.

COMPANY & ROOM NO.

Audio Book Co.—910W
L. H. Selent, V.-P.

Audio Fidelity, Inc.—945
Norman Hess, Promotion

Audio Industries, Inc.—969, 970
Budd Myers, Sales Mgr.

Bell Sound Division—950
Andrew Lorant, Adv. Mgr.

The Billboard Publishing Co. —959
Andrew Csida, Adv. & Prom. Mgr.

Birch Phonographs by Boetsch Bros.—909, 910
Sylvia Ritchie, Off. Mgr.

Capehart Corp.—409
J. M. Winer, Pres.

Capitol Records Dist. Corp. —930W, 931W
M. D. Schuster, V.-P., Charge of Dist.

COMPANY & ROOM NO.

Cole Corp.—966W
Amby Schuham, Secy.

Columbia Phonographs—408
William J. Horn, Mgr. Adv. & Mdsg.

Crest Records—936W
C. F. Galehouse, V.-P.

Dean Electronics Corp.—905
Michael J. Reass, Mgr.

Decrosonics, Inc. & Swiss— 929W
Musicrafts, Inc.
Seymour Feldstein, Sales Mgr.

Delmonico International— 911, 912, 913
Sy Lipper, V.-P.

Dynavox Corp.—903, 904
Joseph Dworken, Pres.

(Continued on page 21)

NAMM SCHEDULE OF EVENTS

MONDAY, JULY 11

9:00 a.m.—6:00 p.m.	Exhibits—Registration Open	
12:00 Noon	NAMM Convention Opening Luncheon	Grand Ballroom
3:00 p.m.	Society of Record Dealers' Meeting	Monroe Parlor
3:30 p.m.	Ladies' Tea & Reception	Crystal Room
6:00 p.m.	Fisher Radio Corp. Reception	Crystal Room

TUESDAY, JULY 12

8:00 a.m.	NAMM Annual Meeting of Members' Breakfast	Grand Ballroom
9:00 a.m.—6:00 p.m.	Exhibits—Registration Open	
2:30 p.m.	NAMM Sheet Music Clinic	Crystal Room
2:30 p.m. and 8:00 p.m.	Society of Record Dealers' Meetings	Monroe Parlor
5:30 p.m.	The Magnavox Company Reception	Grand Ballroom

WEDNESDAY, JULY 13

8:00 a.m.	Pilot Radio Corporation Dealers' Breakfast	Empire Room
9:00 a.m.—6:00 p.m.	Exhibits—Registration Open	
2:00 p.m.	NAMM Retail Advertising Clinic	Grand Ballroom

THURSDAY, JULY 14

9:00 a.m.—12:00 Noon	Exhibits—Registration Open	
9:30 a.m.	Electronic Industries Association Phonograph Section	PDR 8
7:00 p.m.	Music Industry Banquet	Grand Ballroom

EDITORIAL

The 1960 Surveys

The statistics on the sales of phonograph records and dealer inventory policies pertaining to records which appear in this special section were derived from the continuing study of record sales in retail stores made by The Billboard under the supervision of the New York University School of Retailing.

This year's survey, covering dealer sales of phonographs, radios, tape recorders and record accessories, was made separately and was conducted under the supervision of Thomas Lea Davidson, Assistant Professor of Marketing, School of Business Administration, University of Connecticut. At the request of The Billboard, Professor Davidson has prepared the brief statement which appears below, explaining the technique used in gathering this data.

The results of this survey were obtained from an analysis of data collected from a universe of all record selling retail dealers who also carry related lines of equipment. These dealers were selected in such a manner that their replies would be representative of all such dealers.

The first step in selecting the sample was to construct a list of all record dealers who had co-operated during the past two years in the New York University-BILLBOARD continuing survey of record sales. Due to the carefully controlled manner of selecting dealers for this survey, this list can be considered representative of all record dealers. Next, all dealers who did not carry a wide range of related equipment were eliminated. This removed the bias of the marginal dealer and allowed for a more efficient sampling procedure.

The final step was to select a stratified random sample from the remaining 552 dealers. This was done in such a way that the various metropolitan areas are included in the same proportion as their sales ranking. For instance, half of the dealers selected in the sample were located in the top 16 metropolitan markets as these markets account for approximately one-half of the total industry sales.

These 200 dealers were then interviewed in person by a trained field force. These interviews took place within the dealer's place of business.

The unedited completed returns of the interviews were forwarded to Storrs, Conn., where the editing and tabulating was supervised by Professor Davidson. In all, 177 completed returns were received in time to be included in this report.

Thomas Lea Davidson

This One
EY10-DJ2-B7AZ
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Another Philco first!

Philco

MODEL 1720R READY NOW! Besides REVERB has a five-speaker stereo sound and amplifier system. Two speakers with matching grille cloth play inside — or outside — for up to 30 ft. of separation! Lightweight tone arm and dual sapphire needle. 45-RPM spindle and tape input jack. Provision for drop-in, play-in AM-FM tuner. Mahogany-, walnut- or maple-finish cabinets.

EXCLUSIVE PHILCO ADVERTISING CAMPAIGN

Only Philco gives you the drawing power of famous PATRICE MUNSEL to pull customers into your store!

Complete national and local ad campaign! In leading national magazines – local newspapers – even musical mailers – Patrice Munsel will invite customers into your store for a Philco REVERBaphonic Sound System demonstration! And when they come in, there's Miss Munsel in *your* window – on your sales floor – in life-size, lifelike full color! Get *in* on this nationwide Philco REVERB promotion! It's ready *now!*
Call your Philco Distributor today! Don't miss seeing and hearing Philco REVERB at your Distributor's, or at N.A.M.M. Show Space 411-412.

TIE IN! BUY IN! AND YOU'LL SELL RIGHT NOW!

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Ready now for immediate delivery!
The newest, most exciting sound in music!

REVERB!

The new dimension in sound ...the step beyond stereo!

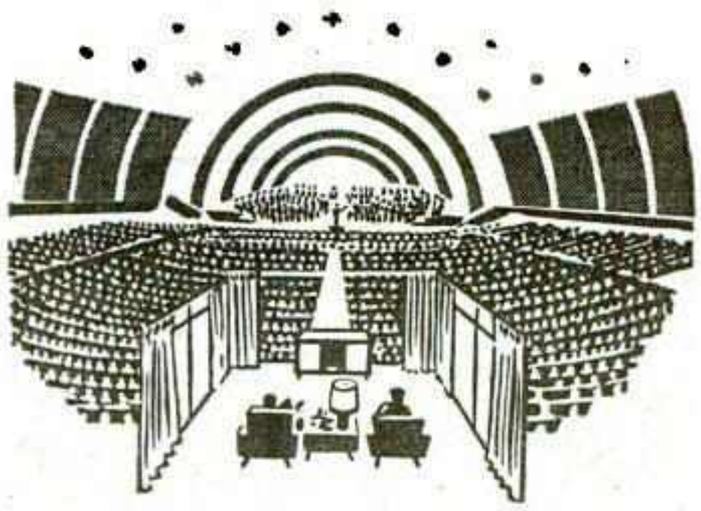
Another Philco exclusive... Patrice Munsel is ready to help you sell the Philco REVERBaphonic Sound System now!

The new Philco REVERBaphonic Sound System makes any record—monaural, stereo—even old 78's—sound thrillingly different—alive!—new! ■ No new records to buy! ■ New Philco REVERBaphonic Sound System transforms AM/FM and tape! ■ Exclusive REVERB Demonstrator lets you show customers the living difference right on your sales floor. ■ Turn on REVERB and the walls seem to roll back. ■ Customers will literally *leap* with amazement! ■ It's the most demonstrable feature in phonograph history! ■ And *you can deliver Philco REVERB right now! No waiting, no delay!*

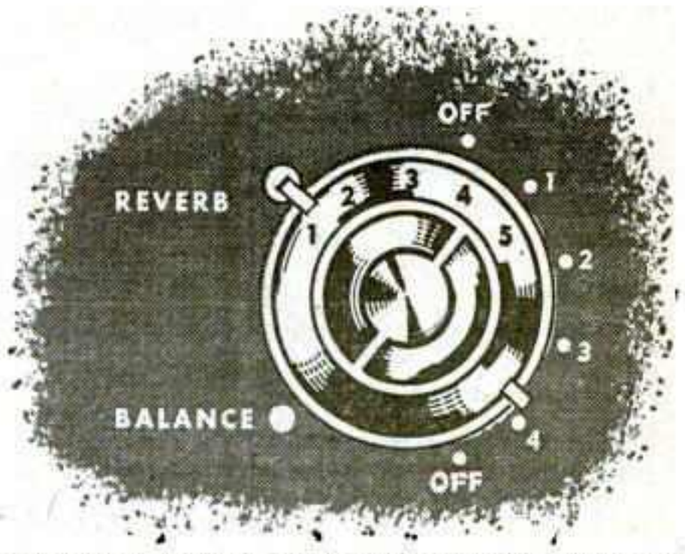
AND THAT'S NOT ALL!

Philco backs REVERB with an all-out national and local TV, magazine and newspaper promotion! Tied right to your store! See details on opposite page.

MOST EXCITING "DEMO" EVER! No more fussing with acoustical backdrops, no more special floor arrangements. With this remote control it's "push-button" easy to demonstrate Philco REVERB anywhere in your store. It's an almost unbelievable musical experience!



TURNS YOUR STORE AND YOUR CUSTOMER'S ROOM INTO A VAST CONCERT HALL! Philco REVERB rolls back the walls! Even a small room becomes a ballroom with REVERB. Your customers have never heard anything like it. They must hear it to believe it!



CONTROL PANEL HAS EXCLUSIVE REVERB DIAL WITH 4 DEGREE SETTINGS! Custom-blend your own REVERB. It's so easy! Unique control knob lets you add as much or as little REVERB as you want. There's absolutely nothing like it! And it's ready *now!*

READY FOR IMMEDIATE DELIVERY
SEE IT ★★★ HEAR IT ★★★ BUY IT
AT YOUR PHILCO DISTRIBUTOR'S
OR AT N.A.M.M. SHOW SPACE 411-412

PHILCO®

Famous for Quality the World Over

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1960 PHONO SURVEY

Dealers' Views on Phono Sales By Prices, Models & Brands

1. Did this store sell any phonographs since January 1, 1960?

Yes—94%
No—6%

2. If yes, what percentage of your phono unit sales were of stereo units?

0 to 25% of sales—8% of stores
26 to 50% of sales—14% of stores
51 to 75% of sales—11% of stores
76 to 85% of sales—12% of stores
86 to 90% of sales—18% of stores
91 to 95% of sales—8% of stores
96 to 100% of sales—29% of stores

3. How would you say phono sales were so far in 1960 compaed with the same period just one year ago?

Better—26%
Same—40%
Worse—32%
Don't Know—2%

4. How do you think sales will be during the remainder of 1960?

Better—50%
Same—33%
Worse—8%
Don't Know—9%

5. Why do you think sales were better/worse than last year?

a. Better

More consumer interest, awareness, demand—8%
More or better advertising—7%
More good music—6%
More attractive merchandise—3%
Local business generally good—3%
Others less than 3% each

b. Worse

General business down—22%
Too much confusion—7%
Can't compete with discounters—4%
Too much competition—4%
Tight money—3%
Others less than 3% each

6. What do you think would be the single most important thing that could help increase your phono sales?

Better advertising—25%
Stabilize and reduce prices—12%
General business improvement—9%
Improve quality—8%
Better standards, less confusion—5%
Restrict number of dealers—5%
Better dealer demos and showmanship—4%
More good stereo records—4%
Others less than 3% each

7. Since January 1, have you sold any manual portables?

Yes—78%
No—22%

a. How many?

Average of 29 per dealer who reported sales.

b. Relative standing of brands according to percentage of all dealers who reported one or more sales:

1. Decca—28%
2. RCA Victor—19%
3. Columbia—17%
4. Capitol—11%
5. Zenith—10%
6. Webcor—10%
7. Symphonic—6%
8. Birch—5%
9. VM—5%
10. Motorola—4%
11. Steelman—3%
12. Dynavox—3%

Others less than 3% each

8a. Since January 1, have you sold any automatic portables or table models listing at $100 or less?

Yes—91%
No—9%

b. How many?

Average of 30.13 per dealer who reported sales.

c. Relative standing of brands according to percentage of all dealers who reported one or more sales:

1. RCA Victor—27%
2. Columbia—25%
2. Decca—25%
4. Webcor—22%
5. Magnavox—21%
6. VM—14%
7. Zenith—13%
8. Motorola—11%
9. Capitol—8%
10. Steelman—4%
11. Emerson—3%
12. Birch—3%
13. Symphonic—3%

Others less than 3% each

9a. Since January 1, have you sold any automatic portables or table models listing at $100 or more?

Yes—87%
No—13%

b. How many?

Average of 15.32 per dealer who reported sales.

c. Relative standing of brands according to percentage of all dealers who reported one or more sales:

1. RCA Victor—26%
2. Webcor—21%
2. Columbia—21%
4. Magnavox—20%
5. Motorola—18%
6. Zenith—16%
7. VM—11%
8. Decca—9%
9. Capitol—4%
10. Emerson—3%
11. Admiral—3%
11. Steelman—3%

Others less than 3% each

10a. Since January 1, have you sold any phono consoles without radios listing at $300 or less?

Yes—74%
No—26%

b. How many?

Average of 14.6 per dealer who reported sales.

c. Relative standing of brands according to percentage of all dealers who reported one or more sales:

1. Magnavox—21%

1960 PHONOGRAPH

STORE RECORDED SALES
NEW YORK UNIVERSITY SCHOOL OF RETAILING • THE BILLBOARD •

The data concerning record sales on these pages has been derived from confidential reports on record sales in retail stores, as prepared by The Billboard every four weeks under the supervision of the New York University School of Retailing.

The complete reports, issued only to subscribers to this service, provide not only general industry trend statistics such as these but also competitive sales data for each label, broken down into specific categories, such as speed, price, mono vs. stereo, classical vs. popular, etc.

The information from which the reports are made is obtained from diaries of all sales made by a scientifically selected rotating sample of record dealers across the nation, and the results constitute an accurate reflection of U. S. record sales.

Only the information on record sales has been derived by this process. The surveys on phonographs, radios, tape records and record accessories was conducted separately under the supervision of Prof. T. L. Davidson, whose statement on procedures appears elsewhere in this issue.

UNIT SALES IN MILLIONS OF RECORDS

First 16 Weeks 1959 vs. 1960

1959 TOTAL—34 MILLION RECORDS

1960 TOTAL—38 MILLION RECORDS

CHANGE IN UNIT SALES

1960 vs. 1959

SINGLES	+ 7.9%
LP's	+23.0%
EP's	–25.0%
TOTAL	+11.8%

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2. RCA Victor—19%
3. Columbia—16%
4. Motorola—13%
5. Zenith—11%
6. Webcor—10%
7. VM—7%
8. Decca—6%
9. Capitol—5%
10. Philco—3%

Others less than 3% each

11a. Since January 1, have you sold any phono consoles without radios listing at over $300.

Yes—39%
No—61%

b. How many?

Average of 10.8 per dealer who reported sales.

c. Relative standing of brands according to percentage of all dealers who reported one or more sales:

1. Magnavox—9%
2. Motorola—8%
3. RCA Victor—7%
4. Fisher—6%
4. Stromberg-Carlson—6%
4. Zenith—6%
7. Columbia—5%
8. VM—4%
9. Webcor—3%
9. Pilot—3%
9. Capitol—3%

Others less than 3% each

12a. Since January 1, have you sold any radio-phono combination consoles listing at $300 or less?

Yes—50%
No—50%

b. If yes, how many?

Average of 7.2 per dealer who reported sales

c. Relative standing of brands according to percentage of all dealers who reported one or more sales:

1. Magnavox—19%
2. RCA Victor—10%
3. Columbia—7%
3. Zenith—7%
5. Motorola—6%
6. Fisher—5%
7. VM—3%

Others less than 3% each

13a. Since January 1, have you sold any radio-phono combinations listings at over $300?

No—41%

b. If yes, how many?

Average of 17.42 per dealer who reported sales.

c. Relative standing of brands according to percentage of all dealers who reported one or more sales:

1. Magnavox—21%
2. Fisher—10%
3. Motorola—8%
3. Zenith—8%
3. RCA Victor—8%
6. Stromberg-Carlson—6%
7. Columbia—5%
8. Pilot—5%
9. Ampex—4%
10. Webcor—3%
10. Capitol—3%

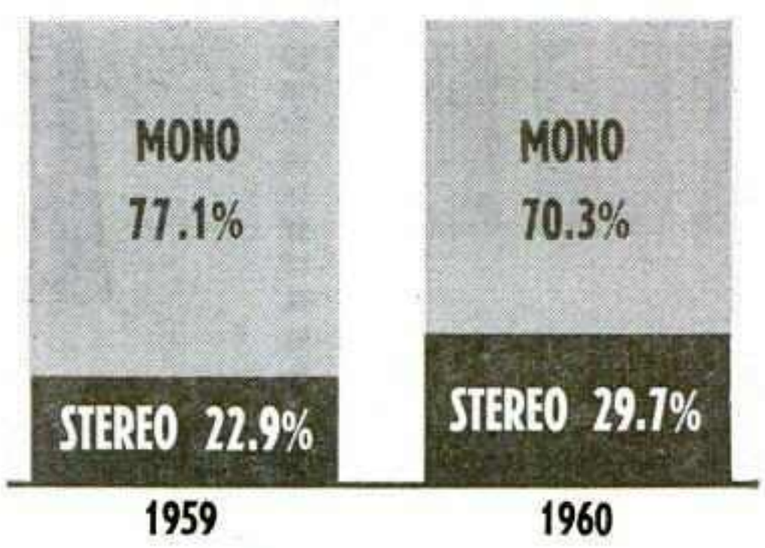
Others less than 3% each

RECORDS Survey

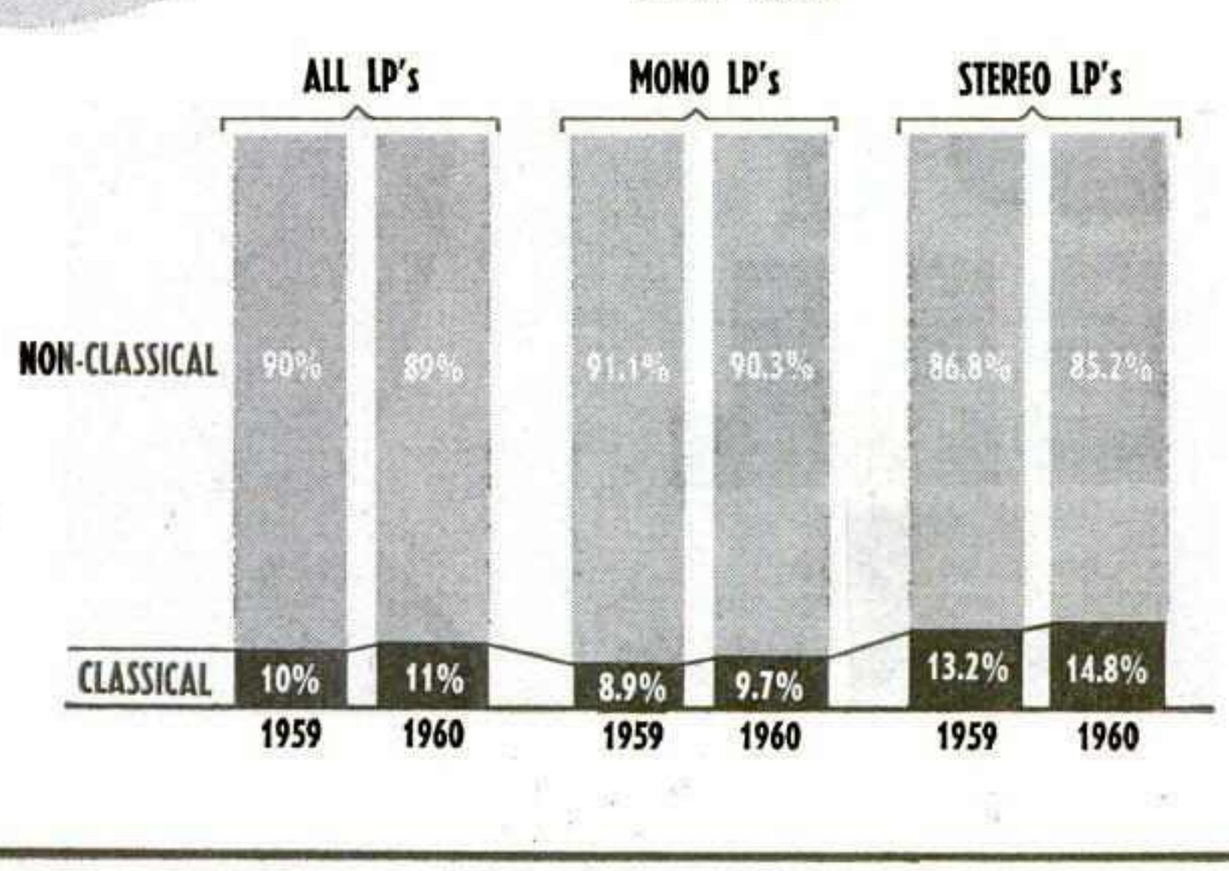
ANALYSIS OF LP SALES

BY DOLLAR VOLUME
FIRST 16 WEEKS
1960 VS. 1959

STEREO VS. MONOPHONIC



CLASSICAL SHARE OF LP SALES
(DOLLAR VOLUME)



1960 TAPE SURVEY

63% of Dealers Now Sell Tape Recorders

1a. Did this store sell any tape recorders or tape players since January 1?

Yes—63%
No—37%

b. If no, are you considering adding them to your inventory this year?

Of those that did not sell any this year, 21% answered yes to the above

2. If yes, how would you say your sales were so far this year compared with the same period in 1959?

Better—27%
Same—35%
Worse—30%
Don't know—8%

3. Why do you think your sales were better/worse than they were last year?

a. Better

More interest in tape—8%
Lower price, better quality—7%
Introduction of four-track—7%
Took time, now getting accepted—4%
Sales personnel more experienced, can demonstrate—3%
Others less than 3% each

b. Worse

Too much confusion, no standardization—10%
Cost of pre-recorded tapes—4%
General sales conditions down—4%
People not interested or losing interest—4%
Too much wholesale catalog competition—4%
Manufacturers don't push as much—4%
Others less than 3% each

c. Don't know

16%

d. No answer

10%

4. How do you think sales will be in the remainder of 1960?

Better—45%
Same—20%
Worse—15%
Don't know—20%

5. What do you think would be the single most important thing needed to help increase sales?

Standardize equipment—16%
Better manufacturer advertising and promotion—14%
Lower prices of equipment and tape—11%
Simplify operations, make equipment more compact—6%
Better and lower-priced equipment—6%
Better point of purchase displays—5%
Improve public knowledge of tape—5%
More and better selection of pre-recorded tape—4%
Cut prices of American-made players—3%
Others less than 3% each
Don't know—16%

6a. Since January 1 have you sold any monophonic tape decks, recorders or players?

Yes—59%
No—41%

b. If yes, how many?

Average of 13.47 per dealer who reported sales

c. Relative standing of brands according to percentage of all dealers who reported one or more sales:

1. Webcor—27%
2. VM—10%
3. Teleetro—9%
4. Wollensak—8%
5. Pentron—6%
6. Japanese, no brand name—5%

(Continued on page 26)

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SWINGIN' SCHOOL ..... CAMEO #175	5
KISSIN' TIME ..... CAMEO #167	4
WE GOT LOVE ..... CAMEO #169	3
WILD ONE ..... CAMEO #171	2

and now for...

VOLARE

CAMEO #179

I'D DO IT AGAIN

BOBBY RYDELL

CAMEO

Watch Bobby perform both sides on the Dick Clark Show July 16

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Cordial Best Wishes to NAMM dealers

PERRY COMO

RCA VICTOR

Direction
GAC GENERAL ARTISTS CORPORATION
NEW YORK • CHICAGO
BEVERLY HILLS • CINCINNATI • DALLAS • LONDON

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1960 RADIO SURVEY

73% of Dealers Sell AM Radios; FM Now Seen Coming Up Strong

1a. Did this store sell any AM radio since January 1, 1960 (any model)?
Yes—73%
No—27%

b. How about AM-FM radios (any model)?
Yes—60%
No—40%

c. Neither?
20%

2. If you sold any radios, how would you say your total radio sales were so far this year compared with the same period of 1959?
Better—29%
Same—37%
Worse—24%
Don't Know—10%

3. Why do you think your sales were better/worse than they were last year?

a. Better
Transistor portables selling—6%
New FM stations awakening interest—6%
Advertising promotions—5%
Better prices—3%
Others less than 3% each

b. Worse
General business down—9%
Discount competition—6%
No new products—3%
Others less than 3% each

c. Don't know—12%

d. No answer—19%

4. How do you think radio sales will be in the remainder of 1960?

a. For AM radios:
Better—34%
Same—40%
Worse—8%
Don't know—18%

b. For AM-FM radios:
Better—50%
Same—23%
Worse—2%
Don't know—10%

5. What do you think would be the single most important thing needed to help increase sales of radios?
More advertiisng and public education by manufacturers—14%
Lower prices, especially for FM—12%
Better programming, less rock and roll—11%
More separate FM broadcasts—7%
Better quality—4%
Remove radios from drug, jewelry, discount houses—4%
Promotion by salespeople—3%
Others less than 3% each
Don't know—14%
No answer—15%

6a. Since January 1, have you sold any transistor portable radios?
Yes—79%
No—21%

b. If yes, how many?
Average of 6.1 per dealer who reported sales

c. Relative standing of brands according to percentage of all dealers who reported one or more sales:
1. RCA Victor—35%
2. Japanese, no brand specified—33%
3. Zenith—30%
4. Motorola—22%
5. Magnavox—15%
6. Channelmaster—13%
7. General Electric—12%
8. Columbia—9%
9. Emerson—8%
10. Sony—6%
11. Admiral—5%
11. Philco—5%
Others less than 3% each

7a. Since January 1, have you sold any non-transistor portable radios?
Yes—33%
No—67%

b. If yes, how many?
Average of 7.58 per dealer who reported sales

c. Relative standing of brands according to percentage of all dealers who reported one or more sales:
1. RCA Victor—15%
2. Philco—7%
3. General Electric—6%
4. Zenith—5%
5. Motorola—4%
5. Emerson—4%
Others less than 3% each

8a. Since January 1, have you sold any clock-radios?
Yes—63%
No—37%

b. If yes, how many?
Average of 25.64 per dealer who reported sales

c. Relative standing of brands according to percentage of all dealers who reported one or more sales:
1. RCA Victor—38%
2. Zenith—24%
3. General Electric—14%
4. Motorola—12%
5. Admiral—5%
6. Packard-Bell—3%
6. Emerson—3%
6. Granco—3%
Others less than 3% each

9a. Since January 1, have you sold any AM-only table model radios?
Yes—61%
No—39%

b. If yes, how many?
Average of 30.48 per dealer who reported sales

c. Relative standing of brands according to percentage of all dealers who reported one or more sales:
1. RCA Victor—36%
2. Zenith—29%
3. Motorola—14%
4. General Electric—12%
5. Philco—6%
5. Admiral—6%
7. Packard-Bell—4%
7. Emerson—4%
Others less than 3% each

10a. Since January 1, have you sold any table model AM-FM radios?
Yes—52%
No—48%

b. If yes, how many?
Average of 21.45 per dealer who reported sales

c. Relative standing of brands according to percentage of all dealers who reported one or more sales:
1. Zenith—28%
2. RCA Victor—19%
3. Magnavox—9%
4. Granco—8%
4. General Electric—8%
6. Emerson—5%
7. Motorola—4%
8. Packard-Bell—3%
Others less than 3% each

1960 PHONOGRAPH RECORDS Survey

RECORD INVENTORY AND PRICING POLICIES

(1) What percentage of this store's total LP inventory is devoted to classical records?

	LARGE CITIES	MEDIUM CITIES	SMALL CITIES
0-10%	34.2%	23.6%	36.6%
10-20%	28.7%	21.5%	29.3%
20-30%	16.1%	21.5%	14.6%
30-40%	11.0%	16.5%	11.4%
40-50%	4.1%	8.3%	0.8%
50-60%	2.8%	3.3%	2.4%
60-70%	1.9%	3.7%	0.8%
70-80%	0.9%	0.8%	0.0%
80-90%	0.0%	0.0%	0.0%
90-100%	0.3%	0.8%	4.1%
	100.0%	100.0%	100.0%

(2) This store's pricing policy for sale of LP's is one in which:

	LARGE CITIES	MEDIUM CITIES	SMALL CITIES
A. You can always buy one or more records of all labels at a discount from list prices.	23.5%	9.3%	3.4%
B. Coupon or club plan provides for discounts after purchase of a stipulated number of records.	29.7%	16.6%	18.9%
C. Some labels are always available at reduced prices, but others sell at full list price.	7.7%	7.0%	3.4%
D. Records usually sell at full list price, with occasional sales at discount prices.	21.5%	43.5%	43.2%
E. Records are almost always sold at full list price.	17.6%	23.6%	31.1%
	100.0%	100.0%	100.0%

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Five Reasons Why This Trademark

the Voice of Music®

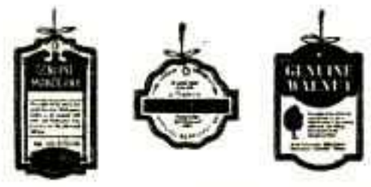
Means Business

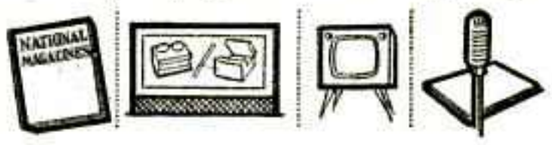
1 ***SPECIALIZATION*** V-M concentrates on just one portion of the electronics industry—Sound Reproduction! As the manufacturer of precision record changers, phonographs and tape recorders, we have attained our brand reputation through consistent research resulting in products of character which accomplish their purpose and accomplish it well.

2 ***BRAND NAME ACCEPTANCE***

For many years the V-M Corporation brand name has been exposed to your prospects and customers. Discerning music lovers know that V-M, "Voice of Music" products meet and exceed their individual standards and requirements. Demand for the prestige benefit of the V-M brand name is a result of the *confidence* of dealers and the *satisfaction* of customers. These are the watchwords which V-M Corporation heeds most stringently.

3 ***QUALITY OF PRODUCT*** Quality control at every step of the manufacturing process results in the greatest honest value it is possible to produce in any price range. Only selected components and choicest of coverings and wood finishes are used in V-M products from superior performing portables to magnificent consoles.

4 ***STYLING***  Recognition of fine-furniture design is evidenced in the award-winning V-M Model 1002—the 'Stereo/Fidelis' (. . . the recipient of the Certificate of Exceptional Merit from the Mahogany Association, Inc.) This is typical of the manner in which V-M achieves perfection in all of its products. Other V-M consoles carry the coveted tags indicating certification by and compliance with the rigid requirements established by the Mahogany Association Inc., the American Walnut Manufacturers Association and the Fine Hardwoods Association—*further dramatic proof of innate V-M quality!*

5 ***ADVERTISING*** 

To support V-M dealers and inform consumers is a V-M first principle. Extensive V-M coverage is found in national magazines, newspapers, billboards from coast-to-coast and on radio and TV.

LISTEN! STIRRING SOUNDS OF SALES SUCCESS FOR YOU!

the Voice of Music®

• Diversity of Line • Distinction of Design • Quality of Performance

V-M CORPORATION • BENTON HARBOR, MICHIGAN

World Famous for the Finest in Record Changers, Phonographs and Tape Recorders

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1960 ACCESSORIES SURVEY

Dealers See Stable Outlook For Most Disk Accessories

1. Why do you think your record accessory sales were better/worse than they were last year?

a. Better

More phono units in use—14%
Better store displays and promotion—7%
Consumers taking better care of better equipment—6%
Result of increased record sales and play—4%

b. Worse

More competition, all stores carry accessories—6%
General business conditions down—5%
Others less than 3% each

c. Don't know

14%

d. No answer

26%

2. What do you think is the single most important thing that could help increase sale of accessories?

Better and more advertising and promotion—15%
Better displays, self-service—12%
Better salesmanship, suggestive selling—9%
Sale of more stereo equipment—5%
General improvement of business—4%
Better quality, standardization—4%
Lower prices—3%
More promotion of record care—3%
Others less than 3% each
Don't know—11%
No answer—24%

NEEDLES

1. Did this store sell any needles since January 1?

Yes—98%
No—2%

2. How were needles sales so far this year compared with the same period of 1959?

Better—58%
Same—29%
Worse—10%
Don't know—3%

3. How do you think needle sales will be in the remainder of 1960?

Better—50%
Same—38%
Worse—4%
Don't know—8%

4. Since January 1 what has been your gross dollar volume on needle sales?

Average of $875 per store reporting sales

5. Relative standing of brands according to percentage of all dealers who reported one or more sales:

1. Fidelitone—34%
2. Duotone—24%
3. Jensen—21%
4. Recoton—20%
4. Clevite-Walco—20%
6. Pfanstiehl—16%
7. Puli—8%
8. Columbia—5%
8. Astatic—5%
10. Zenith—4%
11. General Electric—3%

Others less than 3% each

CARRYING CASES

1. Did this store sell any carrying cases since January 1?

Yes—94%
No—6%

2. How were carrying case sales so far this year compared with the same period of 1959?

Better—30%
Same—45%
Worse—18%
Don't know—7%

3. How do you think carrying case sales will be in the remainder of 1960?

Better—38%
Same—42%
Worse—7%
Don't know—13%

4. Since January 1 how many carrying cases have you sold?

Average of 54.95 per dealer reporting sales

5. Relative standing of brands according to percentage of one or more sales:

1. Amberg Platter-Pak—42%
2. Replogle Lyric—20%
3. Decca—10%
4. Alan—6%
5. Columbia—4%
5. Disc Mate—4%
7. Capitol—3%

Others less than 3% each

RECORD CLEANERS

1. Did this store sell any record cleaners since January 1?

Yes—97%
No—3%

2. How were record cleaners sales so far this year compared with the same period of 1959?

Better—39%
Same—45%
Worse—11%
Don't know—5%

3. How do you think record cleaner sales will be in the remainder of 1960?

Better—39%
Same—47%
Worse—3%
Don't know—11%

4. Since January 1 what has been your gross dollar volume on record cleaners sales?

Average of $122.31 per store reporting sales

5. Relative standing of brands according to percentage of all dealers who reported one or more sales:

1. Clevite-Walco Staticlean—24%
2. Fidelitone—14%
3. Duotone—9%
4. Ansley Lektrostat—8%
5. Cardover Hi Fi Cloth—7%
6. Jensen—6%
7. Tone King—4%
8. Rectoton—3%
8. Audiotex—3%

Others less than 3% each

PHONO CARTRIDGES

1. Did this store sell any phono cartridges since January 1?

Yes—80%
No—20%

2. How were cartidge sales so far this year compared with the same period of 1959?

Better—42%
Same—28%
Worse—9%
Don't know—21%

3. How do you think cartridge sales will be in the remainder of 1960?

Better—38%
Same—36%
Worse—2%
Don't know—24%

4. Since January 1 how many cartridges have you sold?

Average of 56.41 per record dealer reporting sales

5. Relative standing of brands according to percentage of all dealers who reported one or more sales.

1. Aststic—44%
2. Sonotone—21%
3. Shure—16%
4. Electrovoice—13%
5. General Electric—9%
6. RCA Victor—8%
7. Ronette—7%
8. Zenith—4%
9. Columbia—3%
9. Fairchild—3%
9. Fidelitone—3%

Others less than 3% each

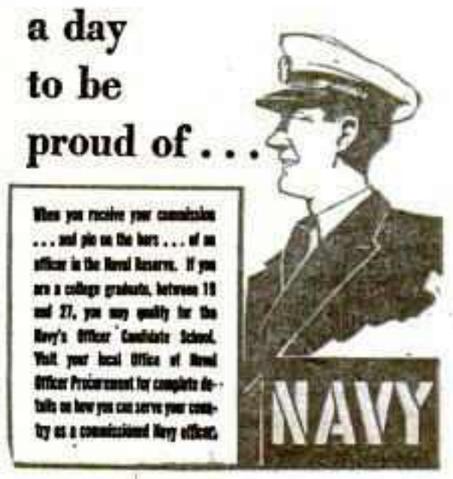
MISCELLANEOUS ACCESSORIES

Since January 1 what other accessories have you sold?

(NOTE: No specific items were suggested to the dealers, who relied entirely on their memories, in their response. It is therefore safe to assume that the percentage of stores indicating sales is low in each case. The figure next to each item listed below is the percentage of all dealers, which indicated a sale of one or more of the accessory mentioned.)

None—28%
Spindles—28%
Racks—18%
Brushes—17%
Batteries—16%
Tape—12%
Inserts—12%
Adapters—11%
Record covers—11%
Tubes—6%
Tape accessories—3%
Turntable pads—3%
Storage albums—3%
Speakers—3%
All others less than 3% each

NEW PROFIT OPPORTUNITY DURING THE MARK TWAIN CENTENNIAL!



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Webcor
TAPE RECORDERS

now, during Webcor's summer special on tape recorders

Do you remember the tremendously successful Webcor Tape Recorder Promotion run in January 1959? Well, now's the profitable time to go tape again—during Webcor's Summer Special on tape recorders! Your Webcor distributor is authorizing special low prices to consumers—and special high margins for you—until August 31. This extra profit promotion will be heavily backed by national and local advertising. So, cash in quickly. Call your Webcor distributor today for money-making facts and figures!

WEBCOR REGENT

Jam-packed with features that make it a best buy at its regular price! Records and plays back all the sounds of life—parties, lessons, speeches. 3-speed, dual-track. Complete with powerful amplifier, wide-range mike, recording level indicator, tape counter.

WEBCOR ROYALITE

Capture snapshots in sound with this 3-speed record and playback beauty. Dual-track. Two high fidelity speakers, powerful amplifier, wide-range microphone. A truly lightweight portable, it weighs only 20 lbs. in its scuff-resistant carrying case.

STOCK UP ON STEREO TOO!

WEBCOR STEREOFONIC ROYALITE

Completely self-contained—produces lush stereo sound from 4 or 2 track stereo tapes. Also records and plays back monaurally, at all 3 speeds. Dual-channel 16 watt amplifier, two hi-fi speakers, dual volume and tone controls. Plus lots more!

CALL YOUR WEBCOR DISTRIBUTOR TODAY!

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COLUMBIA RECORDS SALES CORP.

A Subsidiary of Columbia Broadcasting System, Inc.

799 SEVENTH AVENUE, NEW YORK 19, NEW YORK • CIRCLE 5-7300

WILLIAM P. GALLAGHER
Vice President
Sales

June 24, 1960

Mr. Dealer:

Thank you!

The first six months of 1960 are just about over ... during this period Columbia Records has experienced the greatest sales in their history. You, Mr. Dealer, shared in this success, in fact you are, to a great measure, responsible for this success. However, we at Columbia, with somewhat pardonable pride, feel that the major share of this success is due to the fine product we created and produced, to the sales and merchandising programs we initiated to enhance that product, and to the excellent service our fine Distributing Organization rendered to you. Needless to say, we are not content to rest on our laurels. In the ensuing months we will continue to present even more enticing merchandise and success-oriented sales programs.

On July 21st through July 23rd, the entire Columbia organization will meet for its annual National Sales Convention. Upon his return from this Convention, your Columbia representative will present our Fall Merchandising Program to you. Without taking anything away from his presentation, let me say that he will offer you that most exciting and diversified list of new releases that Columbia has ever offered.

That's a big statement ... but there's more.

In addition, he will unfold a comprehensive merchandising program aimed at creating customer demand and this can only result in one important thing for you ... PROFIT.

In the weeks ahead you will see and hear some fine competitive product that certainly deserves your consideration ... however, don't finalize your Fall plans till our representative presents the Columbia story ... the story of the fastest-selling, chart-riding albums in the industry ... the story of the greatest artist roster in the industry ... the story of well planned merchandising programs ... the story of success ... COLUMBIA!

In other words ... put your MONEY where your PROFIT is ... COLUMBIA!

Sincerely,

William P. Gallagher

William P. Gallagher
Vice President, Sales

WPGs

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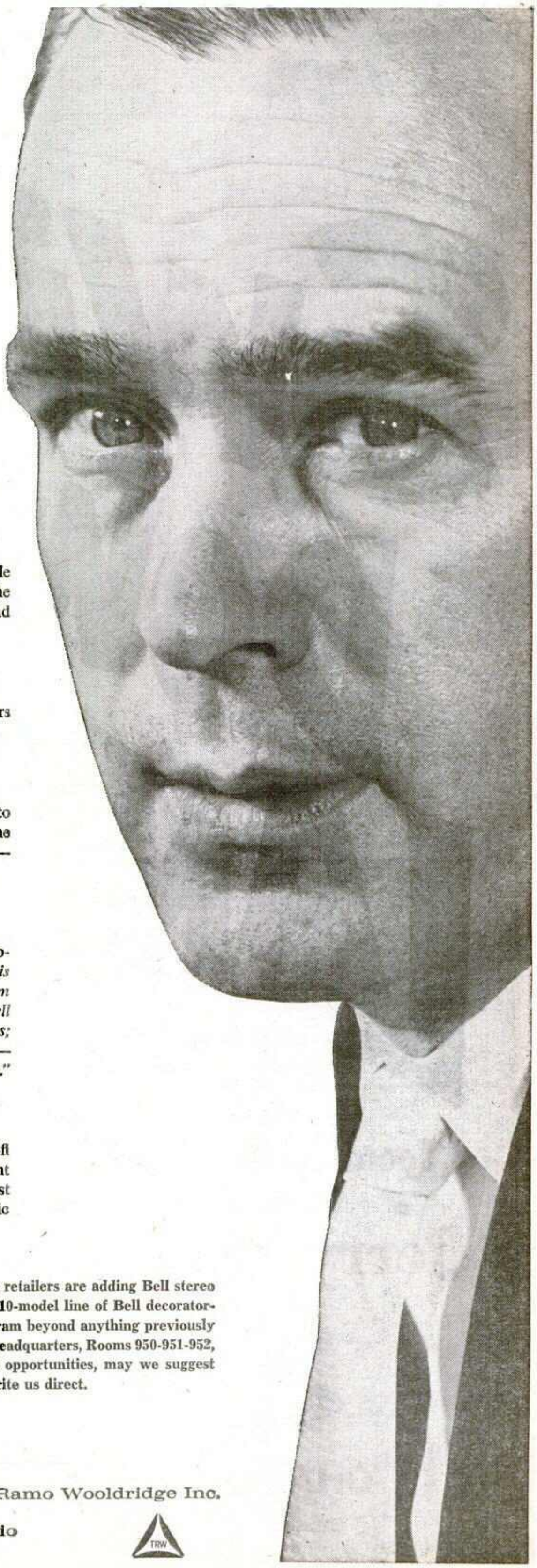
"Give me 5 good reasons why I should add a new line of stereo consoles to the lines I handle now!"



1. More Profit:

The most attractive new profit opportunity in stereo music is with a console line that will unquestionably dominate the high end of the market. The margin is as much as 30% higher than on medium and low-end lines. And this margin is maintained *even on sets priced into the medium range.*

2. Limited Distribution:

The most highly selective of all major franchises establishes leading dealers in complete possession of their local markets.

3. Style Acceptance:

It is an exciting fact that millions of potential purchasers are only waiting to be shown a stereophonic console that is compatible with the rest of their home furniture. Quality cabinetry and styling that won't be obsolete tomorrow—make it easy to sell a fine instrument to husbands *and* wives.

4. The Magic of Custom Components:

In the field of recorded and broadcast music, the reputation of one component-maker stands out. It is of inestimable advantage to be able to say: *"This stereophonic console has been completely integrated from the same custom components used in the finest professionally built installations — famed Bell Stereo Amplifiers, Bell FM-AM Stereo Tuners and Bell Speaker Systems; Garrard record changers; and the wonderful Bell Stereo Tape Transport — or even the new Bell Stereo Tape Cartridge Player included as you wish."*

5. The Maker Behind The New Line:

The name is "Bell" — maker of the fine custom components used by hi-fi enthusiasts for 26 years — the first to produce a stereo amplifier. Bell's parent company is Thompson Ramo Wooldridge Inc., one of America's very largest corporations — pre-eminent in advanced electronics. These are the scientific and financial resources behind Bell products *and Bell dealers.*

THERE ARE MANY MORE GOOD REASONS why leading retailers are adding Bell stereo consoles to the lines they have been handling. The complete 10-model line of Bell decorator-styled custom component-consoles, and a merchandising program beyond anything previously developed for dealers, will be presented at Bell NAMM Show headquarters, Rooms 950-951-952, Palmer House. For prior details and discussion of franchise opportunities, may we suggest you get in touch with your Bell regional representative or write us direct.

Bell **SOUND DIVISION** • Thompson Ramo Wooldridge Inc.

555 Marion Road • Columbus 7, Ohio

TRW

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SWINGIN' DOWN THE LANE

#59082

b/w

Teardrop In The Rain

Jerry Wallace

Challenge
ULTRA HIGH FIDELITY

CHALLENGE

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Music Industry Trade Show: Roster of Exhibitors

• Continued from page 7

COMPANY & ROOM NO.

Electro-Voice, Inc.—604, 901
Everett E. Leedom, Mgr. Adv. & Sales Prom.

Fanon Electronic Industries, Inc.—906
Walter Nachtigall, Treas.

Fidelitone, Inc.—1002
H. Y. Ivins, Sales Engineer

Fidelity Electronics Corp.—1005
Irving Kaplan, Sales Director

Fisher Radio Corp.—757
James J. Parks, V.-P.

Folkways Records & Service Corp.—1006V
Moses Asch, Sales Mgr.

Freedman Artcraft Engineering Corp.—955
Robert F. Foss, Sales Mgr.

Glaser-Steers Corp.—934W
V. Amador Jr., Sales Engineer

Granco Products Corp.—962W, 963W
H. A. Frank, Dir. of Sales

Grommes & Phillips, Inc.—916
George H. Grommes, V.-P. Sales

Koss, Inc.—Electronics Div.—1007
John C. Koss, Pres.

The Magnavox Company—Private Dining Rooms, 17 and 18
George H. Fezell, V.-P. & Gen. Mdse. Mgr.

Majestic International Sales—918, 919, 920
Sam F. Jenkins, V.-P.

Motorola, Inc.—413
Robert G. Farris, Dir. of Adv. & Sp.

Muntz TV, Inc.—961, 962
Sander Rodkin, Adv. Agcy.

Newcomb Audio Products Co.—935W
Robert Newcomb, Pres.

Olympic Radio & Television—410
Theodore W. Buchter, Asst. to Pres.

Pentron Sales Co., Inc.—907W
Hope Borows, Exec. Secy.

Philco Corp.—411, 412
Dick Shellenberger, Mgr. Prom. Prod.

Pickens Radio Corp.—956, 957
Daniel Jacobs, Gen. Mgr.

Pickwick Sales Corp.—949W
Seymour Leslie, Pres.

Pilot Radio Corp.—Victorian Room, Section "A"
L. M. Sandwick, V.-P., Sales

Radio Corporation of America—Private Dining Room 14
Richard H. Hooper, Mgr.

Ransel Trading Corp.—929W
Carl Post, Sales Mgr.

Realtone Electronics Corp.—948
Harry Franco

Record Accessories Corp.—948W
Morty Kline, Prop.

Recordio Corp. (Charlotte, Mich.)—1004
David G. Bender, Adv. Mgr.

Roberts Electronics, Inc.—951W
Frederick A. Lyman, Gen. Mgr.

Shapiro, Bernstein & Co., Inc.—798
Ben Hoagland Jr., Sales Mgr.

Shell Electronics Mfg. Corp. "Jukette"—954
C. B. Joseph, Sales. Mgr.

Sonic Industries, Inc.—915
David H. Fisher, Sales Mgr.

Steelman Phonograph & Radio Co.—Victorian Room, Section "B"
Paul E. Featherstone, Gen. Sales Mgr.

Stereo-Voice of Canada, Ltd.—976
Dr. S. V. Feinman, Director

Sterling Hi-Fidelity, Inc.—946
Louis Silver, Pres.

Stromberg-Carlson Co.—406
Div. of General Dynamics Corp.
C. K. Juno, Adv. Mgr.

Symphonic Radio & Electronic Corp.—Red Lacquer Room, Section "B"
Howard A. Jacobs, Treas.

Synthetic Plastics Sales Company—958
Henry C. LaPidus, Pres.

Tandberg of America, Inc.—974
Robert J. Bowman Jr., Sales Mgr.

Targ & Dinner, Inc.—833, 834, 835
Edward A. Targ, V.-P.

Telectronsonic Corp.—927W, 928W
Henry Berlin, Marketing Operations Mgr.

Tops Records—972
Ira L. Moss, Exec. V.-P.

Universal of High Point, Inc.—901W, 980
Murray J. Abeles, Sales Mgr.

V-M Corp.—407
M. B. Cain, Sales Mgr.

Videola-Erie Corp. "Fonovox"—966, 967, 968
H. M. Rich, V.-P.

Waters Conley Company, Inc.—944W, 946W
Phonola Phonographs
Gerald H. Rissman, Exec. V.-P.

Webcor, Inc.—Red Lacquer Room, Section "C"
George R. Simkowski, Adv. Mgr.

Westinghouse Electric Corp.—404, 405
Television-Radio Div.
Earl L. Hadley, Asst. Adv. Mgr.

Zenith Sales Corp.—Red Lacquer Room, Section "A"
S. Kaplan, Exec. V.-P.

on 20th FOX

ALL YOU HEAR IS BEAUTY

music sounds best on 4-track 7½ ips tape

STOCK AND SELL THE BEST!

CLEVITE 'WALCO'

The World's Leading Producer of Highest Quality

Phonograph Needles and Record Care Accessories

DIAMOND • SAPPHIRE PRECIOUS METAL REPLACEMENT NEEDLES

More Clevite "Walco" Diamond Needles have been sold than all other diamond needles combined! More Clevite "Walco" needles of all types have been used as original equipment in hi-fi phonographs and cartridges than any other brand! Yes, the same models specified and used by phonograph and cartridge manufacturers are the same needles your customers are asking for everyday. Good reasons to stock and sell the needles proven to be best. Stock and sell high quality Clevite "Walco" popular models, the fastest moving replacement needles in the industry!

SEND FOR FREE CATALOG

38 PAGE COMPREHENSIVE REFERENCE SOURCE

Send for this valuable reference source for all types of replacement needles. This profusely illustrated catalog provides rapid identification of the correct "Walco" replacement needle because it is divided into sections keyed to the reader's available information: By cartridge manufacturer's name and needle number; phonograph make and model number; conventional, foreign, stereo needles and plug-in cartridges; all cross-referenced to the correct "Walco" replacement needle to be ordered. In colorful, coated stock; Kalamazoo punched. Send for your copy today.

See Your Distributor or Write:

CLEVITE 'WALCO'

60 Franklin Street, East Orange, New Jersey

Clevite Walco DisCloth

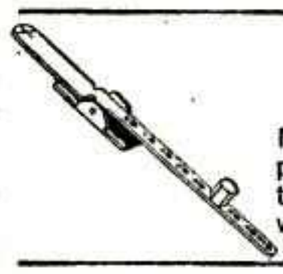
With Permanent, Anti-Static Action

Luxurious, Chamois-soft, 112 sq. in. record cloth (the finest record cloth on the market) wipes away static and eliminates excessive record wear. Special, permanent anti-static impregnate lasts and lasts — — will not dry out. Records last longer and sound better.

Clevite Walco DisCleaner Kit

Anti-Static Record Cleaner

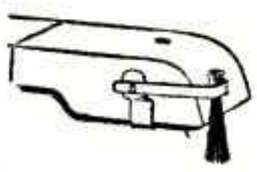
World's most effective anti-static record cleaning solution with two deep-pile applicators that penetrate to groove bottoms — wipe away static, dust and crackle from micro-groove and stereo records. Actually improves hi-fi record reproduction and prolongs record life.



Clevite Walco Stylus Pressure Gauge

Measures Stylus Pressure Within 1/2 Gram

Insures Balanced tone-arm accuracy for maximum record protection and audio reproduction — eliminates distortion, gouging, bouncing and skipping. Easily calibrated with tone-arm in normal operating position.



Clevite Walco DisCleen Record Brush

Clip on Any Tone-Arm

Cleans record as it plays, reducing record noise and improving sound. Fine, sable-soft camels hair brush. Fits any tone-arm — practically weightless. Fastest selling branded brush on the market. Every record owner a prospect.

Clevite Walco Stati-Clean

Anti-Static Record Spray

One spray whisks off dust, stops static for months. No clinging lint, dust, dirt to scratch vinyl surface. Records keep "new" brilliance much longer. Absolutely safe for all records. 6-oz. can treats hundreds of discs. Most popular anti-static product available.

Clevite Walco DisCovers

Protective Plastic Record Sleeves

Provides double protection, enclosing records inside original jackets. Soft, moisture-proof plastic protects clean surface against dust, finger marks, scratches, liquids, etc. Exclusive contoured bottom for easy insertion.

12-12" or 15-10" DisCovers per package.

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THE EXPLOSIVE FREDDY CANNON

45 RPM Swan SWAN 4057

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CUERNAVACA CHOO CHOO

SWAN RECORDS

SWAN-4057

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b/w

"BLACK SOMBRERO"

IN FABULOUS

Ecco-Fonic SOUND

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905 S. Vermont Ave., Los Angeles 6, Calif.

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Directory of Manufacturers of Standard & Hi-Fi Phonos

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New York 36, N. Y.

Admiral Corp.
3800 Cortland St.
Chicago 47, Ill.

Ampex Audio Co.
(and United Stereo Tapes)
1020 Kifer Road
Sunnyvale, Calif.

Andrea Radio Corp.
27-01 Bridge Plaza North
Long Island City, N. Y.

A. R. F. Products, Inc.
7627 Lake St.
River Forest, Ill.

Arvin Industries, Inc.
13th St. & Big Four RR.
Columbus, Ind.

Audio Industries
532 W. 4th St.
Michigan City, Ind.

Audio-Master Corp.
17 E. 45th St.
New York, N. Y.

Automatic Radio Mfg. Co.
122 Brookline Ave.
Boston 15, Mass.

Bell Sound Division
555 Marion Road
Columbus 7, O.

Bootsh Bros.
(Birch)
115 Cedar St.
New Rochelle, N. Y.

Bulova Watch Co.
Bulova Park
Flushing, N. Y.

Calbest Electronics
4801 Exposition Blvd.
Los Angeles 16, Calif.

Califone Corp.
(Rheem Corp.)
1020 N. LaBrea Ave.
Hollywood 38, Calif.

Capehart Corp.
87-46 123d St.
Richmond Hill 18, L. I., N. Y.

Capitol Records, Inc.
1750 N. Vine St.
Hollywood 28, Calif.

Columbia Phonograph Dept.
(CBS Electronics Div. of CBS, Inc.)
405 Park Ave.
New York 22, N. Y.

Dean Electronics Corp.
1670 Webster Ave.
New York 57, N. Y.

Decca Records, Inc.
445 Park Ave.
New York 22, N. Y.

Delmonico Int'l
527 Madison Ave.
New York 22, N. Y.

DeWald Radio
(Div. of United Scientific Laboratories, Inc.)
35-17 37th Ave.
Long Island City 1, N. Y.

DuMont Television & Radio Corp.
14th & Coles Sts.
Jersey City, N. J.

Dynavox Corp.
40-05 21st St.
Long Island City 1, N. Y.

Electronic Creations Co., Inc.
1668 Webster Ave.
Bronx, New York

Electron Enterprises
6917 Stanley Ave.
Berwyn, Ill.

Emerson Radio & Phonograph Corp.
14th & Coles Sts.
Jersey City, N. J.

Fanon Electronic Industries, Inc.
98 Berriman St.
Brooklyn 8, N. Y.

Fisher Radio Corp.
21-21 44th Dr.
Long Island City, N. Y.

General Electric Co.
Radio Receiver Dept.
Bridgeport, Conn.

Granco Products, Inc.
36-07 20th Ave.
Long Island City 5, N. Y.

Guild Radio & Television Corp.
460 N. Eucalyptus Ave.
Inglewood 3, Calif.

Hinners-Galanek Radio Corp.
6602 Austin St.
Forest Hills 74, N. Y.

Hoffman Electronics Corp.
3761 S. Hill St.
Los Angeles 7, Calif.

Lang & Taylor, Inc.
100 Felton St.
Waltham, Mass.

Magnavox Co.
2131 Bueter Rd.
Ft. Wayne, Ind.

Major Electronics Corp.
762 Wythe Ave.
Brooklyn 11, N. Y.

Mitchell
2525 Clybourn
Chicago, Ill.

Curtis Mathes Mfg. Co.
2220 Young St.
Dallas, Tex.

Molded Insulation Co.
335 E. Price St.
Philadelphia 44, Pa.

Motorola, Inc.
4545 Augusta Byvd.
Chicago 51, Ill.

M-P Engineering Co.
Fairfield 3, Conn.

Olympic Radio & TV
(Div. of Siegler Corp.)
34-01 38th Ave.)
Long Island City, N. Y.

Packard Bell Electronics Corp.
12333 W. Olympic Blvd.
Los Angeles 64, Calif.

Philco Corp.
Tioga & C. Streets
Philadelphia 34, Pa.

Pilot Radio Corp.
37-06th St.
Long Island City, N. Y.

Radio Corporation of America
Cherry Hill
Camden 8, N. J.

Regency
7900 Pendleton Pike
Indianapolis 26, Ind.

Rheem Corp.
1020 LaBrea Ave.
Hollywood 38, Calif.

Roberts Electronics, Inc.
1045 N. Sycamore
Hollywood 38, Calif.

Setchell-Carlson
271 Hempstead Ave.
Malverne, N. Y.

Sonic Industries
19 Wilbur St.
Lynbrook, N. Y.

Sony Corp.
514 Broadway
New York, N. Y.

Steelman
716 S. Columbus Ave.
Mount Vernon, N. Y.

Steelman Phonograph & Radio Co., Inc.
Box 47
Mount Vernon, N. Y.

Sterling Hi Fidelity
22-40 40th Ave.
Long Island City, N. Y.

Stromberg Carlson Co.
1400 N. Goodman St.
Rochester, N. Y.

Sylvania Home Electronics Corp.
700 Ellicott St.
Batavia, N. Y.

Symphonic Electronic Corp.
10 Columbus Circle
New York, N. Y.

Teletone Co. of America
1668 Webster Ave.
New York, N. Y.

Trans-Aire Electronics
195-02 Jamaica Ave.
Jamaica, N. Y.

Trav-ler Radio Corp.
571 W. Jackson Blvd.
Chicago 6, Ill.

Tri-Phi
176 Willets Rd.
Albertson, N. Y.

Vanity Fair Electronics Corp.
50 S. 4th St.
Brooklyn 11, N. Y.

Videola Erie Co.
75 Front St.
Brooklyn, N. Y.

V-M Corp.
280 Park St.
Benton Harbor, Mich.

Warwick Mfg. Corp.
7300 N. Lehigh Ave.
Chicago 48, Ill.

Waters Conley Co., Inc.
(Phonola Phonographs)
17 East Chestnut St.
Chicago 11, Ill.

Webcor, Inc.
5610 Bloomingdale Ave.
Chicago 39, Ill.

Wells-Gardner & Co.
2701 Kildare Ave.
Chicago 39, Ill.

Westinghouse Electric Corp.
Metuchen, N. J.

Whitley Electronics, Inc.
Box 349
Huntington, Ind.

Zenith Radio Corp.
6001 Dickens Ave.
Chicago 39, Ill.

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Admiral Corp.
3800 W. Cortland St.
Chicago 47, Ill.

American Television & Radio Co.
300 E. 4th St.
St. Paul 1, Minn.

Andrea Radio Corp.
27-01 Bridge Plaza N.
Long Island City 1, N. Y.

Arvin Industries, Inc.
13th St. & Big Four RR.
Columbus, Ind.

Automatic Radio Mfg. Co.
122 Brookline Ave.
Boston 15, Mass.

Bell & Howell
Chicago, Ill.

Blonder-Tongue Laboratories, Inc.
9 Alling St.
Newark 2, N. J.

Bulova Watch Co.
Bulova Park
Flushing 70, N. Y.

Capehart Corp.
(Dynamic Capehart Corp.)
87-46 123d St.
Richmond Hill 18, L. I., N. Y.

Columbia Phonograph Dept.
(CBS-Electronics Div. of CBS, Inc.)
405 Park Ave.
New York 22, N. Y.

Crescent Industries
5900 Touhy Ave.
Chicago, Ill.

Datom Industries, Inc.
350-370 Scotland Rd.
Orange, N. J.

Delco Radio
(Div. of General Motors)
700 E. Firmin St.
Kokomo, Ind.

DeWald Radio
(Div. of United Scientific Laboratories)
35-15 37th Ave.
Long Island City 1, N. Y.

DuMont Television & Radio Corp.
(Subsidiary of Emerson Radio & Phono)
14th & Coles Sts.
Jersey City, N. J.

Dynamic Capehart Corp.
87-46 123d St.
Richmond Hill 18, L. I., N. Y.

Eicor
1501 W. Congress St.
Chicago, Ill.

Emerson Radio & Phonograph Corp.
14th & Coles Sts.
Jersey City, N. J.

Esquire Radio Corp.
62-01 15th Ave.
Brooklyn 19, N. Y.

Flush Wall Radio Co.
1012 Cleveland St.
Clearwater, Fla.

General Electric Co.
Radio Receiver Dept.
Bridgeport, Conn.

Granco Products, Inc.
36-07 20th Ave.
Long Island City 5, N. Y.

Grossman Radio & Electric Co.
81 Spring St.
New York, N. Y.

Guild Radio & Television Corp.
460 N. Eucalyptus Ave.
Inglewood 3, Calif.

Hinners-Galanek Radio Corp.
6602 Austin St.
Forest Hills 74, N. Y.

Hoffman Electronics Corp.
3761 S. Hill St.
Los Angeles 7, Calif.

Industrial Development Engineering Associates, Inc.
(I. D. E. A.)
7900 Pendleton Pike
Indianapolis 26, Ind.

Magnavox Co.
Bueter Rd.
Ft. Wayne 4, Ind.

Curtis Mathes Mfg. Co.
2220 Young St.
Dallas, Tex.

Mattison Electronics Corp.
2966-68 Jerome Ave.
New York 68, N. Y.

Motorola, Inc.
4545 Augusta Blvd.
Chicago 51, Ill.

Music & Sound, Inc.
118 Leslie St.
Dallas 7, Tex.

Olympic Radio & Television
(Div. of Siegler Corp.)
34-01 38th Ave.
Long Island City 1, N. Y.

Packard Bell Electronics Corp.
12333 W. Olympic Blvd.
Los Angeles 64, Calif.

Philco Corp.
Tioga & C Sts.
Philadelphia 34, Pa.

Philmore Mfg. Co.
130-01 Jamaica Ave.
Richmond Hill 18, N. Y.

Pilot Radio Corp.
37-06 36th St.
Long Island City, N. Y.

Radio Corporation of America
Cherry Hill, Delaware Twp.
Camden 8, N. J.

Roland Radio Corp.
Box 47
Mount Vernon, N. Y.

Setchell Carlson, Inc.
New Brighton
St. Paul, Minn.

Sonic Industries
19 Wilbur St.
Lynbrook, N. Y.

Stromberg-Carlson (Div. of General Dynamics Corp.)
100 Carlson Rd.
Rochester 3, N. Y.

Sylvania Electric Products, Inc.
730 Third Ave.
New York 17, N. Y.

Symphonic Electronic Corp.
10 Columbus Circle
New York 19, N. Y.

Sarkes Tarzian, Inc. Consumer products section (Broadcast Equipment Div.)
East Hillside Dr.
Bloomington, Ind.

Tech-Master Corp.
75 Front St.
Brooklyn 1, N. Y.

Telequip Radio Co.
2559 W. 21st St.
Chicago 8, Ill.

Trav-ler Radio Corp.
571 W. Jackson Blvd.
Chicago 6, Ill.

Warwick Mfg. Corp.
7300 N. Lehigh
Niles, Ill.

Wells-Gardner & Co.
2701 N. Kildare Ave.
Chicago 30, Ill.

Westinghouse Electric Corp. (TV-Radio Div.)
Route 27
Metuchen, N. J.

Wilcox Gay
79 Washington St.
Brooklyn, N. Y.

Zenith Radio Corp.
6001 Dickens Ave.
Chicago 39, Ill.

Directory of Tape Recorder Manufacturers

American Concertone
(Div of American Electronics, Inc.)
9449 W Jefferson Blvd.
Culver City, Calif.

Ampex Audio Co.
(Div. of Ampex Corp.)
1020 Kifer Rd.
Sunnyvale, Calif.

Amplifier Corp. of America
398 Broadway
New York 13, N. Y.

Bell Sound Division
555 Marion Rd.
Columbus, Ohio

Fen-Tone Corp.
106 Fifth Ave.
New York 11, N. Y.

Magnecord
(Div. of Midwestern Instruments, Inc.)
41st & Sheridan Sts.
Tulsa, Okla.

Pentron Corp.
777 S. Tripp Ave.
Chicago, Ill.

Radio Corporation of America
Cherry Hill
Camden 8, N. J.

Revere Camera Co.
320 E. 21st St.
Chicago 16, Ill.

Symphonic Electronic Corp.
10 Columbus Circle
New York 19, N. Y.

Telectrosonic Corp.
35-16 37th St.
Long Island City 1, N. Y.

V-M Corp.
4th & Park Sts.
Benton Harbor, Mich.

Viking of Minneapolis, Inc.
9600 Aldrich Ave. S.
Minneapolis 20, Minn.

Warwick Mfg. Co.
7300 N. Lehigh Ave.
Chicago 1, Ill.

Webcor, Inc.
5610 Bloomingdale Ave.
Chicago 39, Ill.

Webster Electric Co.
1900 Clark St.
Racine, Wis.

Directory of Accessory Manufacturers

CLEANERS, CLOTHS & BRUSHES

Ansley Mfg. Co.
New Hope, Pa.

Audiotex Mfg. Co.
400 S. Wyman St.
Rockford, Ill.

Paul Bennett Co.
230 E. Ohio
Chicago 11, Ill.

Bradley's
9130 Firestone
Downey, Calif.

Cadie Chemical Products, Inc.
603 West 130th St.
New York 27, N. Y.

Capitol Records
(See local distributor)

Carl Cardover & Co.
104 Liberty Ave.
Mineola, N. Y.

Chamrox Record Cleaner
P. O Box 532
Rochester, N. Y.

Chem Wipe
Manard Products
9 Echo Ave.
New Rochelle, N. Y.

Clevite-Walce
60 Franklin St.
East Orange, N. J.

Columbia Records
(See local distributor)

Decca Records
(See local distributor)

Dexter Chemical Corp.
845 Edewater Rd.
New York 59, N. Y.

Duotone Co., Inc.
Locust St.
Keyport, N. J.

EBY Sales
130 Lafayette St.
New York, N. Y.

Electro-Sonic Labs
35-54 36th St.
Long Island City, N. Y.

Elsam Products
P. O. Box 417
Brockton, Mass.

Fidelitone, Inc.
6415 Ravenswood Ave.
Chicago 26, Ill.

Interelectronics Corp.
2432 Grand Concourse
New York 58, N. Y.

Jensen Industries
7333 W. Harrison
Forest Park, Ill.

Kirsch Music Corp.
349 W. 48th St.
New York 36, N. Y.

Kroll Trading Co.
133 Greene St.
New York 12, N. Y.

Lo-Bo Products Co.
418 W. 49th St.
New York 19, N. Y.

Lee Products
85 E. Walnut St.
Pasadena, Calif.

LeMire Products
204 W. 55th St.
New York, N. Y.

Librascope, Inc.
40 E. Verdugo St.
Burbank, Calif.

Manard Products, Inc.
9 Echo Ave.
New Rochelle, N. Y.

J. W. Marsh Co.
4216 W. Jefferson Blvd.
Los Angeles, Calif.

Merit Products
P. O. Box 56, Highbridge Sta.
New York 52, N. Y.

Merix Chemical Co.
2234 E. 75th St.
New York, N. Y.

M. A. Miller Mfg. Co.
4th & Church Sts.
Libertyville, Ill.

Nuclear Products
10173 E. Rush St.
El Monte, Calif.

Olympia Manufacturing
721 11th Ave.
New York 19, N. Y.

Ortho-Sonic Instruments
66 Mechanic St.
New Rochelle, N. Y.

Pfsantiehl Chemical Corp.
104 Lake View Ave.
Waukegan, Ill.

Philc Accessory Div.
Tioga & "C" Sts.
Philadelphia, Pa.

Phonodisc, Ltd.
Toronto, Ont., Canada

Pro-Sound Corp.
175 5th Ave.
New York 10, N. Y.

Wm. J. Purdy Co.
312 Seventh St.
San Francisco, Calif.

Recoton Corp.
52-35 Barnett Ave.
Long Island City 4, N. Y.

Robins Industries
36-27 Price St.
Flushing, N. Y.

Tone King Corp.
65-55 Grand Ave.
Maspeth 78, N. Y.

Top Records
83 Crosby St.
New York, N. Y.

United Audio Products
202 E. 10th St.
New York, N. Y.

CARRYING CASES

Alan Insulated Mfg.
1197 McCarter Highway
Newark 4, N. J.

Amberg File & Index
1625 Duane Blvd.
Kankakee, Ill.

Arrow Case & Letter File
39-49 York St.
Brooklyn, N. Y.

Astatic
252 Harbor St.
Conneaut, O.

Beard Mfg. Co., Inc.
4533 W. Harrison
Chicago, Ill.

Capitol Records
(See Local Distributor)

Samuel Caplan
Philadelphia, Pa.

Carol Industries
335 Carroll St.
Brooklyn 31, N. Y.

Casecraft
(Div. of Red Rope Stationery)
70 Washington Ave.
Brooklyn, N. Y.

Dick Clark Cases
Raye Products
2522 N. Broad St.
Philadelphia 32, Pa.

Cole Publishing Co.
823 S. Wabash Ave.
Chicago, Ill.

Columbia
(See local distributor)

Columbus Plastic Prod., Inc.
1625 W. Mound St.
Columbus, O.

Deccafile
Decca Records, Inc.
445 Park Ave.
New York 22, N. Y.

Disc Mate Cases
Red Rope Industries
70 Washington St.
Brooklyn 1, N. Y.

Enterprise
Toronto, Ont., Canada

Hillcraft, Inc.
11 W. 30th St.
New York, N. Y.

Knight Industries
164 Liberty Ave.
Brooklyn, N. Y.

Le-Bo Products Co.
418 W. 49th St.
New York 19, N. Y.

Machlon Co.
780 East 134th St.
Bronx, N. Y.

Melody Record Supply Co.
693 10th Ave.
New York 36, N. Y.

Metalcraft Prod. Co. Inc.
Mascher & Lippincott Sts.
Philadelphia 33, Pa.

Monroe Novelty
383 Bridge
Grand Rapids, Mich.

Nachman Products
780 E. 134th St.
Bronx, N. Y.

Olson Wire Products
Baltimore, Md.

Olympia
721 11th Ave.
New York 19, N. Y.

Pic-A-Disc
Art & Industry, Inc.
11 W. 30th St.
New York 1, N. Y.

Platter Porter
1625 W. Morend St.
Columbus, Ohio

Qualitone Ind., Inc.
102 Columbus Ave.
Tuckahoe, N. Y.

Record Accessories Corp.
693 10th Ave.
New York 36, N. Y.

Replogle Globes, Inc.
1901 N. Narragansett Ave.
Chicago 39, Ill.

Seebro Products Co.
2019 S. Michigan Ave.
Chicago 16, Ill.

Seebro Warner Bros.
4000 Warner Blvd.
Burbank, Calif.

Specialty Case Mfg. Co.
1701 N. 8th St.
Philadelphia, Pa.

Standard Products
741 West Front St.
Plainfield, N. J.

Sturbridge Industries, Inc.
258 Irving St.
Framingham, Mass.

Wakefield Industries
Lowell, Mass.

Walco-Clevite
60 Franklin St.
E. Orange, N. J.

Warner Bros.
666 Fifth Ave.
New York 19, N. Y.

NEEDLES

American Laubscher
250 W. 57th St.
New York, N. Y.

American Stylus
Pageant Needles
436 Wyoming Ave.
Scranton, Pa.

Astatic Corp.
252 Harbor St.
Conneaut, O.

Paul Bennett Co.
230 E. Ohio St.
Chicago 11, Ill.

Bogen-Presto Co.
P. O. Box 100
Paramus, N. J.

Capitol Records
(Thru local Capitol Distributors)

Cleartone Reproductions, Corp.
18-06 127 St.
College Pt., N. Y.

Clevite-Walce
60 Franklin St.
East Orange, N. J.

Cole Corp.
823 South Wabash Ave.
Chicago, Ill.

Columbia
(Thru local Columbia Distributors)

Decca Records
(Thru local Decca Distributors)

Duotone Co., Inc.
Locust St.
Keyport, N. J.

Electro-Voice, Inc.
Buchanan, Mich.

Fen-Tone Corp.
106 5th Ave.
New York 11, N. Y.

Fidelitone, Inc.
6415 Ravenswood Ave.
Chicago 26, Ill.

General Electric Co.
1825 Boston Ave.
Bridgeport, Conn.

Jensen Ind.
7333 W. Harrison
Forest Park, Ill.

M. A. Miller Mfg. Co.
4th and Church Sts.
Libertyville, Ill.

Olympia Mfg.
614 51st St.
New York, N. Y.

Pfanstiehl Chemical Co.
104 Lake View Ave.
Waukegan, Ill.

Philco Accessory Div.
Tioga & "C" Sts.
Philadelphia, Pa.

Puli-Transcriber
Plainville, Mass.

Qualitone Industries, Inc.
102 Columbus Ave.
Tuckahoe, N. Y.

RCA Victor
(Thru local RCA Distributors)

Recoton Corp.
52-35 Barnett Ave.
Long Island City 4, N. Y.

Televox Co.
111 Lake Ave.
Tuckahoe, N. Y.

The Tetrad Co.
62 St. Mary St.
Yonkers, N. Y.

Transcriber Co., Inc.
Dept. C—Box 478
Attleboro, Mass.

Warner Bros. Sales Corp.
4000 Warner Blvd.
Burbank, Calif.

Zenith Sales Corp.
6001 W. Dickens Ave.
Chicago 39, Ill.

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RECORD DEALERS! WE'RE ON THE CHARTS!

With this second great new comedy album

WOODY WOODBURY'S "LAUGHING ROOM"

(Album No. 2)

"Woody Woodbury Looks at Love and Life"... Album No. 1 . . . currently breaking sales records! Hitting top ten in key outlets all over the U.S. Now followed by a second smash album . . . "Laughing Room" *Both records now on the charts.*

DEALERS . . . keep plenty of both albums in stock . . . contact distributors listed at right. Get StereODDITIES' over-the-counter line of party records, all in good taste, no sick humor or vulgarity. Sell the idea of a "night club in your living room" . . . a type of entertainment not available on TV or radio.

StereODDITIES' POLICY

We plan to produce only a few releases each year. Each one will be carefully planned to be socko entertainment. We don't intend to swamp you with a mass of mediocre records that you have to sell off at cut prices. We want our dealers and distributors to make a fair profit. We intend to insure this by keeping the demand for our records soaring through promotion on a national scale. We'll send customers into your stores asking for our records. "Laughing Room" will soon be heavily advertised nationally!

StereODDITIES

"The Starmakers Label"

Box 9115 • 1000 South Federal Highway
Fort Lauderdale • Florida

FOR StereODDITIES RECORDS

Contact your Nearest Distributor

EAST

Associated Record Distributors
76 Tolland St.
East Hartford, Connecticut

Chips Distributing Co.
1415 N. Broad St.
Philadelphia, Pennsylvania

B. T. Crump Co., Inc.
1310-1334 E. Franklin
Richmond, Virginia

Delta Record Distributors
1122 Broadway
Albany, New York

Ideal Record Distributors
357 Lyons Ave.
Newark, New Jersey

Ideal Record Distributors
549 West 52nd St.
New York, New York

Bill Lawrence, Inc.
1409 Fifth St.
Pittsburgh, Pennsylvania

Metro Distributing Co.
861 Washington St.
Buffalo, New York

Records, Inc.
790 Commonwealth Ave.
Boston, Massachusetts

Schwarz Brothers, Inc.
901 Gerard St., N. E.
Washington, D. C.

WEST

B. G. Record Service
2113 N. W. Northrup Ave.
Portland, Oregon

B. G. Record Service
1408 Sixth Ave.
Seattle, Washington

California Record Distributors
3009 West Pico Blvd
Los Angeles, California

Great Western Record Distributors
1364 S. Second St.
Salt Lake City, Utah

Music Service Co.
204 Fourth St., South
Great Falls, Montana

New Sound
50 Julian Ave.
San Francisco, California

MIDWEST

A-1 Record Distributors
803 N. Hudson
Oklahoma City, Okla.

Big State Distributing Co.
1337 Chemical St.
Dallas, Texas

Choice Records
1113½ Broadway
Kansas City, Missouri

Circle Distributing Co.
14 E. Second St.
Denver, Colorado

Cosnat Distributing Corp.
3727 Woodward Ave.
Detroit, Michigan

H. W. Daily, Inc.
314 East 11th St.
Houston 8, Texas

Esskay Distributors, Inc.
2814 North 16th Street
Phoenix, Arizona

Garmisa Distributing Corp.
2011 S. Michigan Ave.
Chicago, Illinois

Garmisa, Inc. of Wisconsin
1907 W. Vliet St.
Milwaukee 5, Wisconsin

Heilicher Bros., Inc.
119 N. Ninth St.
Minneapolis, Minnesota

Heilicher Bros., Inc.
1610 Davenport St.
Omaha, Nebraska

Mid-America Distributing Co.
213 Third St.
Des Moines, Iowa

Ohio State Record Distributors
734 Superior Ave., N. W.
Cleveland, Ohio

Roberts Record Dist. Co.
1906 Washington Ave.
St. Louis, Missouri

Whirling Disc Distributing Co., Inc.
140 West 5th St.
Cincinnati, Ohio

Whirling Disc Distributing Co., Inc.
1311 N. Capitol St.
Indianapolis, Indiana

SOUTH

Comstock Distributing Co.
1323 Spring St.
Atlanta, Georgia

Ed Buchser
P. O. Box 8653
Fort Lauderdale, Florida

F & F Enterprises
2704 Freedom Drive
Charlotte, North Carolina

Music City Record Distributors
127 Lafayette St.
Nashville, Tennessee

Music Sales Corp.
1117 Union St.
Memphis, Tennessee

Pelican Record Distributors
616 Girod St.
New Orleans 12, Louisiana

CANADA

Arc Sound, Ltd.
143 Raleigh Ave.
Toronto 13, Ontario, Canada

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63% Sell Tape, Survey Says

• Continued from page 11

Others less than 3% each

7a. Since January 1 have you sold any stereo tape decks, recorders or players?

Yes—67%
No—33%

b. If yes, how many?

Average of 11.63 per dealer who reported sales

c. Relative standing of brands according to percentage of all dealers who reported one or more sales:

1. Webcor—31%
2. VM—15%
2. Ampex—15%
4. Wollensak—14%
5. Viking—7%
5. Telectro—7%
7. Pentron—5%

Others less than 3% each

8. Since January 1 have you sold any four-track pre-recorder tapes?

Yes—54%
No—46%

b. If yes, how many?

Average of 164.29 per dealer who reported sales

c. Relative standing of brands according to percentage of all dealers who reported one or more sales:

1. Bel Canto—15%
2. London—14%
3. Decca—12%
4. Columbia—10%
4. RCA Victor—10%
6. Mercury—6%
7. Warner Bros.—5%
7. Omega—5%
7. Capitol—5%

Others less than 3% each

9a. Since January 1 has this store sold any two-track pre-recorded tapes?

Yes—51%
No—49%

b. If yes, how many?

Average of 40.26 per dealer who reported sales

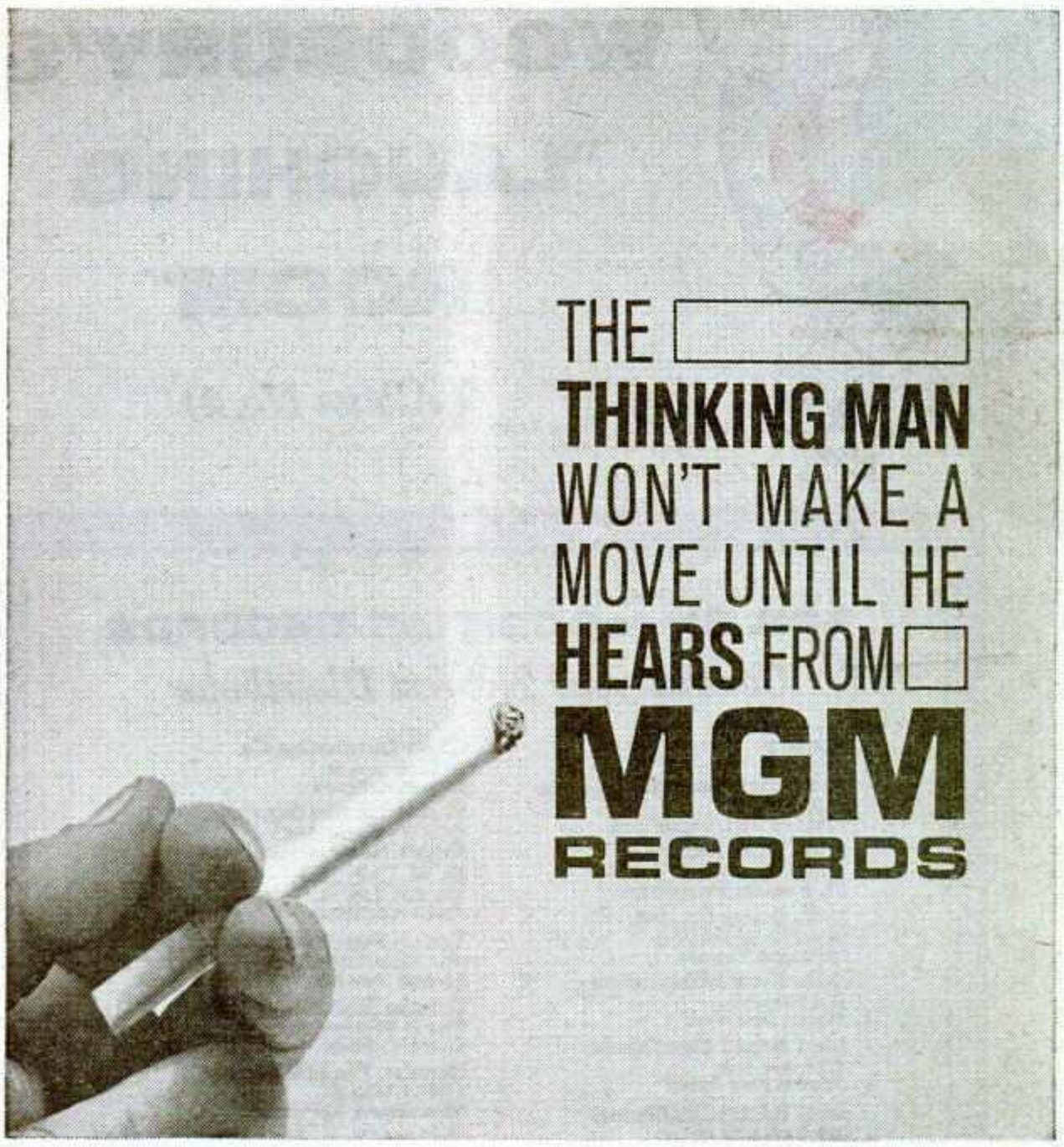
c. Relative standing of brands according to percentage of all dealers who reported one or more sales:

1. Columbia—18%
2. RCA Victor—15%
3. Bel Canto—10%
4. Capitol—7%
5. Omega—6%
6. Decca—5%

Others less than 3%

10. Do you plan to stock the new tape cartridge players of either or both existing systems during the remainder of the year if they should become available in mass quantity?

Yes—30%
No—70%



Dealer Problems

• Continued from page 7

nearby camera and jewlery stores which have recently opened record departments.

Several years before that, Goody opened the now defunct Goody Annex, a feature of which was a giant paperback book department.

With dealers taking these diversification patterns as a way out of their problems, conversation is also expected to center on other more obvious diversification techniques, such as dealers getting into the rack business in their own territories, and opening new types of clubs as a method of what they consider two of the prime problems facing them.

Meanwhile, akin to the question of dealer and, for that matter, all-industry problems, a special resolution was due to be presented for discussion and acceptance at a SORD-sponsored panel meeting, calling for an industry summit conference for an open hearing on abuses and vices of the business. The meeting would include representatives of the RIAA, ARMADA, SORD and the heads of recording companies. (See separate story in Music section.)

GIVE TO DAMON RUNYON CANCER FUND

Commie Moguls

• Continued from page 2

versions of Western pop — mainly American — music. And they also forge American pop tunes. But the rainbow records are an entirely new product, and something it will take the Communists time to imitate.

Meantime, the East Germans are girding for a hot war with rainbow disk smugglers, who are organizing to run the pastel platters to disk bootleggers in Red German record centers.

Aside from being a novelty — eye-catching and a quick tune tip-off — the rainbow plastic platters are resistant to dust, thumb prints and scratching.

American pop music bootlegging has been on the rise in East Germany ever since Elvis Presley did his service hitch over here. Until Elvis drove his scout jeep onto the local scene, U. S. disks, mainly rock 'n roll at the time, had seemed something remote and unobtainable, even granting the considerable volume of trade and traffic between the two Germanys.

With Elvis' arrival on the cold war front line, East German teenagers were seized with a hankering to hear him — and other American singing stars in the original, and not a Germanized domestic pressing.

Thus was born the bootlegging of U. S. disks into East Germany, a hot traffic which could, according to many experts, be ballooned into something tremendous in terms of a U. S. propaganda triumph.

Lubinsky Buys

• Continued from page 2

J. & J. label (No. 15), "Little Angel (Come Rock Me to Sleep)," by Ted Self on Plaid (No. 20), and "Little Wahoo" by Arnold Bennett on Peach Records, which, according to Lubinsky, is also beginning to show some action.

Meanwhile Lubinsky scheduled á press conference last week with the Associated Press and other newsmen to discuss what he terms "resistance" by some deejays and stations against the playing of Savoy's "There's a Star-Spangled Banner Waving Somewhere, No. 2 (Ballad of Francis G. Powers)" by c.&w. warbler Red River Dave, No. 76 on "The Hot 100" this week. The jocks, averred Lubinsky, "are afraid the record will create an international incident."

Lubinsky contends that deejays should be proud to play the disk, and reports that Powers' father recently purchased 25 copies of the Dave platter. Lubinsky said he has since sent Powers' father an additional 100 free waxings.

Hanover Deal

• Continued from page 2

towards what's needed. I got a number of my friends to invest in the company and in their interests I feel I have to oppose the idea. I'll be at the meeting to express my sentiments."

On the other hand, H-S prexy Thiele indicated strongly to The Billboard that he felt the deal was a fair one and that it would be beneficial to all parties concerned. Other interested parties noted that several other companies have shown interest recently in acquiring H-S's catalog and the chance of one of these entering the discussion at the meeting was not discounted.

Many Thanks

To the Music Dealers of America

for Your Warm Support of

My Recordings Throughout the Years . . .*

All good wishes,

Erroll Garner

**Latest recording and new record affiliation to be announced soon.*

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WINNERS IN THE BILLBOARD'S ANNUAL JAZZ POLL

MOST PROMISING JAZZ ARTIST—1960—as selected by the Country's Key Jazz A. & R. men and critics.

MALE SINGERS

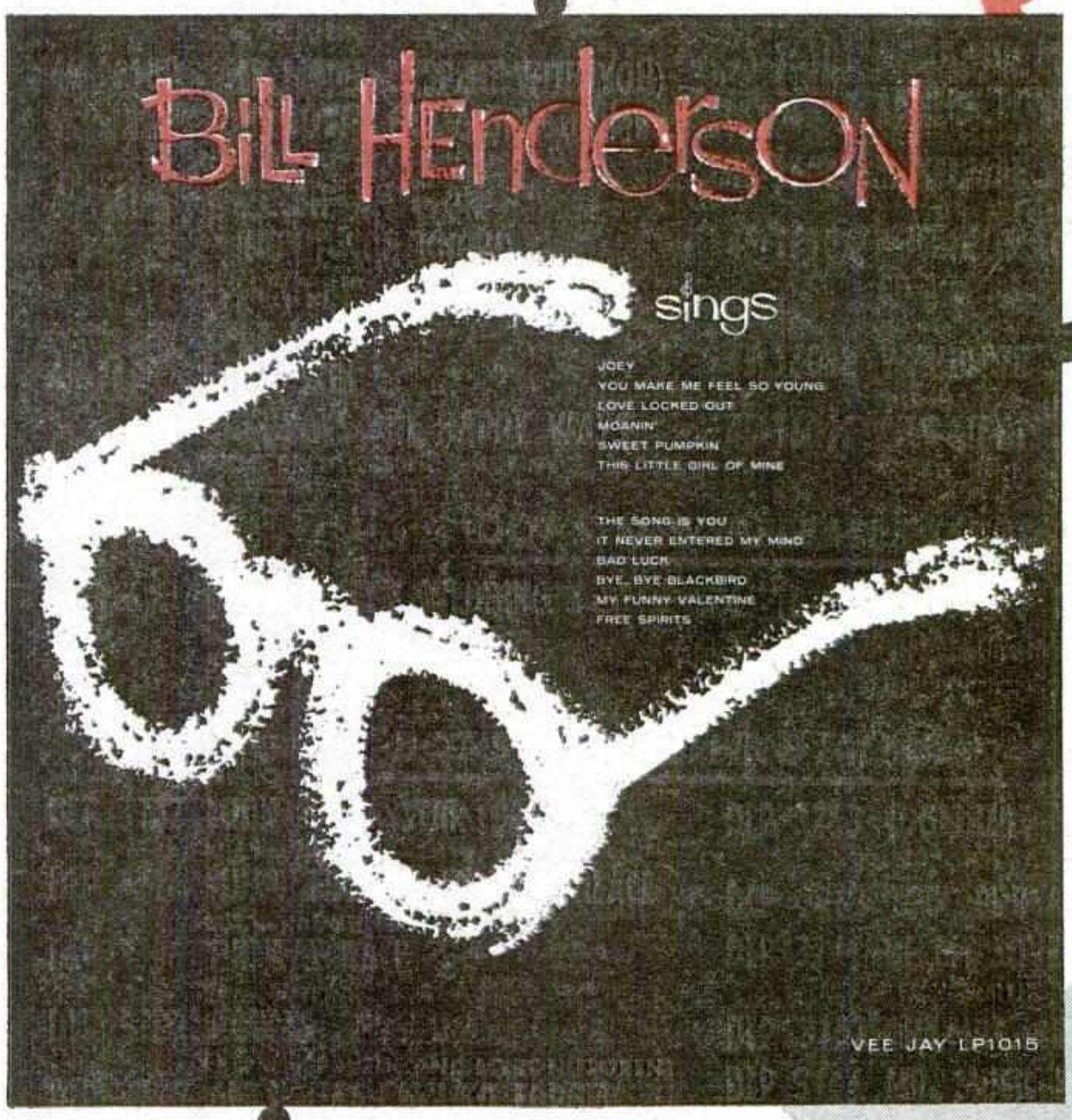
	Artist	Label	Agency
1st	BILL HENDERSON	VEE JAY	Shaw Artist

Down Beat's Disc Jockey Poll—New Stars: Most Promising New Male Vocalist:

3rd BILL HENDERSON

Down Beat's Jazz Critic's Poll: Most Promising Vocalist (Male):

1st BILL HENDERSON



And such rave reviews on his first VeeJay Long Play!

SPECIAL MERIT SPOTLIGHTS

The Billboard—"A singer with the ability to get inside the feeling of a tune, not merely sing the words, Bill Henderson is truly musical."

Music Vendor LP Picks of the Week—"Bill Henderson proves that he is one of the greatest male vocalists to come along since the heyday of Louis Armstrong."

Variety—"A savvy performer who sings ballads with great compelling intensity, his performance of 'Joey' is standout."

Cash Box's Popular Picks of the Week—"Bill Henderson has the sensitivity and soul to sell a pop song with more than the usual amount of feeling and and an old pop song takes on fresher appeal."

and

SHOW-STOPPING

STAYS at

The Village Vanguard, New York . . . Howard Theater, Washington, D. C. . . . Town Hall Concert, New York . . . Half Note, New York . . . Regal Theater, Chicago . . . Sutherland Lounge, Chicago . . . Randall's Island Jazz Festival, New York . . . Apollo Theater, New York . . . Village Gate, New York . . . Robert's Show Club, Chicago . . . Concord Hotel, Catskills, N. Y.

"One night at the Half Note, Bill Henderson took the mike with the Cannonball Adderley Quintet and set the place afire with 'Moanin' '—I've been a fan evuh since. There's a naked sexuality, plus an element of sincerity, that makes his voice one of the most significant voices in the business."

Louise Davis Stone in
The Citizen Call, New York

Thanks, D.J.'s

P.S.: If you don't have a copy of my VeeJay Long Play, write to me at 1449 S. Michigan, Chicago 5, Ill.

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FOR TAKING ADVANTAGE OF

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D.S.B.A.

AND THE "*FUN-PACKED COSNAT HOLIDAY*" AT THE

CONCORD HOTEL

DUE TO POPULAR DEMAND WE HAVE BEEN FORCED TO EXTEND OUR HOLIDAY PLAN TO JULY 30th

Don't forget—the terms are simple—for every $750.00 order received before July 30, 1960—you are entitled to one (1) ALL EXPENSE HOLIDAY at the CONCORD HOTEL from October 2 to 4.

COME, BRING YOUR WIFE BRING YOUR KIDDIES BRING YOUR FRIENDS

BUT COME!

Naturally, this plan can be included in the fabulous D.S.B.A. Plan—the only plan which helps the record dealer plan his business intelligently. The plan which

- HELPS YOU TO TAKE FIVE MONTHS TO PAY FOR YOUR PURCHASES
- NO INTEREST OR SERVICE CHARGES
- VARIETY AND SELECTIVITY
- QUANTITY IN DEPTH

WHAT ARE YOU WAITING FOR! *LET'S GO!*

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CLEVELAND—Michael Lipton, 1233 West 9th St.—TO 1-6344
DETROIT—Charles Gray, 3727 Woodward Ave.—TE 3-4700
NEWARK—Charles Goldberg, 415 Halsey St.—MA 3-8752
NEW YORK—Bernard Yudkofsky, 315 West 47 St.—PL 7-8140
PHILADELPHIA—Dave Skolnick, 1343 Cumberland St.—BA 5-7428
PITTSBURGH—Tim Tormey, 2226 Fifth Ave.—CO 1-5262

COSNAT RECORD DISTRIBUTING CORP.

315 West 47th St., New York 36, N. Y.

America's largest record distributors

Payola Charge

• *Continued from page 3*

Ralph Jewell, also of Detroit, and General Distributing Company, Inc., and Henry Nathanson, of Baltimore.

FTC says the undercover payoffs to increase record play on the air deceive the public and constitute an unfair method of competition.

Also, on Wednesday of last week, a hearing was to have been held on FTC's payola complaint against Decca Distributing Corporation, of New York City, but was postponed when FTC attorney John Walker told Hearing Examiner J. Earl Cox that the government had not quite readied its case. Decca's attorney, Henry Cohen, was agreeable, but noted that he was ready with Decca's answer to the FTC payola allegations. No date has been set for resumption of the hearing in FTC Washington offices.

In a general rundown released by the agency, FTC's acting executive director, Basil J. Mezines, said that FTC's anti-deceptive actions for fiscal 1960 tripled as compared with the average year spanning 1949 to 1958. A total of 98 complaints were issued during the year, with 56 ending in consent orders, illustrating "the severity of the Commission's crackdown on the payola scandal," Mezines pointed out. In all, there were 232 complaints and 164 orders in the field of unfair or deceptive competitive practices, by the FTC.

FTC Chairman Earl Kintner said that while the agency's performance figures are "gratifying, the task before us . . . is still awesome in its dimensions."

British Charts

• *Continued from page 3*

female singer — Connie Francis at No. 13.

The other leading positions were: 6—Jimmy Jones; 8—Neil Sedaka; 10 — Freddy Cannon; 11 — Lonnie Donegan; 12 — Duane Eddy; 14—Craig Douglas, and 15—Bobby Darin.

Points were allocated on the basis of 30 for the No. 1 position, 29 for No. 2, and so on down the chart for any one week and totaled for the six-month period.

On this basis, some results may seem surprising to the American industry. Ricky Nelson, for instance, managed just one point! The Crickets got four, the late Buddy Holly, six, Frankie Avalon, 30, and Paul Anka, 38. The Platters were awarded 112 points.

Of the artists who made a big impact in the U. S., no less than 12 failed to show here at all — the Fleetwoods, Brook Benton, Dinah Washington, Tommy Edwards, the Crests, Conway Twitty, Jimmie Rodgers, Dion and the Belmonts, Lloyd Price, Sam Cooke, Paul Evans and Pat Boone.

Altho British artists took top places, American record names took more lower places. Eighty-five artists figured in the charts during the period; 35 were British, 47 American and 3 from the Continent.

Harris Bill

• *Continued from page 3*

still have time for passage in the return session of Congress in August, after the convention recess. However, if the Senate wants substantial changes in the forfeiture and suspension provisions, and the House does not agree, the bill could never achieve the vote, or could even die in committee.

Music interests and radio stations are particularly interested in the bill's provision for exempting free records from individual sponsorship announcement, as required under the FCC's present strict interpretation of Sec. 317 of the statute.

Newport Lives

• *Continued from page 4*

park was packed with over 15,000 quiet and orderly and appreciative attendees. And the concerts this year were probably the best offered since the festival moved to Freebody Park. Even the most hard-bitten anti-Newport critics enjoyed them, and certainly the audience did.

Fiesta Won't Die

The board of directors of the NJF say they have no intention of letting the festival die. The NJF will remain in business and spokesmen for the NJF state that there is no forseeable chance that the NJF will go into bankrupcy. The board would prefer to continue concerts in the city of Newport, assuming that the city will guarantee adequate police protection for those attending the festival as well as the citizens of Newport. The board stresses its "fighting mood" and its determination to continue the festival. If it can't hold the festival in Newport, then it intends to hold it in another city. The board has received offers — since the riots — from some large cities to present the festival. There are reports that Yankee Stadium in New York and Robin Hood Dell in Philadelphia have been considered as possible sites, if Newport falls thru.

Altho the scuffle between the ruffians outside the park and the police was rough for about 30 minutes, when it was all over the damage to property was slight, altho the damage to the heads of some of the beer can rioters was not so slight. With State troopers and State militia aiding the local police, the entire situation straightened out in about four hours, and by 3:00 a.m. anyone could walk about Newport in safety.

Whether, in view of the riots and the use of hoses and tear gas, mothers and fathers will permit their sons and daughters to attend the festival with the same abandon as before, if the festival continues, is another question. Some insiders suggest that in addition to better police protection at the concerts, there is a possibility that Newport might become a dry town over festival time, to lessen the possibility of the same sort of wildness that led to the riots at the 1960 Newport Jazz bash.

'Mr. Lee' Tune

• *Continued from page 3*

Lou Galli, Allan Kallman and Triple-X Records, charging interference with their contract with the Bobbettes and unfair competition. At the same time Atlantic's publishing subsidiary, Progressive Music, commenced an action in New York Federal Court against Alan K. Music and Triple-X Records charging copyright infringement on the tune, "I Shot Mr. Lee."

According to a spokesman for the label, Atlantic recorded "I Shot Mr. Lee" while the Bobbettes were under exclusive contract, and, under the terms of that contract, the group was not free to cut the song for any other label for five years.

Atlantic, claims the spokesman, was preparing to release the disk when the Triple-X version was put on the market. The suit asks for damages and that Triple-X be restrained from selling the disk.

Benny Martin

• *Continued from page 4*

cury, RCA Victor and Decca. On July 25 Martin begins a 105-day tour of military installations and radio stations in Canada under the guidance of Joe Wright, of the Hubert Long office, Nashville.

Another recent addition to the Starday talent roster is Red Sovine, who also made the switch from Decca. His first release, due July 25, features a Wayne Walker dialect tune, "Burna the School."

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NASHVILLE COLORS IN CHART SWEEPS VAN

By PAT TWITTY

NASHVILLE—With RCA Victor leading the field for the first six months of 1960 with more single records in the top 50 of The Billboard's "Hot 100" chart than any other label, as reported in The Billboard last week, Nashville was also in the lead, showing nine of the reported 14 Victor sides to hit the top 50.

With Chet Atkins directing the label's sessions out of Nashville, top sides to score included "Scarlet Ribbons," "The Old Lamplighter" and "Teen-Ex" by the Browns; "He'll Have to Go" and "I'm Gettin' Better" by Jim Reeves; "Just One Time" by Don Gibson; "Please Help Me, I'm Falling" by Hank Locklin, and with Steve Sholes down from New York to co-direct, Elvis Presley scored from Nashville with "Stuck on You" and "Fame and Fortune."

Of M-G-M's 10 songs in the top 50 thus far this year, at least five were reportedly Nashville-recorded. These included Mark Dinning's "Teen Angel," Conway Twitty's "Danny Boy," "Lonely Blue Boy" and "What Am I Living For," and Johnny Ferguson's "Angela Jones." Label's Jim Vienneau, who directed these sessions, comes into Nashville regularly from New York to record many of the label's artists.

Four of Columbia's "big ones" were etched in Nashville studios with Don Law directing. They included Marty Robbins' "El Paso" and "Big Iron," Stonewall Jackson's "Mary, Don't You Weep" and "Sink the Bismarck" by Johnny Horton.

Artist Johnny Preston recorded two of Mercury's reported eight sides in the top 50 with his releases of "Running Bear" and "Cradle of Love." The Everly Brothers cut two of the five top Cadence tunes in Nashville studios. Sides for the label were "Let It Be Me" and "When Will I Be Loved." The boys also chalked up one of Warner Bros. two in the top 50, with their Nashville-recorded "Cathy's Clown." University Records' score of one was cut in Nashville. It was the Little Dippers' "Forever." Also Monument's one in the top 50 was recorded here, Roy Orbison's current hit, "Only the Lonely."

Like RCA Victor's Atkins, Decca's Owen Bradley is based in Nashville, and he has had an enviable hit average also. Of the Decca releases to reach the top half-hundred, Bradley has directed Brenda Lee's "Sweet Nothin's," "I'm Sorry" and "That's All You Gotta Do." He has chalked up two toppers with Bob Beckham releases of "Just as Much as Ever" and "Crazy Arms" and one with Carl Dobkins Jr., in the label's release of "Lucky Devil."

This town, once considered exclusively a country music center, has broken the barrier between the two fields of pop and country repeatedly. Much of the credit for the break-thru into the lucrative pop field may well be given to Victor's Chet Atkins and Decca's Owen Bradley who are both established musicians of long standing. And the fact that such prominent a.&r. men as Don Law, Jim Vienneau, George Avakian, Monument's Fred Foster and a score of others come to Nashville to find the hit sound, has helped to catapult Nashville over the top in pop. It is likewise obvious that Nashville has a wealth of talent in the artists who live and/or record here.

UA 'Sunday' Tune Owner

NEW YORK —A mix-up on U. S. publishing rights to "Never on Sunday," title tune of a prize-winning Greek movie, was straightened out last week when publisher Ivan Mogull acknowledged that United Artists Records' publishing subsidiary and Sidmore Music owned the song.

UA, which has sound-track album rights to the film, owns publishing rights to the title song in every country but France, where Eddie Barclay released the sound-track package on his label. UA also cut the theme song, penned by "the Irving Berlin of Greece," Manas Hajidakis, with Don Costa and his ork, and released it as a single last week.

Meanwhile, Mogull, who thought he had obtained U. S. publishing rights to the same tune while abroad, took it to RCA Victor where it was sliced by the Marty Gold ork and also released as a single last week. BMI notified UA, and Mogull bowed out gracefully when he discovered UA was the real copyright owner. The tune is "spotlighted" by The Billboard this week, with both versions listed.

UA topper Dave Picker doesn't plan to market the sound-track album on the Jules Dassin movie until September when the picture will be released here nationally. However, there is a possibility that he may release a single—featuring the title theme—from the sound track before that date.

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UNTRUE LOVE
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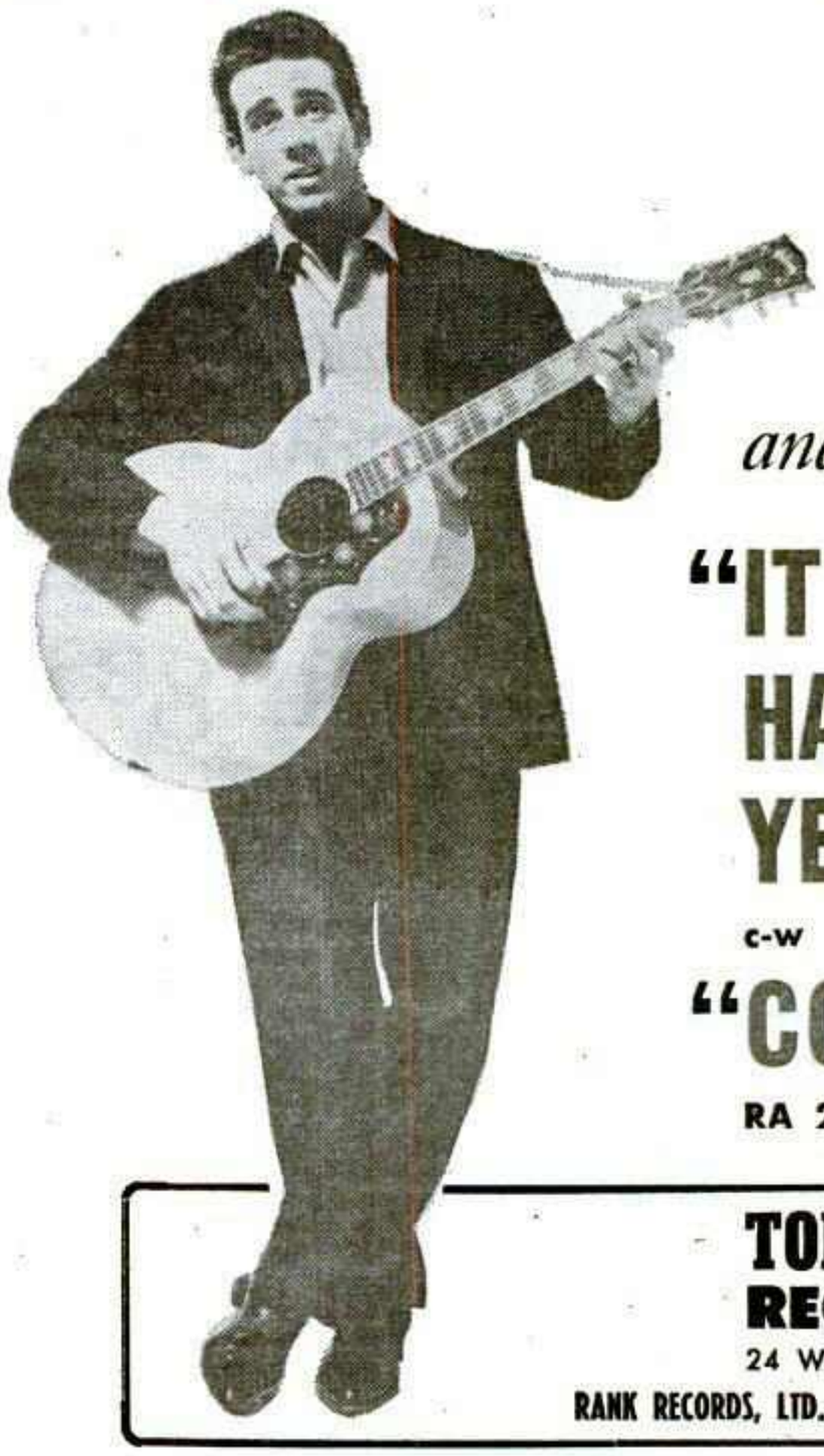

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"IT ONLY HAPPENED YESTERDAY"

c-w

"COOL WATER"

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His First Swingingest Smash Hit....

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BRITISH *Newsnotes:*

By DON WEDGE

News Editor, New Musical Express

Latest move to cut disk prices comes from British Decca. Last week, on RCA, they issued the first bonus LP package in this country—**"Mario Lanza Sings Caruso Favorites"** and **"The Best of Caruso,"** coupled to retail at $5.53, the price of the most expensive RCA LP. Splitting this down, it is still way above the price, $2.31, set by the leading low-price firm, Gala, for their albums. Even so, per disk the package works out at the cheapest offer so far from any of the major firms. The deal coupling the two albums was originally made in the U. S.

RCA-Camden is released here by Decca as a low-price line selling at $2.94. In this month's new issues is a **Brook Benton** album, made before the singer switched to Mercury. At the same price is Decca's low-price line of British LP's, "Ace of Clubs," with **Stanley Black's "Jerome Kern Showcase"** and a **Frank Chacksfield** collection called "Ebb Tide" among new issues.

Decca group issues (at normal prices) included two **Billy Vaughn** LP's, "Music for Golden Hours" and a version of the film score from "A Summer Place"; another film album is **Dimitri Tiomkin** conducting the **Santa Cecilia Symphony Orchestra** of Rome in his own music from "The Unforgiven" and **Roger Williams'** "Always" — all on London - American. Warner Bros. second batch included **"Tab Hunter"** — the film star-singer's British album debut, and **Don Ralke's** "But You've Never Heard Gershwin With Bongos." The RCA list is headed by **"Elvis (Presley) Is Back,"** with **Harry Belafonte's** "Lord What a Mornin'," **Chet Atkins'** "Teensville" and a collection called **"Floyd Robinson."** Coral has "The Newport Youth Band" and "The Million-Aires," a hit collection featuring **Teresa Brewer, the McGuire Sisters, Buddy Holly,** and **Jackie Wilson** among others.

Two notable EP issues were both break-downs from highly successful LP releases on RCA — "Highlights From 'South Pacific'," and **Perry Como's** "We Get Letters." Altho July is generally a slack month for sales, the LP schedule of new releases is a full one. EP's, tho, are few. The rival EMI group made no EP release this month.

British pianist **Winifred Atwell** is being honored when she returns to her native West Indies later this month by an invitation from the governor - general of Trinidad, **Lord Hailes,** to stay at Government House during her visit to the island.... British singer **Dorothy Squires,** now resident in Hollywood, returned to London for a five-week visit and signed a new contract with Decca. She immediately cut her first single and is now planning an album.... **Max Bygraves** has signed for a further three-year term with the same label.

Co-ed, after a spell with the Top Rank co-operative, will be represented in the future by the EMI group in Britain with releases on the HMV label. First issue, out July 8, was **Adam Wade's** "I Had the Craziest Dream"; the **Crests'** "Trouble in Paradise" is set for July 15.

TV actor **Robert Horton** cut four sides for Pye in London June 30 before returning to Hollywood to start work on another "Wagon Train" series. One of the numbers was a vocal version of the Western's theme, "Wagon Trains Roll." Pye was waiting to see how the session made out before deciding whether to issue as an EP or as two singles. Horton's previous release was an EP of his Palladium TV act last December and it became a best-seller.

There may be a British recording for **Conway Twitty** in the fall. Some singles were planned during his visit last month, but the time and the right numbers did not show up. The new project is for albums, however. Twitty is scheduled to return to Britain in any case in October for an eight-day concert tour before three weeks of dates on the Continent.

The Danish folk team **Nina and Frederik,** who are actually a Count and Countess, make their British concert debut in October. Consistent disk sellers, they have become a big attraction thru TV appearances.... The **Rodgers and Hammerstein** team was honored Sunday (10) when the whole of ATV's 60-minute spectacular was devoted to their music; included was a long excerpt from their current London hit, "Flower Drum Song."... The **Hammerstein-Harbach** musical "Rose Marie" is being revived in August at London's Victoria Palace with **David (Cara Mis) Whitfield** starring.

BBC radio is carrying a remote from the Juan les Pins, France, Jazz Festival, July 14. Among those taking part will be **Bud Powell,** the **Charlie Mingus Quartet** and **Sister Rosetta Tharpe....** Philips' manager **Johnny Franz** signed **Rex Harrison's** son, **Noel,** and recorded his act at the Blue Angel, an intimate London nitery, as an LP July 13. . . . Oriole signed visiting U. S. comic **Leo De Lyon** and immediately cut sides with him. The result, "The Blue Train" b-w "Rich in Love" is set for July 15 issue.

BBC-TV has agreed to buy British rights for re-screening telerecordings of the four specials **Bing Crosby** did for ABC last season.... **Patti Page** was singing guest on the final **"Bob Hope Show"** telerecording carried by BBC-TV July 3.... **Judy Garland** is expected here about July 16 and will get a very pressing invitation to head the "Night of 100 Stars" annual midnight matinee in aid of actors' charities at the London Palladium July 21.

Here for jazz club appearances is **Memphis Slim.** On his final weekend at the end of the month he will be at the Beaulieu Jazz Festival — Britain's Newport.... The riots at Newport last week, incidentally, got heavy press, radio and TV coverage. . . . **Frankie Vaughan** opened his Brighton Hippodrome summer season July 4 with a revised version of "So Nice to Go Travellin'," written for him while in Hollywood by **Sammy Cahn.**

The charts have few changes this week. British newcomer **Michael Cox** (Triumph) was having a runaway success with "Angela Jones," but **Johnny Ferguson's** (M-G-M) version is moving and shows at No. 28. **Brenda Lee's** "I'm Sorry" (Brunswick) made slight progress to No. 22. "Cradle of Love," a big Mercury hit for **Johnny Preston,** dropped from No. 7 to 18 and its run seems to be over. Next week EMI issues its successor, "Feel So Fine." The original recording of "Look for a Star," made in Britain by Top Rank's **Garry Mills,** has at last begun to break thru in its home market (MAT No. 23). It shares the position with **Bobby Darin's** latest entry, "Bill Bailey" (London). "Paper Roses," after finally showing in the charts last week — the original **Anita Bryant** version — stays at No. 27, but the version has changed to that of the **Kaye Sisters** (Philips).

British Decca got the rights to **Brian Hyland's** "Itsy Bitsy Teeny Weeny Yellow Polka Dot Bikini," rushed it out on their London label and it has immediately shown in the charts at No. 29. It seems certain to do well, but is likely to get heavy opposition from EMI's cover version by newcomer **Paul Hanford** (Parlophone) which was in the shops a few days later.

Among the other new singles releases was a vocal version of "La Montana" called "If She Should Come to You," recorded by **Anthony Newley** (Decca). **Gordon Jenkins'** version of the tune was issued under its Anglicised title on London. Other Decca-London releases include the **Everly Brothers'** Cadence sides "When Will I Be Loved" b-w "Be-Bop-A-Lula" —as duo's Warner debut hit "Cathy's Clown" finally slides down the charts; **Garry Miles'** Liberty cover of "Look for a Star" is ready to battle for the hit with the **Garry Mills** original; **Dorsey Burnette** makes his debut with "Hey Little One" for Era.

Best Selling Pop Records in BRITAIN

Week ending July 8, 1960
(Courtesy New Musical Express, London)

Last Week	This Week	
1	1	GOOD TIMIN'—Jimmy Jones (M-G-M)
2	2	AIN'T MISBEHAVIN'—Tommy Bruce (Columbia)
8	3	PLEASE DON'T TEASE—Cliff Richard (Columbia)
6	4	WHAT A MOUTH—Tommy Steele (Decca)
5	5	ROBOT MAN—Connie Francis (M-G-M)
3	6	CATHY'S CLOWN—Everly Brothers (Warner Bros.)
4	7	THREE STEPS TO HEAVEN—Eddie Cochran (London)
9	8	MADE YOU—Adam Faith (Parlophone)
16	9	SHAKIN' ALL OVER—Johnny Kidd (HMV)
14	10	ANGELA JONES—Michael Cox (Triumph)
11	11	MAMA—Connie Francis (M-G-M)
10	12	DOWN YONDER—Johnny and the Hurricanes (London)
14	13	HANDY MAN—Jimmy Jones (M-G-M)
13	14	I WANNA GO HOME—Lonnie Donegan (Pye)
19	15	SWEET NOTHIN'S—Brenda Lee (Brunswick)
20	16	WHEN JOHNNY COMES MARCHING HOME—Adam Faith (Parlophone)
18	17	RIVER, STAY 'WAY FROM MY DOOR—Frank Sinatra (Capitol)
7	18	CRADLE OF LOVE—Johnny Preston (Mercury)
17	19	PISTOL PACKIN' MAMA—Gene Vincent (Capitol)
12	20	SIXTEEN REASONS—Connie Stevens (Warner Bros.)
20	21	HE'LL HAVE TO GO—Jim Reeves (RCA)
25	22	I'M SORRY—Brenda Lee (Brunswick)
—	23	LOOK FOR A STAR—Gary Mills (Top Rank)
—	24	BILL BAILEY (WON'T YOU PLEASE COME HOME)—Bobby Darin (London)
24	25	MUSTAFA—Bob Azzam (Decca)
26	26	GREENFIELDS — Brothers Four (Philips)
—	27	PAPER ROSES—Kaye Sisters (Philips)
—	28	ANGELA JONES—Johnny Ferguson (M-G-M)
—	29	ITSY BITSY TEENY WEENY YELLOW POLKA DOT BIKINI—Brian Hyland (London)
28	30	ROMANTICA—Jane Morgan (London)

FOR SALE

"Deep River" — arrangement and orchestration by Willard Robeson and William Grant Still (22 for 22-piece orchestra—102 for 11-piece orchestra). Used on famous coast-to-coast Deep River Americana Symphonic Call and Response NBC program, "Plantation Echoes," sponsored by Vicks in the 1930's.

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Use The Billboard classified pages for **RESULTS!**

GERMAN *Newsnotes:*

By JIMMY JUNGERMANN

Producer, Bayerischer Rundfunk, Munich

Satchmo's 60th birthday has been celebrated by German press and radio. All leading newspapers printed pix and life story of **Louis Armstrong;** Munich deejay **Werner Goetz** prepared an Armstrong Birthday Party for the Bayerischer Rundfunk, station RIAS had a full hour of a "Louis Armstrong Story" on the air.... Cooking seems to be the big idea for singers visiting Munich. Italian **Fausto Cigliano** got a contract for three German movies from UFA. After he signed it in Munich he cooked an Italian Pastasciutta. And Greek **Leo Leandros** impressed his Munich friends by cooking a Greek Stufado to celebrate the sale of number 150,000 of his disk "Mustapha."

The Ariola label issued two brand-new stereo versions of the ever-popular operettas, "Die Fledermaus" and "The White Horse Inn." On both of them **Carl Michalski** conducts; the singers are **Christine Goerner, Hendrikus Rootering, Heinz Maria Lins, Sari Barabas, Rosel Schwaiger, Carl Hoppe,** and **Kurt Wehofschitz....** Two new jazz books in German are on the market—**Ella Fitzgerald,** and **Red Nichols.** The authors are your humble columnist, and **Horst L. Lange.** The publisher is **Pegasus** in Wetzler, Germany, the price is $1.20.... Talent scout and disk producer **Nils Nobach** has success with his discovery **Ole Brandenburg** whose ancestors were Princes of Brandburg, a Brandenburg Princess was the wife of King Christian I of Denmark.

Former German movie director **Frank Wisbar,** for 15 years a U. S. movie producer, now back again in Germany, started a TV movie company.... Publisher **Hans Gerig** issued German version "Faehrt ein Schiff nach Mexico" of U. S. hit "Round the Bay of Mexico." **Ralf Paulsen** sings it on the Polydor label.... American-German publisher **Paul Siegel** signed up the American publishing rights of the number one, two and three songs of the German best seller list with Ufaton Musikverlag and Symphony House Music Publishers Corpora-

(Continued on page 33)

THE ORIGINAL VERSION (Savoy #3020) BY THE COMPOSER OF THE NEW LYRICS!

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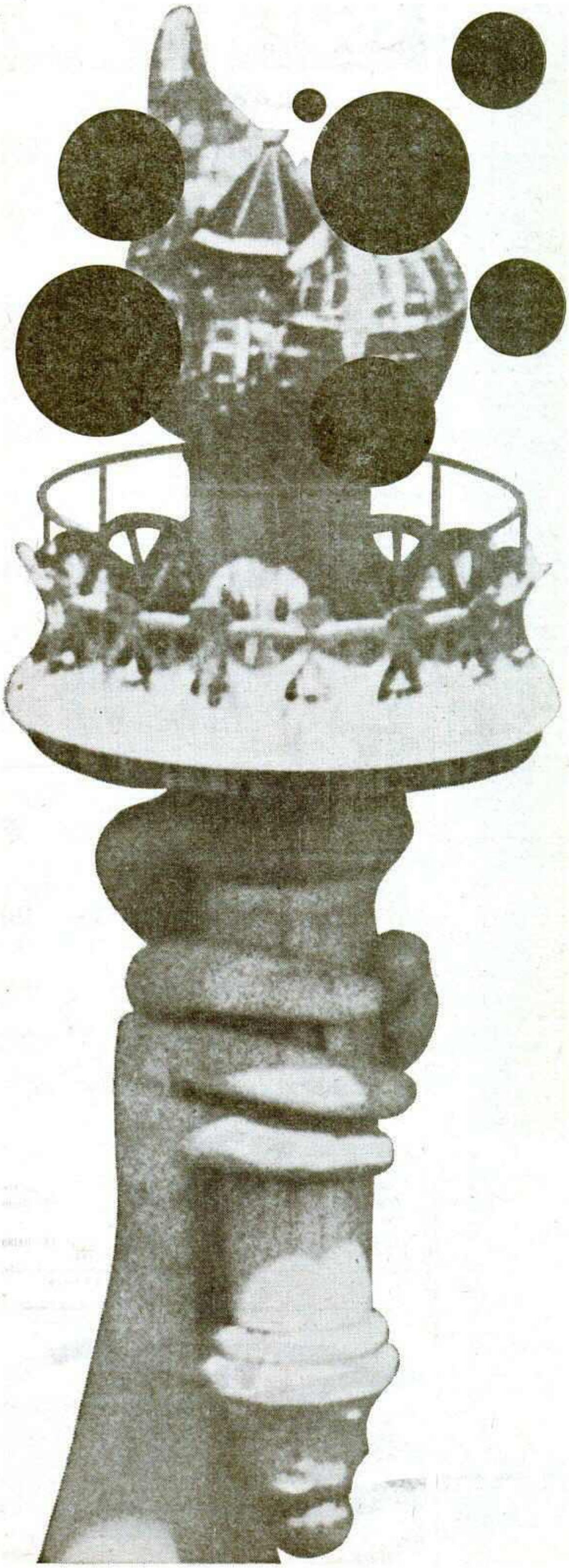

HOT

"DREAMIN'" Johnny Burnette #55258
Smash in Chicago, Los Angeles, Cleveland... hitting strong in Detroit, Pittsburgh, Seattle.

"WALK-DON'T RUN" The Ventures Dolton #25
Moving fast in Los Angeles, Chicago, Seattle, Minneapolis, Pittsburgh, Oklahoma City.

"LOOK FOR A STAR" Gary Miles #55261
Best-selling version! Billboard, #35
Cash Box. #37

"RUNAROUND" The Fleetwoods Dolton #22
Rated to win... Billboard #25, Cash Box #23, Music Vendor #21, Music Reporter #19.

"BLUE VELVET" The Statues #55245
Signalling strong in Dallas, Houston, Oklahoma City, Atlanta, Seattle.

"MY FIRST LOVE" Frankie and Johnny #55271
Los Angeles loves it... spreading fast.

COUNTRY & WESTERN

"HEART TO HEART TALK"
Bob Wills/Tommy Duncan #55260
Breaking big... immediate C&W hit nearly every market.

BRAND NEW COUNTRY & WESTERN

"CAVE IN" Warren Smith #55248

"MY CHARLIE" Shirley Collie #55268

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ITALIAN *Newsnotes:*

By SAM'L STEINMAN

Five of the top publishers of San Remo hits have made their choice of the recent Neapolitan song winnners and three of them agreed that "Serenata A Margellina," the winner, was the best, with an equal group choosing "Falling Stars" as the most original. Almost all agreed that the best possibilities are with the two comedy songs, "Serenade of Yes or No" and "Wow! Wow! What a Woman," the former having been first on the first night and sixth in the final and the latter second in the final count. . . . **RCA Italiana** will issue a series of three albums at Olympic time containing typical songs of Rome, Naples and other Italian song sectors.

New TV revue, "Tintarella," will feature the latest dance sensation, **Peppino of Capri and His Rockers,** and the American group, the **Four Saints.** . . . Another U. S. combo, the **King's Men,** is sharing billing with the **Robby's,** an Italo unit, at the new Brigadoon. The pulling power of recording star **Tony Dallara** was proved opening night when the place, six miles out of Rome, was filled beyond capacity altho it is off the highway and no signs or lights had been erected in time.

Destined for Olympic Games audiences: **Domenico Modugno's** "Olympia" recorded with **Sonny Burke's** Orchestra for Fonit. . . . **Nunzio Gallo** is the latest Italian recording star who will hit the trail to Russia. . . . Two local festivals came up with runaway winners. In Rome, "Star of Trastevere" by Duyrat, Cammarota and Pallegiano sung by **Giorgio Consolino** and **Giacomo Rondinella** was first; in Florence, "Swallows of Florence" by Ruccione and Porcu, sung by **Narciso Parigi** and **Luciano Rondinella** won. Best foreign song at Florence was "The Lonely Dawn" by Lampert-Loring-Paul, sung by **Nunzio Salonia** and **Adriana Lima.**

Betty Curtis (real name **Roberta Corti**) and **Flo Sandon** will head 20-member Italian group in Song Market at Pesaro July 29-31. . . . "Your Kiss Is Like a Rock," one of the year's big hits, has been sequestered in Milano as a result of a plagiarism suit filed by an author who claims it is the same as his song of 1955, "Song of True Life." . . . **Fausto Cigliano** forgot his guitar in a taxi and the news topped most international events. It was returned by the driver. . . . **Eddie Calvert** is quoted in an Italian magazine as saying that a record cannot be a hit in the United States unless "the disk jockeys are invited to dinners at which call girls are present. . . . Graz, lots!

French Lick

• *Continued from page 4*

sonnel serving under the Orange County Sheriff.

"I am confident that unless ample protection is guaranteed, Banks will decide to call off the festival," Smith said, admitting that the hotel management has been strongly influenced by the mob riots, the injuries and the property damage at Newport.

Either Gov. Harold W. Handley or the head of the State Police Department could assign the added protection contemplated by the hotel chain. Smith said that Banks will address the request to one of them.

"There were no disturbances of any consequence at last year's festival," Smith said.

He predicted that the festival, if held, will draw 20,000 persons during its three-day run.

"We have taken the initiative in forestalling the possibility of disorder," Smith added. "My impression is that the unreserved seating arrangement was the cause of the Newport rioting. At our festival, there will be only advance sales. All seats will be reserved—altho originally we planned it the other way."

Jazz luminaries booked for the festival include Benny Goodman, Stan Kenton, Sarah Vaughan, Brothers Four, Dinah Washington, Red Norvo and Irving Green.

Best Selling Pop Records in ITALY

(Courtesy Musica e Dischi, Milan)
Week ending July 5, 1960

Last Week	This Week	
1	1	PUPPY LOVE—Paul Anka (Columbia)
2	2	SCANDALO AL SOLE—Percy Faith (Philips)
3	3	PERSONALITA'—Caterina Valente (Decca)
5	4	IL NOSTRO CONCERTO—Umberto Bindi (Ricordi)
4	5	WORDS—Pat Boone (London)
16	6	SERENATA A MARGELLINA—Ruggero Cori (Durium), Sergio Bruni (Voce del Padrone)
6	7	LONELY BLUE BOY—Conway Twitty (M-G-M)
7	8	MORGEN—Eddie Cavert (Columbia)
18	9	UE' UE' CHE FEMMENA—Aurelio Fierro (Durium)
9	10	OH OH ROSY—Marino Marini (Durium)
15	11	CORIANDILO—Mina (Italdisc)
8	12	NESSUNO AL MONDO—Peppino Di Capri (Carisch)
10	13	IMPAZZIVO PER TE—Adriano Celentano (Jolly)
—	14	SEGRETAMENTE—Luciano Virgili (Voce del Padrone)
11	15	STUCK ON YOU—Elvis Presley (RCA)
12	16	IT'S TIME TO CRY—Paul Anka (Columbia)
13	17	PICCOLA—Adriano Celentano & Anita Traversi (Jolly)
14	18	MARINA—Rocco Granata (Bluebell)
19	19	STAIRWAY TO HEAVEN—Neil Sedaka (RCA)
—	20	STI' MMANE—Nunzio Gallo (Vis)

German News

• *Continued from page 31*

tion in New York, teaming up with **George Pincus** there. The songs are "Melodie der Nacht" and "Irgendwann gibt's ein Wiedersehen" by **Lotar Olias,** and "Wir wollen niemals auseinandergehen" by **Michael Jary.**

Heino Gaze wrote "Sing SOT Girl," published by **Peter Schaeffers** which has been assigned to Shapiro-Bernstein for the States. . . . **Basi Erhardt** is the name of a young singer from Bavarian Alps city of Garmisch. He is a discovery of top talent scout **Poldi Von Schenckendorff.** Basi's first disks are "Cowboy Night Melody," b-w "Jacky Jack" where he is introduced as "yodeling cowboy." . . . **Peter Kraus** recorded the song "Mission Bell" for the British Polydor label.

Single Unit Sales

• *Continued from page 4*

in 1960 as against 1959, even tho May was a slow month. Total LP sales in 1959 for the period January 1 thru May 21 were 14,100,000. In 1960 for the same period unit sales came to 17,400,000.

These statistics are advance figures derived from the forthcoming report (the fifth period, 1960) analyzing national trends of record sales in retail record stores, as prepared by The Billboard every four weeks under the supervision of the New York University School of Retailing. The complete confidential reports, issued only to subscribers to this service, also provide competitive figures by label, broken down by speed, price, mono vs. stereo, etc. The reports are compiled from diaries of actual cash register sales made by a scientifically selected, rotating sample of record dealers across the nation.

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Ann Cole > BRAND NEW HOUSE
Sir 275

The Harptones > WHAT KIND OF FOOL (Do You Think I Am) and NO GREATER MIRACLE
Warwick M551

JUST RELEASED
Little Esther > THE CHAINS b/w FEEL LIKE I WANT TO CRY
Warwick #559

Dean Barlow > COME BACK b/w YOUR LOVE IS ALL I NEED
Warwick #556

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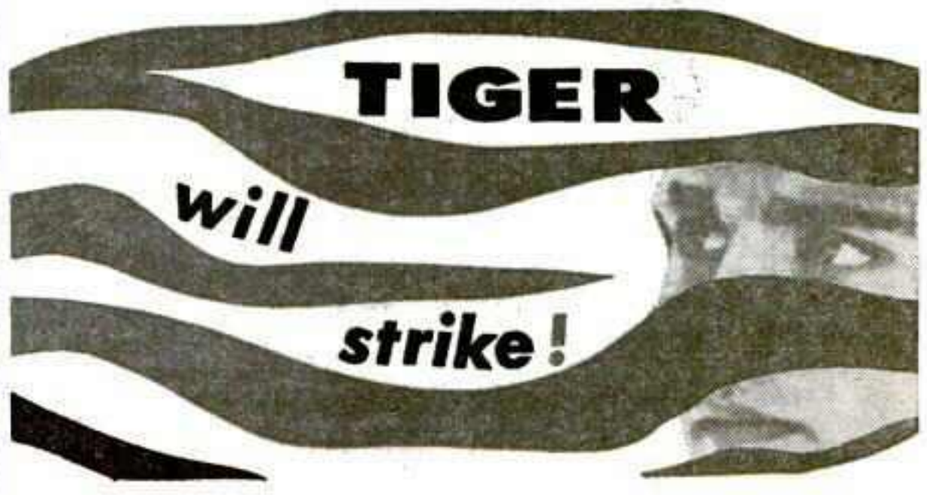

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VOX JOX

By JUNE BUNDY

CHANGE OF THEME: Danny Davis of Bit Top Records advises that **George (Hound Dog) Lorenz** is now syndicating his show to a group of stations thruout the country, including WPOP, Hartford, Conn. Record promoters can reach him at 208 Baitz Avenue, Buffalo, N. Y.... **Chris Lane,** director of operations for Bartell Family Radio, KYA, San Francisco, is accepting audition tapes for the position of morning man at KYA.

Wally Thornton, who uses the name J. Walter Beethoven on the air at KRAK, Stockton-Sacramento, Calif. where he is also program director), has signed a recording contract with Dore Records, a subsidiary of Era. His initial waxing is a recitation of the lyrics of "The Muleskinner Blues."... John H. Heetland is new general manager of KIZ, Amarillo, Tex.

Frank (Swingin') Sweeney, ex-WHOT, Youngstown, O., has joined KYW, Cleveland, in the evening time period.... New staffer at WERC, Erie, Pa., is **Bill Gittler,** formerly with WVKO, Columbus, O.... **Norman Berger** has replaced **Paul Turner** as program director of WKBN and WKBN-TV, Youngstown, O. Turner has moved to the post of assistant TV program director at KPIX, San Francisco.

New program director at WCCO, Minneapolis, is Val Linder, formerly assistant program director for that outlet. He replaces Hank Basayne, who has returned to KCBS, San Francisco. Linder's old post has been filled by WCCO Music director Wally Olson. In his new position, Olson also becomes chairman of the WCCO music committee. .....

Station WFIL, Philadelphia, has started 24-hour broadcasting six nights a week, marking the first time the station has operated on a round-the-clock schedule, since it went on the air in 1922. The new time period, 12:30-5:30 a.m., will be sponsored by Texaco Dealers Wednesday thru Monday.... **Bill Keith,** KCRC, Enid, Okla., has started a new program, "Night Life," which runs from 6:30 to 8 p.m., Monday thru Friday. The show features music culled from The Billboard's "Hot 100" chart, and reports from local police, fire department, highway patrol and KCRC's radio contact car.

New director of programming and public affairs for KCMO, Kansas City, Mo., is Kenneth W. Heady, who joined the station as an announcer in 1939.... Jack Pyle has returned to WRCV, Philadelphia, in the 6-10 a.m. time period, Monday thru Saturday, after a four year absence. The Philly station (which features a "Big Band Music" policy) extended its broadcast schedule to a 24-hour operation, and Tom Reddy is hosting WRCV's new all-night show—12:30-5:30 a.m.

George Tucker, WNTA, Newark, N. J., is originating his daily "Teen Beat" show from Palisades Park, N. J., as of last week. Each hour broadcasts will be staged as a teen-age hop with guest recording artists and local high school students appearing on each program.... **Bryce Bond,** formerly with WNOR, Norfolk, Va., has joined WVOX, New Rochelle, N. Y.

Bob Salter appointed music director at KAYO, Seattle. The news comes to us from free-lance record programmer Bill Gavin, to whom we apologize for describing as a "record promoter" in a recent issue.... Bill Miller, formerly with WERE, Cleveland, has joined the New York sales staff of radio-TV station rep Venard, Rintoul and McConnell, Inc.

(ELEPHANT) EDWARDS: Tom Edwards, WADC, Akron, who swore he'd not forget the ingrates who dropped him from their disk promotion lists when he left WERE, Cleveland, last year, is keeping his word. He writes: "A personal note to pop song pluggers: Now that I am back in business, some of you are starting to make phone calls and letter contact with me again. Unless you were one of the few people who maintained contact with me while I was out of work, just forget about me and what I can do for you. I am tired of 'phoney friendships' which last only as long as you are able to help out. Save your company's money on phone calls and postage. I don't need you and you got along without me for the past 10 months, so let's keep it that way."

BOOMERANG FOR WILLIAM B.: William B. Williams cracked a costly gag recently, when he played one of Mitch Miller's "Sing Along" disks, and sardonically suggested that if any listeners who were driving their cars would "sing along" they could write to Miller and he would send them $1. More than 200 dialers promptly wrote the Bearded One, and he, in turn, passed the "buck" to Williams, who called off the gag in a hurry. Upshot was that Williams—accidentally or on purpose, via WNEW publicity chief Frank Young—pulled some hefty press notices for the sum of $212.

GIMMIX: Radio Station WINS, New York, is giving away a year's lease on a brand-new Manhattan apartment August 7. Listeners are asked to send in as many keys as they wish to the station. The keys, with senders' names attached, will be spread on the ground in front of the apartment house's rental office and a massive 20-story crane, manned by five blindfolded steeplejacks, will dip into this pile and come up with the winner. Winner may live in the apartment or collect rent.

THIS 'N' THAT: Bob (Coffeehead) Larsen, deejay, assistant to the general manager of WRIT, Milwaukee, is one of the most active spinners on and off the air. For example, during the week of June 20 he emseed a preview of the Ford Motor Company's "Show for Suburban Living" at Capitol Court Center on Monday, emseed the Milwaukee Ad Club outing on Tuesday; acted as welcoming host for Variety Clubs at nation-wide premiere of "Story of Ruth" on Wednesday; emseed a show for children at St. Camillus Hospital on Friday and appeared at the Southgate Shopping Center on behalf of the Variety Clubs for a white elephant sale on Saturday. At the same time, of course, he piloted his daily 6-9 a.m. platter program.

ARTISTS' BIOGRAPHIES FOR JOCKEY PROGRAMMING

'One Boy' a Winner For Joanie Sommers

Eighteen - year - old Joanie Sommers hails from Buffalo, where she began her singing career at the age of 10 by appearing on a local TV show. Shortly thereafter she and her family moved to Venice, Calif.

In 1955 the young thrush won honors to become the vocalist with the Venice High School dance band and did it again at Santa Monica City College.

Soon Miss Sommers met band leader and arranger Tommy Oliver who was impressed enough with the vocal talents of the young lady to have her audition with the Warner Bros. a.&r. department.

Miss Sommers, the first new female vocalist to hit the "Hot 100" in a long time, is coming on strong with her debut disk, "One Boy."

Marchan Scores With 'Something on Mind'

Bobby Marchan was born April 30, 1930, in Youngstown, O. He attended East High School there and received his early vocal training singing in the church choir.

In 1955 Marchan began singing as a solo and recorded a tune called "Chic-A-Wa-Aa." He made the rounds of clubs and theaters until he was persuaded to join "Huey P. Smith and His Clowns." With this group he recorded, "Don't You Just Know It," "Don't You Know Yockomo" and others. Marchan left the Clowns in 1959 to form his own group, the Tick Tocks but early this year he again decided to go it alone.

He recorded "There's Something on Your Mind" for Fire Records, and debut disk for that label is currently hot on the "Hot 100."

YESTERYEAR'S TOPS—

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

JULY 16, 1955

1. Unchained Melody
2. Rock Around the Clock
3. Cherry Pink and Apple Blossom White
4. Learnin' the Blues
5. A Blossom Fell
6. Something's Gotta Give
7. Honey Babe
8. Hart to Get
9. Ballad of Davy Crockett
10. Dance With Me, Henry

JULY 15, 1050

1. Bewitched
2. Third Man Theme
3. Mona Lisa
4. I Wanna Be Loved
5. Sentimental Me
6. Hoop-Dee-Doo
7. My Foolish Heart
8. Count Every Star
9. Tzena, Tzena, Tzena
10. Old Piano Roll Blues

MUSIC AS WRITTEN

New York

Apex-Martin Record Sales of Newark, the distributorship headed by **Joe Martin,** has set up a national sales division. Martin will head up the national branch while **Jerry Cohen** will handle the Newark firm. The national division is handling the Hob and Choice labels.... **Jonah Jones** is now at the Embers in New York. ... There will be a **Johnny Horton** day at Freedomland in New York July 16, as the climax to the teen-age essay contest being sponsored by Columbia Records.... **Jerry Zuckerman,** former national sales manager for Audio Fidelity Records, has assumed the post of product sales manager for Brand Products, Inc. He will be in charge of field sales for Triton magnetic recording tape, and Restorz products.

Ed Talmus, Westminster veepee, is now in Europe concluding contract negotiations for European distribution of the line.... The Second Annual Tony Martin Hole-in-One golf contest will be held this year at Concord Golf Course in Kiamesha Lake, N. Y.... Buddy Neil, pianist and teacher, who is now associated with the Leone label, became the father of a boy, Thomas Richard, last week.... Cannonball Adderly and his combo open at the Surf Club in Baltimore July 12 for a week.... The Roundtable in Toledo has booked Kai Winding and his Septet for a week starting August 1.... Gene Krupa opens at the Steel Pier in Atlantic City July 22.... Erskine Hawkins starts at the Brown Derby in Toronto July 11. ... Larry Williams is now on tour with a large record package.... Sheen label of California is now adding the melody lyrics and the chord selections to the covers of all single records the firm releases in an effort to hype single sales. First releases with lyrics will feature the Deuces Wild with Golly Gee on vocal.

Erroll Garner is set for a stint at **George Wein's** Storyville in Cape Cod starting July 12.... **Fred Van Scoyk,** head of Mid-Way Enterprises has signed **Dick Budd** and the **Panelites** to a personal management pact.... **Nina Simone** opens at the Village Gate in New York on July 11.... **Casey Anderson,** the folk singer, has signed with Elektra Records....**Dick Weddell,** formerly with RCA Victor, has joined Westminster Records as advertising manager. ... **Salvatore Ingeme** has been named promotion manager of Columbia Records Distributors in Boston.... **Johnny Bienstock** has returned to New York after a Midwest promotion tour for Big Top records.

Geoffrey Holder has signed with Mercury Records.... Marnel Distributors of Baltimore is now handling the Angletone-Atlas line.... Carlton Records has signed thrush Penney Parker.... Fred Edwards has joined Bud Hellawell's Budd Productions, indie disk promotion man.... Wye Records of Warwick, R. I., has released its first disk with the Mark II singing "Night Theme" and "Confusion."... Smokey Warren has returned to showbusiness with his brother Shorty and a big band. They are appearing at the Copa Club, in Secaucus, N. J.

Bob Rolontz

Chicago

Rosalyn Gewarter, formerly secretary to **Art Talmadge,** when he was v.-p. and a.&r. director with Mercury, has re-joined her here.... **Sid Epstein,** long-time talent agent with the William Morris office locally, moving to the firm's Beverly Hills' branch.... The **Max Cooerstein's** (he's the Chess Products Corporation sales manager) are expecting their second child soon.... **Ben Baker** has shuttered his Baker Distributor outlet in Dallas, indie label outlet, while **Bill Schapiro** has closed his Sunland Distributor branch in Phoenix.... **Hal Mooney,** Mercury jazz a.&r. director, is readying a jazz album spotlighting the **Candoli Brothers, Pete** and **Conti.... Ahmad Jamal** just cut a new album for Argo.

Cincinnati

Smitty Smith and **Cecil Suratt,** of Bluefield, W. Va., toting their own band with them, marched on the King Records studio here last week to cut a flock of singles and albums, 36 sides in all. ... **Ann Jones and Her Western Sweethearts** passed thru town Wednesday (6) en route to Goldsboro, N. C., to play the Air Base there.... **Little Willie John,** currently hot on the charts with "Heartbreak," cut four sides at the King studio Friday (8), with King prexy, **Syd Nathan,** handling the a.&r.... Others occupying the King studio the past week were **Harry and Paul Carlson,** of Fraternity Records, to cut **John Scoggins;** the Ralph H. Jones adagency to knock out spots and jingles for Ashland Oil; the Leonard Sive Agency to wax jingles for Kemmer Toys, and **Martin Snyder** to do a session with **Rusty Yorke.**.... **Mooney Marthaler,** with King Records 11 years, has resigned due to ill health.... **Al Miller,** King sales manager, states that "Finger-Poppin' Time," by **Hank Ballard and the Midnighters,** is the fastest selling platter King has had since "Honky Tonk," by **Bill Doggett.**

Ralph de Toledano, chief of the Washington News Bureau for the Taft Broadcasting Company; Harry Mohr, promotion manager of the Taft-owned WTVN-TV, Columbus, O., and Nick Basso, news supervisor of Taft's WKRC-TV here, left for Los Angeles Thursday (7) to cover the Democratic convention for the Taft stations in Columbus, Cincinnati, Knoxville, Birmingham, and Lexington, Ky. Bill Bradshaw, chief photographer for the chain, and Alan Wells, WKRC engineer, rounded out the five-man crew.

Officials of the Sheraton Hotel chain gathered at French Lick, Ind., Tuesday (5) for an emergency meeting to study reports and observations on the riot that sloughed the Newport, R. I., Jazz Festival last week. Purpose of the meeting was to gain assurance from local authorities that they will be able to maintain order at the French Lick Jazz Festival to be held July 29-31. Al Banks, entertainment director for the Sheraton chain, flew in from Boston for the meeting. He stated that the hotel could control the crowds

(Continued on page 36)

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FROM THE UNFORGIVEN"
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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.

FRANKIE AVALON & FABIAN: "Win a Date With Avalon and Fabian" is the theme Chancellor Records is using to promote their new album releases: Fabian—Good Old Summertime, Avalon—Summer Scene. In addition to the date, Chancellor offers other prizes to the contestant who can come up with the winning 25 words or less on "My Favorite Song from either the Avalon or Fabian album is. . . . because." The two Philadelphians are kept pretty busy this summer, Fabian making movies and Avalon making personal appearances. Avalon will be at the Steel Pier, Atlantic City, N. J., July 16-17, the Frolics, Salisbury Beach, Mass., Aug. 1-6.

BELLS ARE RINGING, the soundtrack album from the motion picture version of the hit Broadway musical, was released by Capitol Records last week. Featured on the LP, as they are in the film, are Judy Holiday and Dean Martin singing many of the original tunes from the Betty Comden-Adolph Green-Jule Styne score: Just in Time, The Party's Over, I Met A Girl, and I'm Going Back, etc. A smash musical on Broadway, the film opened to rave press reviews and the album was picked by Billboard as a Spotlight Winner.

JEANNE BLACK, whose record success was established almost overnight with her Capitol single, He'll Have to Stay, an "answer" record to Jim Reeves' He'll Have to Go, has a strong follow-up titled Lisa. Flip side is Journey of Love, a duo by 22-year-old Jeanne with her 15-year-old sister, Janie. Out of Mount Baldy, Calif., Jeanne handles the lyrics of Lisa with such complete detail and feeling the song is almost a short story set to music. Part of tearful story is told in a talking monolog.

BIRTHDAYS OF THE WEEK: July 12, Van Cliburn, Oscar Hammerstein, II. July 16, Mindy Carson. July 17, Eleanor Steber.

ARCHIE BLEYER, musician, arranger, conductor, and head of Cadence Records, conducts his orchestra and chorus in a bright, folkish instrumental title Mustafa, featuring a Near East exotic sound via the Musickyoun. Flip, Jimmie's Blues, is a pretty, bluesy, instrumental theme—both sides rate a Billboard Spotlight. Born in Corona, New York, Archie Bleyer has helped develop the talents of Julius LaRosa, the Everly Brothers, the Chordettes, Andy Williams, Johnny Tillotson and Lenny Welch.

PEGGY LEE, mistress of the misty mood to many of her followers, displays the soft, reflective side of her vocal styling on her newest Capitol album, Pretty Eyes. Billy May's Orchestra of strings and woodwinds lays down a velvet background for the moody Miss Lee's rendition of In Other Words, I Remember You, As You Desire Me, I Wanna Be Loved, Too Close for Comfort, etc. Accomplished in several fields (songwriting, acting, verse writing), Miss Lee recently composed the music for the motion picture The Time Machine. She has written such tunes as It's A Good Day, Manana, and There'll Be Another Spring.

FRANKIE LYMON, who sold a million records of Why Do Fools Fall In Love, is on the scene with a happy beat titled Little Bitty Pretty One. Flip is Creation of Love, a persuasive ballad done nicely by Lymon with soft choral and piano backing. Roulette is the label.

GUY MITCHELL, who has scored with several country flavored tunes (recently with Heartaches By The Number), bids for another hit with a previous country smash, My Shoes Keep Walkin' Back To You, a tune that made it big for Ray Price. Mitchell's in stylish form on the flip, Silver Moon Upon the Golden Sands, a bright rhythm tune.

MODERN JAZZ QUARTET, John Lewis, piano; Milt Jackson, vibes; Percy Faith, bass; Connie Kay, drums, were voted Favorite Jazz Instrumental Group by the nation's leading jazz disk jockeys in Billboard's recent Annual Jazz Poll. One of America's best good-will ambassadors, the Quartet recently returned from a triumphant European tour. The Atlantic recording artists have a new album, Pyramid.

ELVIS PRESLEY cut a record in early spring in Nashville that was shipped last week by RCA Victor. The record, It's Now Or Never, is his second since returning from Uncle Sam's Army. According to Steve Sholes, RCA Victor a.&r. topper, the side was cut on April 3d at a heated session that ran until the next morning. You'll recognize the melody easily as O Sole Mio. Elvis' delivery and the arrangevent have a fresh, almost Neapolitan flavor. Actually it's something a little different for Elvis. Flip side, A Mess of Blues, is a handclapper in the Presley tradition. A national legend at 25, Elvis recently completed filming G. I. Blues.

JOHNNY PRESTON, Mercury recording artist from Port Arthur, Tex., in on the scene with a Billboard Pick, Feel So Fine, a country-flavored ditty. In the album department, his first is Running Bear. The album takes its title from Johnny's hit, first recording, Running Beat.

BOBBY RYDELL'S new single for Cameo, I'd Do It Again b-w Volare, was picked by Billboard as a Spotlight. Philadelphia-born, Bobby has been signed to go on a two week tour with the Buddy Morrow band. The stint will start July 28 and will play cities in Michigan, Iowa, Ohio and Illinois. This is the first time a teen-age idol has ever been set to tour with a big band. It's hoped that the crowds from early teens thru the adult audience will be attracted. The youngsters by

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

RAY SMITH, who scored with Rock-Rydell, and adults by Morrow. in' Little Angel, is with us with a new swingin' single, One Wonderful Love b-w Makes Me Feel Good. Ray, who hails from Paducah, Ky., and records on the Judd label, will perform his new one on American Bandstand July 21.

The VISCOUNTS, Bobby Spievak, Joe Spievak, Harry Haller, Larry Becchio and Clark Smith, offer a mighty smart entry, Night Train, a pounding arrangement of the r.&b. standard, b-w Summertime, a rendition of the Gershwin standard. The Madison recording artists all hail from Jersey and have been professional musicians for many years.

FRAN WARREN, an old hand with a ballad, displays her fine vocal powers on the Warwick album, Something's Coming. Tunes are an excellent selection by composers Gershwin, Bernstein, Vernon Duke and Davis Ross. Fran is currently in Europe (her first trip overseas) appearing on British TV and touring military bases.

PROMOTION DAYS & WEEKS: July 11 the Democratic National Convention begins. July 13 is Bedford Forrest's Birthday—celebrated in Tenn. July 14 is Bastille Day in France. July 15 is St. Swithin's Day July 17 begins National Farm Safety Week and Captive Nations Week.

Have a good week. **Tom Rollo.**

THIS WEEK'S NEW

Money Records

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

SINGLES

FRIENDS—Don Rondo ..... Carlton
HAPPY SHADES OF BLUE—Freddy Cannon ..... Swan
I'D DO IT AGAIN—Bobby Rydell ..... Cameo
IT'S NOW OR NEVER—Elvis Presley ..... RCA Victor
NEVER ON SUNDAY—Don Costa ..... United Artists
TA-TA—Clyde McPhatter ..... Mercury
VOLARE—Bobby Rydell ..... Cameo

ALBUMS

LAUGHING ROOM—Woody Woodbury ..... Stereoddities

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

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

MUSIC AS WRITTEN

• Continued from page 34

on its own premises by hiring extra police, but it could not be responsible for the community. Whether the French Lick event is on or off, depends upon the decision of the local authorities on the crowd-control problem, Banks said.

Arthur Miller, local Columbia Records chief, and his new promotion man, **John Paris,** played host to local deejays and music folk at a cocktail session at the Sheraton-Gibson Hotel Friday night (8) honoring **Vic Damone** and **Dick Stabile,** currently on a two-weeker at Beverly Hills, Southgate, Ky. . . . **Julia Ellen Steddom,** of Hollywood, manager of **Tony Wilde,** Gardena Records artist, covered deejays in Dayton, O.; Columbus, O., and Cincinnati last week to promote Wilde's latest release, "John Henry" b.w. "There's a Star-Spangled Banner Waving Somewhere." She plans to make Lexington, Ky.; Louisville and Indianapolis before returning to the Film Capitol this weekend. . . . **Father Robert Benson** made the rounds of local music circles last week to promote the first LP to be released on the Glenmary label. Titled "Ox Driver's Song," the LP comprises a collection of folk melodies written by **Sister Miriam** and **Sister Cecilia,** of the Brown County Ursulines. Pressing was made by King Records here. Contributing a prominent part to the album are veteran guitarist **Don Pollard** and **Father Patrick O'Donnell.** Bill Sachs

Nashville

Newport (R. I.) Jazz Festival was musically successful but hectic for local musicians who had little to do with which way they were going when they met a milling mob of thousands head-on. Group, including **Floyd Cramer, Brenton Banks, Buddy Harman, Bob Moore, Boots Randolph, Gary Burton** and **Hank Garland,** was going one way when they met the mobbing crowd going the other. The Nashvillians joined the crowd and helplessly went along with them. They finally managed to identify themselves, however, and recorded with RCA Victor's **Chet Atkins** before leaving for home.

Local RCA Victor Studio has a string of single sessions set up for near future with Hank Locklin, still riding high with "Please Help Me, I'm Falling"; Boots Randolph and Floyd Robinson. Albums coming up for the local label out of the Nashville studio include etchings by Jimmy Driftwood, Don Gibson, the Browns and Jim Reeves. . . . Bill Justice was at the RCA Victor Studio last week for sessions for NRC, and Louie Ennis directed a session there by Jim Hardeman.

Southeastern meeting of NARAS will be held here July 12. Goal is to recuit at least 50 members here into the organization. . . . **Doug Warren,** whose Image recording of "If the World Don't End Tomorrow" is currently breaking loose, is confined to his home with the mumps. Image is a local label headed by Kenny Marlowe. . . . **Don Law** has a busy schedule of sessions lined up at the Bradley Studio, including **Billy Walker, Stonewall Jackson** and **Skeets McDonald**. . . . **Ed Carder,** of Ralph H. Jones Agency, Cincinnati, is due at the Bradley Studio Wednesday (13) for jingle sessions. . . . **Marvin Hughes** has set up a tentative date for **Jean Shepard** for Capitol at Bradley's this week.

Bradley Studio's Ruby Strange, sister of Owen and Harold Bradley, goes to Florida Monday (11) for week of rest and sunshine with mother, father and offsprings. . . . Cedarwood Publishing Company held a demo session at the Bradley Studio last week. Firm's prexy Jim Denny and wife, Dollie, are just back in town from long West Coast vacation. . . . Decca's Bob Beckham celebrated his birthday Friday (8). . . . Dick Jacobs was in town last week for a visit and looking for song material for his Coral artists. Pat Twitty

Blaine New Cosnat Promotion Manager

NEW YORK — Ben Blaine has been named national promotion manager by Cosnat Record Distributing Corporation.

Blaine, who has been with Cosnat since its inception, will co-ordinate promotional personnel at Cosnat's seven branches. He will visit manufacturers and tie-in diskery promotion at the radio and TV level.

Pickwick to Deb New Line

CHICAGO — Pickwick Sales Corporation, which has Design and "Compatible" Fidelity Records in its stable, will introduce a new album line, Family Hour Records, at the Music Industry Trade Show here, starting today (11). The line will feature religious disks exclusively. Eight sets are contained in the initial release. The line carries a suggested list of $2.98.

HOT 100 ADDS EIGHT

NEW YORK — The "Hot 100" chart added eight new sides this week. They are:

79. **I'll Be There** (Adaris, BMI) — Bobby Darin, Atco
80. **(You Were Made for) All My Love** (Pearl, BMI)— Jackie Wilson, Brunswick
82. **Be Bop a Lula** (Lowery, BMI) — Everly Brothers, Cadence
89. **Down the Street to 301** (Clement, BMI) — Johnny Cash, Sun
90. **A Woman, a Lover, a Friend** (Merrimac, BMI) — Jackie Wilson, Brunswick
94. **In My Little Corner of the World** (Shapiro-Bernstein, ASCAP) — Anita Bryant, Carlton
98. **That's When I Cried** (Sheldon, BMI) — Jimmy Jones, Cub
100. **My Shoes Keep Walking Back to You** (Copar, BMI) — Guy Mitchell, Columbia

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Dot's PARADE of BEST SELLERS

45-16106 LOOK FOR A STAR
BILLY VAUGHN

45-16073 WALKING THE FLOOR OVER YOU
SPRING RAIN
PAT BOONE

45-16103 NO b/w A TISKET A TASKET
DODIE STEVENS

45-16089 CLOSE b/w TEA LEAVES
KEELY SMITH

45-16109 EACH MOMENT (SPENT WITH YOU)
YOUR LOVE'S GOT A GRIP ON ME
NICK TODD

45-16096 WELL OH, WELL OH
(DON'T YOU KNOW)
EVERLOVIN'
ROBIN LUKE

45-16091 I GOT YOU
HIGHWAYS ARE HAPPY WAYS
MILLS BROTHERS

45-16111 PLEASE HELP ME, I'M FALLING
HE IS THERE
GALE STORM

45-16112 PAGAN LOVE SONG b/w LAURA
MILT ROGERS

45-16107 THERE'S A STAR-SPANGLED
BANNER WAVING SOMEWHERE
DARLING NELLY GRAY
MAC WISEMAN

45-16101 WAIT FOR ME
COULDN'T WAIT ANY LONGER
THE EMBERS

45-16066 DUTCHMAN'S GOLD
WALTER BRENNAN

45-16104 COCKTAILS FOR TWO
SO HELP ME
MARIA COLE

45-16088 WANDERER
BILL HAM & THE VAN DELS

45-16071 CITY LIGHTS
DEBBIE REYNOLDS

DOT'S NEW RELEASES

45-16113 THE MONKEY'S WEDDING
BOBBY REED

45-16114 IT STARTED IN NAPLES
(OH BABY MINE) I GET SO LONELY
THE LENNON SISTERS

DOT'S BEST SELLING ALBUMS

DLP 3322 LOOK FOR A STAR
BILLY VAUGHN

DLP 3276 THEME FROM A SUMMER PLACE
BILLY VAUGHN

DLP 3306 THE RAT RACE
SAM BUTERA

DLP 3302 POLKAS
LAWRENCE WELK AND MYRON FLOREN

DLP 3295 AM I THAT EASY TO FORGET
DEBBIE REYNOLDS

DLP 3292 THE LENNON SISTERS SING
TWELVE GREAT HITS

DLP 3289 CRAZY OTTO PIANO
JOHNNY MADDOX

DLP 3282 JASMINE AND JADE
AXEL STORDAHL

DLP 3270 MOONGLOW
PAT BOONE

DLP 3265 SWING, YOU LOVERS
KEELY SMITH

DLP 3263 TOGETHER
LOUIS PRIMA AND KEELY SMITH

DLP 3262 LOUIS PRIMA: HIS GREATEST HITS

DLP 3241 BE MY LOVE
KEELY SMITH

DLP 3157 THE MILLS BROTHERS' GREAT HITS

DLP 3164 MR. MUSIC MAKER
LAWRENCE WELK

DLP 3210 LOUIS AND KEELY
LOUIS PRIMA AND KEELY SMITH

DLP 3071 PAT'S GREAT HITS
PAT BOONE

DLP 3261 PAT'S GREAT HITS, VOL. 2
PAT BOONE

DLP 3165 BLUE HAWAII
BILLY VAUGHN

DLP 3098 GALE'S GREAT HITS
GALE STORM

DOT'S NEW ALBUMS

DLP 3319 THE ULTIMATE IN PERCUSSION
MILT ROGERS

DLP 3317 LAWRENCE IN DIXIELAND
LAWRENCE WELK

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FOR WEEK ENDING JULY 17

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	**SOLD OUT** Kingston Trio ..... Capitol T 1352	12
2	2	**BUTTON-DOWN MIND OF BOB NEWHART** ..... Warner Bros. W 1379	9
3	3	**ELVIS IS BACK** Elvis Presley ..... RCA Victor LPM 2231	10
4	5	**THE SOUND OF MUSIC** Original Cast ..... Columbia KOL 5450	30
5	7	**LANZA SINGS CARUSO—CARUSO FAVORITES** Mario Lanza-Enrico Caruso ..... RCA Victor LM 2393	8
6	6	**MR. LUCKY** Henry Mancini ..... RCA Victor LPM 2198	16
7	8	**CAN CAN** Sound Track ..... Capitol W 1301	11
8	9	**ENCORES OF GOLDEN HITS** Platters ..... Mercury MG 20472	18
9	12	**IT'S EVERLY TIME** Everly Brothers ..... Warner Bros. WB 1381	6
10	10	**ITALIAN FAVORITES** Connie Francis ..... M-M E 3791	23
11	11	**SIXTY YEARS OF MUSIC AMERICA LOVES BEST** Assorted Artists ..... RCA Victor LM 6074	33
12	34	**SENTIMENTAL SING ALONG WITH MITCH** Mitch Miller ..... Columbia CL 1457	3
13	4	**THEME FROM A SUMMER PLACE** Billy Vaughn ..... Dot DLP 3276	17
14	14	**PERSUASIVE PERCUSSION** Terry Snyder and the All Stars..Command LP 800	13
15	13	**BEN-HUR** Rome Symphony Orch./Savina ..... M-G-M 1E1	12
16	17	**BROTHERS FOUR** ..... Columbia CL 1402	13
17	22	**REJOICE DEAR HEARTS** Brother Dave Gardner ... RCA Victor LPM 2083	3
18	16	**THIS IS DARIN** Bobby Darin ..... Atco LP 33-115	19
19	19	**FAITHFULLY** Johnny Mathis ..... Columbia CL 1422	26
20	15	**BELAFONTE AT CARNEGIE HALL** Harry Belafonte ..... RCA Victor LOC 6006	36
21	20	**HERE WE GO AGAIN** Kingston Trio ..... Capitol T 1258	36
22	18	**HE'LL HAVE TO GO** Jim Reeves ..... RCA Victor LPM 2223	8
23	25	**WOODY WOODBURY LOOKS AT LOVE AND LIFE** ..... Stereoddities MW 1	19
24	21	**LATIN A LA LEE** Peggy Lee ..... Capitol T 1290	14
25	31	**SING A HYMN WITH ME** Tennessee Ernie Ford ..... Capitol TAO 1332	9
26	38	**PAUL ANKA SINGS HIS BIG 15** ..... ABC-Paramount LP 323	2
27	23	**LAUGHING ROOM** Woody Woodbury ..... Stereoddities MW 2	5
28	24	**OUTSIDE SHELLEY BERMAN** ..... Verve MGV 15007	33
29	33	**CONNIE'S GREATEST HITS** Connie Francis ..... M-G-M E 3793	9
30	26	**LISTEN TO DAY** Doris Day ..... Columbia DD 1	7
31	—	**FIRESIDE SING ALONG WITH MITCH** Mitch Miller ..... Columbia CL 1389	22
32	29	**FIORELLO!** Original Cast ..... Capitol WAO 1321	19
33	27	**SATURDAY NIGHT SING ALONG WITH MITCH** Mitch Miller ..... Columbia CL 1414	15
34	32	**GUNFIGHTER BALLADS AND TRAIL SONGS** Marty Robbins ..... Columbia CL 1349	29
35	35	**LIKE LOVE** Andre Previn ..... Columbia CL 1437	2
36	37	**SING AGAIN WITH THE CHIPMUNKS** Chipmunks/David Seville ..... Liberty LRP 3159	4
37	39	**TCHAIKOVSKY: 1812 OVERTURE/RAVEL: BOLERO** Morton Gould ..... RCA Victor LM 2345	8
38	40	**STUDENT PRINCE** Mario Lanza ..... RCA Victor LM 2339	16
39	—	**MOONGLOW** Pat Boone ..... Dot DLP 3270	3
40	28	**GENIUS OF RAY CHARLES** ..... Atlantic LP 1321	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	64
2	2	**SOUTH PACIFIC**, Sound Track, RCA Victor LOC 1032	120
3	5	**KINGSTON TRIO**, Capitol T 996	56
4	3	**OLDIES BUT GOODIES**, Assorted Artists, Original Sound 5-001	43
5	9	**GIGI**, Sound Track, M-G-M 3641 ST	106
6	6	**HEAVENLY**, Johnny Mathis, Columbia CL 1351	43
7	4	**MY FAIR LADY**, Original Cast, Columbia OL 5090	223
8	10	**SOUTH PACIFIC**, Original Cast, Columbia OL 4180	319
9	8	**FROM THE HUNGRY I**, Kingston Trio, Capitol T 1107	74
10	7	**THE MUSIC MAN**, Original Cast, Capitol WAO 990	124
11	11	**MORE SING ALONG WITH MITCH**, Mitch Miller, Columbia CL 1243	78
12	12	**HYMNS**, Tennessee Ernie Ford, Capitol T 756	157
13	14	**STILL MORE SING ALONG WITH MITCH**, Mitch Miller, Columbia CL 1283	58
14	17	**KINGSTON TRIO AT LARGE**, Capitol T 1199	56
15	16	**KING AND I**, Sound Track, Capitol W 740	193
16	15	**JOHNNY'S GREATEST HITS**, Johnny Mathis, Columbia CL 1133	115
17	19	**MORE JOHNNY'S GREATEST HITS**, Johnny Mathis, Columbia CL 1344	51
18	—	**FILM ENCORES, VOL. I**, Mantovani, London LL 1700	120
19	13	**THAT'S ALL**, Bobby Darin, Atco LP 33-104	41
20	20	**PORGY AND BESS**, Sound Track, Columbia OL 5410	52
21	21	**SING ALONG WITH MITCH**, Mitch Miller, Columbia CL 1160	105
22	24	**GEMS FOREVER**, Mantovani, London LL 3032	71
23	22	**ONLY THE LONELY**, Frank Sinatra, Capitol W 1053	78
24	—	**COME DANCE WITH ME**, Frank Sinatra, Capitol T 1069	68
25	18	**BUT NOT FOR ME**, Ahmad Jamal, Argo LP 628	78

BEST SELLING STEREOPHONIC LP'S

STEREO ACTION ALBUMS — on the charts 29 weeks or less

This Week	Last Week	Title, Artist, Label and Number	Weeks on Chart
1	1	**PERSUASIVE PERCUSSION** Terry Snyder and the All Stars ..Command S 800	25
2	2	**PROVOCATIVE PERCUSSION** Enoch Light and the Light Brigade ..... Command S 806	25
3	3	**SOLD OUT** Kingston Trio ..... Capitol T 1352	11
4	5	**THEME FROM A SUMMER PLACE** Billy Vaughn ..... Dot DLP 25276	15
5	7	**SOUND OF MUSIC** Original Cast ..... Columbia KOS 2020	27
6	4	**MR. LUCKY** Henry Mancini ..... RCA Victor LSP 2198	16
7	6	**LANZA SINGS CARUSO—CARUSO FAVORITES** Mario Lanza-Enrico Caruso ..... RCA Victor LSC 2393	9
8	9	**GUNFIGHTER BALLADS AND TRAIL SONGS** Marty Robbins ..... Columbia CS 8158	22
9	14	**CONCERT IN RHYTHM, VOL. I** Ray Conniff ..... Columbia CS 8022	25
10	8	**BEN-HUR** Rome Symphony Orch./Savina ..... M-G-M 1E1	8
11	10	**NEW ORLEANS** Pete Fountain ..... Coral CRL 7-57282	20
12	11	**LORD'S PRAYER** Mormon Tabernacle Choir .... Columbia MS 6068	25
13	—	**CONTINENTAL ENCORES** Mantovani ..... London PS 147	21
14	18	**ONLY THE LONELY** Frank Sinatra ..... Capitol SW 1053	22
15	13	**EXOTICA, VOL. I** Martin Denny ..... Liberty LST 7034	25
16	12	**MORE SING ALONG WITH MITCH** Mitch Miller ..... Columbia CS 8043	22
17	17	**THIS IS DARIN** Bobby Darin ..... Atco SC 115	10
18	23	**STILL MORE SING ALONG WITH MITCH** Mitch Miller ..... Columbia CS 8009	24
19	22	**BILLY VAUGHN PLAYS MILLION SELLERS** ..... Dot DLP 25119	19
20	—	**NEAR YOU** Roger Williams ..... Kapp KS 1112	24
21	25	**FAITHFULLY** Johnny Mathis ..... Columbia CS 8219	23
22	16	**'S AWFUL NICE** Ray Conniff ..... Columbia CS 8001	19
23	—	**GYPSY** Original Cast ..... Columbia OS 2017	28
24	15	**TCHAIKOVSKY: 1812 OVERTURE/RAVEL: BOLERO** Morton Gould ..... RCA Victor LSC 2345	24
25	19	**NEARER THE CROSS** Tennessee Ernie Ford ..... Capitol ST 1005	25
26	28	**LET'S ALL SING WITH THE CHIPMUNKS** Chipmunks/David Seville ..... Liberty LST 7132	21
27	26	**LATIN A LA LEE** Peggy Lee ..... Capitol ST 1290	3
28	27	**FIORELLO!** Original Cast ..... Capitol SWAO 1321	25
29	21	**AMERICAN SCENE** Mantovani ..... London PS 182	16
30	20	**CONNIFF MEETS BUTTERFIELD** Ray Conniff ..... Columbia CS 8155	25

ESSENTIAL INVENTORY
(STEREO ALBUMS)
on the charts 30 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	60
2	4	**HERE WE GO AGAIN**, Kingston Trio, Capitol ST 1258	36
3	2	**MY FAIR LADY**, Original Cast, Columbia OS 2015	60
4	5	**HEAVENLY**, Johnny Mathis, Columbia CS 8152	42
5	19	**SING ALONG WITH MITCH**, Mitch Miller, Columbia CS 8043	31
6	7	**COME DANCE WITH ME**, Frank Sinatra, Capitol SW 1069	60
7	6	**GIGI**, Sound Track, M-G-M SE 3461 ST	60
8	8	**KINGSTON TRIO AT LARGE**, Capitol ST 1199	45
9	12	**PETER GUNN THEME**, Henry Mancini, RCA Victor LSP 1956	58
10	9	**RODGERS: VICTORY AT SEA, VOL. II**, RCA Victor Symphony Orch. (Bennett), RCA Victor LSC 2226	58
11	3	**BELAFONTE AT CARNEGIE HALL**, Harry Belafonte, RCA Victor LSO 6006	34
12	16	**QUIET VILLAGE**, Martin Denny, Liberty LST 7122	34
13	11	**GEMS FOREVER**, Mantovani, London PS 106	48
14	15	**STRAUSS WALTZES**, Mantovani, London PS 118	44
15	13	**BLUE HAWAII**, Billy Vaughn, Dot DLP 25165	41
16	10	**MUSIC MAN**, Original Cast, Capitol SWAO 990	49
17	—	**KING AND I**, Sound Track, Capitol SW 740	47
18	14	**FOR THE FIRST TIME**, Mario Lanza, RCA Victor LSC 2338	37
19	20	**RACHMANINOFF: PIANO CONCERTO NO. 3**, Van Cliburn, RCA Victor LSC 2355	32
20	17	**FILM ENCORES, VOL. I**, Mantovani, London PS 124	54

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BASED ON SALES

IN STORES & RACKS

BEST SELLING CLASSICAL ALBUMS

MONOPHONIC CLASSICAL ALBUMS

1. **LANZA SINGS CARUSO—Caruso Favorites**
   Mario Lanza-Enrico Caruso, RCA Victor LM 2393
2. **GROFE: GRAND CANYON SUITE**.....Morton Gould, RCA Victor LM 2433
3. **RODGERS: VICTORY AT SEA, VOL. 1**
   RCA Victor Symphony Orchestra (Bennett), RCA Victor LM 1779
4. **TCHAIKOVSKY: PIANO CONCERTO NO. 1**
   Van Cliburn, Orchestra directed by Kiril Kondrashin, RCA Victor LM 2252
5. **TCHAIKOVSKY: 1812 OVERTURE; CAPRICCIO ITALIEN**
   Minneapolis Symphony Orchestra (Dorati), Mercury MG 50054
6. **RODGERS: VICTORY AT SEA, VOL. 2**
   RCA Victor Symphony Orchestra (Bennett), RCA Victor LM 2226
7. **RAVEL: BOLERO** ....Boston Symphony Orchestra (Munch), RCA Victor LM 1984
8. **SIXTY YEARS OF MUSIC AMERICA LOVES BEST**
   Assorted Artists, RCA Victor LM 6074
9. **RACHMANINOFF: PIANO CONCERTO NO. 3**
   Van Cliburn, Symphony of the Air (Kondrashin), RCA Victor LM 2355
10. **THE LORD'S PRAYER**..The Mormon Tabernacle Choir (Condie), Columbia ML 5386

STEREOPHONIC CLASSICAL ALBUMS

1. **LANZA SINGS CARUSO—Caruso Favorites**
   Mario Lanza-Enrico Caruso, RCA Victor LSC 2393
2. **GROFE: GRAND CANYON SUITE**.....Morton Gould, RCA Victor LSC 2433
3. **RODGERS: VICTORY AT SEA, VOL. 1**
   RCA Victor Symphony Orchestra (Bennett), RCA Victor LSC 2335
4. **TCHAIKOVSKY: 1812 OVERTURE; CAPRICCIO ITALIEN**
   Minneapolis Symphony Orchestra (Dorati), Mercury SR 90054
5. **TCHAIKOVSKY: PIANO CONCERTO NO. 1**
   Van Cliburn, Orchestra directed by Kiril Kondrashin, RCA Victor LSC 2252
6. **GROFE: GRAND CANYON SUITE**
   The Philadelphia Orchestra (Ormandy), Columbia MS 6003
7. **THE LORD'S PRAYER**..The Mormon Tabernacle Choir (Condie), Columbia MS 6068
8. **TCHAIKOVSKY: 1812 OVERTURE; RAVEL: BOLERO**
   Morton Gould Orchestra, RCA Victor LSC 2345
9. **OFFENBACH: GAITE PARISIENNE; KHATCHATURIAN: GAYNE BALLET SUITE**
   Boston Pops (Fiedler), RCA Victor LSC 2267
10. **RODGERS: VICTORY AT SEA, VOL. 2**
    RCA Victor Symphony Orchestra (Bennett), RCA Victor LSC 2226

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

STEREOPHONIC

1. **Soul of Spain, Vol. 2**
   101 Strings....Stereo Fidelity SF 9900
2. **Soul of Spain, Vol. 1**
   101 Strings....Stereo Fidelity SF 6600
3. **Silver Screen**
   101 Strings.....Stereo Fidelity SF 7000
4. **East of Seuz**
   101 Strings....Stereo Fidelity SF 11200
5. **Hawaii in Stereo**
   Leo Addeo Ork .....RCA Camden CAS 510
6. **101 Strings Play the Blues**
   .....Stereo Fidelity SF 5800
7. **Quiet Hours**
   101 Strings.....Stereo Fidelity SF 10200
8. **The Music Man**
   Various Artists.....Lion SL 70091
9. **Symphony for Tommy**
   Hamburg Philharmonic Orchestra .....Stereo Fidelity SF 5700
10. **Symphony for Lovers**
    101 Strings.....Stereo Fidelity SF 4500

MONOPHONIC

1. **Soul of Spain, Vol. 1**
   101 Strings.....Somerset P 6600
2. **Soul of Spain, Vol. 2**
   101 Strings.....Somerset P 9900
3. **John McCormack Sings Irish Songs**
   .....RCA Camden CAL 407
4. **101 Strings Play the Blues**
   .....Somerset P. 5800
5. **Good Housekeeping Reducing Off the Record**
   .....Harmony HL 7143
6. **You Do Something to Me**
   Mario Lanza ..RCA Camden CAL 450
7. **Perry Como Sings Just for You**
   .....RCA Camden CAL 440
8. **Concerto Under the Stars**
   101 Strings .....Somerset P 6700
9. **Backbeat Symphony**
   101 Strings .....Somerset P 11500
10. **Silver Screen**
    101 Strings.....Somerset P 7000

BEST SELLING
POP EP'S

1. **Because They're Young**
   Duane Eddy .....Jamie J-304
2. **Nearer the Cross**
   Tennessee Ernie Ford .....Capitol EAP 1-1005
3. **For the First Time**
   Mario Lanza ...RCA Victor EPA 4344
4. **Kingston Trio at Large**
   .....Capitol EAP 1199
5. **Hymns**
   Tennessee Ernie Ford .....Capitol EAP 1-1818
6. **He'll Have to Go**
   Jim Reeves ....RCA Victor EPA 4357
7. **Spirituals**
   Tennessee Ernie Ford .....Capitol EAP 1-818
8. **Gunfighter Ballads and Trail Songs**
   Marty Robbins ...Columbia EPB 13491
9. **Faithfully**
   Johnny Mathis ...Columbia EPB 14221
10. **Party Sing Along With Mitch**
    Mitch Miller .....Columbia EPB 13311

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.

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

Pop

THE APARTMENT

Various Artists. United Artists UAL 3105 — Adolph Deutsch has written a bright and varied score for Billy Wilder's comedy film, "The Apartment." Just as the picture is somewhat unconventional, so, too, are parts of the Deutsch score. It has some tender moments and also rings in some excellent modern jazz, hints of a Latin beat and several sequences in which the humorous situations of the film are well indicated musically. The final product is bright and interesting. The film's solid acceptance should aid the album's sale.

THE SUBTERRANEANS

Original Sound Track. Various Artists. M-G-M E 3812 ST — This is a very exciting score and one that will appeal strongly to both pop and jazz fans. Much of it was written by Andre Previn and it features such key names as Previn himself on piano, Carmen MacRae on vocals, and Gerry Mulligan, Shelly Manne, Art Farmer, Art Pepper and others. The music has a few tunes that could become pop hits, especially "Why Are We Afraid." Strong wax, and the cover is most attractive.

THE TWO OF US

Dinah Washington and Brook Benton. Mercury SR 60244. (Stereo & Monaural) — A fine new album featuring Brook and Dinah that should be a smash seller. The duo are heard here on their recent hits, "A Rockin Good Way," and "Baby," and there are many other sock performances by the pair, both as single artists and in tandem. "There Goes My Heart," by Dinah is superb, and Brook's version of "Call Me" is smooth. Strong cover should help this one sell and sell.

PRETTY EYES

Peggy Lee. Capitol T 1401 — Miss Lee is on the smooth, soft and wispily romantic side here with a group of great woodwind-string backings by Billy May. Both the singer and the maestro are more identified with the swinging school in recent outings, but they are altogether at home in this medium, too. Tunes include "As You Desire Me," "I Wanna Be Loved," and "Moments Like This." Solid merchandise that can sell, with plenty of deejay fodder besides.

MUSIC OF VICTOR HERBERT

George Melachrino Ork. RCA Victor LSP 2129 (Stereo & Monaural)—Some of the best of Victor Herbert's songs are given smooth instrumental treatments in the best Melachrino manner in this collection, meaning plenty of strings using easy-going arrangements. The tunes include such old favorites as "I'm Falling in Love With Someone," "In Old New York," "Thine Alone," "A Kiss in the Dark" and "Sweethearts." Should get a broad play both for listening and background.

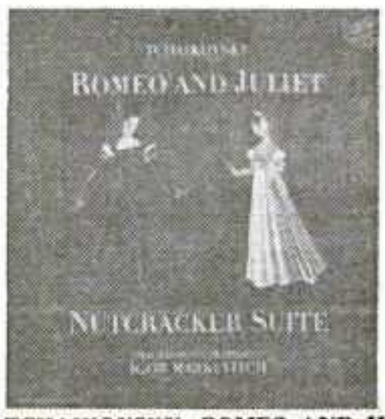
Pop Disk Jockey Programming

THE De CASTRO SISTERS SING

Capitol ST 1402 (Stereo & Monaural)—The De Castro Sisters' first Capitol LP is a strong deejay programming package. The girls are in exuberant vocal form and Billy May supplies exciting swinging backing. The Sisters sing both in English and Spanish on a group of standards; while May interprets them with dynamic effect, aided by bongos, maracas and marimbas. Tunes include such contrasting items as "Love Letters," "Yes We Have No Bananas," "Music! Music! Music!" and "Always."

(Continued on page 48)

ALBUM COVERS OF THE WEEK



TCHAIKOVSKY: ROMEO AND JULIET; NUTCRACKER SUITE—Philharmonia Orchestra (Markevitch), Angel S 35680. Unusual cover displaying costume plates for Romeo and Juliet by Wakhevitch, in deep blue, gold and white on dark background. Classy item.

MIYOSHI — Miyoshi Umeki, Mercury SR 60228. Adorable cover shot of the artist placed on a light blue background. Photo credit to Chuck Stewart. Prime display item for counter or window.

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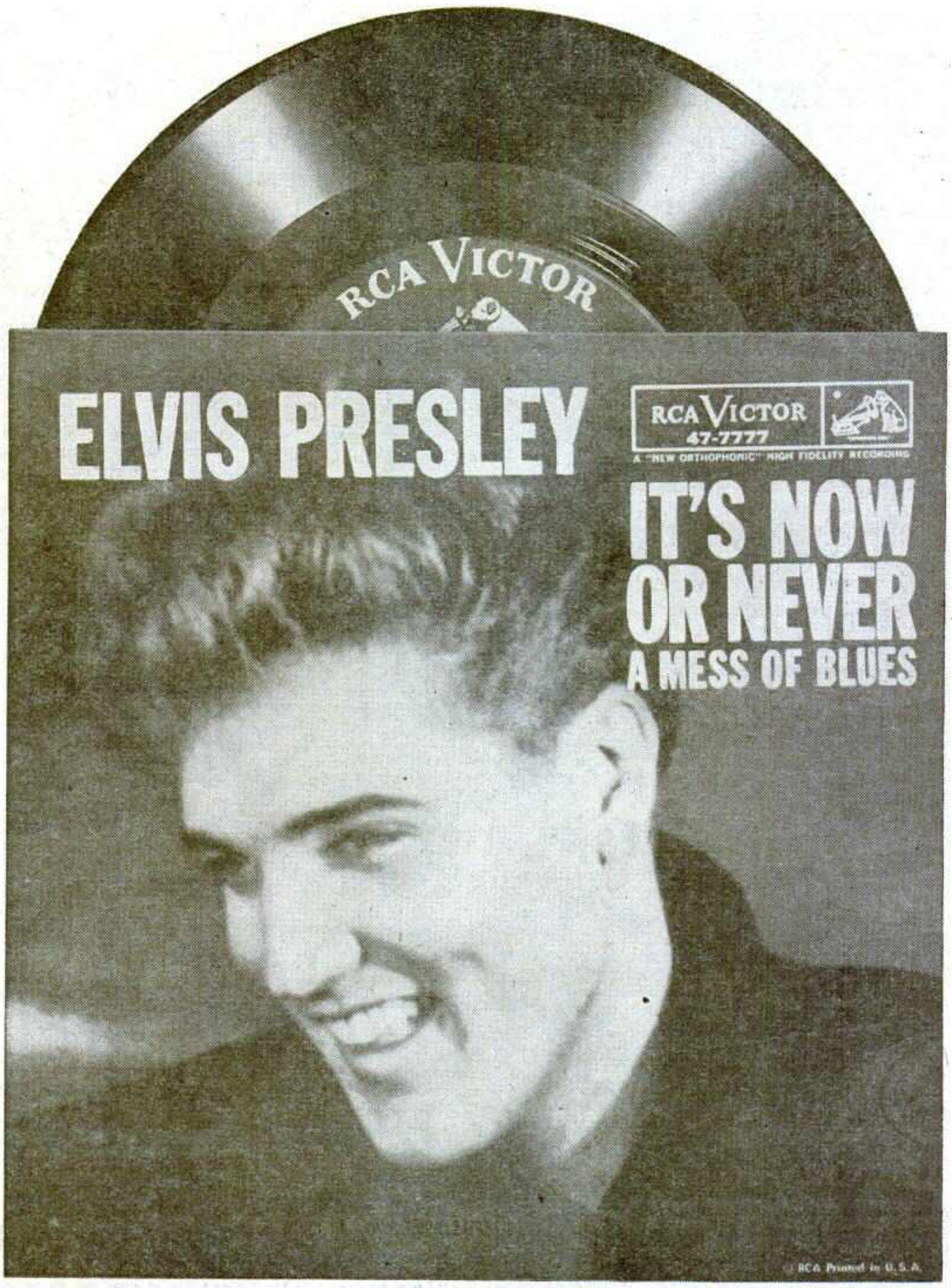
Backed by a million votes!

Elvis Presley's newest RCA Victor single—47-7777—is sure to be America's next 1,000,000-seller! IT'S NOW OR NEVER is a sensational ballad, available in monophonic and Living Stereo, in a full-color sleeve. And for extra album sales, the people's choice is ELVIS IS BACK! (LSP/LPM-2231), well on its way to the million mark. RCA VICTOR



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FCC's Complex 'Watchdog' Duties

• *Continued from page 1*

down on their business practices.

Findings in the present study are bound to be explosive, since the Commission members have sharply differing and vehement opinions on the agency's role in programming. FCC Chairman Frederick Ford would like to have over-all performance checked against promises — a stand which met with grudging agreement by broadcaster spokesmen during FCC's hearings. Diametrically opposite is Cmr. T. A. M. Craven, who is a strict advocate of "hands off" in programming matters. Other members have varying views on requiring percentage reports on public service programming, etc.

The newly appointed commissioner, Charles H. King, Detroit Law School dean, may not enter into the picture unless the matter is delayed until he has had a chance to study all the background before taking active part in the fall.

If and when the report emerges with FCC blessing and dissents, it may concern only questions of authority raised during FC's programming hearings, which were chiefly on overcommercialism and violence on TV. Little was said about radio and music programming during those hearings, except for the bare knuckles exchange by songwriters in the American Society of Composers, Authors and Publishers, and Broadcast Music, Inc., in which each accused the other of payola tactics.

A large, unanswered question is whether the report on FCC's rights in program surveillance will be limited exclusively to the hearings held last winter — or whether it will follow thru on recommendations made in the unfinished Barrow report of 1957. The latter recommended further study of network connections with programming materials, and related interests in music and entertainment fields. The report felt further study should be made, for example, of net ownership of record companies, Victor and Columbia, by parent firms RCA and CBS respectively; it also mentioned ABC network connection with Paramount Theaters. These same specifics were brought out by the recent Harris Legislative Oversight staff print, which additionally mentioned movie and music-publisher tie-ins by the networks, and by RKO Teleradio Pictures — the latter recently having begun a toll-TV experiment.

The Barrow report, never completed, promised a supplement on net programming, and net-owned interests in programming, which has never been issued by the FCC's office of network study.

Another big question about the FCC study is whether big advertisers will get come-uppance which they sidestepped at FCC programming hearings. During the hearings, counsel Bryant repeatedly asked whether advertiser control of TV network programming was partly responsible for its heavily criticized bad taste, violence, and low cultural content. To a man, broadcasters and network spokesmen protected the sponsors. Only a few broadcast - connected witnesses, writer Rod Serling the foremost, had the temerity to hold advertisers responsible for choosing the lowest common denominator of mass appeal, and interfering with individual programs themselves.

Rule Out Censorship

When the FCC first went to the Senate Appropriations Committee for a requested $300,000 for its new watchdog and field-monitoring unit, it was Sen. Warren Magnuson who warned that not one cent of the funds supplied was to be used for censorship. The Senate cut the request to $200,000, and subsequently, the House took off another $50,000, altho Rep. Oren Harris, chairman of the Commerce Committee and sponsor of the session's most important broadcast reform legislation, assured fellow Congressmen that the FCC unit was only "eyes and ears," with no programming interference intended.

However, in the wake of boardcaster scandals, the howls for clean-up of broadcast payola, et al., no one seriously believes the FCC will fall back to the line of monitoring only for obscenity or lottery, the only two programming offenses spelled out in the Communications Act. The Act also requires operation in the public interest — and programming is the heart of that operation, it has been pointed out.

Observers, fearful that the FCC may go too far in its zeal, are going to find it hard to answer these questions: Can the FCC check on payola or quiz frauds without studying program content? Can the agency check on over-all operation in the public interest with no accounting of how the station has programmed, or whether it has lived up to program fare promised during the time of application?

It may ultimately be up to Congess to clarify and amend the Communications Act, as they are doing in the case of the disputed sponsorship in Section 317. The statute can then determine for the seven commissioners where the permissable looking and listening leave off, and the unthinkable censorship begins.

However, some of these decisions will lodge with individual Congressmen and committee members who want to play censor themselves. Some want to legislate certain "junk" music off the air, and banish the frankly adolescent rock and roll. Some would call hearings because a favorite old-time concert program has lost its foothold by new churnings in the entertainment field.

It will then be up to the Supreme Court to monitor Congressional decisons, and restore balance.

Clark Joins Quigley in Tax Bill Push

WASHINGTON — Undaunted by recent defeat, Senator Clark has joined forces with Rep. James M. Quigley, to introduce twin bills disallowing business deductions for entertainment expenses, costly gifts, and club dues. The two Pennsylvanians call their legislation "Fiscal Responsibility Act of 1960," and declare war on six tax loopholes. Sponsors of the bills say the crackdown on swindle sheet items, giveaway oil depletion allowances and other tax delinquincies will bring in a total of $2.6 billion, providing a budget surplus for fiscal 1961.

As before, the Clark legislation would kill swindle sheet deduction for entertainment, except for food and drink; business gifts of more than $10 per recipient per year; and dues to plush sporting, yachting and social clubs. Clark's recent attempt to get the business expense crackdown in under excise tax legislation resulted only in a substitute amendment to have the whole matter studied by the Joint Committee on Internal Revenue. (The Billboard, July 4, 1960.)

THE NATION'S TOP TUNES

HONOR ROLL OF HITS

TRADE MARK REG.

FOR WEEK ENDING JULY 17

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

This Week	Last Week	Tune	Composer-Publisher	Weeks on Chart
1	1	**ALLEY-OOP**	By Fraizer—Published by Kavelin-Maverick (BMI)	5
2	5	**I'M SORRY**	By Self—Published by Champion (BMI)	5
3	2	**EVERYBODY'S SOMEBODY'S FOOL**	By Keller & Greenfield—Published by Aldon (BMI)	7
4	4	**BECAUSE THEY'RE YOUNG**	By Schroeder-God-Costa—Published by Columbia Pics (ASCAP)	6
5	7	**MULE SKINNER BLUES**	By Jimmie Rodgers—Published by Peer Int'l (BMI)	4
6	3	**CATHY'S CLOWN**	By Don and Phil Everly—Published by Acuff-Rose (BMI)	11
7	6	**PAPER ROSES**	By Spielman-Toree—Published by Pambill (ASCAP)	10
8	11.	**ONLY THE LONELY**	By Orbison-Melson—Published by Acuff-Rose (BMI)	3
9	10	**THAT'S ALL YOU GOTTA DO**	By Jerry Reed—Published by Lowery (BMI)	3
10	8	**BURNING BRIDGES**	By Scott—Published by Sage & Sand (SESAC)	9
11	9	**A ROCKIN' GOOD WAY**	By Benton—Published by Eden (BMI)	5
12	15	**MY HOME TOWN**	By Anka—Published by Spanka (BMI)	5
13	16	**LOOK FOR A STAR**	By Anthony—Published by Harlene (ASCAP)	3
14	18	**LOVE YOU SO**	By Holden—Published by Maravilla (BMI)	10
15	13	**PLEASE HELP ME, I'M FALLING**	By Hank Locklin—Published by Ross-Jungnickel (ASCAP)	3
16	14	**WONDERFUL WORLD**	Published by Kags (BMI)	7
17	28	**WHEN WILL I BE LOVED**	By Everly—Published by Acuff-Rose (BMI)	2
18	17	**HAPPY-GO-LUCKY ME**	By Evans-Byron—Published by Pambill-Lyle (ASCAP)	7
19	29	**TELL LAURA I LOVE HER**	By Bany-Raleigh—Published by Marks (BMI)	2
20	—	**IMAGE OF A GIRL**	By Clasky-Rosenberg—Published by Eldorado (BMI)	1
21	—	**RUNAROUND**	By Colacrai—Published by Regent (BMI)	1
22	—	**THEME FROM THE UNFORGIVEN**	By Tiomkin-Washington—Published by Hecht & Buzzell (ASCAP)	1
23	—	**ITSY BITSY TEENIE WEENIE YELLOW POLKA DOT BIKINI**	By Vance-Pockriss—Published by Pincus (ASCAP)	1
24	25	**(WON'T YOU COME HOME) BILL BAILEY**	By Warfield-Williams—Published by Adaris (BMI)	3
25	—	**WALKIN' TO NEW ORLEANS**	By Domino-Bartholomew-Guiery—Published by Travis (BMI)	1
26	—	**THERE IS SOMETHING ON YOUR MIND**	By McNeely—Published by Fire (BMI)	1
27	23	**JEALOUS OF YOU**	By Mendes, Harper and Masheroni—Puublished by H. B. Marks (BMI)	6
28	—	**PENNIES FROM HEAVEN**	By Burke-Johnston—Published by Santly-Joy (ASCAP)	1
29	21.	**HE'LL HAVE TO STAY**	By Charlie Grean-J. and A. Miller—Published by Central Songs (BMI)	10
30	26	**I REALLY DON'T WANT TO KNOW**	By Barnes-Robertson—Published by Hill and Range (BMI)	3

RECORDING AVAILABLE

(Best Selling Record Listed in Bold Face)

1. **ALLEY OOP—Dante and the Evergreens, Madison 130; Dyna-Sores, Rendezvous 120; Hollywood Argyles, Lute 5905.**
2. **I'M SORRY**—Bo Diddley, Checker 913, **Brenda Lee, Dec 31093;** George Jackson, Atlantic 1024; Platters, Mer-71032.
3. **EVERYBODY'S SOMEBODY'S FOOL—Connie Francis, M-G-M 12899.**
4. **BECAUSE THEY'RE YOUNG**—Jimmy Darren, Colpix 142; **Duane Eddy, Jamie 1156.**
5. **MULE SKINNER BLUES** — Red Allen, Frontier Records 602; Rusty Draper, Mer 71634; **Fendermen, Soma, 113.**
6. **CATHY'S CLOWN—Everly Brothers, Warner Bros. 5151.**
7. **PAPER ROSES — Anita Bryant, Carlton 528.**
8. **ONLY THE LONELY—Roy Orbison, Monument 421;** Johnny Western, Col 41500.
9. **THAT'S ALL YOU GOTTA DO—Brenda Lee, Dec 31093.**
10. **BURNING BRIDGES** — Hometowners, Sage & Sand 527; **Jack Scott, Top Rank 2041.**
11. **A ROCKIN' GOOD WAY**—Pricilla Bowman, A-Ron 1018; **Dinah Washington and Brook Benton, Mer 71629.**
12. **MY HOME TOWN — Paul Anka, ABC-Paramount 10106.**
13. **LOOK FOR A STAR** — Jericho Brown, Warner Bros. 5161; **Dean Hawley, Dore 554; Garry Miles, Liberty 55261; Gary Mills, Imperial 564; Billy Vaughn, Dot 16106.**
14. **LOVE YOU SO—Rod Holden, Donna 1315.**
15. **PLEASE HELP ME, I'M FALLING —Hank Locklin, Vic 7692;** Rose Maddox, Cap 4347.
16. **WONDERFUL WORLD — Sam Cooke, Keen 82112;** Jack Lewis Ork and Chorus, United Artists 159.
17. **WHEN WILL I BE LOVED — Everly Brothers, Cadence 1380.**
18. **HAPPY - GO - LUCKY ME—Paul Evans, Guaranteed 208.**
19. **TELL LAURA I LOVE HER—Ray Peterson, Vic 7745.**
20. **IMAGE OF GIRL—Safaris, Eldo 101.**
21. **RUNAROUND**—Capri Sisters, Dot 15851; **Fleetwoods, Dolton 22.**
22. **THEME FROM THE UNFORGIVEN — Don Costa Ork, United Artists 221;** McGuire Sisters, Coral 62196; Clyde Otis Ork, Mer 71628.
23. **ITSY BITSY TEENIE WEENIE YELLOW POLKA DOT BIKINI—Brian Hyland, Leader 805.**
24. **(WON'T YOU COME HOME) BILL BAILEY** — Pearl Bailey, Roulette 4016; **Bobby Darin, Atco 6167;** Jimmy Durante & Eddie Jackson, M-G-M 30255; Pat Healy, Dot 15948; Brenda Lee, Dec 30806; Margaret Ann and Ja-Das, Warner Bros. 5124; Sundowners Band, Windsor 7120.
25. **WALKIN' TO NEW ORLEANS—Fats Domino, Imperial 5675.**
26. **THERE IS SOMETHING ON YOUR MIND—Bob Marchan, Fire 1022.**
27. **Jealous OF YOU — Connie Francis, M-G-M 12899.**
28. **PENNIES FROM HEAVEN** — Jay Jay Johnson, Blue Note 1632; Whispering Pigg, East West 111; **Skyliners, Calico 117.**
29. **HE'LL HAVE TO STAY—Jeanne Black, Cap 4368;** Corina Minette, ABC-Paramount 10097.
30. **I REALLY DON'T WANT TO KNOW—Tommy Edwards, M-G-M 12890.**

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DON R

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...his first CARLTÖN record will make a million

"FRIENDS" ONDO

with Lew Douglas
orchestra and chorus
c/w "A Hoot and a Holler"
CARLTON 531

WATCH

Don make "Friends" on the Dick Clark,
Buddy Deane, Richard Hayes, Milt Grant,
Clay Cole and other T.V. shows...network shots
coming...mammoth cross-country promotion
set for July 11th through July 25th

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FOR WEEK ENDING JULY 17

The Billboard HOT 100

STAR PERFORMERS showed the greatest upward progress on Hot 100 this week.
[S] Indicates that 45 r.p.m. stereo single version is available.
[S] Indicates that 33⅓ r.p.m. stereo single version is available.

THIS WEEK	ONE WEEK AGO	TWO WEEKS AGO	THREE WEEKS AGO	TITLE / Artist, Company / Record No.	STEREO	WEEKS ON CHART
1	2	3	6	**ALLEY-OOP** — Hollywood Argyles, Lute 5905		7
2	3	6	14	**I'M SORRY** — Brenda Lee, Decca 31093		7
3	1	1	2	**EVERYBODY'S SOMEBODY'S FOOL** — Connie Francis, M-G-M 12899		10
4	4	5	11	**BECAUSE THEY'RE YOUNG** — Duane Eddy, Jamie 1156		8
5	9	15	21	**MULE SKINNER BLUES** — Fendermen, Soma 1137		8
★6	11	23	31	**ONLY THE LONELY** — Roy Orbison, Monument 421		5
7	6	17	36	**THAT'S ALL YOU GOTTA DO** — Brenda Lee, Decca 31093		6
8	8	11	12	**MY HOME TOWN** — Paul Anka, ABC-Paramount 10106		8
9	10	7	13	**A ROCKIN' GOOD WAY** — Dinah Washington and Brook Benton, Mercury 71629	[S]	8
★10	20	36	63	**WHEN WILL I BE LOVED** — Everly Brothers, Cadence 1380		7
11	7	4	3	**BURNING BRIDGES** — Jack Scott, Top Rank 2041		13
★12	22	40	72	**TELL LAURA I LOVE HER** — Ray Peterson, RCA Victor 7745		5
13	5	2	1	**CATHY'S CLOWN** — Everly Brothers, Warner Bros. 5151	[S]	13
14	16	24	34	**PLEASE HELP ME, I'M FALLING** — Hank Locklin, RCA Victor 7692		8
15	15	16	20	**ALLEY-OOP** — Dante and the Evergreens, Madison 130		7
16	13	8	7	**PAPER ROSES** — Anita Bryant, Carlton 528	[S]	14
★17	43	53	62	**IMAGE OF A GIRL** — Safaris, Eldo 101		6
18	12	12	15	**WONDERFUL WORLD** — Sam Cooke, Keen 82112		10
19	14	14	16	**HAPPY-GO-LUCKY ME** — Paul Evans, Guaranteed 208	[S]	10
★20	59	—	—	**ITSY BITSY TEENIE WEENIE YELLOW POLKA DOT BIKINI** — Brian Hyland, Leader 805		2
★21	31	46	57	**WALKIN' TO NEW ORLEANS** — Fats Domino, Imperial 5675		4
22	24	13	8	**LOVE YOU SO** — Rod Holden, Donna 1315		15
23	25	29	41	**RUNAROUND** — Fleetwoods, Dolton 22		8
24	23	20	19	**JEALOUS OF YOU** — Connie Francis, M-G-M 12899		8
★25	35	66	88	**LOOK FOR A STAR** — Garry Miles, Liberty 55261		4
26	29	32	39	**PENNIES FROM HEAVEN** — Skyliners, Calico 117		10
27	27	37	44	**THEME FROM THE UNFORGIVEN** — Don Costa, United Artists 221		11
28	33	71	—	**JOSEPHINE** — Bill Black's Combo, Hi 2022		3
29	18	25	30	**I REALLY DON'T WANT TO KNOW** — Tommy Edwards, M-G-M 12890		8
30	19	21	33	**(WON'T YOU COME HOME) BILL BAILEY** — Bobby Darin, Atco 6167		8
31	34	42	52	**ONE OF US (WILL WEEP TONIGHT)** — Patti Page, Mercury 71639	[S]	6
32	37	68	85	**LOOK FOR A STAR** — Dean Hawley, Dore 554		4
★33	46	80	90	**THERE IS SOMETHING ON YOUR MIND** — Bobby Marchan, Fire 1022		5
★34	79	100	96	**MISSION BELL** — Donnie Brooks, Era 3018		5
35	17	9	4	**GOOD TIMIN'** — Jimmy Jones, Cub 9067		13
36	38	43	37	**TRAIN OF LOVE** — Annette, Vista 359		6
37	42	48	60	**I'M GETTIN' BETTER** — Jim Reeves, RCA Victor 7756		4
38	21	10	5	**SWINGING SCHOOL** — Bobby Rydell, Cameo 175		10
39	28	27	29	**MACK THE KNIFE** — Ella Fitzgerald, Verve 10209	[S]	11
★40	50	61	76	**IS A BLUEBIRD BLUE** — Conway Twitty, M-G-M 12911		5
41	26	18	18	**YOUNG EMOTIONS** — Ricky Nelson, Imperial 5663		12
★42	75	81	89	**THIS BITTER EARTH** — Dinah Washington, Mercury 71635		4
43	32	26	27	**DING-A-LING** — Bobby Rydell, Cameo 175		10
44	36	28	22	**ANOTHER SLEEPLESS NIGHT** — Jimmy Clanton, Ace 585		12
45	49	51	53	**CLAP YOUR HANDS** — Beau-Marks, Shad 5017		9
★46	56	73	92	**LOOK FOR A STAR** — Billy Vaughn, Dot 16106		4
47	55	55	35	**DOGGIN' AROUND** — Jackie Wilson, Brunswick 55166		15
48	51	39	40	**ALL I COULD DO WAS CRY** — Etta James, Argo 5359		11
49	30	19	9	**HE'LL HAVE TO STAY** — Jeanne Black, Capitol 4368		11
50	39	22	10	**STUCK ON YOU** — Elvis Presley, RCA Victor 7740	[S]	15
51	41	41	47	**SOMETHING HAPPENED** — Paul Anka, ABC-Paramount 10106		7
★52	90	96	—	**DON'T COME KNOCKIN'** — Fats Domino, Imperial 5675		3
53	60	64	74	**FINGER POPPIN' TIME** — Hank Ballard and the Midnighters, King 5341		9
54	63	50	50	**SPRING RAIN** — Pat Boone, Dot 16073		7
55	61	65	67	**HEY, LITTLE ONE** — Dorsey Burnette, Era 3019		6
56	62	78	99	**LOOK FOR A STAR** — Garry Mills, Imperial 5674		4
★57	68	74	83	**TROUBLE IN PARADISE** — Crests, Coed 531		5
★58	80	85	—	**QUESTION** — Lloyd Price, ABC-Paramount 10123		3
59	58	63	70	**BANJO BOY** — Jan and Kjeld, Kapp 335		6
60	67	72	84	**WHERE ARE YOU** — Frankie Avalon, Chancellor 1052		5
61	40	31	24	**SIXTEEN REASONS** — Connie Stevens, Warner Bros. 5137		24
62	48	49	49	**DOWN YONDER** — Johnny and the Hurricanes, Big Top 3036		7
63	65	75	80	**ALL THE LOVE I GOT** — Marv Johnson, United Artists 226		5
64	66	76	95	**BAD MAN BLUNDER** — Kingston Trio, Capitol 4375		4
65	47	34	25	**LONELY WEEKENDS** — Charlie Rich, Philips International 3552		18
★66	86	92	—	**STICKS AND STONES** — Ray Charles, ABC-Paramount 10118		3
67	54	57	64	**LONELY WINDS** — Drifters, Atlantic 2062		8
68	69	79	94	**I CAN'T HELP IT** — Adam Wade, Coed 530		4
69	71	77	87	**WAKE ME, SHAKE ME** — Coasters, Atco 6168		4
70	44	30	17	**NIGHT** — Jackie Wilson, Brunswick 55166		17
71	76	83	97	**IS THERE ANY CHANCE** — Marty Robbins, Columbia 41686		4
72	52	35	42	**THEME FOR YOUNG LOVERS** — Percy Faith, Columbia 41655		10
★73	92	95	98	**FEEL SO FINE** — Johnny Preston, Mercury 71651		4
74	82	—	—	**JOHNNY FREEDOM** — Johnny Horton, Columbia 41685		2
75	78	—	—	**MY TANI** — Brothers Four, Columbia 41692		2
76	81	89	—	**THERE'S A STAR-SPANGLED BANNER WAVING SOMEWHERE, NO. 2 (THE BALLAD OF FRANCIS G. POWERS)** — Red River Dave, Savoy 3020		3
77	83	87	—	**HEARTBREAK (IT'S HURTIN' ME)** — Little Willie John, King 5356		6
78	84	91	—	**MARIA** — Johnny Mathis, Columbia 41684		4
★79	—	—	—	**I'LL BE THERE** — Bobby Darin, Atco 6167		1
★80	—	—	—	**(YOU WERE MADE FOR) ALL MY LOVE** — Jackie Wilson, Brunswick 55167		4
81	93	—	—	**DO YOU MIND** — Andy Williams, Cadence 1381		2
★82	—	—	—	**BE BOP-A-LULA** — Everly Brothers, Cadence 13880		1
83	64	58	56	**OOH POO PAH DOO (Part 2)** — Jessie Hill, Minit 607		16
84	53	44	45	**I'M WALKIN' THE FLOOR OVER YOU** — Pat Boone, Dot 16073		8
85	91	—	—	**ONE BOY** — Joanie Sommers, Warner Bros. 5157		2
86	96	—	—	**SECOND HONEYMOON** — Johnny Cash, Columbia 41707		2
87	98	—	—	**TOO YOUNG TO GO STEADY** — Connie Stevens, Warner Bros. 5159		2
88	95	—	—	**I SHOT MR. LEE** — Bobbettes, Triple-X 104		2
★89	—	—	—	**DOWN THE STREET TO 301** — Johnny Cash, Sun 343		1
★90	—	—	—	**A WOMAN, A LOVER, A FRIEND** — Jackie Wilson, Brunswick 55167		1
91	77	52	28	**JUMP OVER** — Freddy Cannon, Swan 4053		10
92	—	—	86	**HOT ROD LINCOLN** — Charlie Ryan, Four Star 1733		7
93	70	54	46	**DUTCHMAN'S GOLD** — Walter Brennan and Billy Vaughn, Dot 16066		12
94	—	—	—	**IN MY LITTLE CORNER OF THE WORLD** — Anita Bryant, Carlton 530		1
95	74	82	91	**I AIN'T GONNA BE THAT WAY** — Marv Johnson, United Artists 226		7
96	—	98	—	**I'VE BEEN LOVED BEFORE** — Shirley and Lee, Warwick 535		2
97	100	—	—	**OVER THE RAINBOW** — Dimensions, Mohawk 116		2
98	—	—	—	**THAT'S WHEN I CRIED** — Jimmy Jones, Cub 9072		1
99	57	33	26	**CHERRY PIE** — Skip and Flip, Brent 7010		15
100	—	—	—	**MY SHOES KEEP WALKING BACK TO YOU** — Guy Mitchell, Columbia 41725		1

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& 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

MISSION BELL ..... **Donnie Brooks**
(Bamboo, BMI) Era 3018

***THIS BITTER EARTH** ..... **Dinah Washington**
(Play, BMI) Mercury 71635

***TROUBLE IN PARADISE** ..... **Cresfs**
(Winneton, BMI) Coed 531

***QUESTION** ..... **Lloyd Price**
(Pri-Gan, BMI) ABC-Paramount 10123

C&W—No selections this week.

R&B—No selections this week.

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. TWIST ..... Hank Ballard and the Midnighters, King
2. PARDON ME ..... Billy Bland, Old Town
3. MILLER'S CAVE ..... Hank Snow, RCA Victor
4. HONKY TONK GIRL ..... Johnny Cash, Columbia
5. LONELY LITTLE ROBIN ..... Browns, RCA Victor
6. I'LL FLY AWAY ..... Lonnie Sattin, Warner Bros.
7. THE STORY OF A BROKEN HEART .... Johnny Cash, Sun
8. WALK, DON'T RUN ..... Ventures, Dolton
9. MY BABE ..... Little Walter, Checker
10. SHE'S JUST A WHOLE LOT LIKE YOU ..... Hank Thompson and Brazos Valley Boys, Capitol
11. A PERFECT UNDERSTANDING ..... Doris Day, Columbia
12. MIO AMORE ..... Flamingos, End
13. DREAMIN' ..... Johnny Burnette, Liberty
14. IN THE STILL OF THE NIGHT ..... Dion and the Belmonts, Laurie
15. IF THE WORLD DON'T END TOMORROW ..... Doug Warren, Image

HOT 100: A TO Z

A Rockin' Good Way 9
A Woman, a Lover, a Friend .. 90
All I Could Do Was Cry 48
All the Love I Got 63
Alley-Oop (Dante and the Evergreens) 15
Alley-Oop (Hollywood Argyles) .. 1
Another Sleepless Night 44

Bad Man Blunder 64
Banjo Boy 59
Be Bop-A-Lula 82
Because They're Young 4
Burning Bridges 11

Cathy's Clown 13
Cherry Pie 99
Clap Your Hands 45

Ding-A-Ling 43
Do You Mind 81
Doggin' Around 47
Don't Come Knockin' 52
Down the Street to 301 89
Down Yonder 62
Dutchman's Gold 93

Everybody's Somebody's Fool .. 3

Feel So Fine 73
Finger Poppin' Time 53

Good Timin' 35

Happy-Go-Lucky Me 19
Heartbreak (It's Hurtin' Me) (Little Willie John) 77
He'll Have to Stay 49
Hey! Little One 55
Hot Rod Lincoln 92

I Ain't Gonna Be That Way 95
I Can't Help It 68
I Really Don't Want to Know .. 29
I Shot Mr. Lee 88
I'll Be There 79
I'm Gettin' Better 37
I'm Sorry 2
I'm Walking the Floor Over You 84
Image of a Girl 17
In My Little Corner of the World 94
Is a Bluebird Blue 40
Is There Any Chance 71
Itsy Bitsy Teenie Weenie Yellow Polka Dot Bikini 20
I've Been Loved Before 96

Jealous of You 24
Johnny Freedom 74
Josephine 28
Jump Over 91

Lonely Weekends 65
Lonely Winds 67
Look for a Star (Hawley) 32
Look for a Star (Miles) 25
Look for a Star (Mills) 56
Look for a Star (Vaughn) 46
Love You So 22

Mack the Knife 39
Maria 78
Mission Bell 34
Mule Skinner Blues 5
My Home Town 8
My Shoes Keep Walking Back to You 100
My Tani 75

Night 70

One Boy 85
One of Us (Will Weep Tonight) . 31
Only the Lonely 6
Ooh Poo Pah Doo (Part 2) 83
Over the Rainbow 97

Paper Roses 16
Pennies From Heaven 26
Please Help Me, I'm Falling .. 14

Question 58

Runaround 23

Second Honeymoon 86
Sixteen Reasons 61
Something Happened 51
Spring Rain 54
Sticks and Stone 66
Stuck on You 50
Swinging School 38

Tell Laura That I Love Her .. 12
That's All You Gotta Do 7
That's When I Cried 98
Theme for Young Lovers 72
Theme From the Unforgiven ... 27
There's a Star-Spangled Banner Waving Somewhere, No. 2 (Ballad of Frances G. Powers) . 76
There Is Something on Your Mind 33
This Bitter Earth 42
Too Young to Go Steady 87
Train of Love 36
Trouble in Paradise 57
Wake Me, Shake Me 69
Walkin' to New Orleans 21
When Will I Be Loved 10
Where Are You 60
Wonderful World 18
(Won't You Come Home) Bill Bailey 30
(You Were Made For) All My Love 80
Young Emotions 41

REVIEWS OF THIS WEEK'S SINGLES

The pick of the new releases:

SPOTLIGHT WINNERS OF THE WEEK

Strongest sales potential of all records reviewed this week.

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

Pop

ELVIS PRESLEY

A MESS OF BLUES (Elvis Presley, BMI) (2:28) — IT'S NOW OR NEVER (Gladys, ASCAP) (3:12) — Elvis handles a fine blues with his usual feeling on the top side and comes thru with a great reading of a familiar melody on the other. Both sides are potent.
RCA Victor 7777

FREDDIE CANNON

CUERNAVACA CHOO CHOO (Conley, ASCAP) (2:44) —HAPPY SHADES OF BLUE (Conley, ASCAP) (2:48)— The chanter sells a mambo blues with spirit here on the "Choo Choo" side, and the flip, a light, happy tune, features a snappy performance, too. Sides can continue his hit streak. **Swan 4057**

JEANNE BLACK

LISA (Central, BMI) (3:07) — JOURNEY OF LOVE (Lyle, ASCAP) (2:04) — Jeanne Black should have another hit with her fine reading of Cindy Walker's warm ballad "Lisa" here. On the flip she is joined by younger sister Janie for a sparkling duo reading of a folk-styled tune. Watch both sides. **Capitol 4396**

BOBBY RYDELL

I'D DO IT AGAIN (Sequence, ASCAP) (2:16) — VOLARE (Robbins, ASCAP) (2:23) — Rydell has another potent coupling, lead off by a solid, rocker abetted by wild-eyed chicks. It's in the "Wild One" - "Swinging School" vein. Flip is a smartly handled reprise of the Modugno hit. Either can happen. **Cameo 179**

HAROLD DORMAN

RIVER OF TEARS (Rolyn, BMI) (2:10) — I'LL COME RUNNING (Vaughn, BMI) (2:12) — The "Mountain of Love" man has a solid sequel here in an exuberant outing on a gospel-styled chant. The flip, "I'll Come Running," is a nice rocker with good chanting and an infectious backing. Both can step. **Rita 1008**

CARL SMITH

IF THE WORLD DON'T END TOMORROW (Tree, BMI) (3:02) — LONELY OLD ROOM (Golden West, BMI) (2:41) — Two wonderful and moving performances by Carl Smith. Top side is a driving blues tune that is getting action on another label, while the flip is a dirge-like weeper that features a tender performance.
Columbia 41729

JACK SCOTT

IT ONLY HAPPENED YESTERDAY (Starfire, BMI) (2:43) — COOL WATER (American, BMI) (2:28).— Two excellent sides for Jack Scott. Top effort is a relaxed rural-flavored job not unlike "What in the World's Come Over You," and it has a great chance. Flip has effective chanting with chorus on the familiar oldie. Another good side. **Top Rank 2055**

PERCY FAITH & HIS ORK

SONS AND LOVERS (Leo Feist, ASCAP) (2:50) — HAWAIIAN LULLABY (Marpet, ASCAP) (2:55) — Percy Faith offers the theme music of the new movie of the same title with warmth and feeling. Side has a chance for big loot. Flip side is another strongly melodic effort that could also score. **Columbia 41731**

CLIFF GLEAVES

LONG BLACK HEARSE (Metric-Gleaves, BMI) (1:36)— YOU AND YOUR KIND (Metric-Gleaves, BMI) (2:05)— Here is a hot debut indeed. Gleaves has the grass roots, rocking sound and the "Hearse" side, a real wild effort, shows him to solid advantage. It's got emotion and effective chick backing. Flip, also with chorus, is country-oriented and is another solid outing. Watch these.
Liberty 55263

AL MARTINO

OUR CONCERTO (Shapiro-Bernstein, ASCAP) (2:38)— IN MY HEART OF HEARTS (Shapiro - Bernstein, ASCAP) (2:37)— Two potent sides for Martino. Topside is the first English language version of the tune also out by Umberto Bindi. If the tune goes, this sweeping arrangement with soft vocal can catch loot. Flip is a nicely rendered ballad, also well-scored. **20th Fox 213**

Pop Song

NEVER ON SUNDAY

DON COSTA (Esteem-Sidmore, BMI) (3:01) United Artists 234 — MARTY GOLD ORK (Esteem-Sidmore, BMI) (2:22) RCA Victor 7769 — Here's a strong song indeed, the feature theme from the Greek picture which received raves in Europe. Two outstanding versions here both feature guitars and non-lyric chorus passages and either one has the goods. Watch both. Flip of the Costa side is "The Sound of Love," (U-A, ASCAP) (2:48), a very pretty instrumental. Flip of the Gold effort is the same "Never on Sunday," waxed effectively by the Ray Martin Ork (2:21).

(Continued on page 47)

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R&B HITS
(CAN GO POP)

FINGER POPPIN' TIME
HANK BALLARD
King 5341

THE TWIST
HANK BALLARD
King 5171

SHIMMY, SHIMMY
BOBBY FREEMAN
King 5373

THINK
JAMES BROWN
Federal 12370

YOU'VE GOT THE POWER
JAMES BROWN
Federal 12370

IMAGE OF A GIRL
OTIS WILLIAMS
King 5372

HEARTBREAK
(IT'S HURTIN' ME)
LITTLE WILLIE JOHN
King 5356

FAT MAMA
RONNIE MOLEEN
King 5365

YOUR LETTER
WILLIE WRIGHT
and The Sparklers
Federal 12372

I'M WITH YOU
FIVE ROYALES
King 5329

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SAY YOU SAW IT IN THE BILLBOARD!

FOLK TALENT & TUNES

By BILL SACHS

Around the Horn

Beginning July 23, Tom Edwards, vet Cleveland deejay, hosts a new c.&w. TV show from 11-12 noon, Saturdays, on WEWS-TV, Cleveland, to feature name country acts augmented by Rudy Thacker and His Stringbusters plus local bands and talent. First guest in will be Little Jimmy Dickens, who appears at the Dennison Square Theater, Cleveland, the same night. Incidentally, Edwards minced no words in the release sent out by him last week. Headed "A Personal Note to Song Pluggers," Tom had this to say: "Now that I am back in business again, some of you are starting to make phone calls and letter contact with me again. Unless you were one of the few people who maintained contact with me while I was out of work, just forget about me and what I can do for you! I am tired of phoney friendships which last only as long as one is able to help out. Save your company's money on phone calls and postage. I don't need you and you got along without me for the last 10 months. So, let's keep it that way."

July bookings find the **Blackwood Brothers Quartet,** gospel singers, in Long Beach, Calif., July 12; San Jose, Calif., 14; Sacramento, Calif., 15; Richmond, Calif., 16; Fresno, Calif., 17; Ontario, Calif., 18; Albuquerque, N. M., 19; Amarillo, Tex., 20; Witchita Falls, Tex., 21; Little Rock, Ark., 22, and Birmingham, Ala., 23. . . . **Smiley Burnette** is routed as follows thru mid-September: Norton, Kan., Fair, July 26-28; Dighton, Kan., Fair, July 29; Roxana, Ill., 31; Fairburg, Neb., Fair, August 5; Buck Lake Ranch, Angola, Ind., 7; Girard, Kan., Fair, 8; Fort Scott, Kan., Fair, 9; Holdridge, Neb., Fair, 10; Colby, Kan., Fair, 12; Kansas City, Mo., 14; Auburn, Neb., Fair, 15; Russell, Kan., Fair, 17; Central City, Kan., Fair, 18; Wakeeney, Kan., Fair, 19; Sylvan Grove, Kan., Fair, 20; Hillbilly Park, Columbus, O., 21; Abilene, Kan., Fair, 25; Clay Center, Kan., Fair, 27; Stanton, Neb., 28; Iola, Kan., Fair, 29; Neberry's Blueridge Mall, Kansas City, Mo., September 2-3; Washington, Kan., Fair, 9; Enid, Okla., Fair, 10, and Allegan, Mich., Fair, 13-17.

After five years in semi-retirement, Smokey Warren has again teamed with his brother Shorty to head up their own western band, heard each Friday and Saturday night at the Copa Club, Secaucus, N. J. Featured along with Smokey and Shorty are Dottie Mae, Whitey Murphy, Coy McDaniels, Tex Cast, Sherman Color, the Toothless Twins, and the Sunshine Trio. . . . Cecil Bowman, whose newest release on the "D" label is "Whispering Lips," makes a guest shot on "Louisiana Hayride," Shreveport, August 6. . . . A "New Dominion Barn Dance" package, piloted by Jim Gemmill and featuring Barbara Allen, Jerry Cope and the Trailblazers, Shirlee Hunter, Rusty Adams and Koko the Hobo, plays Hagerstown, Md., July 15; Slatesdale, Pa., 16; Selinsgrove, Pa., 20; Easton, Pa., 24, and the Chincoteague, Va., Pony Round-Up, 26-28. Shirlee Hunter does a single at Oley, Pa., July 16, and Barbara Allen will be co-featured with Mary Klick at Fort Lee, Va., July 31.

Johnny Horton appears on the **Dick Clark** "American Bandstand" TV-er from Philadelphia Friday (15) and Saturday (16) hops into New York for a personal at Freedomland, U. S. A. Johnny has written the theme song for the 20th Century-Fox flicker, "Go North," featuring **John Wayne, Stewart Granger** and **Fabian.** Release is set for the fall. . . . **Wanda Jackson** will be featured in two performances with **Carlton Haney's** "New Dominion Barn Dance" at the WRVA Theater, Richmond, Va., Saturday (16). In addition to its regular three Saturday night airings over WRVA radio, the show is now heard each morning at 5:30 over the same station. . . . **Tex Ritter,** the **Wilburn Brothers** and **Martha Carson** occupy the guest slot on "Jubilee U. S. A.," from Springfield, Mo., Saturday (16).

Roy Acuff and Don Gibson set for Augusta, Ill., July 14. . . . Flatt and Scruggs are routed for Andrews, N. C., July 12; Waynesville, N. C., 13; Woodbury, Tenn., 14, and Columbia, Ky., 15. . . . The Louvin Brothers wind up their Canadian trek with stops at Portage La Prairie, Man., Monday and Tuesday (11-12) and Carman, Man., Thursday and Friday (14-15). . . . A new Saturday night country music show, titled "Country Opry," makes its bow at the Music Hall, Houston, August 6. First guest will be Little Jimmie Dickens. C.&w. talent interested in landing a regular spot on the show are asked to contact Clyde Chesser, Station KWBA, Bayton, Tex. Making its debut at the City Auditorium, Houston, this Saturday (16) is another c.&w. show titled "Big H Jubilee," which will operate on an every-other-week schedule. Opening guest will be Roy Drusky.

Charles (Smoky) Montgomery, assisted by **Paul Remaklus** and **Lloyd Gibson,** is in charge of arrangements for the annual Country Music Festival to be held at Franke Park, Fort Wayne, Ind., Tuesday evening, July 12. The event is open to the public. The program features area c.&w. bands and amateur competition in the various age brackets. Contest winner is awarded an all-expense-paid trip to the "Grand Ole Opry." . . . Featured on the July 3 show at **Harry and Eleanor Smythe's** Buck Lake Ranch, near Angola, Ind., were **Johnnie and Jack** and **Kitty Wells.** Appearing in support were **Joe Taylor and His Indiana Red Birds,** of WGL, Fort Wayne, Ind.; **Dee Johnson,** of Goshen, Ind., and **Bob McElroy.**

With the Jockeys

Bruce Fite, general manager of Station KTCS, Fort Smith, Ark., which recently made the switch from pop to all country music, puts in a plea for records from artists and diskeries. Manning the turntables at KTCS are Clem Austin and Tom Walker. Clem is on every morning, Monday thru Friday, with his own show, and Saturdays spins two segs, "Clem's New Ground Hit Parade" and "Hometown Jamboree," the latter aired with live talent. . . . Dal Stallard, of KCKN, Kansas City, Kan., has switched from pop programming to all country music on a 24-hour-a-day basis. Another Kansas City station, KANS, is now also programming c.&w. music full time. Other full-time country music outlets in the Midlands include KOOO, Omaha; KSIR, Wichita, Kan., and Jack Beasley's KLPR, Oklahoma City.

• Best Selling Sheet Music in U. S.

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

This Week		Last Week	Weeks on Chart
1.	**PAPER ROSES** (Pambill)	1	7
2.	**CATHY'S CLOWN** (Acuff-Rose)	3	6
3.	**MR. LUCKY** (Southgale)	2	12
4.	**HE'LL HAVE TO GO** (Central Songs)	4	20
5.	**BECAUSE THEY'RE YOUNG** (Columbia)	8	4
6.	**THEME FROM A SUMMER PLACE** (Witmark)	5	22
7.	**SOUND OF MUSIC** (Williamson)	—	22
8.	**STUCK ON YOU** (Glady's)	9	8
9.	**MISTY** (Octave)	10	10
10.	**THE OLD LAMPLIGHTER** (Shapiro-Bernstein)	7	11
11.	**CLIMB EV'RY MOUNTAIN** (Williamson)	12	29
12.	**GREENFIELDS** (Montclare)	6	16
13.	**DO-RE-MI** (Williamson)	12	29
14.	**NIGHT** (Pearl)	11	9
15.	**HE'LL HAVE TO STAY** (Central Songs)	15	6

MUSIC GROWTH MARKS AFN 17TH BIRTHDAY

• Continued from page 1

a hit tune while it is still only a gleam in the tunesmith's eye. And this zealousness on the part of AFN's 27 disk jockeys to make top tunes, as well as play them, points to an amazing oddity about the AFN operation: None of its disk jockeys have ever been involved in payola.

It just couldn't happen at AFN, insists Lieutenant Colonel Samuel S. Kale, who commands the military web. In fact, Colonel Kale says he finds it hard to understand how payola can happen where the station or network is determined to prevent it.

"It's really awfully simple to prevent payola," asserts the colonel with the 27 payolaless deejays. "You need do only two simple things: Require your disk jockeys to list all records they play—to keep a diary of their platter play—and centralize the control of records."

Thus, at all AFN stations every deejay is required to list in a "disk dairy" every platter he plays. And he may play only records furnished him thru the station's record library.

All AFN platters, in turn, are supplied the network thru the Armed Forces Radio Service (AFRS) in Los Angeles.

AFN station officials check each jockey's disk "diary," which enables them to tell at a glance if he is plugging any one record.

Colonel Kale denies that military supervision of the network plays any role in preventing payola. The deejay stable includes both GIs and civilians, who follow the same standardized procedure.

"Any private station anywhere can cope with payola by following our formula," contends the colonel. "It's simple and foolproof. Simply make the jockeys list their disks and put the disks played under centralized station control."

When AFN program supervisors feel a jockey is giving a certain side too much of a ride, they ask him for justification, which usually takes the form of mail requests.

Indie Mfr.-Distrib Outlook

• Continued from page 3

smaller distribs were the ones that were transhipped to the larger cities. Of course, most small distributors dispute this line of argument.

Changing Times

But since the end of payola, manufacturers can no longer go on the same basis with distributors as they used to, anyway. The vaunted promotion system claimed by many distributors has fallen apart with the signing of the FTC consent decrees and now it takes energy and legwork to put a record across. This has started some manufacturers to re-examine their entire distribution set-up. And it is one of the reasons for the branch distribution units being set up by many distributors. Distributors who have more than one outlet have been growing over the past year and the pace is increasing. Manufacturers who have a good, hard-working distributor in one town put pressure upon that distributor to open in another town where distribs are either weak or remiss or both.

Thus many distributors have branches in neighboring towns or towns far away, and some, like Jerry Blaine of Cosnat, even have a whole chain of distributorships in major Eastern cities. It is interesting to count how many successful labels use the same distributors in 5 or 10 major markets across the U. S.

Could Split Lines

Another idea that has been kicking around in the minds of a number of manufacturers has yet to be put into action but may be soon. This is due to the manner in which some distributors do well with albums and poorly with singles and vice versa. Manufacturers with both a good album line and a good single line have expressed in private the desire to split their lines so that the hot singles distrib can handle singles and the hot album distrib LP's. So far manufacturers have been loath to do this, fearing resentment on the part of the distrib who loses either the single or the album end of the line. Yet it could be done by bringing either the albums or the singles out on a different label.

As manufacturers have tightened up on freebies, by either charging for them or cutting them out entirely, indie distribs have lost important promotional loot. They are now forced to put over their records via the old time energetic promotion and romance tactics that they used to employ years ago. Those who can go back to this system will continue to hold their old lines and win new ones, those who can't will find the road tougher, according to many astute observers.

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Reviews of THIS WEEK'S SINGLES

★ ★ ★ ★
VERY STRONG SALES POTENTIAL

• *Continued from page 45*

ETTA AND HARVEY
★★★★ **If I Can't Have You** — CHESS 1760 — Solid duo warbling stint on a swinging rhythm item. Dual market side. Good spin action possible. (Arc, BMI) (2:35)

★★★★ **My Heart Cries** — Etta James and Harvey of Moonglow fame blend with strong emotional impact on a moving rocka-ballad. (Arc, BMI) (2:30)

LaVERN BAKER & BEN E. KING
★★★★ **A Help-Each-Other Romance** — ATLANTIC 2067 — Exuberant blending by the thrush and the ex-Drifters lead on solid rhythm item with catchy tempo. Spinnable. (Ludlow, BMI) (2:43)

★★★★ **How Often** — Attractive churchy theme is sung with feeling and sincerity by duo. Either side has a chance. (Vecnal-Progressive, BMI) (2:34)

JONI JAMES
★★★★ **We Know** — M-G-M 12895 — A fragile and pretty melody receives a sweet reading from the thrush over strong backing by the Aquaviva crew. Watch it. (Empress, ASCAP) (2:02)

★★★★ **They Really Don't Know You** — The winsome thrush comes thru with a pretty reading of a tune that has a lot of meaning. This could be a big one for the lass. (Budd-Jimmy McHugh, ASCAP) (2:38)

WEBB PIERCE
★★★★ **Drifting Texas Sand** — DECCA 31118 — Strong vocal stint by Pierce and chorus on an effective Western-oriented tune. (Shapiro-Bernstein, ASCAP) (2:04)

★★★★ **All I Need Is You** — Pierce sings with feeling and heart on a pop-styled ballad. (Cedarwood, BMI) (2:10)

THE FOUR LADS
★★★★ **Two Other People** — COLUMBIA 4733 — A very pretty ballad is sung in typical Four Lads harmony style by the boys over a smooth backing. The side has a chance. (Dufferin, ASCAP) (2:44)

★★★★ **The Shiek of Chicago (Mustapha)** —The European song is handed a strong reading by the Four Lads on the tune's first English language version. Lyric was penned by Bob Merrill. Watch this one, too. (Ivan Mogull, ASCAP) (2:20)

DON RONDO
★★★★ **A Hoot an' a Holler** — CARLTON 531 — The chanter bows on the label with a swinging reading of a folk-styled melody, sparked by unusual and listenable backing. Watch this one. (Leeds, ASCAP) (2:00)

★★★★ **Friends** — Familiar melody is sung with much feeling here by the chanter on his debut cutting for the label. Another strong side. (Pambill, ASCAP) (2:47)

TERESA BREWER
★★★★ **Anymore** — CORAL 62219 — Plaintive chirping by the gal on an appealing country-styled ballad. Could move in c.&w. as well as pop. (Moss Rose, BMI) (2:19)

★★★ **That Piano Man** — Bright bouncy nickelodian-styled piano backing with pert thrushing on the cute novelty. (Willow, ASCAP) (2:09)

THE BOBBETTES
★★★★ **I Shot Mr. Lee** — ATLANTIC 2069 — Here's a version of the breaking hit which Atlantic made several years ago, when the chicks were still on the label. They have a younger sound here. The other version has a strong head start but this can get action, despite obvious chances for a lot of confusion. (Progressive, BMI) (2:32)

★★★ **Untrue Love** — A slow and pulsing gospel styled rocker is sold effectively by the gals. Good arrangement. Side could also catch spins. (Progressive, BMI) (2:09)

RAY CHARLES & ORK
★★★★ **Sweet Sixteen Bars** — ATLANTIC 2068—Relaxed gospel-flavored piano solo work is spotlighted on moving instrumental blues material. Great listening. (Progressive, BMI) (2:05)

★★★ **Tell the Truth** — Pounding rhumba-blues is accorded a solid ork treatment and a fem chorus stint. (Progressive, BMI) (2:43)

BOBBY FREEMAN
★★★★ **(I Do the) Shimmy Shimmy** — KING 5373 — A snappy, upbeat blues which starts with a good sound by the fem vocal chorus. Freeman sounds good here and the side figures as one to watch. (Thin Man, BMI) (2:55)

★★★ **You Don't Understand Me** — Freeman hands this a wavering and soulful reading. A flowing fem chorus line weaves thru the backing. Side is worth a whirl. (Thin Man, BMI) (2:30)

MARINO MARINI
★★★★ **Oh Oh Rosie** — TOP RANK 2056 — Italian warbler interprets the melodic European hit with showmanly presense in Italian. Interesting jockey wax, that can create a noise. (Mogull, ASCAP) (2:47)

★★★ **Quando Vien La Sera** — Verveful chanting in Italian on a buoyant Neapolitan-styled tune. (Leeds, ASCAP) (2:21)

WARNER MACK
★★★★ **I'll Run Back to You** — TOP RANK 2053 — Interesting backing on this attractive theme, with sincere vocalizing by Mack and group. The artist sounds good on his debut with the label. (Copar, BMI) (2:54)

★★★ **Prison of Love** — Plaintive rendition by Mack on a haunting country-flavored blues. (Copar, BMI) (2:11)

JACK JONES
★★★★ **A Lot of Lovin' to Do** — KAPP 341 — Song from the musical, "Bye Bye Birdie," gets a bright reading. Vocal is showcased by a clever arangement. Watch this. (E. H. Morris, ASCAP) (2:31)

★★★ **It's a Lonesome Old Town** — Jones sings with style and feeling; and he's showcased by a very smart arrangement on this oldie. (Bourne, ASCAP) (3:01)

VINNEY LEE
★★★★ **Whipper Snapper** — OLD TOWN 1083 — Here's a strong instrumental side with an exciting "Mule Train" flavor. Merits exposure. (Maureen, BMI)

★★★ **Rhumbarino** — Verveful fender guitar solo work highlights this listenable instrumental side. Good jockey wax. (Maureen, BMI)

KELLY TROY
★★★★ **Hairlooms** — CORVETTE 100 — Warbler and chorus wail effectively on off-beat ditty about a gal who wears "Hairlooms" on her arms, etc. Amusing wax. Worth a whirl. (Lotta, ASCAP) (2:30)

★★★ **Remember When** — Troy sings with fervid emotion on a tender rockaballad. Teen-appeal wax. (Lotta, ASCAP) (2:35)

PEREZ PRADO
★★★★ **Rockambo Baby** — RCA VICTOR 7768 — Catchy instrumental side with an exciting Latin tempo. Sock terp wax. (Peer Int'l, BMI) (1:30)

★★ **Oh Oh Rosie** — Bouncy European hit theme is chanted briskly by chorus with jaunty Latin ork backing. Merits spins. Other versions are also available. (Mogull, ASCAP) (2:17)

★ ★ ★
GOOD SALES POTENTIAL

THE TEEN-AGERS
★★★ **Can You Tell Me**—END 1076—Frankie Lymon's former pals have a good bright side here with a wild high-voiced lead. Good, happy arrangement. Listenable. (Realgone, BMI)

★★★ **A Little Wiser Now**—Here's a slow-paced ballad job, introed by a deep, Jimmy Ricks type voice as a build-up for the impassioned, high-voiced lead. He really cries thru this one, in a virtuoso vocal effort. (Realgone, BMI)

ROY ESTRADA & THE ROCKETEERS
★★★ **Jungle Dreams (Parts I & II)**—KING 5368—In medium rhythm, a pair of low-down horns playing unison and harmony alternately feature this side. Has the jungle rhythm feeling. Side 1 develops a good bit of wild steam with bird sounds of the swamps. Side 2 is much the same. An orgiastic sound here and the rhythm is danceable. (Lois Helsom, BMI) (2:30)

WILL GLAHE & HIS ORK
★★★ **In Pfaffenhoffen**—LONDON 1915—A rollicking, medium rhythm effort. This features the Smeed Trio in the vocal. Bright wax for the tavern trade. Vocal is in German (Felsted, BMI) (2:25)

★★★ **Ei, Ei Wat Hat Du Da?**—Here's a slow, oom-pah-pah rhythm number, offered by the Glahe band which includes the vocal efforts of the Dietmar Kivel and the Rhineland Singers. Side has the Bavarian touch. (BIEM, ASCAP) (2:40)

RAY SMITH
★★★ **Makes Me Feel Good**—JUDD 1019—A good ballad rhythm side by Smith. He has a flair just the same. Side features chorus and a good guitar rhythm backing. (Cedarwood, BMI) (2:20)

★★★ **One Wonderful Love**—Smith handles this ballad with a good touch. Nice arrange features chorus and fiddle backing. A spinnable effort. (Tunesville, BMI) (2:08)

SHIRLEY COLLIE
★★★ **My Charlie** — LIBERTY 55268—Wistful reading by canary on gentle folk flavored theme. Nice jockey side. (Central Songs, BMI) (2:15)

★★★ **Didn't Work Out, Did It?**—Pert piping by thrush on bouncy country ditty with fem chorus on backing. Spinnable. Dual market item. (Tree, BMI) (2:22)

ERSEL HICKEY
★★★ **Stardust Brought Me You**—EPIC 9395 — Pleasant chanting by Hickey on melodic theme with country flavor.

★★★ **Another Wasted Day**—Hickey warbles in effective rockabilly style on plaintive lament.

EDDIE WOOD
★★★ **I Need Love** — EMBER 1064 — A bouncy rhythm number chanted by Wood in a style similar to that of Sam Cooke. Fem chorus assists well and there's a catchy rhythm backing. Spins possible here. (Angel, BMI) (2:04)

★★★ **Girl of My Best Friend**—A rockaballad. Wood has a nice, delicate-voiced style. Gal group supports with "yeh yeh" phrases. (Elvis Presley, BMI) (2:20)

FRANKIE & JOHNNY
★★★ **My First Love**—LIBERTY 55271—Feelingful warbling duo on okay rockaballad. Dual market side. (Robin Hood, BMI) (2:22)

★★★ **Do You Love Me?**—Pleasant chanting by boys on catchy r.&r. item, with a Latin flavor. (Robin Hood, BMI) (2:15)

JEB STEWART
★★★ **Take a Chance**—PHILLIPS 380—Feelingful rendition by Stewart on emotion-packed bluesy item with dual market appeal. (Up, BMI) (2:53)

★★★ **Sunny Side of the Street**—Lively reading by Stewart and chorus on gospel-flavored version of the swinging standard. (Shapiro-Bernstein, ASCAP) (1:53)

ROGER KING MOZIAN AND ORK
★★★ **Oriental Cha Cha**—NINA 1603—From the LP, "Musical Odyssey," this is an Oriental-flavored instrumental item with typical snake charmer figures. Full of color and mood (Arkayem, ASCAP)

★★★ **Flamenkiki**—A cha cha with flamenco orientation. Like the flip, it captures an authentic mood. (Arkayem, ASCAP)

LUCKY CARMICHAEL
★★★ **"1109" The Eleven O'Nine**—DILLIE 7750 — Personable reading by Carmichael on catchy rhythm ditty with bouncy tempo. (Kram, BMI) (2:18)

★★★ **Better Be With Me** — Showmanly chanting on infectious blues. Spinnable wax for two markets. (Kram, BMI) (2:15)

SAMMY MASTERS
★★★ **Golden Slippers** — LODE 109 — An adaptation of the spiritual. Side is in march tempo, completely secular in meaning. (American, BMI) (2:05)

★★★ **Charolette** — A rocker. Masters belts out a good lyric. Arrangement is staccato-like, showcasing the lyric, which has a novelty slant. (American, BMI) (2:07)

THE LIONS
★★★ **The Yokel (He Went to Town)** — IMPERIAL 5678 — A novelty with a world of beat in an uptempo arrangement. Tenor horn punctuates the novelty lryic. (Travis, BMI) (2:20)

★★★ **Hickory Dickory** — Another novelty, with gimmicked vocal and bright instrumentation. (Travis, BMI) (2:15)

FRANKIE SARDO
★★★ **When the Bells Stop Ringing** — 20TH FOX 208 — Fervid vocalizing by Sardo on an effective rhythm item with choral backing. Merits spins. (Hill & Range, BMI) (2:02)

★★ **I know Why and So Do You**—The pretty oldie is sung with heart by Sardo and fem chorus. (Leo Feist, ASCAP) (2:25)

RON MURPHY
★★★ **Forever Young** — M-G-M 12898 — Expressive chanting by Murphy on a romantic ballad, with melody based on familiar classical theme. Merits spins. (BLH, ASCAP) (2:26)

★★ **A Boy Became a Man** — Wistful reading by Murphy on an attractive ballad. (Kahl, BMI) (2:45)

RICHARD HIMBER
★★★ **Everybody Has a Story** — M-G-M 12925—A ballad, with slow tempo. Vocal is by Bernie Nee, who has made countless demos and does a great job here, giving a big-voiced reading. (Cromwell, ASCAP) (3:09)

★★ **Circle Cha-Cha** — Instrumental with vocal chorus making with the cha-chas. (Cromwell, ASCAP) (2:30)

JOE BOYER & HIS ORK
★★★ **Milord** — LONDON 1906 — Delightful instrumental treatment of the catchy Continental theme. Edith Piaf's LP version has been catching deejay spins, and this should grab off additional play. (Alamo, ASCAP) (2:30)

★★ **Non Partir** — Pleasant instrumental theme is wrapped up in sweet-stringed ork arrangement. (Biem, ASCAP) (2:25)

EDMUNDO ROS AND HIS ORK
★★★ **Edelweiss** — LONDON 1910 — The Latin styled side. It has a bright, snappy tempo with a touch of the musette accordion sound in spots. Listenable effort, also from a recent album. (Williamson, ASCAP) (2:30)

★★ **Maria**—This is not the "Maria" from "West Side Story," but rather it's from the pen of Rodgers and Hammerstein. It's played with appeal by the Ros crew, this time in a surprising, non-Latinized treatment. Spinnable instrumental wax from an album "Ros Sound of Music." (Williamson, ASCAP) (1:55)

THE DEL ROYALS
★★★ **She's Gone**—MINIT 610—A high voiced lead handles this rhythm rocker with a certain amount of style. Interesting backing by the group features a repeating figure by the bass voice Lead has a sound. (Minit, BMI) (2:04)

★★ **Who Will be the One?**—The lead essays a Sam Cooke styling on this slow, rockaballad Fair wax (Minit, BMI) (2:30)

JOYCE HEATH
★★★ **Rain on the River**—LAURIE 3062—A pretty, folkish air is thrushed expressively by the new artist It's in minor key and features a harmonica behind the vocal. (Surrey, ASCAP) (2:14)

★★ **Johnny Fair** — Another folkish-styled effort. Flip is better. (Nationwide, ASCAP) (2:30)

AL HART
★★★ **Tears Are Only Rain**—MERCURY 71650—Pleasant vocal stint by Hart on appealing ballad with nice lyrics. Spinnable. (Brazos, BMI) (2:27)

★★ **Too Much to Lose**—Same comment. (Moss-Ross, BMI) (2:54)

★ ★
MODERATE SALES POTENTIAL

TONY WILDE
★★ **There's a Star-Spangled Banner Waving Somewhere**—GARDENA 107—Wilde wrapes up the Francis Powers tribute nicely, but earlier versions have probably coralled most of the sales and spins on tune. (Bob Miller, ASCAP) (2:20)

★★ **John Henry**—Hard driving version of the folk tune with exuberant vocal stint by Wilde. (Leeds, ASCAP) (2:55)

GLORIA WOOD
★★ **Doo Dee Doo Doop**—VISTA 361—Miss Wood, with the help of the Afterbeats vocal group spins out some advice on what to do when love goes out the window. Limited appeal. (January, BMI) (2:25)

★★ **Ching Ching**—A rocker. Miss Wood spins out the tale of her cute fella. She's backed by the Afterbeats femme group. Fair wax (Music World-Aneete, BMI) (2:20)

THE RAINDROPS
★★ **Love Is Like a Mountain**—CORSAIR 104—A rockaballad is given a fervent reading by the lead over okay support by the group (Cannon-Carabedian, BMI) (2:12)

★★ **Maybe**—A medium paced rocker is given a passable reading by the group. There's a good bit of annoying flatness here on the part of the vocalists. (Futura, ASCAP) (2:04)

WADE COOPER
★★ **I'll Never Let You Go**—HERALD 551—He met a pretty girl walkin' down the street. Material is an old story but the reading by Cooper and the femme vocal group is fair. (Angel, BMI) (2:25)

★★ **Look Around**—A slow rockaballad. Cooper offers an okay reading. (Ark-La-Tex, BMI) (2:04)

KAY LANDE
★★ **All the Days of My Life**—CAPRICE 0063—Pretty multi-track piping by canary on folksy theme. (Buckinghame, ASCAP) (2:30)

★★ **My Love Will Be the Same**—Sweet-voiced thrushing stint on okay ballad. (Favorite, ASCAP) (2:30)

HONG KONG WHITE SOX
★★ **Cholley-Oop** — TRANS-WORLD 6906—This is a Chinese-styled take-off on the current hit, "Alley-Oop." May get plays. (Kavelin-Maverick, BMI) (2:55)

BRUMLEY PRUNK
★★ **He'd Better Go** — Another take-off here, this one on the current hit "He'll Have to Go." (Central, BMI) (3:25)

THE FOUR BUDDIES
★★ **Moonglow and Theme From "Picnic"**—CORAL 62217—The group sings the familiar coupling nicely here. (Mills-Shapiro-Bernstein, ASCAP) (2:34)

★★ **Hurt** — Old-time type of big ballad is sung with enthusiasm by the boys. (Miller, ASCAP) (2:35)

RED WEST
★★ **F.B.I. Story** — JARO 7031 — Listenable novelty about J. Edgar Hoover is sung in "Alley-Oop" style here. (Saralee-Maverick-Bayside, BMI) (2:48)

★ **What Must I Do** — Slow ballad is read without much enthusiasm here. (Mayerick, BMI) (2:45)

BOBBY & THE BENGALS
★★ **No Parking**—B-W 601—Old style rock and roll, with a Frankie Lymon styled lead. A good idea is more or less frittered away here. (B-W, BMI) (2:20)

★ **Double Rock**—Rhythm rocker side is also given a dated reading and an inferior recording job as well. (B-W, BMI) (2:17)

Country & Western
★ ★ ★

GRANDPA JONES AND HIS GRANDCHILDREN
★★★ **The Thing** — MONUMENT 422 — The hit of the late '40's receives a strong vocal from Grandpa Jones and his Children. Cute wax. (Hollis, BMI) (2:18)

★★ **The Ladies' Man** — Spritely novelty is handed a good go by the singer on this new waxing. (G-J, BMI) (2:12)

GEORGE KENT
★★★ **Hall of Shame** — MAVERICK 1004—A weeper and it's a tale full of tragedy. Her pic hangs in the hall of shame and that's the curse of the story. Kent does a good job with the traditional material. (Stoddard, BMI) (2:25)

★★ **Gold Rush** — Here's a tune with a historical base It's done in the patriotic, martial tempo of "Battle of New Orleans." Kent contributes fitting saga type interest to the side. (Stoddard, BMI) (2:12)

(Continued on page 50)

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The pick of the new releases:

SPOTLIGHT WINNERS OF THE WEEK

Strongest sales potential of all albums reviewed this week.

• *Continued from page 39*

Classical

RACHMANINOFF: CONCERTO NO. 2 IN C MINOR; PRELUDE IN C SHARP MINOR; PRELUDE IN E FLAT MAJOR

Byron Janis. Mercury SR 90260. (Stereo & Monaural) — A superb recording of three popular works. The Minneapolis Symphony, as in most of its recordings, is captured with a brilliant clarity. Add to this the colorful and deeply lyrical touch of Janis' performance, and the result is a package that can become standard classical repertoire for stores. Much counter activity can be expected here.

SOUND

FLUTES AND PERCUSSION

Hal Mooney. Time S 2001. (Stereo & Monaural) — A handsome exhibit of top-notch recording techniques. The instrumentation consists of woodwinds, mainly flutes, with chimes, bongos, drums, and numerous other percussion cleverly scored for maximum stereo effects. Tunes are familiar for the most part — "Maria,' "Little Girl Blue," "Moonlight Becomes You," etc. — but they are certainly given new and unique voicings. A quality package of sound that can find a healthy market.

OPERA

SMETANA: THE BARTERED BRIDE (3-12")

Soloists, Prague National Theatre Orchestra (Chalabala). Artia ALPOS 82 C-1 (Stereo & Monaural)—A joyful performance of one of the happiest of operas, filled with good humor and lovely Bohemian melodies. The familiar overture and dances are Smetana's folk-oriented music at its most colorful. The vocal music is replete with choice arias sung gaily and with spirit by generally splendid soloists. Many prospective buyers will recall the English-language production at the Met some years back. This fine stereo version has three mono competitors, all also in Czech. Full English translation is included.

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.

International

THE STREETS OF TOKYO

Various Artists. Capitol T 10250—The exotic flavor of the Orient pervades most of the tunes on this disk, which was recorded in Japan. Several well-known European and Latin hits are performed with a Far Eastern flavor, including "Petite Fleur," "Bambino" and "Passion Flower." The local music is of great interest, however. Two tunes are straight rockers, two others represent the new Japanese minor-key ballad school, and two others are a fascinating blend of the traditional Japanese and current popular music. All these features give this LP more than the usual interest.

★ ★ ★ ★

VERY STRONG SALES POTENTIAL

POPULAR ★★★★

★★★★ SWINGIN' SOUTHERN STYLE

Glen Gray. Capitol ST 1400 (Stereo & Monaural)—Here's a group of robust, big-band stylings, based along classic Dixie patterns, except it's nicely modernized with a swinging beat, and a solid ensemble sound. The Glenn Gray studio compliment includes "Milenberg Joys," "Panama" and "That's A Plenty," in the entertaining program. It all has a fresh sound and the recording job is tops. A lot of good listening here.

★★★★ PARADE OF THE PENNIES

Red Nichols and His Pennies. RCA Victor LPM 1455—Red Nichols and his Five Pennies turn in some mighty listenable Dixieland-type jazz here. Tunes include Nichols' theme song, "Wail of the Wind," plus "My Melancholy Baby," "She Shall Have Music," "Hot Lips" and "Davenport Blues." A strong set for Nichols' old and new fans.

★★★★ DANCE ANYONE?

The Glenn Miller Ork Under Ray McKinley. RCA Victor LPM 2193—Attractive danceable music by the Glenn Miller crew under the direction of Ray McKinley. The songs include such fine favorites as "The Sweetheart of Sigma Chi," "Along the Santa Fe Trail," "Sunrise Serenade," "Scarlet Ribbons," and many more. The recording is excellent, too, and the cover is eye-catching.

★★★★ THE LENNON SISTERS SING TWELVE GREAT HITS

Dot DLP 25292 (Stereo & Monaural)—The Lennon Sisters sell a group of familiar tunes with verve and sparkle on this bright new waxing. Hits range from "Among My Souvenirs," "Melody of Love" and "Now Is the Hour," to "You Are My Sunshine" and "Harbor Lights." The gals sound very good on this waxing and the album could be a strong seller.

★★★★ ON THE ROCKS

Bob Thompson Ork. RCA Victor LSP 2145 (Stereo & Monaural)—A bright swinging album that is hip and easy to listen to, would be an apt description of this new set by the group with chorus. Thompson, one of the new arranging lights on the West Coast, arranged all of the tunes and he conducts them with style. Selections range from "There's a Small Hotel," to "Jersey Bounce." All of the songs have that light-hearted, infectious flavor. Strong wax here for deejay programming.

(Continued on page 49)

The Billboard HOT C&W SIDES

THIS WEEK	ONE WEEK AGO	TWO WEEKS AGO	THREE WEEKS AGO	FOR WEEK ENDING JULY 17 — TITLE, Artist, Company, Record No.	WEEKS ON CHART
1	1	1	1	PLEASE HELP ME, I'M FALLING, Hank Locklin, RCA Victor 7692	19
2	2	2	2	ONE MORE TIME, Ray Price, Columbia 41590	15
3	3	3	4	ABOVE AND BEYOND, Buck Owens, Capitol 4337	19
4	7	11	14	EACH MOMENT (SPENT WITH YOU), Ernest Ashworth, Decca 31085	6
5	12	16	—	SOFTLY AND TENDERLY (I'LL HOLD YOU IN MY ARMS), Lewis Pruitt, Decca 31095	2
6	11	12	26	THAT'S MY KIND OF LOVE, Marion Worth, Guyden 2033	8
7	10	5	9	YOUR OLD USED TO BE, Faron Young, Capitol 4351	14
8	14	14	23	A LOVELY WORK OF ART, Jimmy Newman, M-G-M 12894	4
9	5	8	8	LEFT TO RIGHT, Kitty Wells, Decca 31065	13
10	4	6	5	JUST ONE TIME, Don Gibson, RCA Victor 7690	19
11	8	4	3	HE'LL HAVE TO GO, Jim Reeves, RCA Victor 7643	32
12	6	7	7	HE'LL HAVE TO STAY, Jeanne Black, Capitol 4368	11
13	9	9	6	WHY I'M WALKIN', Stonewall Jackson, Columbia 41591	15
14	13	10	10	SEASONS OF MY HEART, Johnny Cash, Columbia 41518	14
15	20	—	—	ALABAM, Cowboy Copas, Starday 501	2
16	15	19	—	THE PICTURE, Bob Godfrey, J & J 001	3
17	17	13	11	WHO'LL BUY THE WINE, Charlie Walker, Columbia 41633	9
18	16	15	17	TIP OF MY FINGERS, Bill Anderson, Decca 31092	4
19	—	—	—	ANYMORE, Roy Drusky, Decca 31109	1
20	24	—	—	LITTLE ANGEL (COME ROCK ME TO SLEEP), Ted Self, Plaid 115	8
21	18	29	19	KEY'S IN THE MAILBOX, Freddie Hart, Columbia 41597	10
22	25	18	16	BABY ROCKED HER DOLLY, Frankie Miller, Starday 496	8
23	21	21	—	HONKY TONK GIRL, Loretta Lynn, Zero 1011	4
24	19	20	25	TOO MUCH TO LOSE, Carl Belew, Decca 31086	5
25	23	24	12	IS IT WRONG (FOR LOVING YOU), Webb Pierce, Decca 31058	8
26	—	—	—	LONG WALK, Bill Leatherwood, Country Jubilee	1
27	—	23	13	A SIX PACK TO GO, Hank Thompson, Capitol 4334	16
28	28	—	—	LOVE HAS MADE YOU BEAUTIFUL, Merle Kilgore, Starday 497	2
29	—	25	18	SINK THE BISMARCK, Johnny Horton, Columbia 41568	15
30	—	—	—	MULE SKINNER BLUES, Fendermen, Soma 1137	1

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• Reviews and Ratings of New Albums

• Continued from page 48

★★★★ **I LOVE YOU SO**

Ron Holden. DONNA DLP 2111—The 20-year-old warbler chants with feeling and rich sincerity on a group of bluesy originals, most of them penned by the artist himself. Backing by fem chorus on some sides is bouncy and cute. Tune line-up includes his big single hit, "I Love You So." Dual market wax with strong teen appeal.

★★★★ **JASMINE AND JADE**

Alex Stordahl and his Ork. Dot DLP 25282 (Stereo & Monaural)—A striking color photo of a colorful bird gives this package solid display value. Contents spotlight lushly exotic instrumental treatments of romantic oldies and a few originals. Utilizing such off-beat instruments as Chinese bells and the boo-bams with regular sections—strings, reeds, brass, percussion—Stordahl interprets "Moonlight on the Ganges," "Baubles, Bangles and Beads," etc. Sock jockey wax for mood segs.

CLASSICAL ★★★★

★★★★ **BUSONI: TOCCATA, SONATINAS NOS. 1 & 6, SIX ELEGIES**

Steuermann, piano. Contemporary M 6501—Discerning buyers of piano music will find this disk full of class. Busoni, whose importance in contemporary music, particularly of the 1920's and 1930's, is known to scholars, receives a wonderful interpretation here. Steuermann, who studied with Busoni, plays the pieces masterfully. The clean, limpid technique is recorded on flawless surfaces.

★★★★ **BEETHOVEN: PIANO CONCERTO NO. 1 IN C MAJOR**

Claudio Arrau. Angel S 35723. (Stereo & Monaural) — As one of the most perceptive of Beethoven's keyboard interpreters, Arrau does not fail here. He seems to find, by probing this light work, more than most pianists in the way of significant content. His performance certainly ranks among the best of the concerto, if not among the most economical, for there is no room for any additional work besides this relatively short concerto on the disk. However, for many, this will be sufficient.

LOW-PRICED CLASSICAL ★★★★

★★★★ **SCHUBERT: PIANO SONATAS (COMPLETE) VOLUME II**

Wuehrer, piano. (3-12"). Vox VBX 10 — Friedrich Wuehrer is justly regarded as one of the finest interpreters of Schubert keyboard works, outstanding in his strength and ability to tie together some of the composer's less cohesive moments. The three disk reissued as a $6.95 package thus provide piano fanciers with a real bargain. They feature three of Schubert's finest efforts, the Sonatas in A (Op. Posth.), in G ("Fantasy," Op. 78), and in A (Op. 120), plus three other major Sonatas. Somewhat restricted sound, but excellent pianism. Limited competition.

JAZZ ★★★★

★★★★ **WESTERN SUITE**

Jimmy Giuffre. Atlantic 1330—An interesting example of a style of jazz chamber music, which finds Giuffre playing his assortment of clarinet, tenor and baritone against Bobby Brookmeyer's trombone and Jim Hall's guitar. The guitar is the only basically rhythm instrument on the date and the result is offbeat but decidedly good. The tonal and harmonic variations achieved by the unusual line-up are fascinating and in many cases achieve the mood and flavor of the West. There is a great rapport between the artists and it all makes for some fine listening.

★★★★ **ONE FOR FUN**

Billy Taylor. Atlantic 1329—Taylor's tasteful, smart piano solo work is nicely showcased in this package of nostalgic oldies and originals. Excellent backing is provided by Earl May on bass and Kenny Dennis on drums. A strong programming source for jazz jocks. Tunes include "Whoopee," "Poinciana," and a 25-year-old Benny Carter item, "When Lights Are Low."

★★★★ **QUIET AS IT'S KEPT**

Max Roach Plus Four. Mercury SR 60170. (Stereo & Monaural) — Max Roach and the Turrentine Brothers, Tommy and Stanley, plus Julian Priester, make this a very attractive new item for jazz fans. Roach's drum work is superb and the two Turrentine freres help a lot. Strongest side features Roach on some swinging inprovisation on "Lotus Blossom." Other good sides are the title tune, "The More I See You," and "To Lady."

★★★★ **STILL MORE OF THE GREATEST PIANO OF THEM ALL**

Art Tatum. Verve MGV 8360 — The word "great" is vastly overused in the disk business, but Art Tatum was a pianist justly entitled to that label. The latest collection of his solo work shows this genius. His kaleidoscope changes in key, mood, harmonic progressions and, thus, effect, in the course of each improvisation, still are hair-raising. The disk includes Tatumesque handling of such standards as "Moonglow," "Do Nothing Till You Hear From Me," "I Got a Right to Sing the Blues," "Out of Nowhere" and "I Won't Dance." Quality jazz piano.

★★★★ **BEN WEBSTER MEETS OSCAR PETERSON**

Verve MGVS 6114. (Stereo & Monaural)—The tenor sax virtuosity of Ben Webster is given a chance to shine by the modest backing of a trio which includes Oscar Peterson on piano, Ray Brown on bass and Ed Thigpen on drums. Webster's work here ranks among his best, which puts it on a very high level, intimate and sensitive, and most effective on such tunes as "When Your Lover Has Gone" and "In the Wee Small Hours of Morning." Other moods are also ably reflected in Webster's handling of "The Touch of Your Lips," "Bye Bye Blackbird," "How Deep Is the Ocean," "Sunday" and "This Can't Be Love."

SOUND ★★★★

★★★★ **MURDER, INC.**

Irving Joseph. Time S 2002. (Stereo & Monaural) — A series of hard-driving, incisive and relentless orchestral themes here are designed to represent the hard core basics of TV private eye jazz-styled material. The set is broken down into different crime concepts — "Stool Pigeon," "Prison Break," "State's Evidence," "Third Degree," etc., and the listening is not calculated to put anyone to sleep. It's unusually well etched for stereo and the effect is on the hair-raising side. Excellent stereo demo bands here.

FOLK ★★★★

★★★★ **BOATING SONGS AND ALL THAT BILGE**

Oscar Brand. Elektra EKL 183 — These original tunes by Oscar Brand are designed to appeal to the boating set, which is constantly growing in numbers. Titles include such as "Head on the Yacht Club Bar," "Talking Houseboat," and several bawdy items, like "The Captain's Daughter," and "The Sea Wolf." Some of this is on the raw side but it's smartly packaged and can continue the earlier success of such Brand sets as those which presented songs of the Air Force and Marines, all of which were arranged and adapted by Brand. Good cover here, too.

SPIRITUAL ★★★★

★★★★ **PRECIOUS MEMORIES**

The Original Five Blind Boys. Peacock PLP 102—Package contains many of the hits of this noted group arranged by the late Archie Brownlee, to whom the album is dedicated. "Don't Give Up," "Certainly Lord," "Someone Watches," are typical. Great fervor and spirituality.

BAND ★★★★

★★★★ **DEUTSCHMEISTER BAND IN STEREO**

Captain Julius Herrmann. Stereo STVX 425 610 (Stereo & Monaural)—This is band music with a difference. There's plenty of old world "oom-pah" but there's also a charm and flair that are strictly Viennese. The famed Deutschmeister Band of that city plays the old and new selections with a lilt and an occasional rubato that our domestic bands seldom seem to employ. For fans of band music, this disk will rank very high and could secure some general appeal.

★★★ GOOD SALES POTENTIAL

POPULAR ★★★

★★★ **PING PONG PONG THE SWINGING BALL**

The Creed Taylor Ork. ABC-Paramount ABCS 325. (Stereo & Monaural) — Creed Taylor and his orchestra have a lot of fun here with stereophonic sound, and a lot of stereo bugs will enjoy it, too. Set is the latest in the series of "sound" records that have been released since the success of the various percussion albums, and this is a good one in that genre. Most of the songs in the set are standards, including "Cheek to Cheek" and "Daddy." The instrumentation includes a score of percussion instruments.

★★★ **EASY BEAT**

The Bobby Hackett Quartet. Capitol ST 1413 (Stereo & Monaural) — Backed by piano, drums and bass. Hackett's trumpet comes thru prettily indeed. Beautiful sound, in a set of danceable arrangements of "Embraceable You," "Take the 'A' Train," "Sleepy Lagoon," etc.

★★★ **BERMUDA HOLIDAY**

The Talbot Brothers. Polyphonic FLP 2001—Another new package for the Talbots on another new label. This set qualifies for the de luxe tag, what with its double fold cover and in general, slick packaging. Tunes here are mostly new originals by a couple of cleffers in this field known as Captain Percussion and Lord Transport. Talbot fans will undoubtedly queue up for this one.

★★★ **HERE COMES THE BRIDE**

Dr. Norman S. Wright and Dr. Charles S. Kendall. Dot DLP 25299 (Stereo & Monaural)—Here's a program neatly tailored to the wedding scene. In fact, the set could be used for wedding backgrounds and according to the liner, is designed as a wedding gift to provide happy memories of the ceremony. The two artists provide cleanly etched recordings of the "Lohengrin" wedding march ("The Bridal Chorus"); Mendelssohn's "Wedding March," "Oh Promise Me," "I Love You Truly," etc. Effective wax for a limited market.

★★★ **TEN HIT BROADWAY SHOWS**

Paul Taubman at the Penthouse Organ. Columbia CL 1468 (Stereo & Monaural)—Maestro-organist Taubman, familiar to New York smart-set nightowls as the man at the keyboard in the Penthouse Club, turns in another pleasant brand of easy-listening material, this time in the vein of well-known show tunes. Songs come in the form of medleys and are from such legit hits as "Gypsy," "My Fair Lady," "South Pacific," etc. Nice for background purposes.

★★★ **THE MANY MOODS OF ANN RICHARDS**

Capitol ST 1406 (Stereo & Monaural)—Thrush Ann Richards is strongly jazz-oriented. She seems to sense the mood of a song well and she makes good use of an improvisational technique in her phrases. Here, her moods range widely from the happy side ("I'm Gonna Laugh") to a soft offbeat mood ("Lazy Afternoon"). The backings range from Bill Holman's big band group to Tak Shindo's Oriental flavored combo to Ralph Carmichael's strings. Interesting listening.

★★★ **LOVE IS A GAMBLE**

The Eligibles. Capitol ST 1411 (Stereo & Monaural)—A pleasing vocal group are the Eligibles. They're in the modern vein with a sound not unlike that of the Freshmen. The arrangements of the background band, too, are similar to those modern stylings associated with the Four Frosh. The tunes selected have to do with the varying moods of love. Sound has a tendency to be anchored in the lower register rather than employing the wide open chordal quality of such a group as the Hi-Lo's. Pleasing sound if over-arranged at times.

(Continued on page 51)

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the SPANIELS — VEE JAY 350

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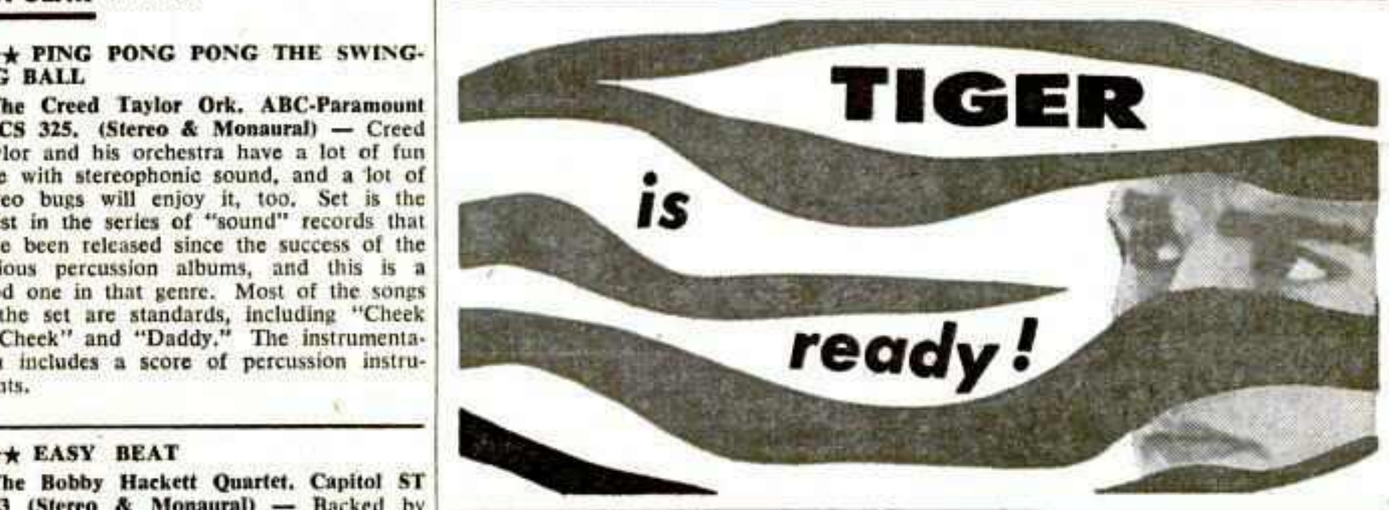

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• Reviews of New Pop Records

• Continued from page 47

DON RENO & RED SMILEY
★★★ **East Bound Freight Train**—KING 5369—Traditional country in performance, this side also has a song reflecting the train tradition. Chanting has the hill sound. (Lois, BMI) (2:36)

★★★ **Dark As a Dungeon**—Song details the perils of the miner's way of life. A very strong side of its kind. Deejays looking for folk-oriented material have a good one here. (Lois, BMI) (3:03)

DANNY BURKE
★★★ **Wasting My Time**—TOPPA 1017—A weeper of the tranditional type, both in song and performance. A good one for c.&w. deejays and buyers. (Mixer, BMI) (2:27)

★★ **Walking in My Sleep** — Traditional country item, with typical string accompaniment (Mixer, BMI) (2:33)

LATTIE MOORE
★★★ **Cajun Doll**—KING 5370—Essentially traditionally country, with typical strings and piano. Song has an interesting lyric, full of color and imaginery. (Lois, BMI) (2:20)

★★ **Mine Again** — Country-flavored ballad, with a triplet figure in the arrangement. (Lois, BMI) (2:30)

★ ★

WICK CRAIG
★★ **Auto Hop** — COOL 154 — An okay country-based, rockin' instrumental. Combo features guitars. (Queen, BMI) (2:19)

★★ **Because You're Mine** — Slower paced on this side, the tune is fair enough and the boys hand it a nice instrumental effort. Guitars again featured. (Queen, BMI) (1:50)

JIM HILL AND TERRY MILLER
★★ **Blues at Midnight** — RAZORBACK 110 — Wistful chanting on an okay country weeper. Merits spins. (Razorback, BMI) (2:31)

★★ **Living for Tomorow** — Same comment. (Razorback, BMI) (2:20)

Rhythm & Blues

★ ★ ★ ★

MUDDY WATERS
★★★★ **Look What You've Done** — CHESS 1758 — Waters sells this uptempo blues with his usual heart on this driving side. For the blues areas in the South. (Arc, BMI) (2:12)

★★★ **Love Affair** — On this side the chanter gives out with some of his philosophy on women as he shouts out his message. Two strong sides. (Arc, BMI) (2:35)

NAPPY BROWN
★★★★ **Baby, I Got News for You** — SAVOY 1588 — Nappy Brown comes thru with a straightforward reading of a meaningful blues effort here. He sells it in solid style and it could get action. (Savoy, BMI)

★★★ **Apple of My Eye** — The chanter uses his old-time vocal gimmick on this swinging pop effort. It has a real Nappy Brown sound. (Savoy, BMI)

BUSTER BROWN
★★★★ **Don't Dog Your Woman** — FIRE 1023 — Buster Brown comes thru with a sock reading of a wild blues effort, aided by a spirited backing. Disk has a beat and a sound and could pull loot. (Fast, BMI) (2:49)

★★ **Is You Is or Is You Ain't My Baby** — The great old tune is sung smartly here by Brown helped by some mighty fine backing. Strong wax. (Leeds, ASCAP) (2:28)

★ ★ ★

B. B. KING
★★★ **Good Man Gone Bad** — KENT 346 —The "Blues Boy" has his first release in a spell. It's a blues of course, and it features some interesting shouting passages. Can get action from the faithful. (Mod, BMI)

★★★ **Partin' Time** — A slow, down-to-earth blues, with more good shouting in evidence. The cat sounds in good form. (Mod, BMI)

SUGARPIE DESANTO
★★★ **I Want to Know** — CHECK 103 — Sugarpie Desanto comes thru with a strong vocal here altho the material is weak. Lass can sell a tune. (B-Flat, BMI)

★★ **Baby, It Ain't Right** — The thrush sells this gospelish effort in wild fashion over skimpy support. She shouts it with ferver. (B-Flat, BMI)

JOHNNY EARL
★★★ **Pull It, Man** — GYRO 102 — A blues, and a driving side, with a chick chorus shouting in chant and response fashion. Lyric is a novelty, re dental work. (Whippoorwill, BMI) (2:12)

★★ **Love Me — Please** — Smooth ballad chanting, with a chorus showcasing the singer. Instrumental arrangement is restrained, featuring piano. (Whippoorwill, BMI) (2:00)

WILLIE WRIGHT
★★★ **Your Letter**—FEDERAL 12372—A blues with interesting rhythm patterns. A lot is going on with the instruments behind Willie's chanting: unexpected instrumental turns and gimmicks. (Sonlo, BMI) (2:25)

★★ **Slowly Losing My Mind**—Blues, Willie shouts the lyrics, to a backing featuring horns and rhythm. (Sonlo, BMI) (2:00)

LONNIE JOHNSON
★★★ **What a Real Woman** — FEDERAL 12376 — Lonnie Johnson, one of the last of the real country blues singers, sells this blues with feeling over strong backing. For old-time blues fans. (Lois, BMI) (2:35)

★★ **Friendless Blues** — Same comment. (Lois, BMI) (2:56)

★ ★

HENRY HAYES
★★ **Can't Be Hurt No More** — ZEBRA 701 — Instrumental, bluesy in quality, with horns featured. One vocal chorus towards the end. (Glad, BMI) (2:55)

★ **Mellow Mood** — Instrumental, featuring horns and drums. (Glad, BMI) (2:15)

Latin American

★ ★ ★

VIRGINIA BARRERA
★★★ **Mentiras Tuyas**—COLONIAL 224—The fiddle and horn combination back Senorita Barrera on this romantic-styled hunk of thrushing. It's in the waltz rhythm and comes off for fair effect. Territorial appeal mainly.

★★★ **No Vales Nada**—The gal gives this a good bit of spirit and style. She has a good bit of verve here. It's on the gay and shouting side. A ranchera. (Naco, BMI)

LALO GUERRERO
★★★ **Viciosa**—COLONIAL 261—A pleasant bolero rhythm effort by Guerrero. Has a sneaky, sensual sound in the good Latin tradition. Danceable and listenable. (Naco, BMI)

★★★ **Azul, Pintado de Azul**—Here's the hit song, "Nel Blu di Pinto di Blu," done in Mexican style in the Spanish tongue. Guerreo has a good touch and sings both with considerable romantic fervor.

DUETO AZTECA
★★★ **Regresa a mi**—COLONIAL 262—Here's the pleasant Dean Martin hit of a season or two back, done in authentic style by the Aztec twosome. They hand the tune a nice, feelingful reading.

★★★ **Ya Dedidete** — Here's a colorful, happy ranchera done in nice style to a good mariachi band backing. Two listenable sides for the Tex-Mex market. (Naco, BMI)

JOSE & HIS SERENADERS
★★★ **La Cucaracha Cha-Cha** — SEECO 6063 — This side is from the new album "Sing Along Amigo," and it features a male group singing in Spanish. Good wax for Latin boxes. (Sujan, ASCAP)

★★★ **La Paloma** — Same comment. (Sujan, ASCAP)

★ ★

BETO Y ALICIA
★★ **Te Quiero**—COLONIAL 184—Girl and boy duo handle the fast waltz tune with a certain amount of flavor, in front of a weak backing. Recording quality is only so-so.

★★ **Mariposa Condentida** — An upbeat, two-beat rhythm song is handed an okay reading by the pair. For Tex-Mex territories.

Sacred

★ ★ ★

TRACE FAMILY TRIO
★★★ **Have You Any Time for Jesus?**—KING 5371—This fervent sacred side is done with a minimum of backing—just guitar. It's effective. (Lois, BMI) (2:03)

★★★ **Heaven Will Surely Be Worth It All** —Similar to the flip: a good sacred song, well-performed. (Stamps Baxter, SESAC) (2:09)

The Billboard HOT R&B SIDES

FOR WEEK ENDING JULY 17

THIS WEEK	ONE WEEK AGO	TWO WEEKS AGO	THREE WEEKS AGO	TITLE, Artist, Company, Record No.	WEEKS ON CHART
1	4	6	10	THERE'S SOMETHING ON YOUR MIND, Bobby Marchan, Fire 1022	5
2	1	1	1	A ROCKIN' GOOD WAY, Dinah Washington-Brook Benton, Mercury 71629	8
3	5	3	5	ALLEY-OOP, Hollywood Argyles, Lute 5905	5
4	2	7	3	ALL I COULD DO WAS CRY, Etta James, Argo 5359	11
5	7	12	—	STICKS AND STONES, Ray Charles, ABC-Paramount 10188	3
6	3	2	7	WONDERFUL WORLD, Sam Cooke, Keen 82112	6
7	8	4	2	EVERYBODY'S SOMEBODY'S FOOL, Connie Francis, M-G-M 12899	7
8	12	15	17	THIS BITTER EARTH, Dinah Washington, Mercury 71635	4
9	6	5	8	DOGGIN' AROUND, Jackie Wilson, Brunswick 55166	15
10	14	—	—	I'M SORRY, Brenda Lee, Decca 31093	2
11	18	—	—	HEARTBREAK (IT'S HURTIN' ME), Jon Thomas, ABC-Paramount 10122	2
12	10	14	14	FINGER POPPIN' TIME, Hank Ballard and the Midnighters, King 5341	7
13	13	11	9	THINK, James Brown and Famous Flames, Federal 12370	7
14	17	—	30	YOU'VE GOT THE POWER, James Brown and the Famous Flames, Federal 12370	5
15	9	9	11	LONELY WINDS, Drifters, Atlantic 2062	6
16	30	—	—	BIG BOY PETE, Olympics, Arvee 595	4
17	—	28	23	OOH POO PAH DOO (Part 2), Jessie Hill, Minit 607	10
18	21	—	—	EVERYTHING ABOUT YOU, Ty Hunter, Anna 1114	2
19	—	—	—	QUESTION, Lloyd Price, ABC-Paramount 10123	1
20	25	17	28	MADISON TIME, Ray Bryant, Columbia 41628	14
21	—	—	—	MACK THE KNIFE, Ella Fitzgerald, Verve 10209	5
22	16	19	19	PAPER ROSES, Anita Bryant, Carlton 528	5
23	—	—	—	IF YOU'RE LONELY, Annie Laurie, De Luxe 6189	1
24	11	10	4	CATHY'S CLOWN, Everly Brothers, Warner Bros. 5151	10
25	22	22	—	BECAUSE THEY'RE YOUNG, Duane Eddy, Jamie 1156	3
26	20	30	—	WAKE ME, SHAKE ME, Coasters, Atco 6168	3
27	—	—	—	A WOMEN, A LOVER, A FRIEND, Jackie Wilson, Brunswick 55167	1
28	—	—	—	WALKING TO NEW ORLEANS, Fats Domino, Imperial 5675	1
29	29	21	13	GOOD TIMIN', Jimmie Jones, Cub 9076	8
30	—	—	—	PARTIN' TIME, B. B. King, Kent 346	1

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• Reviews and Ratings of New Albums

• Continued from page 49

★★★ **CRAZY OTTO PIANO**
Johnny Maddox. Dot DLP 25289 (Stereo & Monaural)—Maddox is in his usual exuberant honky-tonk styled piano form on this package of bouncy piano solos. Ragtime keyboarding is spotlighted on a flock of juke-appeal items—"The Old Piano Roll Blues," "Sweet Georgia Brown," "Jealous," "Three o'Clock in the Morning," etc.

★★★ **10 YEARS OF GREAT HITS**
Snooky Lanson. Dot DLP 25279 (Stereo & Monaural)—The veteran warbler is in pleasant vocal form on a group of old singles hits. A solid package for his fans. Tunes—each presented in a style similar to its original hit form—include "Mister Sandman," "Wheel of Fortune," "Goodnight Irene," etc.

★★★ **SITTING PRETTY**
Marjorie Meinert. RCA Victor LSP 2168 (Stereo & Monaural)—Miss Meinert restyles 16 favorite tunes of the old theatrical organists, via a swingy modern tempo, accompanied by guitar bass and drums. Playing with verve on an electronic organ—a Lowery "Lincolnwood"—she provides pleasantly melodic treatments of "Smiles," "Pretty Baby," "Avalon," and other nostalgic oldies.

★★★ **SWEET HOT & BLUE**
The Skip Jacks. RCA Victor LSP 2200 (Stereo & Monaural)—The Skip Jacks are a remarkably versatile vocal group who get a real chance to show off their fine style on this interesting new set. It features arrangements by Al Cohn, Ray Martin and Sid Bass. Tunes include new and old favorites, from "Limehouse Blues," to "Do It Yourself" from "The Bells Are Ringing." Very attractive vocalizing here.

★★★ **THIS CAT REALLY BLOWS**
Dick Stabile Ork. Dot DLP 25286 (Stereo & Monaural)—Dick Stabile has always played a swinging sax, and on this new set the tenorman blows well on a group of swing classics. They include "Nola," "Opus One," "Caravan," "Mack the Knife" and "Tangerine." Stabile shows off his style on a fine group of arrangements penned by Billy Vaughn, Billy May, Ben Homer, Milt Rogers and David Rose. Good wax.

★★★ **TRAVELIN' MUSIC**
Susan Barrett. Capitol ST 1412 (Stereo & Monaural)—Susan Barrett is a most active young lady with a voice to match. She handles a group of familiar standards neatly over strong arrangements with the chorus and choir. Among the tunes are "Old Cape Cod," "Moonlight in Vermont," "Moon Over Miami" and "Manhattan." Good debut wax.

★★★ **OH KAY (GEORGE GERSHWIN)**
Original Off-Broadway Cast. 20th Fox 4003—A pleasant collection of Gershwin songs, of which several rank high in quality including "Maybe," "Do Do Do," "Clap Yo' Hands," "Someone to Watch Over Me" and "Fidgety Feet." They are rendered with spirit if not always with finesse by the Off-Broadway cast that revived the show this season, with Dave Daniels and Marti Stevens as the competent leads. Accompaniment is by two pianos and percussion. Gershwin fans will want this bit of nostalgia.

★★★ **RICCARDO RAUCHI**
Capitol T 10235—A smart, small combo fronted by the fine alto saxist. Swinging Continental material, some rocking sides in the American manner, and a good admixture of romantic Neapolitan material are all included here. Vocals in Italian. Well produced.

CLASSICAL ★★★

★★★ **MOUSSORGSKY: PICTURES AT AN EXHIBITION**
Virtuoso Symphony (Wallenstein). Audio-Fidelity FCS 50004 (Stereo & Monaural)—Audio Fidelity's sonics brings out all the beauties of Ravel's marvelous orchestration of the Moussorgsky work. Wallenstein also stresses the lyrical aspects rather than the tensions and excitements, altho these are not lacking. Despite extremely heavy competition, this version can move because of the twin assets of quality sound and excellent performance.

LOW-PRICED CLASSICAL ★★★

★★★ **MOZART: STRING QUARTET 11 THRU 17 (3-12")**
Barchet Quartet. Vox VBX 13—Another unusual Vox Box release, this contains reissues of the barchet Quartet in seven Mozart string quartets. Two of the three disks conains Nos. 11 thru 17 of the so-called "Haydn" set, omitting only Nos. 18 and 19. Instead, three early works (11-14) of lesser quality are included. In any event, the skillful and stylish playing of the group does full justice to the music. Despite strong competition, the bargain price makes this a very good buy.

JAZZ ★★★

★★★ **THE LEGENDARY BUSTER SMITH**
Atlantic 1323—Dealers should be aware of the charm this album must have for the true jazz devotee. Smith is in the true Kansas City tradition; well-known to New York jazz about 20 years ago; and in a bygone era was associated with Count Basie, Lester Young, etc. To have looked him up and recorded him in Texas is fortuante, both historically and for the fine performances. Material includes "Buster's Tune," "E Flat Boogie," "September Song," "Kansas City Riffe."

★★★ **CHAMBLEE MUSIC**
Eddie Chamblee. Mercury SR 60127 (Stereo & Monaural)—Chamblee, several years ago a saxist with Lionel Hampton, plays relaxed, swinging jazz, easily palatable for most buyers. Material includes a couple of originals, as "Flat Beer," a blues, and such standards as "Sometimes I'm Happy," "Tea for Two," etc. Good sound.

FOLK ★★★

★★★ **SONGS OF MY PEOPLE**
Cantor Josef Rosenblatt. RCA Camden CAL 597—Cantor Josef (Yossele) Rosenblatt is perhaps the most famous of all singers of Yiddish songs in this country. This is the third collection of his recorded efforts released by Camden. Whereas the first two were liturgical works of the synogogue, this contains folk and other non-ritual songs, such as "My Yiddishe Momme" and "Eili Eili." Will have its greatest appeal in neighborhoods with an older-generation Jewish population, among whom Rosenblatt is still venerated.

★★★ **A COLLECTION OF CZECH FOLK SONGS**
Various Artists. Artia ALP 139—One of two companion packages (the other contains Slovak material) this contains 22 performances, authentic thruout, by a folk ensemble with vocalists. Recorded by Supraphon abroad, this is very attractively packaged. Merits good display, together with its companion album.

★★★ **SLOVAK FOLK SONGS**
Various Artists. Artia ALP 138—One of two companion packages (the other contains Czech material), this contains 18 authentic performances by a folk ensemble—instrumentalists and vocalist. Cover is a honey and merits prominent display, preferably with its companion package. Sides, of course, are from abroad, via Supraphon

★★★ **JUST A CLOSER WALK WITH THEE**
Sonny and Brownie. Fantasy 3296—Two of the best known names in the folk blues and Negro blues fields are Sonny Terry and Brownie McGhee, and they are heard on this new album to advantage. This set features the boys in a collection of spirituals and religious hymns. The church music includes the title tune, "What a Beautiful City," "Glory, Glory," and "Packing Up." The duo handle them with enthusiastic reverence.

INTERNATIONAL ★★★

★★★ **SONGS OF INDIA**
Utpala Sen and Shyamal Mitra. Capitol T 10246—The exotic popular music of India today is not really so alien to Western ears. As evidenced by this collection, their contemporary tunesmiths are moving closer to our forms if not our scales and musical intervals. Thus, there are some intriguingly different sounding melodies here, garnished with Near-Eastern or Oriental sounding embellishments. The male and female vocalists sound as tho, with training, they could convincingly sing U. S. pop tunes. Entertaining listening, off the beaten path.

★★★ **MODERN MEXICAN CANCIONES**
Jose Luis Caballero. Capitol ST 10241 (Stereo & Monaural)—The key word in the title is "Modern," for these are sophisticated pop songs which could have originated in any Western nation. All were written by Mexico's Luis Arcaraz. The vocals by Jose Luis Caballero similarly are international in flavor and show a real flair. Some popularity already has been attained by one selection (known here as "Prisoner of the Sea"). Several others have both the melodic content and feeling to attract favor with exposure. An attractive and tasteful collection.

★★★ **IRELAND, MOTHER IRELAND**
Michael O'Duffy. Avoca 33 AV 122—A restful Irish landscape photo gives this package display appeal. O'Duffy, familiar to New York City radio listeners, via his appearances on WOR, has a joyous tenor voice which he utilizes to proper advantage on his first American-released album. His varied selections include the classic Irish song, "Ireland, Mother Ireland," the folksy "Maid of the Sweet Brown Knowe," and the patriotic "Kevin Barry."

★★★ **LOS INDIOS TABA-JARAS**
Vox STVX 425 990 (Stereo & Monaural)—The Indians heard on this recording are from the Taba-Jaras, a small tribe inhabiting northern Brazil. Some of them attended school in Rio, and two of these, Tenor and Nator, were gifted enough musically to learn to play guitar and accompany themselves while singing. On this album the duo is featured in pop and folk songs of Latin America. They sing with spirit and enthusiasm. The album adds up to an interesting waxing for the international music fans.

SPOKEN WORD ★★★

★★★ **HUCKLEBERRY HOUND FOR PRESIDENT**
Sascha Burland. A. A. Records AA 60—The well-known kiddie TV character becomes a candidate for President of the U. S. in this campaign year, and this disk carries him thru the campaign right from the first meeting with the Madison Avenue agency that helps plan it out. Set is designed as a lampoon on advertising and politics of today. Unfortunately it's a little too hip to reach most kiddies and not quite funny enough to catch a big share of the adult trade. In view of the season, however, some sales can be expected.

RELIGIOUS ★★★

★★★ **THE MORNING CHAPEL HOUR**
Wilbur Nelson and the Chapel Singers. Word WST 8055 (Stereo & Monaural)—The mixed choir to the accompaniment of organ and piano offer a number of familiar and rather nostalgic hymns. The group performs in a dedicated manner such numbers as "When Morning Gilds the Skies," "Where the Roses Never Fade" and "Joe of My Longing Heart." There is a pleasant churchly sound here, enhanced nicely by stereo effects.

★★ MODERATE SALES POTENTIAL

POPULAR ★★

★★ **FROWN DAWN**
Art Harris at Three Pianos. Panaroma PLP 2007 (Stereo & Monaural)—Art Harris' bright, fresh piano solo work is heard in triplicate, via multi-tracking, on this pleasant package. Tunes, all penned by Herbert Nelson, are attractive and descriptive—outlining in title and mood "a day in the life of a very young and very pretty secretary." They range from "Getting Up in the Morning Blues" to "Midnight Melody." Spinnable jockey wax.

CLASSICAL ★★

★★ **DVORAK: SYMPHONY IN E FLAT MAJOR, OP. 10, SYMPHONY IN D MINOR, OP. 13**
Prague Symphony (Smetana-Neumann). Artia ALPS 136, ALPS 137 (Stereo & Monaural)—Altho Dvorak wrote nine symphonies, only the last three (incorrectly numbered 2, 4 and 5) are widely known. Of his first four, almost nothing is heard. These releases offer the third and fourth symphonies composed by Dvorak. The third is strongly influenced by Wagner, but Op. 13 shows the composer coming into his own. Neither can be regarded as very significant, and interest is not apt to be great among the general public altho the disks fill a musical need wih excellent performances and fine recorded quality.

★★ **BALAKIREV: SONATA FOR PIANO; BERCEUSE: SECOND NOCTURNE, VALSE DI BRAVURA**
Ryshna, piano. Contemporary M 1007—The record label here is devoted to bringing to the fore compositions which have merit but are largely unknown. The works in this program are all from the pen of the Russian, Mily Balakirev, and are performed in workmanlike fashion by solo pianist, Natalie Ryshna. Recording is good but the set will be limited in its general appeal.

★★ **LEKEU: QUARTET FOR PIANO & STRINGS; CELLO SONATA; POEMES**
Various Artists. Society for Forgotten Music M 1008—A series of relatively unknown compositions are given new life by the label dedicated to this function. The program here is varied, ranging from a chamber quartet performance of Lekeu's piano quartet, to a cello-piano sonata and three songs by soprano Kay McCracken with Vernon Duke, composer and founder of the label, at the piano. Duke also accompanies cellist W. Van Den Burg in the sonata work. Perhaps most interesting in the program is the Baker Quartet's performance of the chamber works. Appeal would be limited largely to students and collectors

RELIGIOUS ★★

★★ **PROFILES IN MUSIC**
Wheaton College Women's Glee Club, Men's Glee Club, Choir and Band. Word W 3108—The third in a series of three LP's, produced on the occasion of the Wheaton College centennial, contains representative concert selections of the college's four touring groups. Performances are youthful and moving. Numbers range from such inspiring sacred themes as "God's Son Hath Made Me Free" and "I Met God in the Morning" to the folksy flavor of "Jenny Jones," and Romberg's "Stout-Hearted Men." Over-all feeling tho is religious in nature.

INTERNATIONAL ★★

★★ **ECHOES OF RUSSIA**
Peter Howard. Stereo STVX 426 000 (Stereo & Monaural)—Pianist Peter Howard offers his rhythmic interpretations in a pop vein, of numerous Russian compositions by Tchaikovsky, Rimsky-Korsakov, Khachaturian, Borodin, Glinka, etc. Close to the dozen separate themes are aired by the pianist, assisted by guitar, bass and drums. Well recorded sound.

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IAAM Convention Plans Shaping Up

July 26-30 Event at New Orleans To Have Trade Show, Business Sessions

NEW ORLEANS — The 35th annual convention of the International Association of Auditorium Managers will be at the Roosevelt Hotel here July 26-30. Program and plans for the convention have been announced by Fred McCallum, IAAM president and manager of the Birmingham Municipal Auditorium.

The convention will include a trade show with numerous exhibitors showing auditorium and arena wares. Don Myers, manager of the Allen County Memorial Coliseum, Fort Wayne, Ind., is show manager.

IAAM hosts are Ray Scheuering, manager of the New Orleans Municipal Auditorium, and Tom Preston, manager of the Loyola University Fieldhouse. Charles McElravy is executive secretary of the association.

The convention will get started Tuesday (26) with a board of directors meeting. At noon on the first day the mayor of New Orleans is to welcome the group. Exhibitors and their wives will be guests of the IAAM, and IAAM vice-presidents will be hosts to members and their wives at the luncheon. Opening business session will be followed by district meetings. The exhibit hall will open at 5 p.m. Pepsi-Cola Company will be the host for a cocktail party that evening, after which the conventioners will be on their own for dinner.

Business session on Wednesday (27) will start in the morning and feature a talk by Louis Bisso, planning consultant, who will discuss the problems of planning assembly areas. Luncheon will be sponsored by the American Seating Company. In the afternoon will be more business sessions, including committee reports. During the evening of July 27, IAAM members and guests will be at a party given by "Holiday on Ice" at the Court of Two Sisters.

On Thursday (28) the business

(Continued on page 67)

ABC-PARAMOU'T SELLS INTEREST IN DISNEYLAND

ANAHEIM, Calif. — Walt Disney Productions and Disneyland, Inc., have purchased the Disneyland stock held by ABC-Paramount, Inc. The latter has owned 35 per cent of the park since its inception. The sale was for $7,500,000, or $1,500 a share. A subsidiary of ABC-Paramount will continue to operate the concessions at Disneyland, and ABC-Paramount still retains TV rights to "Walt Disney Presents."

Brandon Ex Up 5% at Gate for First 4 Days

BRANDON, Man.—The Brandon Exhibition here was given hot but clear weather thru Thursday (7), fourth day of the five-day event, and attendance was announced by Manager A. P. McPhail up 5 per cent for that period.

Night grandstand business was reported off slightly from last year. The featured attraction was a revue booked thru GAC-Hamid. McPhail described the show as "well received."

On the midway the Royal American Shows held close to its 1959 pace.

NO PRINTED PASSES

Freedoml'd Opens Its Space Segment

NEW YORK—For the time being, at least, Freedomland is operating without gate passes. The system developed is for visitors to clear thru the office of Ed Weiner, park publicist, either beforehand or upon arrival at the park.

Security gate people are instructed to be liberal in determining whether visitors can enter the grounds without paying the entry fee—ranging from 50 cents to $1 per person. Evidence that a person represents any news or information medium is sufficient to have him passed in with his party. Weiner said the system avoids a situation wherein pass privileges can be abused.

The big theme park got into full operation last weekend when its Satellite City section was opened to the public. Virtually complete at the June 19 official opening, it was delayed by electrical work difficulties. Featured are a modern sports car ride, moving sidewalk over water, Cape Canaveral rocket blast-off, and a simulated space ship ride around the earth.

Business has been satisfactory, according to reports. Following the opening Sunday when more than 65,000 persons mobbed the park and compelled the gates to be shut at midday, attendance slid sharply, but with school being out there have been some excellent days in July. Wednesday (6) attendance was given as 25,000 people, following 21,000 on Tuesday.

The Chicago fire effect is operated regularly now after early difficulties, with excellent patron appreciation. It is a gas-jet operation, with the fire doused by a vintage hand-pumper worked by costumed firemen and park customers, after it clangs up to the fire scene. Life magazine has been a constant visitor since opening day, assembling a picture file on the park.

Two trackless train trams roam the parking areas, shuttling visitors to and from the main gate. There are no set stations, the trams simply poking thru the many aisles of vehicles. Top money ride thus far is the "Ore Bucket" ski lift, a half-dollar unit on which two-passenger cars click off, two abreast, at close intervals on busy days. On July Fourth it carried 9,441 riders.

Plan New Arena

CORONATION, Alta. — Burgesses will vote July 7 on a plebiscite involving the issuance of debentures amounting to $35,000 for the purpose of building an arena.

CORNER TORN ON JERSEY COMBO TICKET

SCOTCH PLAINS, N. J.—A novel combination ticket is being used here by Theodore Miller's Boatcraft Playland, on Route 22. Consisting of a four-unit card, it has an attraction printed on each corner — half-hour canoe paddling, 20-quiver archery, 18-hole miniature golf, and roller rink. A corner is torn off at each unit used. The tickets go for $1 or $1.25 depending on the hour, and a ping pong layout is available in case someone wants to substitute.

DEL MAR FAIR SETS GATE, OTHER MARKS

11-Day Run Attracts 282,555, Up 24,756 Over 1959's 10-Day Event

DEL MAR, Calif.—The annual Southern California Exposition and San Diego County Fair closed an 11-day run here Monday (4) with a record smashing attendance of 282,555, up 24,756 over the ten-day engagement in 1959, Robert McClure, secretary-manager, said.

Paid gate attendance was up 12,390 over the 1959 season. Ticket revenue for this year was up $11,000.75 over 1959 to reach a high of $153,182.50. Parking attendants handled 73,195 in the exposition area, another new record. There were 3,750 exhibitors who had 17,529 entries. Cash premium awards, paid exhibit winners amounted to $54,000.60; the junior departments F. F. A., and 4-H had 1,508 exhibitors with $6,470.10 in cash premiums.

A record opening day of 16,080 was set when Jay North, who plays "Dennis, the Menace" on television, appeared. Bill McGaw's Tournament of Thrills was featured the first three days in the free grandstand. Spike Jones and his show opened on Monday 27 for four days, playing only the evening performances. Kirby Grant, "Sky King", appeared on Monday (27) in front of the grandstand, with Eddie Dean the afternoon highlight on Tuesday. Rex Allen and his show was featured Wednesday in the grandstand. A Rodeo Cowboys of America sanctioned event directed by Cotton Rosser was the highlight on the last Friday, Saturday and Sunday. Fireworks supplied by Golden State Fireworks Manufacturing Company of Saugus ended the event on Monday (4).

Free entertainment was featured on the Community stage with a show "Don Diego Varieties" on another stage. Bob Baker and His Marionettes were also a free attraction on the Barnyard stage. Larry (Bozo the Clown) Valli worked the independent midway.

The horse show held each day except Tuesday was estimated to have had an attendance of 62,000. Grandstand shows also drew record crowds.

Pat Treanor & Son of San Francisco had the independent midway novelty contract as well as the carnival agreement.

Fair Time Shows, Inc., were featured for the third of a three-year contract on the midway. Concessions were handled, except for 200 feet allotted the carnival, by Cecchini & Levaggi, veteran operators of Sun Valley.

Knoxville Fair Pacts Strong Talent Line-Up

Gene Autry, Castle Circus, Gunsmoke Trio Are Booked

KNOXVILLE — The Tennessee Valley Agricultural and Industrial Fair in observance of its golden jubilee year will offer the greatest array of talent in its history.

Featured attractions in the 4,200 capacity open air theater will be Gene Autry and his Melody Ranch Show, Hubert Castle's International Circus, and TV's Gunsmoke Trio (Kitty, Doc and Chester), Leonard Rogers, fair manager, announced.

Autry and his troupe will be in for the first three days on a two-a-night basis. The Castle circus is set for the last three days. As an added attraction on the final two days, the Gunsmoke Trio will appear along with the circus. On

(Continued on page 67)

Kelly Miller Entering Canada; West Produces

AUBURN, Wash.—Al G. Kelly & Miller Bros. Circus has been getting good business since leaving the Oregon and California coasts, the show said last week. An exception was the week ending July 2, which brought nothing to rave about.

In that week, however, the show was in Tacoma (28), which was better than expected, and Bremerton, where the show played two days in 1958. This time Bremerton was one day (27) and gave two full houses.

Earlier business was good. Santa Cruz and San Jose, Calif., were good for three shows each. An unusual circumstance was that the show played one lot twice. On June 3 it played the lot with billing for Oswego, Ore. On June 13 the show doubled back and played the same lot with billing for Oregon City. Nothing was expected but two full houses turned out.

Kelly-Miller entered Canada over the weekend (10) and will show three weeks in British Columbia. Charles Mason booked the Canadian route and now is back in the States doing contracting. Robert Bullock, who helped on contracting, now has returned to press work. Eddie Howe has returned to Los Angeles. The circus will return to the States on July 31 at Oroville, Wash.

Dallas Snow, who has been with the show a number of years, was crushed by an elephant at National City, Calif., and was in serious condition. However, after two weeks in a California hospital, he has made a strong recovery and now is back on the show. He will be unable to be very active for six or eight months, however. Snow was side show boss canvasman.

Sid A. Stevenson, who has been ticket auditor in the white wagon, closed at Port Angeles, Wash., and will vacation at Victoria, B. C., before returning to Hot Springs, Ark. His place in the wagon was taken by Jon J. Jarmes, son of the show's assistant manager.

Merchants Revive Pyro Shoots Off Rockaways

NEW YORK—Fireworks are being resumed off Rockaway Beach after being absent from the promotional scene in 1959, when the Schaefer brewery dropped its participation. A. Joseph Geist, Playland president, has gotten local businessmen together in an informal committee, sponsoring the pyrotechnic shows.

Shoots are held from a barge off the Playland sector every Wednesday night at 9 o'clock. Over the years the boardwalk has been cluttered for miles with spectators watching the fireworks.

Major contributor in the operational fund is Playland. John Serpico's International Fireworks Company of North Bergen, N. J., runs the project.

Playland is continuing its 50 per cent discount on rides and attractions to all uniformed servicemen. The program was instituted during World War I. For the 32 years that Geist has owned the fun center, some 50,000 underprivileged and needy children from hospitals, orphanages and settlement houses will have free day-long outings as Playland guests. There is a series of weekly children's and bathing beauty contests run by Walter Kaner's publicity office, the current one being a "Pint-Sized Pin-Up" search involving kids aged three to six.

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Fair Time Tops '59 Gross at Del Mar

DEL MAR, Calif.—The Fair Time Shows topped its gross of last year at the Southern California Exposition and San Diego County Fair, which Monday (4) ended its 11-day run, one day longer than last year. The added day accounted for the major part of the increase but the show had emerged from the first ten days with a gross slightly higher than for the full run last year.

Olivia Waldron, show's president said she was well pleased with the run, last of a three-year contract. Fair attendance was 282,555 for the 11 days as compared to 259,741 for 10 days a year ago.

The Fair Time ride line-up included 15 majors and 16 kid rides. Only four rides, owned and operated by Cecchini & Levaggi, and F. M. Sutton, were booked on. The show operated about 200 feet of concession space with the remainder handled by Cecchini & Levaggi for the fourth of a six-year contract. Blash & Hilligoss operated 12 attractions including a Fun House and a Glass House. "Little Harvey" Williams displayed a freak bull in the kiddie section.

Mrs. Waldron again followed the policy of obtaining ticket sellers from the San Diego County Women's Club.

The Los Angeles show clubs were guests of the show on Tuesday (28) when the Regular Associated Troupers were honored and Thursday (30) when it was the Pacific Coast Showmen's Association. The latter event was under the chairmanship of J. B. (Red) Dauer and Edward Harris.

Fair Time plays Lakewood in Los Angeles County starting Wednesday (13) and then moves north for its route of fair dates.

Winnipeg Ex In Record Run; Pulls 197,000

WINNIPEG — The Red River Exhibition, which Saturday (2) closed its nine-day run, was the most successful in its history. Attendance hit 197,000, according to Secretary-Manager R. E. Stewart, with more than a fourth of the total attendance coming out Friday (1).

The Royal American Shows racked up their biggest gross since the inception of the fair here, with ride and show receipts up 30 per cent over last year. Big boon to the midway, as well as to the fair's attendance, was the fact that the midway was black-topped. The event had little rain, but had to contend with some high winds and some cool weather.

Jimmie Hetzer's International Spectacular, with its all-Jananese cast, made its debut here. The show opened on a light note, but business picked up as the stand progressed. The production, presented in the Stadium, was in for 16 performances. Stewart was high in praise of the show, saying that it was the best ever to appear here at the exhibition, which this year was in its fourth year of full-scale operation. Stewart also commented that the show was high in promotional potentials.

Summer Tour For Columbia Subsidiary

NEW YORK—Belief in the possibility of increasing the audience for music in the summertime has prompted Columbia Artists Management to found a subsidiary, Columbia Festivals, Inc. The new organization will develop tours for musical organizations and artists at festivals and special events in the United States and Canada. Its first venture is the Coast-to-Hawaii-to-Coast tour of the New York Philharmonic, conducted by Leonard Bernstein.

Kurt Weinhold, CAM president, stated there is "unprecedented public interest in the Philharmonic tour, despite the fact that it will begin in mid-August, and continue thru September, a time period previously considered undesirable for concert touring." Southern cities such as New Orleans, Atlanta and Birmingham are adding pre-season September concerts. Chicago has two extra concerts the first week of September. And the three-concert Philharmonic 'Festival' in Hollywood Bowl, Labor Day weekend September 2, 4 and 5, is a musical milestone. In addition to the Bowl, the Vancouver Festival and the Red Rocks summer concerts have added the Philharmonic to previously scheduled events, he noted.

The Philharmonic tour marks many notable firsts — first major American orchestra to tour in the late summer, first major mainland orchestra to visit the 50th State, first guest orchestra ever at Hollywood Bowl. Tour opens in Atlantic City, August 10, in the air conditioned Ballroom of Convention Hall. William Judd is handling the tour for Columbia Festivals.

Patty Conklin Impressed by Gooding Plant

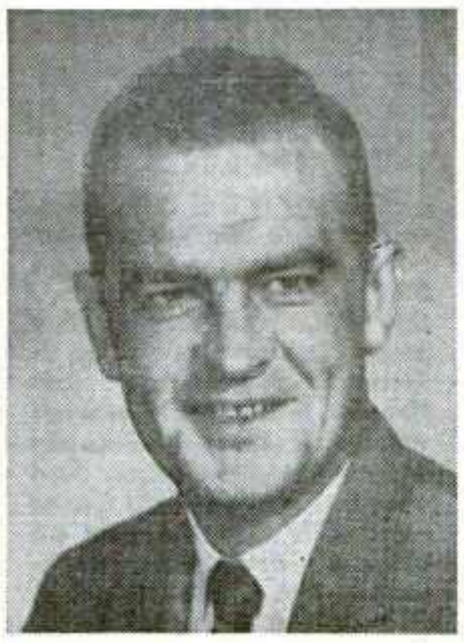
BRANTFORD, Ont.—Back at his headquarters here after a tour of amusement installations in the U. S., J. W. (Patty) Conklin, Canadian midway biggie, said he was particularly impressed by Floyd E. Gooding's winter quarters-factory-offices in Columbus, O.

"I must say Gooding has a marvelous set-up," Conklin observed.

He was not, however, enthused over the recently opened Freedomland in New York.

"We were not too favorably impressed with that installation in view of the amount of money claimed to have been spent on it."

In company with Rex Billings, who last fall retired after 25 years as manager of Belmont Park, Montreal, Conklin also visited Orchard Beach, Lockport, N. Y.; Bill Muar's Roseland at Canadaigua, N. Y.; Playland, Rye, N. Y.; Palisades Park, N. J.; Hershey, Pa.; Idora Park, Youngstown, O.; Myer's Lake, Canton, O.; Lesourdesville Park, Middleton, O.; Riverside Park, Indianapolis; Riverview Park, Chicago, and Coney Island, New York. On the way, Crystal Beach at Ridgeway, Ont., also was visited.



Paul Brown, who recently was named supervisor of public relations and publicity at the California State Fair and Exposition, Sacramento. He was appointed by Dudley T. Fortin, fair manager.

Brown Named Press Chief At Sacramento

SACRAMENTO — Paul Brown has been named supervisor of public relations and publicity for the California State Fair and Exposition, Dudley T. Fortin, manager, announced. He succeeds John Z. Ickes, who resigned in June, 1959, with Ted Rosequist, assistant manager, filling in the post during the interim for last year's fair.

Brown, 34, is a native of Providence, R. I. He graduated in 1948 from Boston University while handling publicity for the Boston Red Sox. He was also a feature writer for the Marblehead Gazette and in 1948 joined the news department of the Yankee Network and was later news director for WJAR radio and television in Providence, where he won the Peabody Award and others, including that of The Billboard for outstanding regional news coverage in 1953.

In 1954 he joined Walter States Advertising Agency in Nevada, which he later bought and operated under his own name until he joined the State Fair. During World War II he served three years in the Submarine Service of U. S. Navy in Panama and the South Pacific areas.

Brown will make his home here with his wife and two children.

N. J. Fairmen Set Election; Ban Protested

TRENTON, N. J. — The New Jersey Fair Association will hold its annual election Wednesday (13) in the Merchants Bank Building offices of the Department of Agriculture. Don Baine of the Sussex County Farm and Horse Show, Branchville, is current president.

The meeting will start at 2 p.m. Prior to that, at noon, three fairs which submitted a court case July 30 involving the State's concession games law, will meet to discuss progress. Seeking a ruling exempting fairs from the law, which legalizes the games at parks and shore resorts, are the Flemington Fair, Morris County Fair of Parsippany-Troy Hills and Branchville.

Cristiani Capacity

STERLING, Ill.—Cristiani Bros. Circus played here June 30 to a capacity night and half house in the afternoon. Storms threatened at night.

ATTERBURY'S TOUR

Alaskan Grosses Fair, Costs High

FAIRBANKS, Alaska — First two Alaskan Shrine circus dates promoted by Bob Atterbury panned out okay, with profits only mildly satisfying and the reception very good. Opening of a 10-day date was held in Anchorage at the high school grounds June 17, followed by seven days here, June 28 thru July 4, at the ball park. Nile Temple sponsored both dates.

Most acts drove up the Alcan Highway and Atterbury termed the trip a very rough one.

"It was successful," he notes. "It took 10 years off my life getting the show to a conclusion." They drew very good weather and he used his 200-foot red and white canopy in Anchorage, "as they have no ball park." The Army provided 3,500 seats. Fairbanks was a rainy date but the nut was still made.

The promoter brought along essential things that could not be bought here. Poles, stakes and other items were reportedly acquired here, and by so doing Atterbury was able to move up on three semi-trailers.

"We got more business than previous shows," he adds, "but it doesn't mean anything because expenses eat it up."

Gene Holter's animals in a pit show went over big, it is reported, plus his zebra act, ostriches and camels. A sizable midway fronted the circus at both dates, including 10 major rides, 5 kid rides, 5 shows and 15 concessions.

RECORD RODEO

Camdenton Turnaways Over Holidays

CAMDENTON, Mo. — The ninth edition of the Camdenton Rodeo racked up record holiday weekend business, luring 51,500 persons in the first four night performances Friday - Monday (1-4), for an increase of about 10,000 over the corresponding period last year.

The rodeo turned them away both Saturday and Sunday (2-3), when attendance each night was placed at 13,500. TV's Gunsmoke Trio (Kitty, Doc and Chester), booked in by Mike North, were the headliners the first four nights. Dale Robertson moved in Tuesday (5) for the last five nights.

Harry Nelson, who with his wife, owns and operates the rodeo here, said the advance sale of tickets for the last five nights was as heavy as it had been for the first four nights.

David Nelson Is Set to Work St. Paul Fair

Cash, Anita Bryant Are Signed for 1-Day Appearances

ST. PAUL—David Nelson, of TV's "Ozzie and Harriet" show, will appear in a flying act in front of the grandstand at the Minnesota State Fair, Fair Secretary Douglas K. Baldwin announced. The act, billed as David Nelson and the Flying Viennas, will work the first seven nights of the fair and at two morning children's shows.

The fair this year will have one more children's shows than in the past. Booked in especially for the first of them, a Monday performance, are Johnny Cash, the Browns, and Ann Marston, archery expert. Set for the second children's show, a Friday offering, are Anita Bryant, Neil Sedacka and Paul Evans, all recording artists, and Gordon Scott, motion picture's Tarzan.

Johnny Cash and Anita Bryant, in addition to appearing in a children's show, also will sing the night of their respective children's show engagement, appearing in the night grandstand revue.

The night revue was contracted from Sam J. Levy Sr., of Barnes-Carruthers Theatrical Enterprises, Chicago. David Nelson and the other special children's show talent were booked thru Eldred Stacy, of Music Corporation of America, Chicago. Some of the Barnes-Carruthers night show acts also will work the children's shows.

HRUBETZ EYES CONSIDERABLE PARATROOPER SALES ABROAD

SALEM, Ore.—Frank A. Hrubetz looks for considerable sales of the Paratrooper ride in Europe.

The Round-Up ride, another product of Frank Hrubetz & Company, has enjoyed good sales abroad, where it is manufactured by Gunnar Mansson of Malmo, Sweden, Hrubetz points out.

On a recent trip to Europe Hrubetz closed with Mansson to have the latter manufacture Paratroopers, also on a license basis.

The excellent foreign reception given to the Round-Up, plus the knowledge many European showmen have of the grosses being given the Paratrooper in the U. S., should build substantial sales overseas, Hrubetz maintains.

Thus far, according to Hrubetz, 12 Round-Ups have been sold abroad. He declined to predict how many Paratroopers will be sold in Europe. He said a pilot model will be shipped to Mansson this fall and that Mansson will have Paratroopers ready for European delivery in '61.

Hrubetz made his recent trip to Europe in company with 12 other Oregon businessmen as part of the "Peoples to Peoples" program. During the three-week trip, he visited Brussels, Amsterdam, Copenhagen, Paris, Moscow and East and West Berlin.

Reporting on recent U. S. sales by his company, Hrubetz said Paratrooper conversion kits have been sold to L. I. Thomas, the Midway of Mirth Shows, E. J. Noerper, and Art B. Thomas. Portable Paratroopers have been sold recently to Don Franklin, the John Marks Shows, Norman Shapiro, and Paul Drago. A Round-Up, Hrubetz added, recently was sold to Bert Slover and a park ride was sold to Brodbeck and Schrader.

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Fourth July Week Huge for Brockton

Date Switch Connects as Bet & Gate Records Fall; Lennons Big Free Draw

BROCKTON, Mass. — The best year in memory unfolded last week for the Brockton Fair, which gambled everything this season on a July 4 date. Thru midweek it had surpassed recent editions by all applicable standards, and President George Carney pointed to results as vindicating the change. The attendance prediction of 200,000 persons was expected to pose no problems.

Brockton had been a typical September fair. The pattern was held for several years after Carney assumed leadership, but was departed from drastically in 1960.

One of the records to fall was that for pari-mutuel betting, with a $275,000 handle being achieved for Monday (4). The gate figures, with adults paying $1 and kids free to age 14, were also comfortably ahead of recent seasons. Saturday's (2) turnout was about 15,000 for opening day, Sunday's was 35,000 and Monday's was 40,000, counting paid admissions and passes.

Midway Gross Very Good

Keeping pace with the fair's success was the Amusements of America midway, where grosses were reported as outstanding. It was the first engagement here, and Carney expressed pleasure with the show.

Several promotional gimmicks were adopted this year. There was a firemen's parade thru the city streets for opening day, with more than 30 units of volunteers in the line of march. The baton-twirling contest was repeated, with a 50 per cent increase in participants.

Free grandstand entertainment and giveaways were used successfully. Capacity grandstands of 10,000 people watched each of two performances Sunday by the Lennon Sisters. Tuesday and Thursday were kids' days, with all rides were priced at 10 cents and 15 cents. Tuesday was also ladies' day, with women admitted to the fair free and a color TV set given away. The nine-day fair was to close Sunday (10) with a series of hourly giveaways.

With schools being closed, there were notable increases in 4-H and Grange exhibits. Carney said the experience has proved beneficial in all respects and would undoubtedly have an effect on future plans of Marshfield, Topsfield and other fairs in Eastern Massachusetts.

Free children's TV acts and circus acts were offered daily all week. Press co-operation was rewarding and was credited with going a long way in the attendance surge.

Hawaii State Fair Opening Pulls 25,000

HONOLULU — Approximately 25,000 persons attended the opening of the 10-day 50th State Fair July 1 at Kapiolani Park, Waikiki, auspices of the Honolulu Jaycees. Gate was pegged at 75 cents. Opening night featured the Starlight Series with the Honolulu Symphony Orchestra and George Gobel.

Harry Belafonte, headliner at the outdoor shell on July 2-6, pulled an estimated 7,000 on opening night. Supporting acts were Homer and Jethro, comics; Francis Brunn, juggler; Collins Kids, singers; Jeannie Tsiu, pianist, and Lucky Luck, emsee. Tickets were $5, $3.50, $1.50 and $1 for children under 12. Bobby Darin was scheduled to follow Belafonte, July 7-10.

Starlight Series will bring to the shell Eartha Kitt on July 15; Charles K. L. Davis and Jean Madeira, July 29; Benny Goodman, August 12; New York Philharmonic under Leonard Bernstein, August 22-23, and Jo Stafford, September 2. Sponsors of the series are Dairymen's Association, Matson Navigation Company and Castle & Cooke.

To Raze Fair Plant At Charleston, W. Va.

CHARLESTON, W. Va.,—The plant of the Southern West Virginia Fair will be demolished, it was announced by the County Park and Recreation Commission.

The grounds will be developed into a recreation center to be known as Shawnee Reservation and only such buildings that may be salvaged for recreation purposes will be allowed to stand. The race track will be left intact for the present.

Pepsi, Hot Dog Promotions Mark Cedar Point Activity

SANDUSKY, O.—With the big Fourth of July weekend over, Cedar Point officials are now concentrating their efforts on two forthcoming promotions. Pepsi-Cola Day will be observed at the resort Wednesday (13) for the first time, with many special features planned.

Climaxing "national hot dog month," the Zehner Packing Company, Bellevue, O., is sponsoring its second annual Zehner Weiner Day at Cedar Point July 27. It'll be free hot dogs for everyone on the latter date.

Pepsi will sell for a nickel at all stands this Wednesday. The Pepsi-Cola bottlers of Northern Ohio are united in backing their first effort at a day at Cedar Point with advertising and other gimmicks slanted at bringing more people to the Point. Tags around Pepsi bottles will entitle people to half-price rides and free admission to the Lake Erie beach.

By tossing rings around the necks of bottles, winners will take home six-packs of Pepsi, and Jim Brown, Cleveland Browns grid fullback, will be on the resort grounds all day talking to fans and passing out autographs. Special Pepsi fireworks Wednesday night will top the program.

An estimated 100,000 people jammed Cedar Point over the three-day holiday, arriving in 25,000 autos, buses, the resort's three ferries and private boats. The Marina, one of the largest on Lake Erie, had nearly 1,000 boats tied up at one time.

Every inch of cleared space within blocks of the amusement area was pressed into use for auto parking. Steady streams of traffic moved over the causeway and older roads to the resort.

Hotel Breakers was filled to capacity Friday (1) night and stayed that way over the holiday. Hundreds of persons were unable to get accommodations at the Breakers and had to be sent ashore to hotels and motels. For the first time both serving lines at the cafeteria were in service simultaneously, while the Coral and Dining Room and Hotel Breakers' coffee shop had waiting lines.

The new Lagoon boat rides, 1863 Train, 1910 Cadillacs and other rides had waiting lines each day and night. Weather permitted the firing of fireworks all three nights. Thousands of people watched the displays from Sandusky Bay and Lake Erie shores rather than buck traffic getting to the resort.

Les Elgart's orchestra drew nearly 2,000 people into the ballroom Saturday (2) night. The Dukes of Dixieland were in the huge ballroom Sunday night and attracted about 1,000 fans. This was the first time in many years that the dance floor was used on a Sunday night.

Jimmy Dorsey's band, with Lee Castle directing, was in this Saturday (9) and Tex Beneke is scheduled for the following Saturday (16). On July 23 Woody Herman will bring in his band.

Orange Show Seeks Mgr.

SAN BERNARDINO, Calif.—Candidates for the managership of the National Orange Show will be considered during the next 30 days to replace G. Walter Glass, who was not reappointed, James E. Cunningham, board president, said here following a meeting of that group.

Judge Cunningham said that Glass was appointed on a year-to-year basis. He had been manager of the Orange Show for the past three years, succeeding Earl E. Buie, who did not seek reappointment and is now a columnist on the local daily newspaper.

A. B. Drake, Redlands rancher, was named president of the board. Woodrow Miller was named first vice-president; Gail R. Stockton, second vice-president, and Ken Dyal, a former president of the board, secretary. Dale Gentry was again named to the board.

HAUL 5 KIDS TO FAIR, GET FREE ENTRY

SKOWHEGAN, Me. —There are two methods for adults to enter the Skowhegan State Fair without paying, this fall, besides possessing passes. One way, according to General Manager Roy Symons, is to make 15 or more entries (all other exhibitors pay the regular gate charge). And the other is to shepherd five or more kids thru the gate on children's day, when youngsters to age 16 are free-gated. Fair dates are August 13-20.

Buffalo Shrine Draws 22,000

BUFFALO — The Buffalo Shrine Circus, playing outdoors at the Offerman Stadium, drew a total of 22,866 persons in its recent four-day stand. The show was produced by Al Dobritch.

First day (23) shows had crowds of 1,400 and 4,400. Second day brought 1,400 and 1,300 because of rain. Three shows June 25 had attendances of 1,600, 3,500 and 2,600. Final day (26) had totals of 4,100 and 2,100.

TALENT ON THE ROAD

Four Kelroys Contract String of Winter Dates

Ernest J. Kelroy, of the Four Trampolining Kelroys, comes to the rescue this week with a good deal of news from the world of talent. Writing from his North Bergen, N. J., home, he says the act has been booked to play Orrin Davenport dates at Utica, N. Y., in October; Kansas City, Mo., in November and Grand Rapids, Mich., in January. Also set is a Christmas show engagement for Howard Schultz in Charleston, W. Va., December 5-10, and another yule date for December 11-17. Park and fair appearances, thru Al Martin, began July 4 at Mountain Park, Holyoke, Mass., and will continue thru mid-September. As a result of these bookings, Kelroy says, they were forced to turn down an 18-week season at the Billy Russell Indoor Circus offered by Roberto Germains of England, and, regretably, they also had to bow out of a world tour with the Great Virgil, who will be away a year in Hawaii, Japan, Hong Kong, Phillipine Islands, New Zealand, Australia, Tasmania, Ceylon, South Africa, India, England and back to the U. S. While the Kelroys were at the Chicago Police Thrill Show, they visited with Nellie Vaughan, Viola McCleod, Dick Ware and Ken and Vesta Grimaldi. En route from Chicago to Bergen, they visited the Hustreis, who were at Idlewild Park, Ligonier, Pa.

Short Takes: Gus and Casey Augspurg, after completing a successful school concert for the University of Minnesota, played a number of dates for Petey's Entertainment Enterprises in the Twin City area. They are set for a return engagement at the Gay '90's in Minneapolis in August. . . . Borjevas, plate-spinners, played for Ed Sullivan Sunday (3). . . . Following his date at the Del Mar, Calif., Fair, Rex Allen played the Black Hills Roundup, Belle Fourche, S. D. . . . Princess Angela and Her Braves were the July 7-13 free attraction at Dallas State Fair Park with Kara-Kiro, comedy dance, in July 14-20, and the Winlows, July 21-27. . . . Chiquita and Johnson headed for their Malibu, Calif., home after playing Chicago's Chez Paree. Have a fair date set for July, then open at the Riverside in Reno on August 11. . . . Joe Ashton, a member of the fourth generation of that noted Australian performing family, passed away late in May in Port Pirie, South Australia. He was the uncle of the Seven Ashtons. . . . Uncle Joe Fulkerson, Jerseyville, Ill., 91 years old, is tentatively set as master of ceremonies at Golden Age Day at the Illinois State Fair.

Charlie Byrnes, Chicago

Reading Fair Sets Pat Boone For Wed.; Talent for Themer

Reading (Pa.) Fair has signed Pat Boone for a one-day appearance Wednesday of fair week, September 14. It will be the first return there for Boone since September 10, 1957, when he filled the grandstand in pouring rain, only performer to have such acceptance in Reading. Deal was set thru GAC-Hamid. Reading has also set Gene Autry for three days following Boone. . . . Skowhegan (Me.) State Fair grandstand acts include Baptiste Schreiber's chimps, Cathalas Duo, perch act; the Marthy's, balancing; Clay Beckett, aerial novelty, and Manhattan Rockets, dancers. Buddy Wagner's auto thrill show is in for four shows, over August 13-14, the first two fair days.

Paul LaValle's bands are providing themed music in the New Orleans, Fort Cavalry and San Francisco areas of Freedomland, giant theme park in New York City. Units are jazz, square dance and waltz, and open-air dancing is held. Don Crabtree, just out of the long-run Broadway musical "Destry Rides Again," stars in a revue at the Santa Fe Opry House soft drink saloon. . . . Metro Lyric Grand Opera Company, with such stars as Licia Albanese, offers Asbury Park performances July 14 and 21. . . . Alan King stars in "Mr. Roberts," opening for two weeks July 11 at North Jersey Playhouse, Bergen Mall (Paramus) Shopping Center. . . . Betty Johnson sings on the Jack Paar TV'er Monday (11) and Thursday (14). . . . Impresario Sol Hurok left for Europe Friday (8) aboard the liner United States, and will return in late August. . . . *Irwin Kirby, New York*

Mass. Fairmen Given Pointers on Exhibits

SOUTH WEYMOUTH, Mass.—More than 60 representatives of the Eastern Massachusetts Fairs Association assembled Wednesday (29) for an exhibit education meeting, in Grange Hall. Principal speaker was Charles Shelmut, Assistant Commissioner of Agriculture.

Shelmut's address brought out points stressing a dressing-up of exhibits in virtually all departments. He criticized a traditional exhibit approach which, he noted, reflects stagnation. Helpful elements to win increased public support included flowers, colors, live models and other glamorizing figures.

The usual fair format is outdated, he said, and urged a switching around of locations to step up customer traffic. In the matter of merchandising exhibits, he said even cattle stalls can be prettied to make them more attractive.

Shelmut said the decision to keep fresh flowers and vegetables on display every day of a fair is one of the improvements of recent years. Summing up his points, he said formats should not conform to the ideas of fair people, but must be tailored to the public's taste.

Hunt Business Fair for Three

MANCHESTER, Conn.—Hunt Bros. Circus had two half houses in the afternoon and a near-full house at night here July 5. Lot was several miles out. Sponsor was the Junior Chamber of Commerce.

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AMUSEMENT PARK OPERATION

Canfield Committee Plans Beefed-Up Wednesday Meet

Laurence Canfield of Santa Cruz Seaside Company, Santa Cruz, Calif., is making rapid headway with program arrangements for the general sessions of the 42d annual convention of NAAPPB, at Hotel Sherman, November 27-30. Laurence says his committee is "beefing up" the Wednesday afternoon session to make it more enticing to the membership at large and head off the great exodus of conventioneers who often start leaving for home Wednesday noon. Another new feature will be a series of informal open forum discussion groups on Monday evening, November 28. Members can come in and informally talk shop on subjects of their choice, such as public relations, ride maintenance, personnel problems, effective food and drink management, games management, and labor relations. . . . Howard Berni, games operator at Cedar Point on Lake Erie, reports that resort area's park is doing a brisk business these days now that the weather is more favorable. . . . George Zuckerman, director of the municipal publicity and convention department at Asbury Park, N. J., is delighting funspot operators in that resort area with his Sea Queen Contest, now thru August 27. Winner will "receive her weight in money" as first prize. George shows admirable frankness in saying "the contest does not require any demonstration of talent or skill and the winner will be judged solely on the basis of photographic charm and personality". . . . Ben Sterling, Rocky Glen Park, Moosic, Pa., is high on the drawing power of TV cowboy stars. Recently he had a successful promotion using Chuck Connors, the "Rifleman." The newspapers and TV people worked in special stories and programs, he says. . . . Harry J. Batt Sr., of Ponchartrain Beach Park in New Orleans was in Miami Beach, July 6-10, rooting for Miss Louisiana in the Miss Universe contest. Batt, incidentally, has accepted an invitation to speak on his recent Russian tour at the NAAPPB convention. . . . Another speaker already tied down is J. W. (Patty) Conklin.

John S. Bowman, NAAPPB Secretary

Mouse Ups Other Ride Takes; City Tables Trampoline Law

A NEW MAD MOUSE at the Como Zoological Park at St. Paul has stimulated ride business for all units, reports Fred O'Neil, concessionaire. He also has two Allan Herschell 36-foot Merry-Go-Rounds. Also in the park are a Herschell Coaster, Miniature Train, Helicopter, kiddie boats, kiddie tank and Sky Fighter rides. . . . Uncle Milty's Arcade and First Street Amusement Park at Bayonne, N. J., recently took out licenses for operation of their rides. The requirement turned up in an old ordinance that has been forgotten and uninforced since about 1929. . . . Stamford Go-Cart Raceway, Inc., a new corporation at Stamford, Conn., has been announced. . . . Columbia Gardens, Butte, Mont., has resumed its schedule of children's days this season, the first being June 9, followed by Miners' Union Day (13). Both drew big business. . . . Yakima Go-Cart Association, Inc., has been chartered at Yakima, Wash. . . . Lamont & Associates has been incorporated at Panorama City, Calif., for operation of trampoline centers. . . . Denver's first trampoline centers are Jumpin's Gyminys, operated by Colorado and Wyoming Distributors, Inc., with George E. Searle as president. They are distributors for Nissen trampolines. . . . At Sacramento the city tabled a plan to regulate trampoline centers. One councilman called the idea a "restraint of individual action" and asked, "Are we going to have a new ordinance every time a new fad comes along?" . . . Meanwhile, at Martinez, Calif., operators of trampoline centers co-operated closely with the city in setting up regulations for operation. . . . At Yoakum, Tex., a year-long project of installing a Miniature Train has been completed by the Kiwanis Club.

Tom Parkinson

Chilhowee Park Recovering From Flash Flood Damage

CHILHOWEE PARK IN Knoxville is still repairing damage caused by a flash flood June 24 that raised the level of the lake six feet and caused water damage to many units in the park. Manager Mack Franse recalled that at one point the flood water reached the level of the shelf of a ticket window. Rock gardens were washed away. Roads, motors and other facilities were damaged. O. E. Bradley, of Bradley Concessions, said that most of the park was covered with water, which was four feet deep in the ride and concession area. There was excessive damage to the Arcade, dark ride, Dodgem, and Coaster as well as to several hundred dollars' worth of Bradley's stock for games concessions. The Coaster was closed for several days because of cave-ins under some of the supports. The park was closed the Saturday immediately after the Friday rain, and the flood receded Sunday. The park reopened then, but damage was still being repaired some days later.

Julian Norton Goes Home; Russians Planning New Park

JULIAN NORTON, Lake Compounce park operator at Bristol, Conn., has been released from the Bristol Hospital, where he recuperated from a recent heart attack. . . . Reports from Russia tells of plans there to build a playground—theme park near Moscow. In addition to entertainment units, it is planned to include a vocational school and driver training sites. . . . The theme park idea has now extended to the free kid playgrounds. At East Orange, N. J., there is a playground equipped with prop stagecoaches and horses as well as Western store fronts in which to play.

CHANGES MADE IN BIBLELAND FOR CHURCHES

HOLLYWOOD — Three proposed attractions for Bible Storyland, the $15,000,000 park to be constructed near Cucamonga, have been dropped to comply with the request of a clerical group, Nat Winecoff, vice-president and general manager of the project, said. The three are "Garden of Eden," "Ride to Heaven," and "Dante's Inferno."

Winecoff said that the backers of the education-amusement park do not wish to offend any religious group. Other principals in the park are Jack Haley, motion picture star, and Donald F. Duncan, inventor of the parking meter.

Thieves Loot Arcade Units

WEST HAVEN, Conn. — A break-in at a Savin Rock Arcade was reported by West Haven police. Forty-five machines were broken into at night in the Merry-Go-Round Arcade, according to investigating officers.

Samuel DeGennaro, one of the owners, said most of the money from the coin boxes had already been removed. Some of the machines, however, contained watches and transistor radios as prizes.

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"ZIP AND BREATH-CATCHING SPEED"

Allan Herschell Co. June 27, 1960
104 Oliver St.
No. Tonawanda, N. Y.

Gentlemen:

We have twelve of your fine rides. All are just what a ride should be, colorful, appealing, sturdy and compact. However, with your new Roller Coaster you have really outdone yourself. Now here is a ride that thrills young and old. Most people do not anticipate too much from a small coaster. This one sure surprises everyone with its zip and its breath-catching speed. It has everything a major coaster has and more. I think its greatest appeal is the fact that all riders are amazed and thrilled beyond what they really expected from a small coaster.

We are certainly thrilled with the ride ourselves. It's our top money getter, second only to your 1865 Miniature Railroad. In fact, we are so happy with the new coaster we just had to take time out to say thanks.

Yours truly,
JOLLY CHOLLY FUNLAND, INC.
Charles M. Nasif

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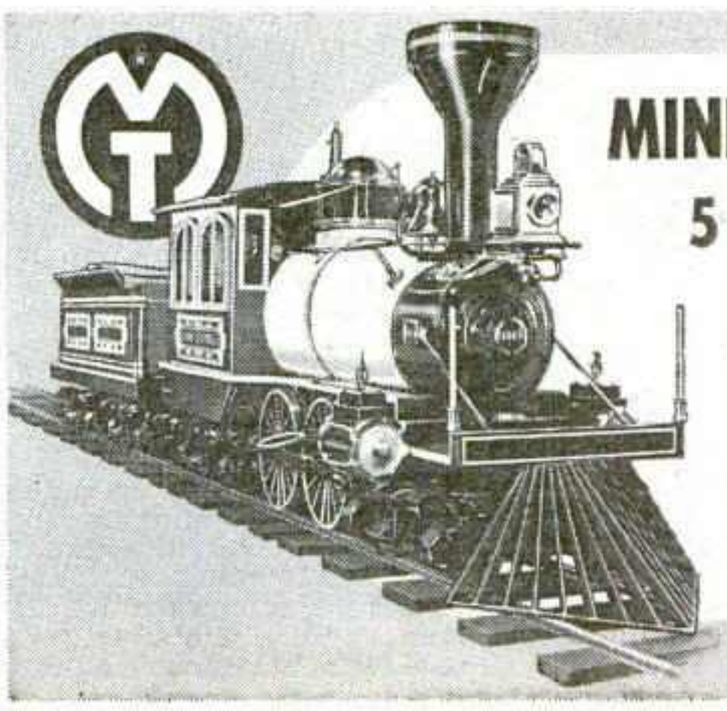

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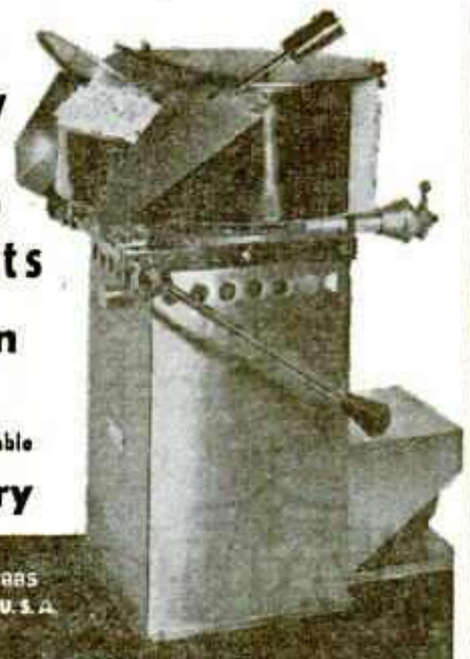

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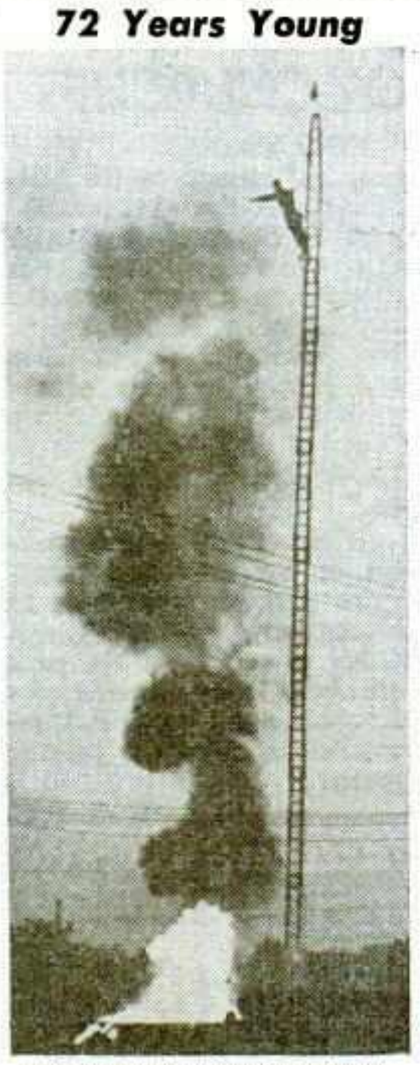

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FAIR-EXHIBITION MANAGEMENT

California Governor Names State Fair Finance Group

SACRAMENTO — Clarence L. Azevedo, former Sacramento mayor, has been named by Gov. Edmund G. Brown to head a Statewide citizens committee to work out feasible financing for construction of a new State fairgrounds.

The appointment throws the governor's support behind the project to move the State fair to the new 1,000-acre site on the American River. Action followed a fair study report issued by Director of Finance John E. Carr calling for the sale of most of the property, with the money to be used to improve the present State fairgrounds.

"We will have no authority, but serve only in an advisory capacity," Azevedo said. "There are $13,000,000 in bonds to be sold and another $7,500,000 earmarked for the project. It is a big job and we will have to go into many phases."

Azevedo said he expected the governor to appoint a board of about 15 members from all over California to serve on the board. He said that these members will be both Democrats and Republicans. The findings will be referred to the California State Board of Directors. The governor had previously announced that the full membership of the committee will be worked out in consultations involving Azevedo; Earl Lee Kelly, chairman of the State Fair Board of Directors; other fair officials and the governor's staff representatives.

Governor Brown said that he was delighted to name Azevedo, who was nominated by Sacramento City-County Chamber of Commerce officials for the post. "Mayor Azevedo is the kind of a man who can lead a real community effort; that's what we need," the governor said. In addition to having served as mayor, Azevedo was on the city council for four years and is a local businessman.

Du Quoin Posts $292,000

DU QUOIN, Ill.—More than a third of a million dollars will be offered in prize money at the nine-day 1960 Du Quoin State Fair, August 28-September 5.

Fair premium books, just off the press, list an estimated $292,000 for winners of the five-day harness racing program, plus more than $63,000 in farm and home show awards—a total of $355,000.

Beef and dairy cattle sections will equally divide $32,040, while $10,744 will be given winners in the swine classifications. Sheep exhibitors will receive $8,888, followed by heavy horses, $4,670, and jacks and mules, $3,060.

Exhibits to be housed in the display areas of the Du Quoin State Fair grandstand include dairy, apiary and culinary, $1,150; textiles and art, $870; agriculture products, $833; art, $498, and horticulture, $266.

Oregon's Multnomah Picks New Site for Rec-Fair Plant

PORTLAND, Ore.—Under proposed plans, the Multnomah County Fair, which has outgrown its plant at Gresham, Ore., will be relocated on a site of about 240 acres situated on the Arata-Banfield Freeway at the east side of Portland. The site at the present time is now used by the County Farm.

After the site was picked Gaylord R. Lewis, fairground designer of Findlay, O., was engaged to draft a master plan for the new plant, with a view to its use not only for the fair but also as a recreational center for Multnomah County.

The master plan embraces a 15,000-seat coliseum, a 12,000-seat grandstand, a five-eighths-mile track, livestock pavilions, floral and domestic arts buildings, commercial exhibit buildings and a logging and timber building. The plan, according to Lewis, projects needed facilities over a 25-year period.

ROLLER RUMBLINGS

By AL SCHNEIDER

"ACCEPTANCE of roller skating as a fine sport and recreation," but with a number of drawbacks, is the public image of the field, as determined by a detailed survey and summarized by Roller Skating Rink Operators Association of America headquarters in Detroit. The technique used, akin to that used in motivational research, was a two-page form with 22 questions, sent by mail to a cross section of the adult public. A high return—almost 50 per cent—was achieved. The survey was conducted by Beeson-Reichert, Inc., for Rus Stone agency, both of Toledo, on behalf of the Ohio chapter of the RSROA, with results now made available nationally. Replies were accepted without signature, encouraging frankness. The returns in the survey are to be made the basis of an extended public relations program. It was decided first to see what the public really thinks about rinks and skating, and then to undertake a program that will influence the public image favorably toward rink management. Favorable aspects commented upon in the returns included: Reasonable prices, good group recreation, opportunity for family enjoyment, group relaxation, safe recreation for both children and adults, good rink operation, healthy recreation, proper supervision and rinks favored for private parties. Unfavorable aspects included: Lack of proper supervision in some cases, thus encouraging attendance of undesirables; poorly selected locations, thus creating a nuisance in a neighborhood; inadequate maintenance, "deplorable" rest rooms, music played too loud, lack of provision of space for beginners and permitting fast and "show off" skating.

A record number of contestants were expected to participate in the 1960 United States Amateur Roller Skating Association's national championships which got under way July 10 in the America on Wheels chain's Levittown Arena, East Meadow, L. I., N. Y. AOW alone was slated to have more than

(Continued on page 67)

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ARENA, AUDITORIUM NEWSLETTER

By TOM PARKINSON

July Booking Sheets Reveal Busy Building Schedules

SEATTLE'S CIVIC AUDITORIUM in July is booked by the Northwestern Furniture Manufacturers thru Thursday (14). Harry Elliott, Inc., has wrestling each Tuesday. Irving Granz has the Kingston Trio in for Sunday (24). In August there will be wrestling, a square dance and the New York Philharmonic Orchestra. . . . New Orleans Municipal Auditorium has booked a two-show stand by a "Grand Ole Opry" troupe for the Grotto, and Crescent City Concerts has set four events for July. . . . Houston Music Hall had the American Legion gospel quartets events (8) and a graduation (15). The Coliseum has the county Republican organization (18), followed by the Texas Future Farmers of America (20-21). There will be dancing and wrestling in the Auditorium. August events include "Stars of Lawrence Welk Show." . . . Pershing Auditorium at Lincoln this month has the Nebraska State Holiness Religious Meeting (17-24), plus wrestling and public skating. . . . Events at the Long Beach Municipal Auditorium this month include Alcoholics Anonymous events, a custom car show, light opera association's "Plain and Fancy," a gospel sing, veterans' convention, accordion festival and gem show.

Okay Most Bids at Jackson; New Exposition Firms Open

MISSISSIPPI'S STATE Building Commission has approved bids totaling $3,367,636 for the State's proposed 10,000-seat coliseum at Jackson. Included in the total were "all items" except the seats. Because of a $40,000 differential in bids on the seats, the commission decided to readvertise for seat bids. . . . Exposition Management, Inc., has been incorporated in California as a new company. Richard M. Vail, Wanda S. Vail and R. J. Klitgaard, of San Diego, are associated in it. . . . New England Exposition Management Corporation is a new Connecticut corporation, based at Hartford and incorporated by William P. Spear, Robert J. Jordan and Myron J. Poliner. . . . Recognition of the Franklin County Memorial Building as a convention-getter came in a Columbus (O.) Dispatch article June 30. It quotes Robert Bashor, city convention director, as saying the building makes possible the booking of conventions that would have gone elsewhere otherwise. And Manager Harry Schreiber reports the building has had 360 stageshows, 100 concerts and 80 trade exhibits since it opened in 1955. During the past year it was opened 365 times and drew 696,470 people. Bookings included 86 stageshows, 21 concerts, 19 trade expositions and 55 dances.

Charleston Rodeo Closes Season; Income Doubles

ONE OF THE FINAL EVENTS of the season at Charleston (W. Va.) Civic Center, managed by Bill Bolden, was the championship horse show sponsored by the Charleston section of the National Council of Jewish Women. There were about 200 entries and it is intended as an annual event now. The auspices took care of such items as the 700 cubic yards of dirt needed for the floor and the $5,000 in prizes. The Charleston building's season showed a doubling of the income since last year. The advance bookings are 30 per cent ahead. . . . McCormick Place, the Chicago exposition center, is circulating a brand-new brochure with the November 18 opening date. The building will use Heywood-Wakefield seating. . . . Five seating companies charged with restraint of trade by the U. S. Justice Department pleaded nolo contendre and were fined by the federal judge in Milwaukee recently. The companies are Crosby-Miller Corporation, Fred C. Medart Manufacturing Company, Wayne Iron Works, Universal Bleacher Company, and Brunswick Corporation. In each case an individual also was charged and fined. The government charge involved folding gymnasium bleachers. Safway Steel Products, Inc., pleaded not guilty.

Knoxville Sees 1961 Start; Test Driving for Auto Show

FROM KNOXVILLE'S Conventions and Visitors' Bureau, Manager William M. Nash advises that the city's new $4,000,000 building is expected to be ready for use about June, 1961. The auditorium part will seat 2,500 and the coliseum half will accommodate up to 7,200. . . . Joe Kizis, director, reports that the third annual Springfield (Mass.) Autorama will be October 19-23 at Industrial Arts Building. It is expected to include 300 cars, including antiques, customs, hot rods, sports cars and more. The public will be allowed to view the exhibits and then test drive latest U. S. and imported cars over the 750 acres of Exposition Park. . . . Model of a proposed civic amphitheater to seat 7,500 was unveiled at Minneapolis recently. . . . At Chicago the Auditorium Theater Council is rescheduling its tours of the famous old building. New hour for tours is noon to 1 p.m. The council is seeking funds with which to restore and preserve the architecturally famous building.

JOSEF MEIER'S "Black Hills Passion Play" has been running 4 per cent ahead of last year for its summer season at the Amphitheater in Spearfish, S. D. The huge Fourth of July crowd was yet to be added to the figures. Attendance is expected to go over 100,000 this summer, remarkable in a town of 2,500 persons 50 miles from a railroad. Booking director now is Charles Blaum.

Legal Ruling Stalls Building At Indianapolis

INDIANAPOLIS — Suspension of plans for the building of a $16,000,000 Indianapolis civic auditorium was ordered last week by Atty. Gen. Edwin K. Steers.

In an official opinion requested by the State Board of Tax Commissioners, Steers asserted that the Indianapolis-Marion County Building Authority lacks the statutory power to proceed with construction of the center. The omission is the fault of the Indiana General Assembly, Steers said. It can be rectified when that body reconvenes next January.

The attorney general explained that the 1953 law which created the building authority provided that an auditorium must be a part of the city-county building. The feasibility of this arrangement was widely questioned, and in its 1959 session the Legislature proceeded to amend the law with a view to permitting an auditorium apart from the city-county building.

Months after the legislative adjournment, it was found that a section of the amended law had been the subject of an earlier amendment which sanctioned the building of auditoriums as adjuncts of hospitals. The dual amendment renders the law invalid, Steers ruled.

A $35,000 appropriation for initial expenses has been already approved by the Indianapolis City Council and transferred to the building authority. A staff of architects is already at work on planning the project. The money should be returned to the city, Steers advised.

Steers claimed also that the law is defective in another respect. As it is now written, the statute would permit the leasing of 15,000-seat auditorium only to governmental units. Consequently, he pointed out, the structure would not be self-supporting and higher city and county tax rates would be required to maintain it.

DETROIT TO GET BOTH CRISTIANI, BEATTY-COLE

DETROIT—This city will see both Cristiani Bros. Circus and Clyde Beatty-Cole Bros. Circus this season. Cristiani comes in for two weekends and the intervening days in mid-August and then moves directly to the Ohio State Fair. The Beatty-Cole show will be here August 5-7 under auspices of the Optimist Club. Beatty-Cole will be on a lot at Davison Avenue near Oakland in the suburb of Highland Park. Cristiani will be at the Northland Shopping Center.

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New Type Western Circus Planned for Next Season

JOLIET, Ill.—A new show is being planned by Rex Rossi for operation next season. It will be Rossi Bros. Circus and TV Cavalcade, moving on about 10 trucks and using a Wild West style canopy.

Rossi said that his advance work on the show now "has gone too far to turn back if I wanted to" and he expects it to be framed in Hugo, Okla., over the winter. It will open there in April.

He said he plans several new twists to the show to help insure its success. A principal novelty will be the use of a midway fitted to look like the street of a Western town. "Stores" in the town will work as concession stands and side shows.

An agent has been hired, Rossi said, and contracting will get under way soon. The show will play under auspices, making one-day stands for the most part. TV, radio, newspapers and outdoor billing will be used.

The performance will include trick and fancy riding, Roman riding, and other Western features plus circus acts. There will be poles in the arena from which are strung flags and lights. On the midway and in the show where possible, Rossi will use theme music from various TV Western shows. Other tie-ins with TV Westerns also will be made.

Rossi, now with the Cristiani Bros. Circus with his wife and brother as a trick riding team, has been in RCA rodeos, films and with the Cisco Kid in rodeos and other appearances. He said he was assured of what he believes will be more than adequate financial backing for the new show. Rossi's father is Joe Rossi, Mills Bros. bandleader and his mother is Mrs. Mary Rossi Miller, who has been with Kelly-Miller and other shows.

R-B Laying Off After Atlanta, Evansville Dates

EVANSVILLE, Ind.—Ringling-Barnum circus played to four houses of about 2,500 each at Roberts Municipal Stadium June 25-26. Lorin Kiely was the promoter.

From here the show went to Atlanta for three days and it is currently laying off in Florida. While it is idle, a number of acts are playing other dates. They include:

The Domi-Steys, Ferry Forst and Company, Stephensons' Dogs, Gerard Soules, the Verdus, Regettis, Dior Sisters, and Frankie Saluto. Raul Hoffman went to the Strates Shows, Manuel and Tiny Dos Santos, Hugo, Okla.; Morton Kroos, New York; Harry Nelson and Chuck Burnes, Connecticut; Margot Margos, Germany; Ibarra Brothers and Cha Cha Morales, Mexico; Jackie Cooper, Morton Grove, Ill., and Otto Griebling, Music Fair, Lambertsville, N. J.

Paul Jung is using the time to complete the comedy props he builds for "Holiday on Ice."

CIRCUS TROUPING

By TOM PARKINSON

AN UNUSUAL CIRCUS program is shaping up in England for July 29 thru September 10. Tom Arnold's show at Empire Pool, Wembly, will include Bobo Barnett, American clown; Rudy Horn, unicycle juggler, known in this country; the Russian trained bear, Gosha; the Voljansky Family, Russians, who work on a tight wire mounted at a 45-degree angle; a Russian trapeze performer; Seven Herrviks, from the Hungarian State Circus, and doing acrobatics on a revolving tower; Dany Renz, French circus jockey, and Derrick Rosaire, British horse trainer. There will be a number by the British Ballet Company and another using 2,000 gallons of water in a fountain scene.

Dallas Morning News recently gave the first society page to pictures of Gainesville Community Circus acts that were to appear at the Cotton Bowl July 3 and 4. The second page included a feature story about horse trainer and performer Hazel King. . . . C. E. Duble, veteran show musician and composer as well as circus historian and fan, is at Clark Memorial Hospital, Jeffersonville, Ind., with what he said was a serious nerve condition. He would enjoy cards and letters. . . . Harry Villeponteaux, former circus performer, suffered a second serious blow recently when his store and house burned to the ground. He was unable to save anything from the downstairs store or upstairs home, and sustained a burned hand in an attempt to save clothes. He now is at 156 East Deport Street, Concord, N. C., and would enjoy mail from friends. His wife died in October and the fire was in May.

Harry S. Dube, former Ringling program concessionaire and general agent for the first seasons the show operated indoors, has filed suit against John Ringling North, asking for $1,000,000. He says in the suit that he was not paid for special services from 1953 to 1959, when he took part in policy-making. He states that his services as a circus management consultant were sought by North in connection with the operating and financing of the show. He states that when he was called in it was in an effort to avoid bankruptcy. It was Dube who compiled the show's first information about arenas and then booked the first arena dates to get the show started in the present form after abandoning tents.

There is word among bull men that Warner Bros.' studio is planning to produce a movie about elephants, based largely on the books, "Elephant Bill" and "Bandoola." Much shooting is to be in Burma. . . . Lester Buckley, of the Masonic Home in Wallingford, Conn., visited in Bridgeport recently and recalled he was with Main, Ringling, 101 Ranch, Downie Bros., Sun, World, Famous Robbins, Robbins Bros., Barney, Leon and Frank Wirth circuses. . . . Peter Pepke has been in the Warren (Pa.) General Hospital and would enjoy mail. He caught Mills, Beatty-Cole and the Buffalo Shrine shows. . . . Milt Hinkle is heading for Stamford, N. Y., to put on a show for the Chamber of Commerce.

Clown Joe Lewis is resting at the home of his brother-in-law at Box 42, Chile, Ind., and would enjoy mail. . . . Phil Enos writes that he is flying July 21 to England, while his partner, Cook, will sail July 21 with their Funny Ford, and they will be working in London. They recently completed dates for the Shilling, Wirth and Dobritch offices. . . . Bert and Corrine Dearo write that they opened their outdoor season July 2-4 at Lakeside Amusement Park, Dayton, O., and then went to the World of Pleasure Shows at Kalamazoo, Mich. They will be at Olympic Park, Irvington, N. J., in August for one of a series of Eastern dates. They visited the Ringling, Mills and Cristiani shows. . . . Berni Miller completed six Chicago dates for Adams-Sells and has moved on to Wisconsin. . . . Charles Basile went to Alaska with the Atterbury show and both he and Joe Basile will make the Atterbury's shopping center tour. This is Joe Basile's 40th season at Olympic Park in New Jersey.

Jackie Wilcox, ahead of the Famous Cole Circus, writes that she is aided by Jack Gagne in billing the show. He has been with Kelly-Miller, Mills and Hagen shows earlier. In his off time on the Cole show he has built a model of a 14-truck motorized circus. They caught the Cristiani show in Indiana. Jackie writes that Bill Wilcox is at home in Hot Springs recuperating from an illness. . . . JoAnne Day has joined the Clyde Bros.' Circus to do cloud swing and to take part in a new flying act that is to be framed. Her husband is working in the concessions department. Visitors to the Clyde show included George Hubler, Earl Tegge, Wally Ahlberg, Fred Wiermann, Harry Riemmschussel, Carl Romig, Joe Casino, Elgin Brian and people from the Cristiani show.

Popo DeBathe, clown, is making a 31-day tour of zoos thruout the nation in connection with Audio Tours, Inc., of San Francisco, which is putting out a series of "talking storybooks." . . . Bob Taber visited the Atayde show in Lower California, Mexico.

Acts working the Twin Lakes celebration at Paris, Ill., July 4, included Al Belmont, juggler; Leo Francis, clown, and Jack Davis, band. . . . E. W. (Slim) Somers, former contracting agent, made the arrangements when Hunt Bros. Circus played a neighborhood lot in Waterbury, Conn., recently. He also worked the press, with help from Roy Bush, the Conleys and others. After the shows, there was an open house at the Somers home and guests included the Charles Hunts, the Buck Regers, Adele Nelson Reed, Stella Wirth, Tanit Ikao and Joe Gilligan, the Roy Bushes, Sanchez Sisters, Junior Clark and Ozzie Schlentz.

Lew Kish writes that he is feeling much better, his eyes have improved, and he would enjoy mail at 2418 East Monroe, Phoenix, Ariz. . . . Jesse E. Deacon, secretary of the East Blackstone Fair at Blackstone, Mass., reports that the Lions Club there will sponsor Hunt Bros. Circus for July 18, adjacent to Woonsocket, R. I., a spot that is 13 years fresh. The latest show in Woonsocket was James M. Cole in 1947. No show has been in Blackstone since Beverly Bros. 28 years ago with Harold Barnes, Buck Steele and others.

Whitey Lehrter writes that he is vacationing and fishing in the Duluth region. . . . Ray Brison has joined a circus unit to do his clown act. It is Scott Bros., operated by Chet Harmes. With it are Barth and Meier, Tex Wilson and son, Ken Sherburn, the Nobles, the Gilesons and Allen and Lee.

FREDERICKTOWN, Mo. — Duke of Paducah Circus played here recently (26) to a three-quarter afternoon. Show began about an hour late. Sponsor was the Junior Chamber of Commerce. Opening day of the show (25) at Poplar Bluff, Mo., gave a strong afternoon and full house at night. Police sponsored it. Show has been getting up late at several stands.

Harold Bros. Names Acts For Lexington Shrine Show

LEXINGTON, Ky. — Line-up for Harold Bros. Circus was announced last week for its forthcoming Shrine circus stand here. The show dates are August 10-13. It will be followed by the Chattanooga show, August 26-28. Show owner Harold Voise was attending the Shrine convention last week.

Lexington line-up includes:

Al Vernon, band; Bill Kay, announcer; Roberts' Leopards; Jerry Bangs' clowns; Ben Dova, lamp post comedy; Sergeant Canestrelli Chimps; Miss Mara, trapeze; Aguilars, perch; Baudy's Greyhounds; Hildalys, upside down unicycle; Jerry Bangs, Al Ross, Jack Healy, Frank DeRue, Garner Newton, Rollo and other clowns; intermission.

Les Bon, unsupported ladders; clowns; Allen's Bears; Meteors from Outer Space, aerial; Eloise Berchtold, African elephant; Noble Trio, horizontal bars; Billy Barton, clown swing; clowns, and Great Veno, high wire.

Los Angeles Zoo Site Confirmed

LOS ANGELES — A Stanford Research Institute report to the Los Angeles Recreation and Parks Commission has picked the 602-acre Elysian Park for a zoological garden and confirmed that an efficiently managed and operated zoo can be self-supporting, provided all concessions are kept with the zoo operation, Maurice A. Machris, president of The Friends of the Los Angeles Zoo, said. The organization has been granted a contract by the city to manage and operate the proposed area.

Machris said the new zoo will open in 1963, if there are no further delays.

Storm Threatens Adams, Cristiani

CHICAGO—Two shows in this area were hit by a heavy rain and wind storm Saturday (2). Adams & Sells Circus was at Palatine, Ill., and had a half house in the seats when the storm hit. At about 8 p.m. owner Bill Griffith ordered the big top evacuated because he feared the storm might damage it. But there was no damage and the audience came back in to see the show.

Cristiani Bros. Circus was at Kenosha, Wis., when the same storm hit. There seemed to be danger of a blowdown for a while, but none occurred. The marquee, however, did go down.

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Atayde Jumping Thru U. S.; Giraffe Dies; Brothers Back

RIO COLORADO, Mexico—Atayde Bros. Circus is expected to enter the U. S. to make a jump from Agua Prieta to Jaurez, via El Paso, Tex. The jump will be made July 13-14, after which the show will be at Jaurez July 15-24.

The show's giraffe died here June 26. It had a broken leg and Joe Horwath went to Yuma, Ariz., to bring back a veterinarian. The doctor put a cast on the leg, but the animal died the next day, apparently of other injuries. It had been one of the show's principal features, and reportedly the first giraffe to be imported into Latin America for a traveling show. It had been purchased from Louis Goebel last October and brought to Mexico by Tom Inabinette and Aurelio Atayde.

Aurelio Atayde and Andres Atayde have returned from separate talent scouting trips in the U. S. They are contracting acts for the show's important Mexico City engagement in December. Dates for the Mexico City stand may be moved up this season. Publicity and promotion plans are being mapped. More animals are being purchased.

The show's tour of Lower California has been successful. This is its first tour by truck, the latest tour being a railroad trip six years ago. The show has a 130 with one 50, one 42-foot ring, a side show-menagerie under a 60x100 push pole top, a nine-piece band, Horwath's act with nine lions and one bear, a three-elephant act and other features and equipment.

Circus Model Builders Meet In California

SANTA MONICA, Calif.—Circus Model Builders are meeting this week (14-18) at the Municipal Auditorium here. Exhibits of circus equipment will range from single wagons to complete miniature circuses, street parades, loaded trains and similar layouts. The CMB conducts national exhibits every two years and last met in 1958 at Dover, O. First national gathering was in 1942. President is Gaylor Hartman, of Pennsylvania.

Events here will include tours of places of circus interest and a banquet on Saturday at the Del Mar Club. General chairman is Gordon E. Borders, Los Angeles, assisted by Allan Bratton, Elmer G. Bergren, Robert S. MacDougall, Elbert B. Swerdfeger, Bill Morrison Del Wentworth, Robert (Doc) Hayden, Bob Bernard, Henry D. Magnin, Mrs. Borders, Mrs. MacDougall, Joseph Bissell and George William Hall.

Scott Tours New England

GARDNER, Mass.—Scott Bros. Circus opened June 20 in Neshaminy, Pa., and has moved into New England. It will play about 20 days in Maine, among other areas.

Owner Chet Harmes reports that the show plays ball parks and football fields, or sidewalls it on vacant lots. Show carries about 800 blues. There are four show-owned trucks. There are three clowns, four liberty horses, two menage horses, dogs and goats. The one-ring show runs about 90 minutes. Business has been good, he said.

New Law for Phonemen

ALBANY, N. Y.—The State of New York recently enacted a law which requires professional fund raisers and professional solicitors to register with the State's Department of Social Welfare. Bernard Perlman, chief of the charities registration section, said that the law applies to phonemen with circuses and similar events.

The law requires a $50 fee and a $5,000 bond for fund raisers. Copies of the contract with the auspices are to be filed with the State. A $10 fee will be required from solicitors.

Guelph Night Big for Beatty

GUELPH, Ont.—Clyde Beatty & Cole Bros. Circus played to a capacity night house here June 30, and the afternoon was fair. The date and auspices had been contracted with the help of W. W. Tyson.

Before entering Canada, the show had a big afternoon and half house at night in North Tonawanda N. Y. (25), while at Niagara Falls, N. Y. (26), the afternoon-only schedule brought a three-quarter house.

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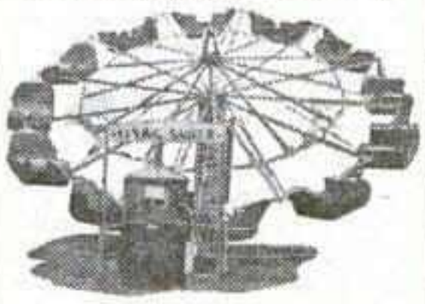
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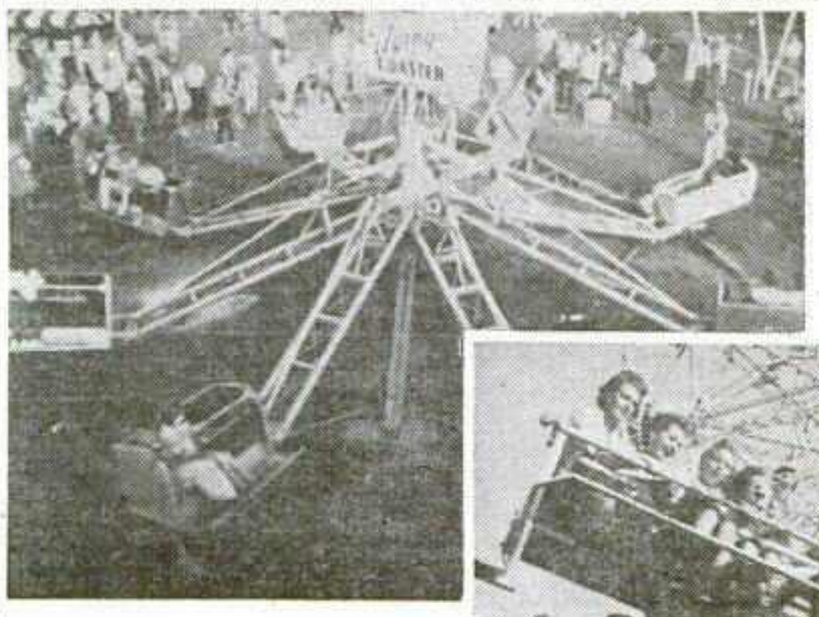
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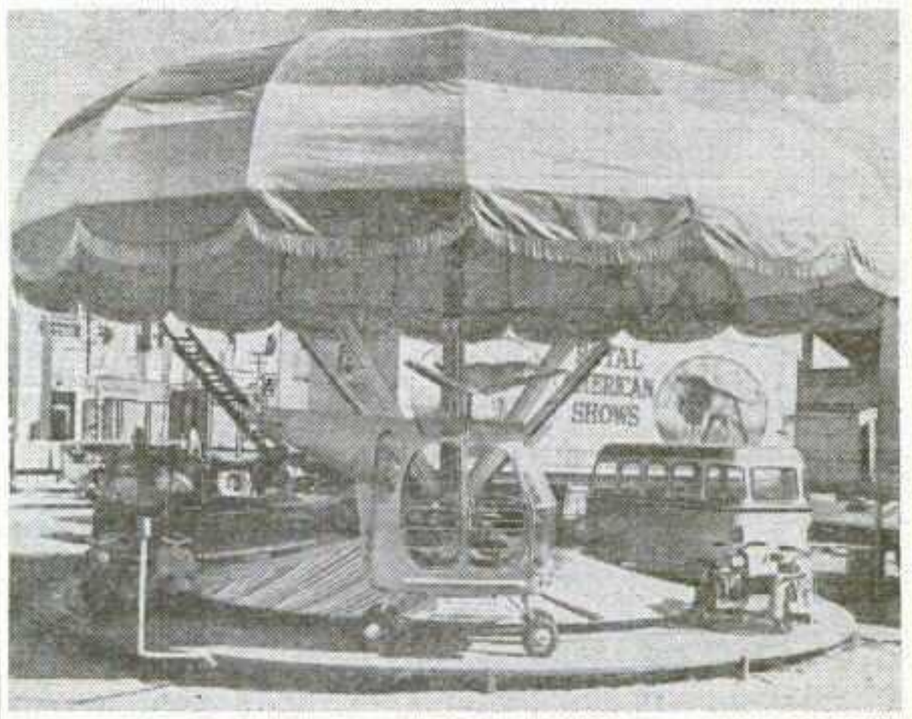
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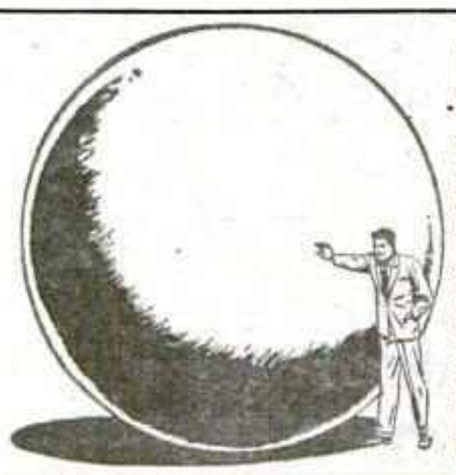
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Badger State: *A. Vomberg; Ely, Minn., 13-19.
Baker's United: *L. F. Tyra; Oakland City, Ind.; Jasonville 18-23.
Bee's Old Reliable: *Raymond C. Huls; (Fair) Scottsville, Ky.; (Fair) Lawrenceburg 18-23.
Belle City: (52d & 39th Ave.) Kenosha, Wis., 12-19; (N. Jackson) Milwaukee 20-24; (Fair) Tomah 26-31.
Bernard & Barry: *B. Mallins; New Glasgow, N. S.; Halifax 18-23.
Big State: *Jos. Sima; Sinton, Tex., 13-24.
Blue Grass: *J. T. Richards; Kokomo, Ind.; (Fair) Converse 18-23.
Brodbeck-Schrader: *B. Smitt; Gering, Neb.; Cheyenne, Wyo., 17-24.
Brown, Al: *Jackie Brown; Clara City, Minn., 11-12; (Fair) Perham 14-17; Kimball 18-20; (Fair) Anoka 21-24.
Buck, O. C.: *R. Edmonds; Keene, N. H.
Burkhart, Carl: Waukegan, Ill.
Byers Bros.: *James L. Reed; Prairie du Chien, Wis., 12-16; (Fair) La Cross 19-24.
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Capital City: *C. C. Miller; Williamsburg, Ky.; (Fair) Harrodsburg 18-23.
Carl, A. J., No. 2: Caledonia, Mich., 11-13; Decatur 14-16.
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Carroll's Greater: *Neva Lanke; (Fair) Langdon, N. D.; Michigan 17-19.
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Farrow Am. Co.: *Clarence Walter; Delavan, Wis., 12-17.
Foley & Burk Comb.: (Fair) Pleasanton, Calif., 11-17.
Frankie's Rides: Burgettstown, Pa., 18-23.
Franklin, Don: *Jay Barton; (Fair) Peoria, Ill., 19-24.
G. & B.: *Beulah Broas; (East View) Clarksburg, W. Va.
Gala Expo.: *Carolyn Miller; Tipton, Md.
Garden State: *Hip Roberts; Hazleton, Pa.; Great Bend 18-23.
Gatto Ams.: (Fair) Arcadia, Md.
Gentsch: *Fay Curtis; Jackson, Miss.
Georgia Am. Co.: *Horace Williams; Sylva, N. C.
Geren, W. R.: (Southland Shopping Center) Lexington, Ky., 11-23.
Gladstone Expo.: *Betty Jolley; Janesville, Wis., 11-19.
Gold Bond: *Adam Tesha; (Fair) Seymour, Wis., 12-17; (Fair) Madison 20-24.
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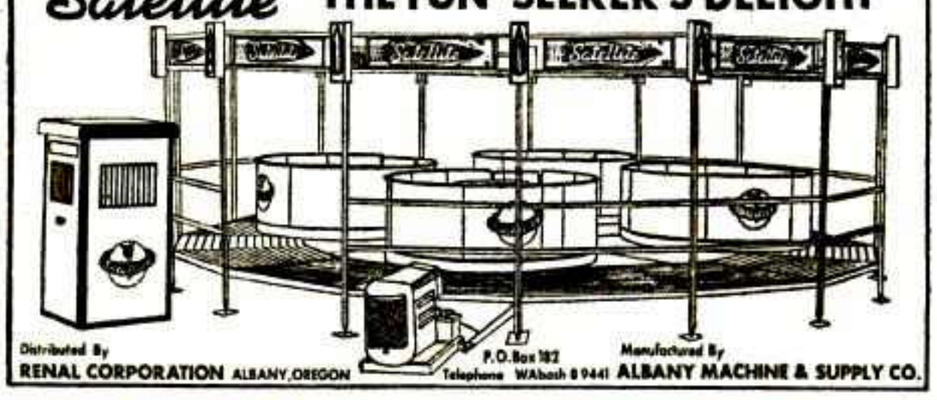

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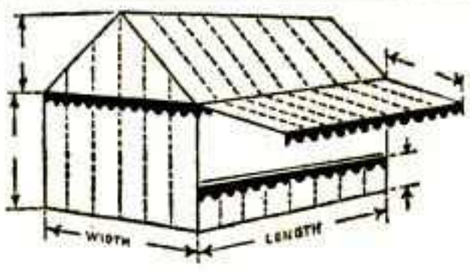

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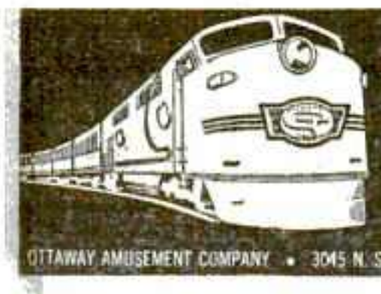

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Atterbury: Indianapolis, Ind., 11-16; Lafayette 18-23.
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Carson & Barnes: *Leona Hill; Claresholm, Alta., 16.
Clyde Beatty-Cole Bros.: Peterborough, Ont., 11; Belleville 12; Kingston 13; Cornwall 14; Montreal, Que., 15-17; Ottawa, Ont., 18-19; Pembroke 20.
Cristiani Bros.: *Don Gwin; Dubuque, Ia., 11; La Crosse, Wis., 12; Rochester, Minn., 13; Minneapolis-St. Paul 14-17.
Duke of Paducah: *Don Floyd; Shawneetown, Ill., 17; Providence, Ky., 18; Madisonville 19; Princeton 20; Hopkinsville 21; Mayfield 22; Clinton 23.
Hagen Bros.: Rouses Point, N. Y., 11; Plattsburg 12; Lake Placid 13; Port Henry 14; Warrensburg 15; Johnstown 16.
Hunt Bros.: *Jim Conley; Niantic, Conn., 11; Groton 12; Jewett City 13; Westerly, R. I., 14; Coventry 15-16.
James-Christy: *W. K. DeLock; Miller, S. D., 11; Highmore 12; Oneida 13; Gettysburg 14; Selby 15; McLaughlin 16; McIntosh 17.
Kelly-Miller: *Jack S. Smith; Victoria, B. C., 11-12; Duncan 13; Port Alberni 14; Courtney 15; Nanaimo 16; Burnaby 18-19; Richmond 20.
King Bros.: *Eva Hinckley; McLennan, Alta., 11; Peace River 12; Grimshaw 13; Fairview 14; Spirit River 15; Dawson Creek, B. C., 16; Fort St. John 18.
Mills Bros.: *Jos. Stefan; Reading, Mass., 11; Lynn 12; Hamilton 13; Natick 14; Dracut 15; Canton 16; West Bridgewater 18; Hingham 19; Warsham 20; Middleboro 21; Walpole 22; Plainville 23; Thornwood, N. Y., 25.
Polack Bros.: Eureka, Calif., 15-16.
Strong, John A.: (Fair) Pleasanton, Calif., 11-17; (Fair) Santa Rosa 21-31.

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Golden Gate: *Ida Widner; Palo Alto, Calif., 11-17.
Gooding Am. Co., No. 1: *Joseph Gaskell; Greenfield, O.
Gooding Am. Co., No. 2: Fort Recovery, O.
Gooding Am. Co., No. 3: *J. H. Macdougall; Niles, O.
Gooding Am. Co., No. 4: *L. J. Ebert; Cleveland, O.
Gooding Am. Co., No. 5: (Fair) Marion, Ind.
Gooding Am. Co., No. 6 *Joe T. Coleman; Martins Ferry, O.
Gooding Am. Co., No. 7: (Fair) North Vernon, Ind.
Gooding Am. Co., No. 8: Carleton, Mich.
Gooding Am. Co., No. 9: Akron, O.
Gooding Am. Co., No. 10: Litchfield, Mich.
Gooding Am. Co., No. 11: Cleveland, O.
Gooding Am. Co., No. 12: Tiffin, O.
Gopher State: New York Mills, Minn., 15-17; Lake Wilson 20-21; Nicollett 23-24.
Grand American: *L. O. Weaver; Lake City, Ia., 11-13; Lake View 15-17.
Greater Kastl: *G. Pelan; Colorado Springs, Colo., 11-17.
Green Tree: *John M. Huls; (Fair) Mt. Sterling, Ky.; (Fair) Paris 18-23.
Griffiths, Wm. A.: *Nicholas Hasoorchock; Wormleysburg, Pa.; (Fair) Fair Hill, Md., 18-23.
Hale's Shows of Tomorrow: *W. T. Hale; Overland Park, Kan., 12-17.
Hammond, Bob: *Mrs. J. A. Schneck; Duncan, Okla., 12-16; Anthony, Kan., 19-23.
Hannah Ams.: *I. Lange; Saltsburg, Pa.; Floreffe 18-23.
Hannum, Morris: Phoenixville, Pa.; Berwyn 18-30.
Hartsock Bros.: Livona, Mo., 13-16; Elmer 20-24; Coffee 27-30.
Hartsock, Roy: Nebo, Ill.
Heth, No. 1: *Al Kunz; (Fair) Harrisburg, Ill.; (Fair) Mt. Vernon 18-23.
Heth, No. 2: *Al Kunz; (Fair) Sturgis, Ky.; (Fair) Flora, Ill., 18-22.

(Continued on page 67)

MARRIAGES

GUNNELL-HELMAN— Roy Gunnell and Sonia Helman, daughter of Mr. and Mrs. Van Helman, of the Reithoffer Shows, June 25 in Eagleville, Pa.

THE FINAL CURTAIN

BUCK—John L. Sr., 85, circus and show business veteran for over 60 years, July 2 of a heart ailment, in Elmhurst (N. Y.) General Hospital. A native of Clearfield, Pa., he ran off to sea at the age of 12. Over the years he was chief carpenter and rigger for Earl Carroll, boss canvasman for Ringling-Barnum Circus. He started with the old Barnum and Bailey Circus, later worked for Pawnee Bill's Buffalo Ranch, Cole Bros. Circus and Hagenback-Wallace Circus. His wife had been a ballerina, then woman lion trainer with Barnum and Bailey. He retired eight years ago after 20 years as chief rigger for the Roxy Theater in New York City. Religious and Masonic Services were held at Leo F. Kearns Funeral Home, Rego Park, N. Y., with burial in a family plot. Officiating minister was Rev. Dr. Carl J. Spilman of St. Paul's Lutheran Church, Richmond Hill, N. Y. He lived at 60-31 Wetherole St., Elmhurst, N. Y.

ECKFELDT—Charles, 50, cookhouse operator on the No. 1 Western Shows, June 30 of cancer in Everett (Wash.) General Hospital after being ill since spring. He was a member of the Pacific Coast Showmen's Association, Los Angeles. Burial in Evergreen Cemetery, Everett.

GROVER—Lester, cookhouse man on Gladstone Exposition Shows, June 30 in New Berlin, Wis.

HANKS—Custer, veteran ride operator, July 4 in Veterans' Hospital, Sepulveda, Calif. For the past 15 years he had a miniature train and Mixup at Long Beach Pike Silver Spray Pier in California and also had locations at Pickering Park, San Bernardino, and North Long Beach; Arnolds Park, Ia.; Tri-State Park, Texarkana, Tex., and Casper, Wyo. Survived by his widow, Teresa; a son, Sidney; daughter, Ruth, and brother, William.

LAMBERT—George E., veteran sheet writer, June 17. Survived by his widow, Miriam, of New York.

McELRAVY—Mrs. Charles, wife of the secretary of the International Association of Auditorium Managers, at Memphis, July 6.

MOOR—Lehman, for 16 years lot man with Morris Hannum Shows, June 29 at Levittown, Pa. Services at Levittown and body shipped to Brooksville, Fla., for burial. Survivors are his widow, Doris; a daughter, four grandchildren, two brothers and a sister.

PRELL—Bessie, wife of Sam Prell, owner of Prell's Broadway Shows, in Newark, N. J., June 30. (Details elsewhere in this section.)

ROBERTSON—Donald, 80, former director and president of the Maryfield Agricultural Society, recently in Maryfield, Sask.

SARDO—John, 64, for more than 20 years stage manager and film operator at Eldridge Park, Elmira, N. Y., recently in that city. He was well known to vaude troupers as well as magicians. During the 1930's he appeared in vaude as a magician. Survived by his widow, Angeline; four sons, three daughters and two sisters. Burial in St Peter and Paul's Cemetery, Elmira.

WOOD—Mrs. Murrell, 53, of Heart of America Shows, June 24 following a hernia operation. In the past she had trouped with the Dodson, Alamo, Bob Hammond, Beckman & Gerety and Rubin & Cherry shows. Survived by her husband, Larry, and son, Larry Jr.

In Loving Memory of MY DEAR HUSBAND

IRVING J. POLACK

Who Passed away
July 13, 1949

"I Miss You So Much, Darling"

BESSIE E. POLACK

In Memory of

IRVING J. POLACK

who passed away
July 13, 1949,
but whose spirit
still lives in
Polack Bros.' Circus.

LOUIS STERN

IN CHERISHED MEMORY of My Dear Husband

DENNY PUGH

WHO PASSED AWAY
July 10, 1949

MARGARET PUGH

IN LOVING MEMORY

E. E. (Mickey) DAVIS

Who Passed Away
July 9, 1959

HIS WIFE, JEAN
AND FAMILY
BOB, MARY, BARBARA,
MARILYN AND BOBBY II

In Loving Memory of

DENNY PUGH

Who Passed Away
July 10, 1949

PAUL & ZULA JUHLIN, GRACE TINDER

IN FOND MEMORY
of Our
PAL and PARTNER

DENNY PUGH

Who Passed Away
July 10, 1949

"Always in Our Hearts"

JOE and SALLY
MURPHY

IN MEMORY of

DENNY PUGH

who passed on
JULY 10, 1949

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4. SAMUEL GENERALLO, Amusements of America
5. TONY LEWIS, Ceflin & Wilson Shows
6. MRS. AL KUNZ, Heth Shows
7. DON HANNA, Siebrand Bros. Shows
8. PETER MOLNAR, World of Mirth Shows
9. RUSS STAGER, Happyland Shows
10. RAY JACKSON, Johnny's United Shows

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In Memory of
"MICKEY"
Myrtle Sakobie
Who passed away July 11, 1958.
In our hearts always.
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CARNIVAL CONFAB

LLOYD SERFASS and his wife received a new mobile home in East Brady, Pa. . . . Bill Page's show perking along much better since its arrival in the North. Mr. and Mrs. Marty Smith active with the Page midway. . . . Lighthouse for the Blind in Philadelphia was presented with a new Wells Cargo van by Jack Essner, John Quinn and Sam Moonblatt. . . . Business has been just fair for Smiley's Amusements, Frank Camerota notes, but there have been no losers. . . . Johnny Canole will tour the Midwestern shows during July before returning East.

On the Strates midway, Gene O'Donnell suffered a gall bladder attack en route to Endicott, N. Y., and was hospitalized a few days. Wife Julia piloted the Jones bingo for him until his return, and he's okay now. . . . Stanley (Red) Nichols and Susan Foster, Jimmy Strates' secretary, were married in the "Broadway to Hollywood" revue tent in Endicott. She wore a white satin gown and fingertip veil, and carried white roses. Joyce Guley was maid of honor, wearing pale blue chiffon and carrying blue carnations. Strates gave the bride away, and Rev. Russell J. Hawke officiated at the double ring ring ceremony. Strates tossed a reception in the cookhouse, with a huge wedding cake and punch. Then Stan and Susan took off on a three-day honeymoon. All the show lost in its Utica, N. Y., date was money, but it could have been much worse; millions in hurricane damage was suffered within 20 miles of the lot.

On the Wolfe midway, Richard Lucas has joined his parents' diner after graduating from Warren (O.) High School. Jerry Riley is conducting kindergarten training for her four kids and 10 others on the show. Two of the mothers, Mrs. Caruso and Mrs. Ott, left for a few weeks. Ernie Sylvester carrying on as lot man, booker, secretary and what-have-you. Tic Tac has the nickel roll and penny pitch. Mrs. Florence Porter and sister, Edna, have the Illusion and Snake Shows, and Mrs. Fowler, the Girl Show. . . . Roy Peugh, veteran promotion man with the Buck show, now with James E. Strates. Also on that show, Mr. and Mrs. Sammy Applebaum flew to Miami to visit relatives, and have returned. Walter Cox framing a new-type skill game and keeping it under wraps. Jack Norman has returned from a booking trip, adding to his "Broadway to Hollywood" revue line-up. *Irwin Kirby*

★ ★ ★

Mrs. Jay Stanley and Mrs. Lyle Wells, whose husbands own the S & W Shows, were in St. Louis to visit their father, Steve Lee, who is confined to Barnes Hospital. Mrs. Steve Lee, their mother, has been at his bedside daily since he entered the hospital about a month ago. According to his physicians, his condition remains unchanged and he will be confined for several additional weeks with a severe back injury.

L. C. (Curly) Reynolds, president of the Hot Springs Showmen's Association, joined Ken Garman, Sunset Amusement Company, with four kid rides and plans on being with that show thru the 1960 season. His wife, June, has the mouse game on the Garman midway. This is the first time the Reynoldses have been on the road for about five years. For the past several years they have operated water and sight-seeing tours in Hot Springs.

Walter B. Fox, retired general agent, who recently observed his 75th birthday, writes from his Mobile headquarters that he received over 50 cards from all points of the compass, as well as several nice gifts from friends and relatives. Except for a weakened eye condition, his general health is fairly good. Recent visitors to the Fox Apartment at 753 Conti Street, Mobile, included Mr. and Mrs. John Tegue, Chas. E. Crichton, Mrs. Jack Jones and daughters, "Steve" Crutchfield and Terry Marshall.

Sam Solomon, former owner of Sol's Liberty Shows and at the time of his retirement from show business co-owner with Carl Sedlmayr of the Royal American Shows, recently underwent surgery for a cataract on his left eye. The operation was very successful, and with his new glasses Sam is able to see now better than ever. He will celebrate his 80th birthday on September 20, and is in good physical condition and enjoying his home in Miami Beach, Fla. He still enjoys going to the Miami Showmen's Association clubrooms, visiting with his many friends and cutting up "jack-pots" of many years ago. *Frank Joerling*

Pearls from Royal American: Ruby Singleton left for her home in Illinois and will return in Superior, Wis. . . . Robert and Bill Hasson are experimenting with a multiple-flavored custard machine. They now have eight flavors. . . . The Royal American Shrine Club entertained at the Winnipeg Hospital. Clowns Billy Logsden, Hal Hall and Bert (Doe) Henry were the feature acts. Billy Hammond and his quarter horse, James (sword swallower) Ball, Freddy (Manipo) Harris, Joe Allen, Lucky Laredo, Hank Post and Dale Wilson were also among the talent which pleased the youngsters.

Susan Demay celebrated her birthday. . . . Tom Adams suffered burns on his hands, but is back on the job. . . . Kenny Revling and Bill Thompson were sporting Western garb, getting ready for the Calgary Stampede. . . . Ista the Butterfly Girl, with Leon Miller's Club Lido, worked despite a bone fracture in her foot. . . . Shirley Fowler and Mrs. Cliff Breiner have started bank nights for the Greater Tampa Showmen's Association. . . . Bill Ludwig, Johnny Jackson and Harold Brocies have converted the wood walk-around on the Skyfighters ride to steel mesh.

Wally Cobb and Ray Milton had the train crew busy exchanging tops; the white wagon and the publicity wagon (which was the old Rubin & Cherry office) are now sporting new striped nylon canvas tops from the O'Henry Tent & Awning Company, Chicago. . . . Bob Styles is framing a "Spidora" illusion for Dick Best's Side Show . . . Lucille Weber won the first prize on the first bank night of the season. . . . Roy B. Jones was well

(Continued on page 67)

★ ★ ★

FLASHBACKS: 15 Years Ago—Four members of Wallace Bros.' Shows of Canada were killed in an auto accident near Hearst, Ont. . . . R. L. (Bob) Lohmar joined Goodman Wonder Shows as general agent. . . . L. R. Page, of Page Bros.' Shows, was a corporal in a bomber squadron at Great Bend, Kan. . . . Dave Stevens had concessions at Victory Park, San Antonio. . . . Mr. and Mrs. H. Frank Fellows celebrated their 50th wedding anniversary. . . . Torina, sway pole, and Sonny Campbell, high diver, were free acts on Prell's Broadway Shows.

Weathered-Out Lowell Bags 2 Solid Days

WOM Units Click At Fourth of July Jeff Harris Date

LOWELL, Mass.—Lowell's big Fourth of July date was partly weathered out last week, altho clearing skies on a couple of days enabled it to show signs of its tremendous potential earnings. Jeff Harris held the contract for the four-day observance which started Friday (1).

In addition to independent concessionaires Harris had the World of Mirth Shows of Frank Bergen on hand to provide all rides and shows. The midway stayed open all night Friday but it was largely a token effort as the night was a washout. The same weather attended Sunday's program, starting at 9:30 p.m.

Otherwise, World of Mirth topped last year's ride-show figures on the strength of two big days. Revenue from the front-end department did not hold up as well.

Monday (4) was exceptional and was topped off by a lavish display by Joe Godin's Interstate Fireworks Company, brought in by Harris. There were 423 aerial bombs sent aloft, one of the largest totals ever used in New England, and City Manager Frank Barrett expressed pleasure with the pyrotechnics and midway operation.

Among concessionaires making the date were Larry Swanson with 3 stands; Dick Marshan, 2; Mrs. Jackie McTeague, 2; Paul Smith, 2; Paul Ollis, 2; Little Murphy Rosenberg, 2; Frank Kaplan; Silverberg, 2; Syd Daniels, age and scales; Nate Feinberg's sit-down grab; Red Adams' diner; Maude Vernier, 4; Moody, and Weinberg and Scotty Howard with auctions.

OLSON SETS HIGH AT ANDERSON

Chalks Up July 4 Record at Fair; Gets in Big Days of Plus Business

ANDERSON, Ind.—The Olson Shows, operating 32 rides and 16 shows, the strongest line-up ever to appear on the midway of the Anderson Free Fair here, piled up an all-time record July 4 midway gross for the fair.

The whopping holiday take followed two excellent days, Saturday and Sunday, which were so much plus business for the midway and the fair, which this year extended its run by two days to eight days by opening two days before July 4.

Of the 32 rides in operation, 28 were office owned. Co-owner and manager Paul Olson enthused at the business given the new Paratrooper and the 52-capacity Umbrella ride. He also was delighted at the excellent gross of the Scrambler.

The show had so many rides that it had to divide its midway, setting up what amounted to two kiddielands as well as the main midway.

Weather during operating hours the first three days was excellent. Extremely high winds, which hit at 2 a.m. Sunday, shredded the top on the Motordrome, which is owned and operated by Jack Fairclothe. A new replacement has been ordered from the U. S. Tent and Awning Company, Sarasota.

Gooding Signs Harrisb'g Cent., Ohio Festival

COLUMBUS, O. — The Gooding Amusement Company has been awarded a three-year contract to supply the midway attractions at the Jackson County Apple Festival at Jackson, O., Floyd E. Gooding, president of the Columbus-based amusement company, announced here.

Gooding also reported that his organization has been signed to supply the midway at the nine-day Harrisburg (Pa.) Centennial in September. The midway at Harrisburg, he said, will be located on streets in the center of the city.

Opry Unit Joins Art B. Thomas For Fair Dates

VIRDEN, Man. — A WSM "Grand Ole Opry" unit joined the show line-up of the Art B. Thomas Shows and will remain on for the season, playing fairs in the U. S. and Canada. The unit, which came in direct from Nashville, consists of the Louvin Brothers, Ira and Charlie, recording artists, as headliners, with Hal Willis, Benny Martin, Starday and Ginger Warner.

Harvey Charles is in charge of the front and Jim Beggs is inside manager. A new 45 by 90-foot top was in use here. Front is high and 96 feet long. Manager Herb Schuker has mapped a strong promotional campaign tied in with local disk jockeys.

Bernard Thomas, owner-manager of the Thomas Shows, was pleased with the unit's early grosses, terming them "excellent."

GOODING AMUSEMENT CO.

NOW BOOKING CONCESSIONS FOR

JULY 19-23
PERRYSBURG, OHIO
American Legion Homecoming
Can place Hanky Panks.

JULY 24-30
LOGANSPORT, IND.
Cass County Fair
Can place Hanky Panks, Cookhouse, some Direct Sales. No Corn, Apples, Floss.

AUG. 1-6
ELNORA, IND.
Daviess County Fair
Can place Hanky Panks and some Direct Sales.

AUGUST 2-6
GREENTOWN, IND.
Howard County Fair
Can place Hanky Panks.

AUGUST 4-6
WEST LAFAYETTE, OHIO
Chamber of Commerce Annual Homecoming
A good three-day spot. Can place Hanky Panks.

AUGUST 7-12
CENTERVILLE, IND.
Wayne County Fair
Can place Hanky Panks.

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SCHAFER 20th Century Shows

Now Booking for Fairs starting at Quincy, Ill., July 26 thru August 5; Davenport, Ia., August 6-13; Cedar Rapids, Ia., August 14-21, and 10 more Fairs to follow.

CONCESSIONS: Short Range, Long Range, High Striker, Bear Pitch, Glass Pitch, Spot Pitch, Jewelry, Eats and Drinks. All Hanky Panks, come on.

RIDES: Motordrome, Arcade. Will book any Show not conflicting with Girl Show, Sideshow or Snake Show.

RIDES: Will book Mad Mouse for Davenport and Cedar Rapids, or any other Ride not conflicting.

RIDE HELP: Want Ride Foremen for Wheel, Paratrooper, Double Looper, Live Pony Ride. Need Second Men on all Rides. Paying top wages on all rides.

Contact: W. A. SCHAFER, 731 Parkwood Drive, Dallas, Texas.

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Hanky Panks that work for stock only.

WANT RIDE SUPER . . . SALARY IS NO OBJECT FOR RIGHT MAN. TERRIFIC OPPORTUNITY, CAN LEAD TO YEAR-ROUND WORK.

Foremen wanted for Tilt-a-Whirl, Rock-o-Plane, Roll-o-Plane. Top salary and treatment.

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1818 Newkirk Ave., Bklyn.
ULster 9-1686
This week playing Rockaway & Sutphin Blvds., Queens, N. Y. C.

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GAUCHO PULL-UP SLAT PUNKS
$306.00 for 12 Ft.
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CONCESSIONS

WANTED

Due to disappointment, can place Concessions of all types for Dan Patch Days, Savage, Minn., July 29-30-31, also St. Charles, Minn., August 4-5-6-7, and Waconia, Minn., August 11-12-13-14. Contact

TED O'NEIL
Ivanhoe 4-6565
St. Paul, Minn.

FOR SALE

Owing to my husband's death, will sell my '53 Dodge Tractor, 20-ft. Trailer complete with one 10x12 Top and Frame; good shape. One 12x14 Top and Front, almost new; one complete Pill Pool with Fly; five Cork Guns, three are new; two new Razzles, two Wheels, several Trunks and Stock, three Dart Boards, other odds and ends. $2,000 for all.

MRS. LEHMAN MOOR
c/o Morris Hannum Shows
Phoenixville, Pa., this week; Berwyn, Pa., July 18-30.

WANTED

FERRIS WHEEL AND OCTOPUS FOREMEN

Must be sober. Must drive semi.
RUSSELL'S AMUSEMENTS
906 N. 24th Ave., Melrose Park, Ill.
Phone: Fillmore 4-0718

Thank You
BILLY REED
Comic, J. E. Strates Shows
For your new Bel-Aire Mobile Home purchase.
"Save Money With Johnny"
JOHNNY CANOLE
Phones: WI 3-0003 or WI 4-9347
Altoona, Pa.

AGENTS WANTED

Six Cat and Buckets starting Monday, July 18, Peoria, Ill. Contact

DON PIERSON
Farrow Amusement
Delavan, Wis.

EARL GENE BAUCOM

get in touch or come on at once.

WILLIAM H. BROWNELL
c/o Happyland Shows
Port Huron, Mich.

TINTYPE

Veteran Show Agent Starts Anew at 62

USED TO BE there was a union of carnival general agents, and if R. C. McCarter had things entirely his way, there would still be one. . . . Last year he completed a 30-year cycle, returning as World of Mirth Shows agent. This year the garrulous Cracker is taking a flyer as fair manager, starting a new career at the age of 62. . . . He's a guilding influence in the new Mecklenburg Fair near Charlotte, N. C.

"Beats me how it all happened," he says, shaking his head wonderingly. . . . McCarter, known thruout the East as R. C., talks in spurts, in a gravelly drawl. . . .

R. C. McCARTER

A life-long showman, he was with World of Mirth in 1929 when it was the Bernardi Greater Shows. Things changed during the 30-year absence, but agenting's the same, he observes. . . . Takes the same old persuasion, same old insistence, same alertness.

Been around shows since 1911, but never worked a concession. Admits it's strange, "but I'm strictly an office man." . . . Howled his way into the world in Greer, S. C., on May 3, 1898, son of a cotton broker. Had a nice future, so he chucked it at the age of 13. . . . Made it to Atlanta, and was overwhelmed by the big gold-painted show car on the Paul & Todd Shows midway, and that's where he got into the business. Fellow named Stump loaned him long pants and he worked as errand boy. . . . Been on a long, winding road since then.

Business: Pants-presser, high diver, newspaper ad salesman, furniture store owner, soap manufacturer. . . . Agented for Thomas P. Littlejohn, Clark & Austin K. G. Barkoot, Col. Legger Knickerbocker, Cetlin & Wilson, Bernardi Greater, Prell's Broadway, John Marks, J. C. Weer, Model Shows. . . . Tried in 1933 and 1937 to tour his own show, but took a bath. Once it was literally, because the 1937 effort pulled seven straight weeks of rain. . . . "That's the way it goes," he muses. Also dropped some cash with a children's furniture store in Spartanburg. . . . Had a good thing with soap in Newberry, S. C., with a solution he developed, but couldn't keep away from the road.

The diving happened his second week with Paul & Todd. . . . Show's diver was out, so R. C. pulled on the tights and went up the ladder. Put out his arms to steady himself, just fooling around, and lost his balance. . . . Came out of the tank like a red lobster, but stayed with it several years, also helping out in the office. . . . Littlejohn started him booking in Georgia. Was around when Jack Wilson, Issy Cetlin and J. J. Page formed the Page & Wilson Shows, later to become Cetlin & Wilson, and was with them, on and off, for 25 years. . . . Sold ads for The Anderson (S. C.) Independent when young, and for The Charlotte Observer when World War II broke out. . . . After the war visited all 19 homes of Indiana State Fair directors, following which C&W got its first contract there. . . . Tried the road with his own show in 1956, but once more it didn't pan out.

Lots of water under the dam since R. C. started ferreting out fair contracts. . . . "Can you imagine some fairs competing with each other by bidding for carnivals? It's a fact. Things have sure got turned around!" Now he's on the other end of the contracting. . . . A second marriage was entered into in 1951 after the death of his first wife. The couple now alternates between Charlotte and Miami, depending on the season. . . . R. C. has few loves. One of them is a bottomless capacity for coffee; the other an irrespressible urge for barkoot, the fast-action rummy game. . . . Even in the thick of things he's a pushover for a challenge. In a weak moment he might even bet the Mecklenburg Fair against a carnival, figuring he's bound to tour a winner sooner or later.

Irwin Kirby

Mrs. Sam Prell Dies; Pair Shared 56-Year Marriage

NEWARK, N. J. — The Prell family, one of the East's most prominent carnival clans, has been stricken by the death of Mrs. Sam Prell, wife of the founder and manager of Prell's Broadway Shows. She was taken ill here last month when the show was playing Coral Hills, Md., and passed away June 30.

Mrs. Prell, born Bessie Van Ness, and Sam Prell had survived 56 years of marriage, being united in Paterson, N. J., July 3, 1904. Six years ago the golden anniversary was observed with a sumptuous feast at Gene Boyle's Restaurant in nearby Clifton.

The couple were on the road together during the years, in a mobile home. Their off-season time was spent in Miami and at 216 Custer Avenue, Newark. Services were held at Suburban Funeral Chapel of Philip Apter, Maplewood, N. J., with interment in King Solomon Cemetery, Clifton. Rabbi H. Danzig of B'nai Israel Congregation, Nutley, officiated.

Mrs. Prell is survived by her husband; two daughters, Gertrude Goodman of Nutley and Lillian Sulvester of Miami; two sons, Abram R., Miami, and Bennett, of Scotch Plains, N. J.; a sister, Viola Van Ness, of West Paterson, N. J.; 11 grandchildren and six great-grandchildren.

JOE STEVENS

WANTS

Agents for 1-Ball, Cat Rack, Basket Ball, Ring Pitch and other Hanky Panks. Proven route of fairs starting this week until November. If you are sober and capable, come on. All replies:

JOE STEVENS
c/o Gold Bond Shows, Seymour, Wis., Fair, this week; Madison, Wis., Fair to follow; then as per route.

W. G. WADE SHOWS

DELAWARE COUNTY FAIR

10 DAYS—JULY 28 THRU AUGUST 6
MUNCIE, INDIANA

ONE OF THE LARGEST COUNTY FAIRS IN THE UNITED STATES

—CAN PLACE—

RIDES: Paratrooper, Round-Up, Dodgem, Dark Ride, Helicopter or other Novelty Rides.

SHOWS: Illusion, Reptile, Fat, Monkey Circus, Drome, Giant Steer, Fish, Fun House, Circus Side Show (Col. Lew Alter, contact), or other outstanding Shows. Must be attractive, no junk.

CONCESSIONS: Games of all kinds, Color, Mouse, Ball, Water, Pitches (Pottery sold), Arcade, Darts and all Hanky Panks. (Will accept some Alibis with Hanky Panks.)

OUTRIGHT SALES: Cookhouse, Grab, Lemonade Shake, Root Beer, Ice Cream, Popcorn, Floss and other sales items.

HELP: Can use first-class Merry-Go-Round Foreman.

Reply only via Western Union.

D. WADE, W. G. WADE SHOWS
Big Rapids, Mich. (Fair), all this week.

SOL'S GREATER SHOWS

NOW BOOKING CONCESSIONS

For Gibson City, Illinois, Free Fair, July 18 to 23.
Followed by Nappanee, Indiana, County Fair, July 25 to 30.

CONCESSIONS: Legitimate Concessions of all kinds. Four dollars per foot. Ten-foot minimum. CONCESSION HELP: Need all kinds of Concession Help. Especially need Cat Boys and Gunners, also Bingo Help. Come to East Gary now. RIDE HELP: Need Ride Help in all departments. Fairs now beginning. SIDE SHOWS: Shows of all kinds. Especially need Girl Show for Gibson City, Ill. (Buzzy Miller, contact.) All this week, East Gary, Indiana, Columbus School Park. Contact SOL ROSENFELD.

Nolan Amusement Co.

Grove City, Ohio, Annual Harvest Festival, July 13-16
Mt. Sterling, Ohio, Annual Homecoming, July 21-22-23
Toronto, Ohio, Church Carnival, July 12-17
Hanover, Ohio, Annual Homecoming, July 20-23
NEW CARLISLE, OHIO, CENTENNIAL, Aug. 8-13

WANT CONCESSIONS—SHOWS—RIDE HELP

HELP: Foremen for Wheel, Merry-Go-Round, Paratrooper, Kid Rides, Second Men on all rides. Want Unit Manager and Ride Superintendent.

FRED NOLAN, Route 2, So. Zanesville, Ohio.
Phone: GL 2-3398 or GL 2-8252

SOMERSET COUNTY FIREMEN'S CONVENTION

CENTRAL CITY, PA., WEEK OF JULY 18

Want Cookhouse, Popcorn, Candy Apples, Pitch-Till-You-Win, Cork Gallery, Balloon Darts, Six Cats, Buckets, Swinger, Hoopla, Custard, Age and Scales, Fish and Duck Ponds, Basketball, Novelties, Slum Spindle and Penny Arcade. Want Girl Show and Monkey Show. Want Foreman for Ferris Wheel and Foreman for Merry-Go-Round, general Ride Help, Truck and Tractor-Trailer Drivers. All replies

GEORGE CLYDE SMITH SHOWS
Boswell, Pa., this week; Central City, Pa., next week.

DICKSON UNITED SHOWS

WANT ***WANT*** ***WANT***

For Camden, Ohio, Street Fair, an old established event, starting Monday, July 11.

Can use Fishpond, High Striker, Short and Long Range Lead Galleries. Will sell ex on Jewelry. Want 6-Cats, Punk Rack and all Ball Games. Can use Ride Help in all departments. Best of wages and bonus. Semi drivers preferred. Ed Bays, get in touch. Can use Bucket Store Agents and all Hanky Pank Agents. Fibber McGee, call Mr. Dickson. Can use your spots. Can use Pony Ride and any rides not conflicting.

All wires and phone calls to DICKSON UNITED SHOWS, Camden, Ohio.

FREAKS--WANTED--TALKERS

Side Show People of Every Kind

For important Eastern Fairs starting IMMEDIATELY.
Highest salaries to the right people.
Contact DAVID ROSEN, 4050 Atlantic Avenue, Sea Gate, Brooklyn 24, N. Y.
ESplanade 2-2178

FOR SALE—4 KIDDIE RIDES—25 BOOTHS

All rides in perfect condition. Can be seen in operation. Train, Chairplane, Airplane and Kiddie Car Ride, complete with fences, switches, cables. 25 Concession booths with canvas, light stringers, wheels, etc. Retiring from business. $5,000.00 cash takes it all.

DOC M. IRVING
4313 Roosevelt Blvd. Phone: CUmberland 8-3321 Philadelphia (24), Pa.

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C.C. (SPECKS) GROSCURTH PRESENTS
BLUE GRASS SHOWS
"Truly the Nation's Largest Motorized Midway"

Featuring Zacchini, the Human Satellite, Shot From Atomic Cannon Over Two Ferris Wheels Nightly

Wanted for Miami County Fair, Converse, Ind., week July 18; followed by Champaign County Fair, Urbana, Ill., week commencing Sunday, July 24, and a continuous route of bona fide fairs until November.

CONCESSIONS: Hanky Pank Prize-Every-Time Games of all kinds, Photos, Custard, Derby, Bushel Basket, Short Range, Age and Scale, Basket Ball, Novelties, center pitches of all kinds. Whitey Caler, come on. Can also place Direct Sales, etc.

HELP: Foreman and Second Man for 18-car Caterpillar, Foreman and Help for Kiddieland. Want Ride Help for 20 office-owned rides. Top salaries and bonuses paid and winter's work in Florida. Must be licensed semi drivers. Bonuses will be paid weekly for all drivers.

SHOWS: Will place any good non-conflicting Grind or Bally Show that caters to ladies and children. Liberal percentage.

All wires: C. C. GROSCURTH, Gen. Mgr., Blue Grass Shows, Kokomo, Ind., all this week.

Monarch
EXPOSITION SHOWS

NOW BOOKING FOR ST. CLAIR COUNTY FREE FAIR, BELLEVILLE, ILLINOIS
10 DAYS—JULY 28 THRU AUGUST 6—125,000 ATTENDANCE LAST YEAR

Followed by Milledgeville, Ill., Fair (Fastest Growing Fair in the State) and the Warren, Ill., Centennial Fair

CONCESSIONS—Can place Hanky Panks of all kinds, Custard, Ice Cream, Novelties, Cigarette Block, Pitches, Jewelry, Eats, Drinks and Gadgets.

HELP—Can place capable Ride Men who drive for Tilt, Wheel and others.

FOR SALE: Beautiful Dark Ride mounted on two-34-ft. semi trailers, with or without trucks. Terms to responsible parties.

M. E. REID, MGR. GEO. GLOYD, ASS'T. MGR.
Wood River, Ill., this week (Phone: Moose Lodge); Carlinville, Ill. (Fair), next week.

IMPERIAL SHOWS

WANT FOR THE BEST FAIRS IN ILLINOIS AND IOWA

CONCESSION HELP: Bingo Counter Help, Cookhouse Counter Help and Griddle Men. Good salary or percentage. The best in equipment and working conditions.

SHOWS: Motordrome and 1 other clean family-type Show.

RIDE HELP: Want reliable Second Men on Scrambler and Kid Rides. Other good Men, come on. No cars.

RIDES: Will book Paratrooper, Round-Up, Dark Ride or any Rides not conflicting.

FOR SALE BINGO COMPLETE, 80 SEATS FOR SALE

All replies to JOHN GALLAGAN, Brownstown, Ill., Fair this week; Taylorville, Ill., Fair next; then per route.

CAPITAL CITY SHOWS
WANTED FOR
MERCER COUNTY FAIR & HORSE SHOW, Harrodsburg, Ky., July 18 thru 23
Followed by the Best Route of Fairs Until Middle of November

CONCESSIONS: Long and Short Range, Hoopla, Novelties, Balloon Darts, Center Pitches, Jewelry, Diggers, legitimate Stock Concessions of all kinds. V. L. COLLIER wants Alibi Agents for Buckets, Swinger and Six Cats.

HELP: Second Men on all rides who drive semis. Foreman for Screwball. Man to handle searchlights and front gate.

SHOWS: Drome, Monkey Show or any family-type Show not conflicting with what we have.

DICK PALMER wants for five shows: Ticket Sellers, Grinders and Canvasman, two Girls for Girl Show and two Impersonators. Must be young. Top pay for right people.

All replies J. L. KEEF, c/o Western Union, Williamsburg, Kentucky

TATHAM BROS.' SHOWS
FEATURING FREE CIRCUS AND CIRCUS MENAGERIE.
Now Booking for Our Route of Outstanding Fairs.
Gardner, Ill., July 14-17 Waukegan, Ill., July 25-30
Woodstock, Ill., July 19-23 Milford, Ill., Aug. 2-5
Bloomington, Ill., Aug. 8-10
CONCESSIONS: Can place Hanky Panks of all kinds. Want Ride Help. Second Men on Octopus. Work year round. Have not closed in three years.
BILL TATHAM, Gardner, Ill.

AGENTS WANTED
For 20 of the best fairs in the midwest for Picture Frames, Buckets, Swinger, Bear-Every-Time, Hanky Panks of all kinds.
PAUL H. MILLER
c/o Lions Club. Phone: MAin 70, Stockton, Ill., this week.

A. of A. Clicks in Brockton; Sign '61

July 4 Week Big; Show Awarded New Contract; 45 Units Fielded

BROCKTON, Mass. — Amusements of America capped its biggest week of the season by retaining the Brockton Fair contract at midweek. With the date only half over, the Vivonas signed the 1961 agreement with fair President George Carney, who was visibly pleased with his new July 4 endeavor and new midway occupants.

The show threw up 32 rides and 13 shows for this one, a fair whose outcome was strictly speculative since it was advancing from a traditional September week. But by Wednesday (6) there were only smiles to be seen. The three-day weekend was a baonanza for all units, and kid's day, Tuesday (5), turned out even better than July 4 itself.

There were two Wild Life shows, those of Irene Burton and Billy Warren, and Glen Weible joined with his Round-Up and Spinaroo. Bucky Allen played a key role in the concession operation.

Among the rides were 15 kiddie units. Opening here were the new Scrambler, and the Dark Ride which Stacey Johnson has been building along the route.

Roxanne Mason arrived to handle the Latin Casino Revue for Tony Mason. It features a "Maid and the Monster" number, stars Roxanne and Her Golden Trumpet, and also offers Ethel and George, mannequin dance, and the Masonettes dancers. The other sit-down show managed by Mason is the Teen Beat, featuring rock 'n' roller Wayne Crawn, Sandy Summers and the Melody Maids, and others.

Also on the back end are Arch McAskill's Illusion Show; Van Helman Sr.'s Baby Show; Side Show and Horror Show, managed by Dickie Hilburn; Motordrome, managed by Chuck Thomas; Funhouse, managed by Tarzan Banks; Unusual World, managed by Pop Akers; Dave Blum's Giant Steers, Renton's Snake Show, Billy Warren's Wild Life and others.

Lot man Joe Ross, business manager Art Lewis and other staffers made an early appearance to get things in readiness. The No. 2 Unit had promising dates running in Livingston and Preakness, N. J. Following Brockton, the main show moves to Hammonton, N. J., for the big Italian feast engagement.

Endicott Comes Thru For Strates' Midway

ROCHESTER, N. Y. — Coming on the heels of a rare blank played in Utica, N. Y., the James E. Strates Shows put in a respectable week's work in Endicott, N. Y., last week for its extended July 4 date. Business in the Tri-City area proved good, considering the weather.

Rain was an unwelcome visitor but did less damage than expected. Opening, Wednesday (29), was good, until rain fell at 9 p.m. Thursday was very good. Friday night's business was broken up by rain.

The Saturday - thru - Monday turnouts and spending were very rewarding. Saturday's (2) gross was the highest enjoyed here in several seasons. On July 4 itself there was a gratifying response for the matinee and a packed midway at night, when fireworks were shot off. Prospects were excellent for the 11-day date's wind-up.

The free menagerie continues to be a strong draw. Sears Roebuck hired the Strates trained elephants for six days, plus Jerry Shoup, the show's human icicle. Spare space in the menagerie top was devoted to commercial exhibits.

300 at Memorial Rites

On Friday (1) a heavily-attended memorial service was held at Riverhurst Cemetery, at which the late James E. Strates' grave was banked with floral offerings. Rev. Phillip Yalipsos officiated and some 300 persons from all segments of the midway turned out, in addition to local friends and business associates.

Two 100 k.w. diesel plants were added recently, acquired from the Lee's Funland Shows. Mr. and Mrs. John (Pop) Garrett are augmenting their restaurant crew for fairs, which begin July 25 in Butler, Pa. Date following this one is Cheektowaga (Buffalo), N. Y., then Butler. Joyce Gurley was bridesmaid and Tommy McNeill was best man at the recent wedding of Susan Foster and Stanely Nichols, of the Wild Mouse staff.

CLUB ACTIVITIES

National Showmen's Association

NEW YORK — Joe Sherman has been appointed chairman of this year's yearbook, by Max Tubis, president. Ethel Weinberg, executive secretary, is back from vacationing in Atlantic City, where she visited Tubis and wife Jane Tubis, on the Million-Dollar Pier. Also seen there were Joe Brooks and Joe Welch. On the Steel Pier she visited Harry Fields, Jack (English) Agree, and Ed and Leo Nacht. Mrs. Weinberg also saw Ward Graves and Lou Dufour.

Ladies' Auxiliary

Irene Bents is grandmother of a new boy. Katherine De Marco's daughter married June 12. The son of Morris and Ann Brown has won trophies for music and bowling. Marion Lowerre's daughter won two bowling trophies at a dinner at 9W Bowling Club, Englewood Cliffs, N. J. The husband of Fredi Coleman died of leukemia recently. Eleanor Rinaldi is on the sick list.

WANTED
BINGO COUNTERMEN
Boys who worked for me before answer. A good route of fairs.
ABE FRANK
Rohr's Modern Midway
Carrollton, Ill., week July 11; Grant Park, Ill., week July 21.

STEVE CORSELL
(Buddy, Call)
Could use you in Derby. Wire
CURT LARSON
c/o West Coast Shows, California Unit, as per route.

WANT FOR
Lake Zurich Alpine Festival, Waukegan, Ill.
Want Hanky Panks of all kinds. Want Wheel Foreman. We are out until November in Louisiana.
CARL BURKHART SHOWS
Bonnie Brook Fire Dept., Waukegan, Ill.

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WANTED
CONCESSIONS AND SHOWS
OF ALL KINDS

FOR THE VERMILLION COUNTY FREE FAIR
AT CAYUGA, INDIANA
FOR THE WEEK OF JULY 25

Contact

CRAIG JONES, *Supt. of Concessions*
DANA, INDIANA
or call Cayuga, GR 8-3408

WANTED
STARTING AT STATE FAIR, MINOT, N. DAK.
JULY 17 AND FOR BALANCE OF SEASON

2 Picture Frame Agents—2 Six Cat Agents—
And Bucket Agents who work for stock. All must be sober.
Have Coin Counter for sale.

JOE MANDRICK
Graver Hotel, Fargo, N. D., or c/o Wm. T. Collins Shows, per route. (No collect calls.)

NORTHERN EXPOSITION SHOWS
"Northwest's Finest"

Last call for Wolfe Point, Montana, Wild Horse Stampede, July 14-17, followed by 12 Montana "B" Circuit Fairs.

SHOWS: Will book Mechanical, 10-in-1, Mirror, Animal, Snake, Freak or any Show not conflicting. CONCESSIONS: Can place Cookhouse, Sit Down Grab, Novelties, Long and Short Range Galleries, High Striker, Age & Scales, Roman Target or any Stock Concession not conflicting. We book only one of a kind. No alibis, mitt camp or grind stores. Address

MIKE SMITH, NORTHERN EXPO. SHOWS
Wolfe Point, Montana, July 14-17, then as per route.

SMILEY'S AMUSEMENTS
WANT FOR CHARLEROI, PA., FIREMEN'S CELEBRATION, JULY 18-23

Can use Hanky Panks of all kinds. Can use family-type Shows. Can use general Ride Help who drive.
RIDES: Can use Paratrooper, Scrambler, Rock-o-Plane and Tilt.

STARTING AUGUST 8 TO 13

Arnold, Pa., Western Pennsylvania Firemen's Convention, then nine weeks of fairs.

All wires and replies to New Brighton, Pa., July 11-16.

P.S.: Girl Show Buzzy Miller, contact me, please.

PAGE COMBINED SHOWS
Want for Canandaigua, N. Y., Fair, July 18-23
Followed by six more New York Fairs, then south for 11 weeks of fairs.

CONCESSIONS that work for stock, also Novelties, Gadgets, Eating and Drinking Stands and Penny Arcade. All those who wrote for space before contact immediately. Want Agents for Six Cats and Buckets.
SHOWS: Fun House, Glass House, Wildlife, Geek Show, Big Snake and Side Show.
RIDES: Dark Ride, Scrambler, Roller Coaster, Turnpike, Tank Ride and Pony Cart. Can also place good Ride Men who have license and drive semi.
All replies to BILL PAGE, Trumansburg, N. Y., Fairgrounds, this week.

WANT *WANT* *WANT*
INDEPENDENT MIDWAY, SIOUX EMPIRE FREE FAIR
SIOUX FALLS, S. DAK., AUG. 27-31

Cookhouse, Grab, Floss, Popcorn, Foot Longs, Snow, Apples, Ice Cream; also Pitchmen and Straight Sales. All replies to

WM. T. COLLINS, WM. T. COLLINS SHOWS
Fargo, N. Dak., this week; then per route in Billboard.

WANT GIRLS —— WANT GIRLS
Exotic Strip Dancers for Girl Show. Young and attractive girls need not be experienced. Will teach willing beginners. Living quarters, wardrobe and transportation furnished. Pay every night. Contact

MANAGER, BELLE STARR REVUE GIRL SHOW
Vassar, Mich., July 10-17; Martinsville, Ill., July 18-23; Cayuga, Ind., July 25-30.

P.S.: Beth Sheeba, Brenda Carter, Jerry Bannon, Patrick Dignman and Faye Starr, come on or wire Western Union or call me collect immediately.

PAGE BROS.' SHOWS
Want for Shelbyville, Ky., July 25-30, and Ten More Fairs to Follow

Open midway. Want Concessions of all kinds. Want Rides not conflicting. Lefty Western wants Ride Help. Want Girl Show, must be nice; Grind Shows and Jig Show.

Wire a/o Western Union or write General Delivery, Lexington, Ky. No calls.

ROSS MANNING SHOWS
Bernie Feldman, Business Manager
CAN PLACE FOR FAIRS!

Lynchburg, Va., July 18-23
Roanoke (Starkey Speedway), July 25-30
So. Boston, Va. (Firemen's Convention), Aug. 1-6
Manassas, Va., Fair, Sept. 8-13
Tazewell, Va., Fair, Sept. 15-20
Galax, Va., Fair, Sept. 22-27
Woodstock, Va., Fair, Aug. 29-Sept. 3

CONCESSIONS: Long Range Shooting Gallery, Hanky Panks, Novelties. Bernie Feldman wants County Store and Pin Store Men, P. C. Dealers.
RIDES: Paratrooper, Round-Up. (Low percentage!)
SHOWS: Ginger Ray and Joe Mooney want girls for Girl Shows. Top salaries. Lee-Ola can place Fire-Eater, Working Acts. Ticket Sellers for Side Show and Grind Show. Write or Wire:
ROSS MANNING, Manager, Bonnie's Lake Amusement Park, Lynchburg, Va.

BAKER UNITED SHOWS
"A Clean Modern Midway"

Tri-County Fair, Jasonville, Ind., July 18-23
Clinton 4-H Fair, Clinton, Ind., July 25-30
Ripley County Fair, Osgood, Ind., Aug. 1-6
Old Settlers' Reunion (on streets), Delphi, Ind., Aug. 10-13
Wabash County 4-H Fair, Wabash, Ind., Aug. 15-20
Benton County Fair, Boswell, Ind., Aug. 22-26

Then the big Labor Day Celebration, Palestine, Illinois, Aug. 31-Sept. 7

CONCESSIONS: Can place Concessions for all dates. Foot Long, Custard, Chocolate Dip, Long and Short Range, Balloon Darts, Pitch-Till-You-Win, Cork Gallery, Hoopla, Jewelry, High-Striker, Duck Pond, Ball Games or any clean Legitimate Concessions.
SHOWS: Can place 10-in-1, Fat, Monkey or any other worth-while shows. No girl shows.
RIDE HELP: Can place at once Foreman for Merry-Go-Round and Second Men on all rides. Must drive semis and have licenses. JOHN STARKEY, PAINTER, GET IN TOUCH AT ONCE. All replies to

ERNIE ALLEN, MGR.
Oakland City, Ind., Fair this week; Jasonville, Ind., Fair next.

A FAMILY TRADITION — JOHNNY'S UNITED SHOWS

WANT—CAN PLACE—WANT
For out long list of continuous Fairs starting with Perry County Fair, Pinckneyville, Ill., July 11 thru 16, and ending in Florida, Nov. 26

RIDES: Can place set of Kid Rides and one Major Ride for Annual Fish Fry, City Streets, Darlington, Indiana, July 21 thru 23. Entertainment and giveaways daily.
CONCESSIONS: Can place Popcorn, Snow, Floss, High Striker, Basket Ball, etc., for Darlington.
SHOWS: Can place Revue (Carroll Green, contact). Can place organized Minstrel Show.
HELP: Foremen for Tilt and Paratrooper, also Second Men for Wheel, Octopus and Paratrooper, must drive. (George Lemeau and Wm. O'Brien, contact.)

JOHN PORTEMONT, JR., Phone in Office, Pinckneyville, Ill., this week

The Northwest's Finest Midway Attractions

Wm. D. STANLEY SHOWS

Now Booking for Our Fair Route

CONCESSIONS: Long Range, Short Range, Bumper, Add-Em-Darts, Roman Targets, High Striker, Tip-Over-Coke, Bear Pitch, Bird Pitch, Glass Pitch, Hoop-La, Coke Bottle Pitch, Swinger, Spot Pitch, Watch-La, One Ball and Balloon Dart.
WILL BOOK ALIBIS with Hankies, Buckets, Six Cat or Picture Frame.
WANT: Cookhouse for good fair route.
SHOWS: Snake, Monkey, Mechanical or any good attraction.
Want Ride Help in all departments. Some Foremen jobs still open. Top wages with bonus.

All contact per route, WM. D. STANLEY SHOWS

MOUND CITY SHOWS
Want Hanky Panks, Photos, High Striker, Cork Gallery, Short Range, First and Second Men on Tilt. Also Sky Fighter Operator and Kid Rides. Must have chauffeur's licenses, no cars. Bob Myers wants Agents for Hanky Panks. Address:

Ellisville (St. Louis), Mo., July 15-17;
Nokomis, Ill., July 18-23.

GIVE TO DAMON RUNYON CANCER FUND

FREAKS—SIDE SHOW ACTS—TALKERS
FOR WONDERFUL SIDE SHOW, CONEY ISLAND, N. Y.

Immediate work for balance of season. Top salary to Talkers who can turn a tip. Will also pay highest wages for Freak with strong box-office appeal. Excellent working conditions. Can also use Ticket Sellers.

WRITE—WIRE—PHONE NOW!
STANLEY GERSH, ESplanade 2-4150 from 1 p.m. to 1 a.m.
1200 Surf Avenue, Coney Island, N. Y.

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PRELL'S BROADWAY SHOWS

Want for Red Lion, Pa., Fair, July 18-23; Harrington, Del., to follow

Want Girl Show with or without equipment. Snake Show, Wildlife, Pit Show and Arcade.

Want Foreman for Whip and Caterpillar, also Ride Help. Must drive and prove it.

Want Long and Short Range Galleries, all kinds of Hanky Panks, Photos, Eats and Drinks. Chas. Grass and Wm. Cooper, get in touch. All replies to Sharon Hills, Pa., this week.

GRAND AMERICAN SHOWS

Want for 8 Celebrations, 7 Fairs in Iowa

Grind Shows with own equipment. No Girl Shows. Concessions: Photos, Pitches, Hanky Panks. RIDE HELP: Foremen for Octopus, Rock-o-Plane, Coaster. Second Help that drive semis. Want to book Scrambler for Central Iowa Fair, Marshalltown, August 19 thru 22. All replies

L. O. WEAVER, MGR., as per route.

DAVIDSON UNITED SHOWS

Want High Striker, Balloon Darts, Coke Bottles, Jewelry, Mug Joint, Bear Pitch, Glass, Cat Rack, Short and Long Range, Novelties. SHOWS: Can place Shows of all kinds. Will give ex on two shows or more. RIDES: Can use one flat ride for balance of season. No junk. Ten-ride show, two wheels. All proven fairs and celebrations. No layovers.

Contact B. DAVIDSON, Owner, as per route.

VIRGINIA GREATER SHOWS

Want Photo, High Striker, Six Cats and Long Range Buckets, Bear Pitch and Penny Pitch. Want Side Show Manager with acts. Will book Fun House, Monkey Show and Wildlife. Want Ferris Wheel and Chairplane Men. Want Griddle Man. Jim Seachrist, answer. George Kessler, come in. Will book two Rides not conflicting.

VIRGINIA GREATER SHOWS, Middletown, Dela., this week, then Seaford, Dela.

SUNSET AMUSEMENT COMPANY

Camanche (Clinton), Iowa, July 18-23, Lions Carnival. Starting at Mt. Pleasant, Iowa (6 days), July 25-30, all Fairs and Celebrations.

SHOWS: (Now off the streets.) Can use Freak, Illusion, Athletic, Side Show, Mechanical or any Show except Girl. CONCESSIONS: Glass, Bear, Bird and Dish Pitches; Six Cats, Buckets or Picture Frames, each with Hanky Panks. Want Foot Longs, Custard, Coke Rings, Basket Ball, Punk Rack, Dip, Bottles, Ball Games, Short Range, Cork Gallery, Fish or Duck Pond, Photos, Age and Weight, Hanky Panks. HELP: Second Men who drive and have chauffeur's licenses.

Address: Mason City, Iowa, this week; Camanche, Iowa, next.

GLEN PARK, N. Y., FIREMEN'S FIELD DAYS

2 MILES OUT OF WATERTOWN. CLOSE POPULATION, 38,000.
CAMP DRUM 4 MILES AWAY. 50,000 SOLDIERS.
PLENTY OF CRAZY MONEY HERE. JULY 19 THRU 24 INCLUSIVE.

WANTED: Ball Games, Shooting Galleries, High Strikers, Roll Downs, Cats, Buckets, Swingers, Darts, Duck Ponds, Weight and Age, Jewelry, Glass, Photos, Baskets, Mitt Camp, Rides, Snake Show, Geek Show, Fun House, one small Posing Girl Show. Manchester, N. Y., to follow. Write, wire or phone:

HAROLD "SPIKE" MORLEY, RFD #6, Oswego, N. Y. Phone: Fireside 3-8370.

GARDEN STATE SHOWS

WANT FOR GREAT BEND-BARAS CENTENNIAL, GREAT BEND, PA., JULY 18 THRU 23. TWO BIG KID DAYS, PARADES AND ALL CIVIC ASSOCIATIONS SPONSORING EVENTS DAILY.

WANT Ice Cream, Waffles, Walkaways, Age and Scales, Stock Concessions of all kinds. Can place family Shows and Tilt and Octopus or any major Rides. All address:

R. H. MINER, GARDEN STATE SHOWS, Hazleton, Pa., now.
Can place Bingo—Aug. 8-13, Aug. 22-27 and Sept. 7-10.

WILSON FAMOUS SHOWS

WANT legitimate Concessions for our FAIRS starting July 27, Sangamon Co. Fair, New Berlin, Ill.; Morgan County Fair, Jacksonville, Ill., Aug. 3-6 and Henry County Fair, Cambridge, Ill., Aug. 9-13.

Can always place good RIDE Help.

Will exchange Flying Scooter Ride in A-1 condition on Helicopter or Round-Up Ride.

Address Cuba, Ill., then as per route.

JIMMY ACKLEY WANTS

For Vassar, Mich., Fair, July 10-16, and Holy Redeemer Celebration, Flint, Mich.; then Sandusky, Mich., Fair with good route of Fairs to follow.

Want Agents for Hanky Panks, Picture Frame, Buckets, Swinger, Six Cats, Pin Store and Razzle. Also want up and down Help who drive. Johnnie Buley, Jim is here. Wheeler Brown, what happened?

Phone: Taylor 3-9931, Vassar, Mich.

COMPLETE CARNIVAL

Merry-Go-Round, Ferris Wheel, Roll-O-Plane, Kiddie Auto

With trailers to carry equipment, sound truck, 10 booths, main switches, junction boxes, several hundred feet of wire. All in running condition. Selling due to illness.

COLBERT'S AMUSEMENTS, 218 Main Street, Boylston, Mass.

HELP WANTED

Can place Alibi and Hanky Pank Agents. If you are capable can promise all winter's work in the Caribbean Islands. Especially need Help for Bear Pitch. Chuck, received your wire. Come on. Wally, come on. All replies

BILL McCOY
c/o W. G. Wade Shows
Big Rapids, Mich. (Fair), this week; Fraser, Mich., next week.

GEORGE W. NELSON SHOWS

OPENING JULY 15-16, BURT, IOWA

Want First and Second Men for Wheel, Merry-Go-Round, Coaster, Swings and Kid Rides. No time to write, come on in, will place you. Unless you are neat, sober and reliable, stay where you are. Want Electrician. Can use Hanky Panks.

Address GEORGE W. NELSON

(1) Allan Herschell Jeep Ride, 4 yrs. old, in perfect condition, price $1,700.00.
(2) Pinto Fire Engine Ride, 6 yrs. old, needs repairs, price $1,000.00.
(3) Small Kiddie Carousel, 19 ft., needs repairs, price $400.00.
(4) Mangels Kiddie Whip Ride, perfect condition, 2 yrs. old, price $2,000.00.
(5) 22 old Dodgem Cars, price $500.00.

A. GARTO
2073 Shore Parkway Brooklyn, N. Y.
Phone: ESplanade 2-5306

CHEROKEE AMUSEMENT CO.

RIDE HELP WANTED

Foreman for Mixup and Help on other rides. Want Operator for Funhouse. Fred (Pappy) Miller, contact me.

J. W. MAHAFFEY
Erie, Kans., July 11-16;
El Dorado Springs, Mo., July 18-22.

CARNIVAL WANTED

for the
SEDGWICK COUNTY FAIR
August 18-19-20

Must have good Rides and Concessions of all kinds. Contact
DEAN GILLIARD, Phone 246-W, or
VIC JOHNSON, 162-W, Julesburg, Colo.

FOR SALE

BINGO COMPLETE

Frame type, 18x36, 71 stools. Top like new. Can be seen in operation. Trailer-mounted Car Ride; 1953 Dodge Semi Tractor. Everything in excellent condition.

R. E. HENN
Route 2, Warren, Ohio. Phone PA 4-2853

CARNIVAL WANTED

to play Clark County Fair, Livestock Show, Arkadelphia, Ark., week of Sept. 19 through 24.
Rides are popular and in demand.

Address:
W. H. ROSS, Pres.
Clark Co. Fair & Livestock Assn.
Arkadelphia, Ark.
Phone: CHapel 6-2030

RIDE HELP WANTED

WHEEL FOREMAN, M-G-R FOREMAN.
Good pay, good treatment.

McGINNIS BLUE RIBBON AMUSEMENTS
This week playing E. 55th St. and Broadway, Cleveland, Ohio.

WANTED RIDE HELP

Foremen for Tilt and Fly-o-Plane; also Ride Help that have class A driver's license. Top salary for top men.

Apply to
JOHN FINLAY, Ride Superintendent
Golden Gate Shows
East Palo Alto, Calif., July 11-17)
Haywood, Calif., July 18-24.

AGENTS WANTED

For long season of fairs starting at Elroy, Wis., week of July 11, and ending in October in the South.

DAN EVANS
McKenna Rides and Amusements
Elroy, Wis.; then as per route.

CARNIVAL WANTED

With Rides and Concessions for big Homecoming, Aug. 5 & 6, 1960, at Medora, Illinois, for Tredo Post 3992C.

Contact DON MOORE
Medora, Illinois
Phone: SA 9-7575 or SA 9-7570

WANTED

Ferris Wheel, Merry-Go-Round or other major Rides. Concessions; have Pop Corn and Floss booked. Thiensville, Wis., Water Regatta, July 29-30-31. Contact

A. W. STREHLOW
P. O. Box 1 Waukesha, Wis.
Liberty 2-6763

FOR SALE

TWO EXHIBITS

One, The Story of Money, contains currency since early times to modern dates; 100 panels, 14x22; also odd and curious money, Shell Money, Ancient Chinese and so on.

Two, The Story of Transportation, 18 cases of models, Land, Sea and Air, 150 picture panels. Can be set up in tent or trailer. Good for Fairs, Circus or Educational Exhibit. Must sacrifice, both for $500.00.

MURRAY HOLT
5353 Carthage Ave., Norwood 12, Ohio
Phone: RE 1-7575

WANTED

SCREWBALL FOREMAN
WHEEL FOREMAN
SCOOTER FOREMAN

Top wages to sober, reliable help. Want Second Men for all rides.

A. J. SUNNY AMUSEMENTS
13422 Prospect Road
Strongsville 36 (Cleveland), Ohio
Phone: Center 8-6256

WANT GIRL SHOW

For Norway, Maine, Firemen's Celebration, July 18-22. Good deal.
Want Hanky Panks and Prize-Every-Time Concessions. Good route. No Flats and no Alibis.

QUEEN CITY RIDES
Fort Kent, Maine

LEXINGTON, OHIO

Boosters' Club Annual Celebration, July 13-16.
Want Hanky Panks of all kinds.
RIDE HELP: First and Second Men, Ride Superintendent, also Unit Manager. Contact

Manager, HAP HULS
Buckeye State Shows
As per route or phone
Moxahala Park, S. Zanesville, O.

FOR SALE—QUICK

Six Cats Concession, 16 ft., like new; reasonable.

JOE MITCHELL
603 Summer St. Toledo, Ohio
CH 3-7870

JOHN HOPPER

If you are at liberty, contact me.

BILL GULLETTE
c/o Imperial Shows
Brownstown, Ill., this week; Taylorsville, Ill., follows.

SIDE SHOW GIANT WANTED

Also Colored Musicians and Entertainers. Prefer four or five piece organized unit. Sobriety essential. Also want Girl for Blade Box. Tattoo Artist and Ticket Sellers. State all in first letter. Write or wire,

WARD HALL
c/o Wm. T. Collins Shows
Fargo, North Dakota, this week.
No collects.

WANTED BOOKINGS

for Western Plaza Shopping Center, Knoxville, Tenn. Rides, Animals, etc. 1 or 2 week stands remainder of summer or fall. Must appeal to children. Merchants tickets plan. Contact

WALLACE McCLURE
4511 Kingston Pike, Knoxville, 8-0518

I GUARANTEE

My Six Cat Ruffle and Cat Boy $40.00 per week or 10%. Prefer semi driver. Also need Fish Pond Agents. Good spot for man and wife.

ANDY OSAK
Prell's Broadway Shows
Sharon Hills, Pa. (Philadelphia), this week; then as per route.

24 CHAIR SWING

FOR SALE

In A-1 condition. Will sell for $500.00.

VENUS HARVEST HOME ASSN.
L. W. HYDINGER, Sec.
N. S. Star Route, Oil City, Pa.
Phone: VEnus 8621

GIVE TO DAMON RUNYON CANCER FUND

$150.00 CASH REWARD

for location of

ELWOOD EVANS

"Shorty Evans"
30 years old. Small, blond man. Crippled heels. Usually an agent. Wife, Lorrain, some time called "Shorty Porter." For reward, call collect.

GEORGE TURNER
Phone: Victor 2-9888
Oklahoma City, Okla.

CALL

SYCAMORE, OHIO, 7-5552
for
BABY DUCKLINGS
BARE'S HATCHERY

TIP TOP SHOWS

Want Concessions and Shows.

For Sale: Cat-type one-truck Ride, $2,500.

Laurium, Mich., July 11-17; Hurley, Wis., July 20-24; St. Paul, Minn., July 27-31.

WANTED

Rides of All Kinds

For 3-Day Clinton County Fair, August 25-27.

Contact WELBY HOOVER
600 Poplar St. Albany, Kentucky
Call Albany 205L or 150

WANT RIDE HELP

For all rides, Foremen and Second Men for Ell Wheel, Tilt, Jenny, Roll-o-Plane, Coaster and 8 Kid Rides. Playing shopping centers. Also want Help for #2 unit, same as above. $60.00 and $85.00 a week. Two week stands. Come on. No money advanced. Can draw if you are here. Address all mail to

MYRTLE AND DICK McSPADDEN
3107—63rd Ave. Cheverly, Md.
on Washington District Line

South Beaver Township Volunteer Fire Co.

Needs Rides and Concessions for Fair, August 1 thru 6. Write to
South Beaver Township Volunteer Fire Co., c/o

W. W. YOUNG
R. D. #1, Darlington, Pa.

KIDDY ARMY TANKS

Built by Stacy Johnson Mfg. Co. of Miami. Real thrill ride for kiddies, up and down on a track like Bulgy the Whale. Has fluid drive. Ride is in very good condition. Cost over $3,500 new. Price, $1,750 for quick sale. Can deliver up to 500 miles for small fee. RAY CAMP, Box 22, Oceanway, Fla. Phone: Jacksonville, POplar 5-5240.

WANTED

Rides and Concessions for Legion Week at Tarentum, Pa., July or August.

AMERICAN LEGION POST 85
Tarentum, Pa.

AGENTS WANTED

CHAMPAIGN, ILL.,
followed by Ionia, Mich.

Long and Short Range Buckets and Picture Frames, Swingers and Hankys. Bill Lauflin, Bobby, Specs, Ronnie, Bink, Jimmy, Sleepy Johnson and Dick Simmons, contact

C. HOWARD, Catlin & Wilson Shows
Evansville, Ind.

WANTED

PIN STORE and BUCKET AGENTS

Tommie Allen and Tommie Maton, wire Paul Treon.

CHUCK DUMA
c/o Jimmie Chanos Shows
Rising Sun, Indiana, this week

WANT GIRLS

FOR GIRL SHOW

Top salary, long season. Can use Girls with no experience if young and attractive. Furnish costumes and transportation. Contact

WAYNE MORGAN
Continental Shows, Carthage, New York

A-1 AMUSEMENTS

Want for Jasper County Fair, Newton, Ill., followed by long String of Fairs and Celebrations.

Can place Bingo, Cookhouse, Photos, Scales, Bumper or any store working for stock. HELP WANTED: Foremen for Scrambler and Ferris Wheel. Can place Second Men who drive. Top wages. Contact JOHN HANSEN, Manager, Newton, Ill., Fairgrounds, week of July 11; Bismarck Fair, Bismarck, Ill., week of July 18.

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CARNIVAL ROUTES

• Continued from page 61

Holiday Am. Co.: *Mrs. K. McComak; Fairmount, Mo.
Hottle, Buff, No. 2: *Wm. A. Brooks; El Dorado, Ill.; Arthur 18-23.
Illinois Valley Rides: Athens, Ill., 14-16.
Imperial: *Audrey L. Davies; (Fair) Brownstown, Ill., 11-15; (Fair) Taylorville 16-23.
Inland Empire: *H. C. Meyers; Weiser, Idaho, 12-16; St. Anthony 20-25.
Johnny's United: *Ray Jackson; (Fair) Pinkneyville, Ill.; Huntingburg, Ind., 18-22.
Ken-Penn Ams.: *Chas. Graham; Minerva, O.; Saxonburg, Pa., 18-23.
Key City: *Loretta Smith; Knightstown, Ind.
Keystone State: *Richard Gilman; Nanty Glo, Pa.
King Expo.: Vassar, Mich.; Flint 18-23.
Lake Shore Ams.: Hammond, Ind., 11-17.
Lindle, Jack: *A. Arcaro; Augusta, Ill., 13-16.
Lone Star Ams.: Tulia, Tex.; Portales, N. M., 18-23.
Leuhr's Ideal Rides: *H. W. Leuhrs; (Fair) Valley Mills, Ind.; (Fair) Worthington 18-23.
M. D.: Easton, Pa.
Marks: *Jack Galluppo; Washington, D. C., 13-23.
McKenna's Rides & Ams.: *T. Hale; Elroy, Wis., 14-17; Slinger 21-24.
Merchant's Festival Rides; Nashville, Tenn.
Merriam's Midway: *D. Merriam; Park Rapids, Minn., 11-13; Detroit Lakes 14-17; Canby 18-21; Pine Island 22-24.
Midway of Mirth: *Frank X. Lavell; Farmersville, Ill., 11-14; (Fair) Carlyle 19-23.
Monarch Expo.: *Earl W. Carpenter; (Fair) Wood River, Ill., 12-17; (Fair) Carlinville 19-24.
Moore's Modern: *Jack Moore; Carroll, Ia.; Blue Hill, Neb., 20-23.
Murphy's Northern State: *Mrs. H. McMahan; Watford City, N. D., 11-13; Flaxton 14-16; Glendive 18-21; Fairview 22-24.
New England Ams.: Winchendon, Mass.; North Brookfield 18-23.
Nolan Am. Co., No. 1: Grove City, O., 13-16; Mt. Sterling 21-23.
Nolan Am. Co., No. 2: Toronto, O.; Hanover 20-23.
Northern Expo.: *C. Dallas Egan; Culbertson, Mont., 11-13; Wolf Point 14-17.
Norton's United: *Mildred Carter; Great Falls, Mont.
Olson: *Mrs. Ray Cramer; (Fair) Fort Wayne, Ind.; South Bend 18-27.
Page Bros.: Lexington, Ky.
Page Comb.: *Blackey Jones; (Fair) Trumansburg, N. Y.; (Fair) Canandaigua 18-23.
Palmetto Expo.: *Milton McNeace; Thomasville, N. C.
Penn Premier: *Richard Gilman; Oil City, Pa.
Playtime Am. Co.: *Peter Burr; Falmouth, Mass.
Powelson Ams., No. 1: *Happy Powelson; New Washington, O., 13-16; Montpelier 18-23.
Powelson Ams., No. 2: *Happy Powelson; Reynoldsburg, O.; Quaker City 18-23.
Powelson Ams., No. 3: *Happy Powelson; Gibsonburg, O., 13-16; Shreve 18-23.
Prell's Ams.: *L. Sylvester; Sharon Hills, Pa.
Prell's Broadway: Sharon Hills (Philadelphia), Pa.; (Fair) Red Lion 18-23; (Fair) Harrington, Del., 25-30.
R. & L. Ams.: *G. L. Clark; Rock Valley, Ia., 11-14; Merrill 16.
Reed Ams.: Vincennes, Ind.; Glasgow, Ky., 18-23.
Reid's Golden Star: *Elmer Reid; Ducktown, Tenn.
Reid, King: *Wm. R. Austin; New Castle, N. B.
Reithoffer: Hancock, N. Y.
Rock City: *Bill Horton; Staplehurst, Neb., 14-17.
Rogers Bros.: *Mrs. M. L. Whiteside; (Fair) Wishek, N. D., 11-13; (Fair) Breckenridge, Minn., 15-17; Henning 18-20; Hopkins 22-24.
Rohr's Modern Midway: *Jeannett Waters; Carrollton, Ill.; Grant Park 2-124.
Rose City Rides: *Dutch Schrader; Dixon, Mo., 11-13; Hermann 15-17; Booneville 20-23.
Ross Ams.: *R. T. Sinderson; (Fair) Princeton, Mo., 13-16; (Fair) Lamoni, Ia., 20-24; Corydon 25-30.
Royal American: *Joe Pearl; Calgary, Alta.; Edmonton 18-23.
Royal United: *Jackie Swift; Arlington, S. D., 11-12; Canistota 13-14; Dell Rapids 15-16; Sheldon, Ia., 18-20; Belmond 22-23.
Royal West: * Jack Lee; Del Rio, Calif., 12-17; Crescent City 19-24; Brooking, Ore., 27-31.
Rumble Rides: *D. P. Rumble; Orleans, Ind.; English 18-23.
Russell Ams.: Melrose Park, Ill., 12-17.
S. & W.: *J. O. Green; Wapello, Ia., 11-18.
Scott Bros.: Doylestown, Pa., 13-16.
Siebrand Bros.: *Don Hanna; Moose Jaw, Sask., 13-16.
Skerbeck Ams.: *Rose Kronschrahl; Port Huron, Mich., 11-17.
Smiley's Ams.: *J. R. Fasolas; New Brighton, Pa.; Charleroi 18-23.
Smith, George Clyde: *F. A. Norton; Boswell, Pa.; Central City 18-23.
Sol's Greater: *Mrs. Sol Rosenfeld; East Gary, Ind.; (Fair) Gibson City, Ill., 18-23; (Fair) Nappanee, Ind., 25-30.
Stafford: *Ralph Stafford; Waveland, Ind., 13-16; (Fair) Covington 18-23; Cloverdale 26-30.
Stanley, William D.: *Donald Dropps; (Fair) Fertile, Minn., 12-14; (Fair) Warren 15-17; (Fair) Roseau 19-21; (Fair) Mahnomen 22-24.
Steele's Ams.: *Kenneth Roney; Carbondale, Ill., 12-17.
Stephen's: *Delmar Harridge; Lineville, Ia., 14-16.
Stipe's: Amery, Wis., 12-14; Siren 15-17; Dodge Center, Minn., 20-21; Watertown 22-24.
Strates, James E.: *J. J. Asel; Rochester, N. Y.
Sunset Am. Co.: *Daniel Dunning; Mason City, Ia., 12-16; Clinton 18-23.
Tatham Bros.: *Bill Tatham; (Fair) Gardner, Ill., 13-17; (Fair) Woodstock 19-23.
Thiess United: Cherry Valley, Ill., 14-16.
Thomas, Art B.: *Johnnie Wildeboer; Portage La Prairie, Man., 11-13; Carman 14-16.
Thomas Joyland: *Chas. C. Jacobs; Maysville, Ky.
Tip Top: *Mrs. Ed Larkee; Laurium, Mich., 12-17; Hurley, Wis., 20-24.
United Expo.: Greenfield, Ind.
Victory: Farmington, N. M., 12-17; Durango, Colo., 19-24.
Virginia Greater: *George Gillespie; Middletown, Del.; Seaford 18-23.
Wabash Valley: Advance, Ind.; Realsville 20-23.
Wade, W. G.: (Fair) Big Rapids, Mich., 12-16; Fraser 18-23.
Wall, Alfred, Ams.: Fisher, Ill., 12-15; Essex 16-17; Piper City 20-23.
West Coast, No. 1: *John Franco; Roseburg, Ore.; Seattle, Wash., 18-23.
West Coast, No. 2: *William Snelson; Richmond, Calif., 11-17; (Fair) Santa Rosa 18-25.
Western, No. 1: *Jack Dwyer; Sumner, Wash., Lynnwood 19-24.
Western, No. 2: Vashon Island, Wash.; Castle Rock 19-24.
Whitey's Ams.: Lansing, Mich., 11-13; Flint 15-18; Park Lake 20-24.
Williams Am. Co.: Brevard, N. C.; Wytheville, Va., 18-23.
Wilson Famous, No. 1: *Mrs. Ray Wilson; Cuba, Ill.
Wolfe Am. Co.: *S. R. Holt; Plymouth, N. C.
World of Mirth: Portland, Me.; Augusta 18-27.
Young, Monte: *Sharon Payne; Nephi, Utah; Spanish Fork 18-25.

Lynch $ on Light Side Following B&B

ST. JOHN, N. B.—Bill Lynch Shows finished a light week under Shrine auspices at the Alison Grounds here Saturday night (2). Lynch was only a couple of weeks behind Bernard & Barry Shows here.

The midway showed plenty of fluorescent tubing, fresh paint and new canvas, most of the latter striped orange and blue. Rides included Merry-Go-Round, twin Ferris Wheels, Roll-o-Plane, Tilt-a-Whirl, Looper, Scrambler, Octopus, Round-Up, Helicopter and Frolic, plus eight kiddie rides and live ponies. Shows included Capt. Tait, the ossified man; Living Statue, Broadway Revue, Tortures of the Middle Ages, Fun House and a freak animal unit featuring midget horse and midget bull. Celeste, the Girl in the Moon, is a high act booked thru the Al Martin office in Boston.

Bernard & Barry Shows were closing in Moncton Saturday night (2) and the Lynch organization was moving right in for an opening Monday (4). Afterward, the Lynch Shows go to a Centennial celebration in Sydney, N. S.

Tornado, Hail Hit Byers; Put Damage at 20G

OTTUMWA, Ia. — Byers Bros. Shows suffered damage estimated at $20,000 when a tornado and hail struck the midway here June 28 at 5:45 p.m., tearing to shreds the Merry-Go-Round top and three show tops, toppling three light towers and overturning the Ferris Wheel on top of the Octopus.

Another Ferris Wheel was brought in to replace the damaged one. Mechanics worked day and night to get the midway back into shape in order to open Wednesday night (29), and the show was able to make its July 4 date with everything in shape.

Immediately after the storm Lloyd Burg left with the damaged Ferris Wheel for Eli Bridge Company, Jacksonville, Ill., where it will undergo repair.

Manning Sets Fernie Spain General Agent

LYNCHBURG, Va.—Ross Manning Shows came out of Washington in high spirits after a satisfying week on the Oklahoma-Benning grounds.

Owner Manning and E. E. (Fernie) Spain announced the signing of a two-year contract by them, retaining Spain's services as general agent for the show.

CARNIVAL CONFAB

• Continued from page 62

represented at Winnipeg; the RAS had eight new Pepsi umbrellas on the open ticket boxes.

Stormy Daye, formerly known as Bunny Bates, reports she is enjoying the season with Lew Alter's "Can It Be Possible" on the King Reid Shows, currently touring Canada. . . . Robi Del Mar, along with his wife, Lori Lane, exotic dancer, has stored Side Show and Girl Show in order to fill nitery dates in Mobile, Ala., and Pensacola, Fla. *Charlie Byrnes*

Mr. and Mrs. Elbert Mullis, of Hoard & Mullis Amusements, are home at Indian Springs, Ga., after a visit with Mrs. Pauline Skerbeck, of the Skerbeck Shows, at Sault St. Marie, Mich. En route north they visited at Niagara Falls, N. Y.; Crystal Beach, Ont.; the Smith & Smith factory, Springville, N. Y.; the Allan Herschell factory, North Tonawanda, N. Y., and King Amusement Company, Mount Clemens, Mich. . . . Ricky Richiardi, former sword swallower, is now raising Macaws and parrots at his home at Gibsonton, Fla. He was recently bitten on the hand by one of the birds, several stitches being necessary to close the wound.

News from No. 1 unit of Western Shows: Edith Davis, wife of Vic Davis, concessionaire, is back on the show after undergoing surgery in June. Holly and Max Miller, concessionaires, recently passed out cigars, the occasion marking the birth of their first grandson, born to their daughter. Joe Thomas, former assistant to Frank Robinson, is in charge of the No. 2 show, while Frank Robinson Sr. recovers from illness. The latter is "getting along fine."

Closing day, June 25, of the Eagleville (Pa.) Firemen's Fair, played by Reithoffer Shows, was enlivened by the marriage of Roy Gunnell and Sonia Helman, daughter of Mr. and Mrs. Van Helman, concessionaires, in the Club 21 top with 250 attending. Besides local officials and firemen, the event was attended by Pat Reithoffer; Mrs. Reithoffer, matron of honor; Mr. and Mrs. Joe Gidaro, the former show's bingo manager; Mr. and Mrs. Al Hamid; Mr. and Mrs. Rodney Davis and the former's mother, Gladys; the boys from Helman's concessions. Monk Reves and Mr. and Mrs. Hoyt. . . . Sandra Berkley, formerly with the Eastern Amusement Company girl show, is in Portland, Me., for the summer. For the past five years she has been married to a Houston golf pro.

Al Schneider

IAAM Confab

• Continued from page 52

sessions will include a talk by Gerald C. Kerr, acoustical engineer. That afternoon the group will be aboard the S.S. President for a cruise as guests of Coca-Cola Company, Hazel Hayes and Harry Martin. There will be a Dixieland band on the boat, which also is equipped with a steam calliope. There is to be a cocktail party at 7 o'clock that evening, for which details are yet to be announced.

Mister Auditorium contest, an IAAM annual event, will mark the morning session on Friday (29). International Seating Company will be the host at noon. Vice-presidents will give district reports in the afternoon. At 6:30 p.m. there will be a cocktail party and dinner sponsored by B. & L. Caterers at the Coker Room of New Orleans Municipal Auditorium.

On Saturday (30) the convention will elect officers and determine the site of 1961 and 1962 conventions. A closing banquet will be that noon, and a meeting of the new directors and president will follow.

Entertainment for ladies at the convention will include a patio breakfast at Pat O'Brien's in the Vieux Carre, followed by a walking tour of Spring Fiesta attractions, ante bellum homes and the curio and antique shops. On Friday (29) there will be a narrated tour of the garden, university and Lake Pontchartrain areas, sponsored by Mayor deLesseps S. Morrison.

Knoxville Fair

• Continued from page 52

those two days three performances will be given, two at night and one late in the afternoon.

Autry was booked in thru GAC-Hamid, the Castle circus by Eldred Stacy of Music Corporation of America, and the Gunsmoke Trio by Mike North.

Roller Rumblings

• Continued from page 56

200 entries from its New Jersey, New York and Southern rinks. For the occasion Manager George Petrone redecorated the rink's interior, sanded the floor and applied a new coat of plastic. USARSA headquarters during the contests is the Island Inn Motel, a new hostelry eight minutes by automobile from the Hempstead Turnpike and Wantagh Parkway site of the rink. According to George Apdale, USARSA president, there will be entrants from all parts of the country. Climaxing the week-long affair will be the "Night of Champions" dinner-dance at which awards will be made to winning contestants.

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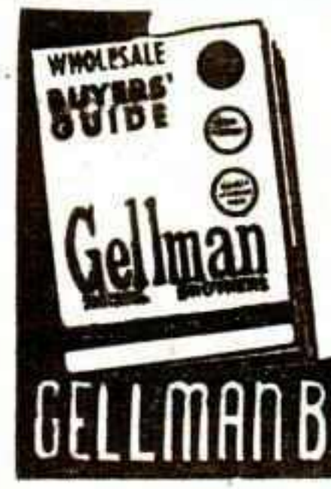

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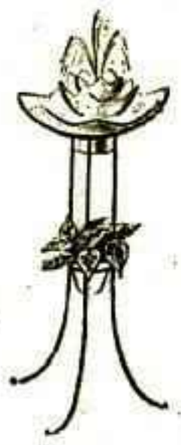

A lighted fountain that is decorative for home and terrace. Can be used on or off the stand and for the dining table. Eight inches in diameter, complete with 10-hour candle and glass holder. In yellow, pink, aqua, blue, mauve, apricot, fuchia, white. Fountain alone, $12 dozen; stand, with plastic flower pot, $2.50 each. — Vincent Lippe Corporation, 225 Fifth, New York.

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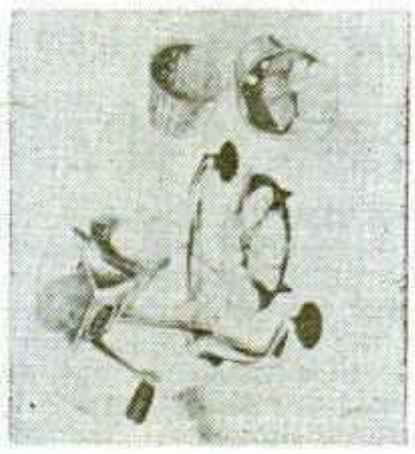

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THREE FERRIS WHEELS, ONE TEENAGE, two Kiddie trailer mounted; Little Dipper. Percell's Amusement Park, South Williamsport, Pa.

TRAINS — ALL SIZES, GAUGES, TYPES; new, used, custom-built. Photos, details, $1 bill (refundable). Miniature Trains. 33-B Winthrop, Rehoboth, Mass. jy25

10 DODGEM CARS AND PORTABLE BUILDing. Will trade for late #5 Wheel or cash. Tom DeWitt, 5521 Paraguay, El Paso, Tex. jy18

12-POUND PORTABLE RAILROAD TRACK. 20-inch gauge straight and curved sections. Felix Katz, 406 N. Neville St., Pittsburgh, Pennsylvania. jy11

Help Wanted

ACCORDIONIST—IMMEDIATELY TO SEPT. 18, dinner-intermission, stroll. Mountain vacation hotel N. Y., no bar. Wages, room & meals. Write owner. JJM Maplecrest New York. eh

GLASS BLOWER FOR TOURIST ATTRACtion. Rip's Retreat, Catskill Mts., Haines Falls, N. Y. Call collect 496.

Instruction and Schools

LEARN AUCTIONEERING — TERM SOON. World's largest school. Big free catalog. Reisch Auction School, Mason City 18, Iowa. au15

Magical Supplies

NEW 148-PAGE ILLUSTRATED CATALOG. Mindreading, Mentalism, Spooks, Hypnotism, Horoscopes, Crystals, Graphology, Sub-Miniature Radiophone for mentalists. Catalog $1, with refundable certificate. Nelson's 336-B South High, Columbus, Ohio. jy18

VENTRILOQUIAL, $90; PUNCH FIGURES, $15. Catalog 10¢. Also 16 & 35mm. Movies, Rag Pictures, Magic, Doll House. Spencer, 3240 Columbus, Minneapolis 7, Minn. np

Miscellaneous

Pull more people and make more money
Get a
"LITTLE TOOT"
Real Steam Train
CROWN METAL PRODUCTS CO.
Wyano, Pa. West Newton 1550

WANTED
For Circus Sideshow
On O. C. Buck Shows, 1 Freak to feature, Annex Attraction that can work to everyone, Magician who pitches, Working Acts, Girls for Bally and Blade Box, runt Fire Eater. All contact
JAMES HATFIELD
Mgr. Sideshow, O. C. Buck Shows
Keene, New Hampshire

(Continued on page 70)

HERE'S A HANDY ORDER FORM FOR PREPARING YOUR CLASSIFIED AD

1. Type or print your copy in this space:

2. Check the heading under which you want your ad placed:

- ☐ Acts, Songs, Gags
- ☐ Advertising Specialties
- ☐ Agents, Distributors Items
- ☐ Animals, Birds, Snakes
- ☐ Business Opportunities
- ☐ Calliopes and Band Organs
- ☐ Collectors Items
- ☐ Costumes, Uniforms, Wardrobes
- ☐ Food & Drink Concession Supplies
- ☐ Formulas and Plans
- ☐ For Sale—Secondhand Goods
- ☐ For Sale—Secondhand Show Property
- ☐ Help Wanted
- ☐ Instructions and Schools
- ☐ Locations Wanted
- ☐ Magical Supplies
- ☐ Miscellaneous
- ☐ Mobile Homes, Accessories
- ☐ M P Films—Accessories
- ☐ Musical Instruments, Accessories
- ☐ Partners Wanted
- ☐ Personals
- ☐ Photo Supplies & Developing
- ☐ Ponies
- ☐ Printing
- ☐ Rigging and Props
- ☐ Salesmen Wanted
- ☐ Scenery, Banners
- ☐ Talent Wanted
- ☐ Tattooing Supplies
- ☐ Trucks, Trailers, Accessories
- ☐ Wanted to Book
- ☐ Wanted to Buy

Music, Records, Accessories

- ☐ Business for Sale
- ☐ Record Pressing
- ☐ Situations Wanted
- ☐ Sound Equipment-Components
- ☐ Used Dealer-Distributor Equipment
- ☐ Used Records
- ☐ Used Record Pressing Equipment

Coin Machine Headings

- ☐ Help Wanted
- ☐ Opportunities
- ☐ Parts, Supplies
- ☐ Positions Wanted
- ☐ Routes for Sale
- ☐ Wanted to Buy
- ☐ Used Equipment

Talent Availabilities Headings

- ☐ Agents and Managers
- ☐ Bands and Orchestras
- ☐ Dramatic Artists
- ☐ Hypnotists
- ☐ Miscellaneous
- ☐ M P Operators
- ☐ Musicians
- ☐ Outdoor Acts and Attractions
- ☐ Vaudeville Artists
- ☐ Vocalists

3. Indicate below the type of ad you wish:

- ☐ REGULAR CLASSIFIED AD—20c a word. Minimum $4
- ☐ DISPLAY CLASSIFIED AD—$1 per agate line. One inch $14 (14 agate lines to inch)
- ☐ TALENT AVAILABILITIES AD—10c a word. Minimum $2.

Classified and all Talent Availabilities ads must be paid for in advance.

The Billboard, 2160 Patterson St., Cincinnati 22, Ohio

Please insert the above ad in _____ Issue

NAME _____

ADDRESS _____ I enclose remittance of

CITY _____ STATE _____ $ _____

www.americanradiohistory.com

MANUFACTURERS—WHOLESALERS "BUY-MART" MERCHANDISE DIRECTORY

REBUILT WATCHES
BENRUS—GRUEN—ELGIN
Ladies' or Gents' with Expansion Bands.
WORLD'S LARGEST REBUILDER
WORLD'S LOWEST PRICES
WRITE FOR QUOTATIONS
GENENDER SALES & SUPPLIES, INC.
1356 SO. HALSTED ST.
CHICAGO 7, ILL.

YOU CAN'T BEAT
BRODY for Merchandise
We Carry a Complete Line.
—Assorted Novelties—DOLL, PLUSH ANIMALS—Plastic Goods—CARNIVAL GOODS—SPECIAL AUCTION GOODS.
BIG BARGAIN CATALOG FREE!
86-PAGE ILLUSTRATED BARGAIN CATALOG. SEND FOR COPY.
OUR NEW LOCATION.
M. K. BRODY & CO., Inc.
916 So. Halsted St. Chicago 7, Ill.
L. D. Phones: MOnroe 6-9520 or 6-9521
In Business in Chicago for 49 Years.

WORLD'S SMALLEST LITER—SMALLER THAN A POSTAGE STAMP. All chrome, sure-fire action, ind. boxed. Big seller everywhere. Good engraver's item.
★ Write for prices and FREE Catalog.
STERLING JEWELERS
1975 East Main St.
Columbus, Ohio

Ostrich Plumes • Hats
Imported Mdse.
Balloons • Airships
WRITE FOR 1960 CATALOG
KIM & CIOFFI
926 Filbert St. Philadelphia 7, Pa.
MArket 7-2283—MArket 7-1225

Qualatex Street Man
BALLOONS
FAST SELLING — BIG PROFIT
ORDER TODAY FROM YOUR PIONEER SUPPLIER
THE PIONEER RUBBER CO.
407 Tiffin Road Willard, Ohio

LARGEST SELECTION ENGRAVING ITEMS
• Free Catalogue •
24 Hour Delivery
JERI, Inc.
28 South Hanover St.
Baltimore 1, Md.

THE BEST SALES BOARDS AND JAR GAMES

Write for information and prices.
GALENTINE COMPANY
Dept. B, 519 E. Jefferson Blvd.
South Bend 17, Indiana

PENNANTS—DECALS
COMIC BANNERS
POST CARD GAGS
BUMPER STRIPS, ETC.
Dealers and jobbers, write for catalog.
IMPRINT ART PRODUCTS, INC.
Box 146
Hackensack, New Jersey

"ATLAS" WINNERS
- INDIAN BEADED BELTS
- NICKEL SILVER BUCKLES
- CONCHA BELTS
- TOOLED BELTS, WALLETS
- TOOLED HANDBAGS
- GUN & HOLSTER SETS

Attention, bona fide wholesalers & retailers—if well rated will ship red-hot leather goods items on memo with jobber prices.
ATLAS NOVELTY CO.
1128 16TH ST. DENVER 2, COLORADO

Free Wholesale Catalog
CONTAINING
• Expansion & Photo Idents •
• Heart & Disc Pendants •
• Aluminum Chain Idents •
Rings • Pins • Pearls
Closeouts, Etc.
SEND FOR YOUR COPY TODAY
Please state your business.
FRISCO PETE ENTERPRISES, Inc.
2048 W. North Ave. Chicago 47, Ill.
EVerglade 4-0244

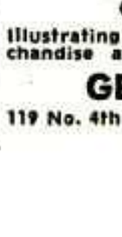
NEW STYLES
• BULOVA • ELGIN • GRUEN • BENRUS • WALTHAM
WITH EXPANSION BAND
RECONDITIONED—GUARANTEED
WRITE FOR PRICES
WEINMAN'S
152 S. MAIN ST. MEMPHIS, TENN.

When It Comes To
GENERAL MERCHANDISE
Casey is your dependable source of supply
CARNIVAL—CIRCUS—TENT SHOWS—SPECIAL EVENTS
Gift—Novelty Candy Packages.
OUR PRICES
OUR SERVICE
WILL KEEP YOU HAPPY
CASEY COMPANY
1132 So. Wabash Ave. Chicago, Ill.
PHONES: HArrison 7-7798 and 9

WHOLESALE NOVELTIES AND GENERAL MERCHANDISE
For Dealers, Premium Users, Novelty Men and Concessionaires.
Write for Your Copy of Catalog #160.
State Your Business.
LEVIN BROTHERS
PHONE CRAWFORD 1381 TERRE HAUTE, IND.
ESTABLISHED 1905

HERE WE ARE
McDANIEL CATALOG SALES CORPORATION
1713-15 West 79th St. Chicago 20, Ill.
Phones: RAdcliffe 3-8530-31-32-33
★ JOHN McDADE ★ LEO SEYMOUR
★ CLARENCE BALLERAS
Bingo—Carnival-Concession Merchandise.
Send for New 1960 Illustrated Catalog.

For the Finest In
MEXICAN
REVERSIBLE PURSES
New Mexican Accordion Style Bag. 3 compartments with zipper. Proven very durable. Asst. colors. Many other fast-selling Mexican imports.
ASK FOR FREE CATALOGUE
PEARL SALES CO.
P. O. BOX 675 EL PASO, TEXAS



REBUILT WATCHES
Our Specialty
BULOVA, BENRUS, GRUEN, ELGIN, WALTHAM, HAMILTON, LONGINE. MEN'S or LADIES'—WITH EXPANSION BANDS.
We are NOT the World's Largest Rebuilders, BUT WE ARE THE WORLD'S BEST!
Send for price list.
CEES TRADING COMPANY, INC.
1344 S. Halsted St., Chicago 7, Ill.
When in Chicago, visit our showrooms.
Open Sundays.

No Gears No Belts — No Pulleys No Oiling
Purchase your Snow Cone Machines direct from manufacturer. All sizes, models and prices. Write for free catalog.
SAMUEL BERT MFG. CO.
P. O. Box 7803
Fair Park Station
Dallas, Texas

WHOLESALE MERCHANDISE AND NOVELTIES
For Concessionaires—Novelty Men—Wagon Jobbers—Premium Users—Agents—Auctioneers, etc.
SEND FOR OUR FREE GENERAL CATALOG
Illustrating a most extensive line of merchandise at prices that will amaze you.
GELLMAN BROS.
119 No. 4th St. Minneapolis 1, Minn.

Watch Ensembles for Ladies & Men
Are made to sell fast.
Write for prices.
CEL-MAX, Inc.
582 SO. MAIN ST.
MEMPHIS, TENN.

OUR MERCHANDISE GETS

ACTION
We are headquarters for Indian Belts, Jewelry, Novelties, Beaded Strips and Souvenirs, etc.
FREE: New Illustrated Catalog and Price List.
THUNDERBIRD PRODUCTS CO.
2122 No. Lincoln Ave. Chicago 14, Ill.

WHOLESALE GENERAL MERCHANDISE
America's Best Jobber to the Trade
J & N COOK, Inc. 763 W. Taylor Chicago 7, Ill.
OPERATED & MANAGED BY JIM & NAT COOK. OUR ONLY LOCATION.

JUST ARRIVED
MECH. JUMPING DOGS
SMALL IMP. PANDAS
FULL LINE OF
XMAS TOYS AND DOLLS
BELL SALES CO.
1107 SO. HALSTED ST.
CHICAGO, ILL.
Phone: HAymarket 1-2711-2
Open Sundays Until 3 P.M.

"ACACIA" has the BIG HITS!

SALESBOARDS	JAR TICKETS
TIP BOOKS	MATCH PAKS
PUSH CARDS	PADDLE TICKETS
ROLL TICKETS	BINGO SUPPLIES
BINGO SPECIALS	BINGO BLOWERS
BINGO CAGES	BINGO FLASHERS

Free Catalog—Wholesale Only
State Your Business in First Letter.
ACACIA PRINTING CORP.
2855 North Halsted St. Chicago 14, Ill.
Phone: Wellington 5-2344

LAMPS

DIRECT FROM MANUFACTURER
Samples—Overruns
Closeouts—Specials
for
Carnival, Premium Users, Hustlers and Jobbers. Also clocks.
WRITE FOR CATALOG.
CAMBRIDGE PRODUCTS CO.
1451 W. Irving Place Road, Chicago 13, Ill.

In Time for
RODEOS—FAIRS
Western Genuine Leather Boot and Spur
EARRINGS
KEY CHAINS
Also Holster and Gun
BIG SELLERS
ALL AMERICAN PLASTICS
Manufacturer
2344 W. Harrison St., Chicago 12, Illinois

QUIT LOOKIN'
IF IT'S NEW, WE HAVE IT
OR WILL GET IT AT LOWEST PRICES
WISCONSIN DELUXE, INC.
2470 W. North Ave., Milwaukee, Wis.
Phone: DI 2-8054

AGENTS—WAGON AND MEDICINE MEN

Write today for wholesale prices on our complete line of Tonics, Liniments, Ointments, Salve, Root Preparations, Vitamins, also a complete line of Cosmetics and other fast-selling and big-profit items.
CELTONSA MEDICINE CO.
Dept. BB 1016 Central Ave.
Cincinnati 2, Ohio

THE MARKET PLACE FOR BUYERS and SELLERS

• *Continued from page 69*

Personals
NOW FOR THE FIRST TIME "MM-100" CAN be sold by mail for married men who have that haste problem. Free brochure, or remit $3 per tube postpaid. Satisfaction guaranteed. Fenaire, Inc., Dept. 3C, Box 35-181, Miami, Fla. jy11

Photo Supplies and Developing
D.P. PHOTO OUTFIT IN TRAILER. 3 CAMeras, 3 sizes; comics. Needs some repair. Any reasonable offer takes. Can be seen at Princeton, Mo. Wayne Stanley, Rock Island Depot.

PHOTO BOOTHS, CAMERAS, D.P. PAPER, Developers, Frames; everything for direct positive photography. Write for our low prices. PDQ Camera Co., 1546 W. Cortez, Chicago 22, Ill. ch-tfn

Ponies
COMPLETE PONY RIDE — 7 TRAINED ponies 3 to 4 years old. All with new saddles, newly painted sweeps; first class shape. All for $1,250. If interested send snapshot. Delivery can be arranged. Phone Day or Night 9317. P. L. Cobb, Amite, La.

Salesmen Wanted
IF YOU'RE INTERESTED IN MAKING money in selling, see the hundreds of exceptional opportunities in Salesmen's Opportunity Magazine. Send name for your copy, absolutely free. Tell us what you're selling now. Opportunity, 848 N. Dearborn, Dept. 21, Chicago 10, Ill. np

YOUR FREE COPY OF WORLD'S BIGGEST Sales Magazine tells you how and where to make more money on your own in selling. Write Specialty Salesman Magazine, Desk 22B 307 North Michigan, Chicago 1. ch-tfn

Tattooing Supplies
WHEREVER MEN WALK THE EARTH OR sail the seven seas you will find them wearing Zeis Tattoo designs. Zeis, 728-A Leslie, Rockford, Ill. np

Wanted to Book
WANTED — FOR PAGELAND WATERmelon Festival, July 18-23. Hanky Panks (no flat stores). Will book family-type Shows. Wire only. Wingate Cain, Caroleen, North Carolina.

COIN MACHINES

Parts, Supplies
ARCADE OPERATORS — SAVE MONEY, sample of imported projection bulb sent free. Norman Kopels, 3201 Argyle St., Chicago 25, Ill. jy25

CAPSULE JEWELRY — ASSORTED EARrings, $5 gross; Neck Pendants, $7.20 gross; Solitaire Rings, $4.75 gross; Cuff Links, $14.40 gross; Birthstone Rings, $9 per gross. 20% deposit with order. New England, 124V Empire St., Providence, R. I. jy25

Routes For Sale
WATLING SCALES—ROUTE OF 34 CURrent models, Fort Myers, Sarasota, etc. Priced for quick sale. L. A. Beckman, 2231 Aldridge Ave., Fort Myers, Fla.

Used Equipment
FOR SALE—ARCADE EQUIPMENT, CLOSE out, real bargains, write for list and make offer. Lester Treadway, 519 N. 7th St., Clinton, Okla.

FOR SALE: GOOD USED PINBALL Regatta, $40; Turf Champ, $140; Auto Races, $70; Classy Bowler, $85; Silver, $125. Send one-half deposit to Frank Guerrini, 1211 W. 4th St., Lewistown, Pa. jy18

FOR SALE: GOOD USED PINBALLS, GOLDstar, Three Deuces, Wonderland, Caravan, Gypsy Queen, Colors, $40 each. Wurlitzer 1400, $40 each. Send ½ deposit. Frank Guerrini, 1211 W. 4th St., Lewiston, Pa. jy11

SHIPMAN 3-COL. STAMP MACHINES, $34.50; Duos, $12; Roll Type, used, $55; new, $69 Folders. USP, 100 Grand, Waterbury 2, Conn. jy25

6 AMI D-40'S—45 R.P.M. CLEAN, READY for location. $60 each. Admiral Music Co., 2659 Milwaukee, Chicago 47, Ill. HU 9-5700.

100 ASSORTED COUNTER AMUSEMENT Games, $14.95 each or best offer for the lot. Guesser or Horoscope Scale, $45. Al Hoff, 1920 Rose St., Baltimore 13, Md.

Wanted to Buy
ONE TO THREE DEUCES WILD (KAYE). Write Sport-Center, Geneva-on-the-Lake, Ohio. Phone: HUxley 7-4245 after 8. jy11

TALENT AVAILABILITIES

RATE: 10c a word, minimum $2. CASH WITH COPY. Set in usual want-ad style, one paragraph, no display. First line in 5 pt. caps, balance in regular 5 pt. upper and lower case.

IMPORTANT: In determining cost, be sure to count your name and address. When using a Box Number, c/o The Billboard, allow six words for address and include additional 25c to cover cost of handling replies.

Miscellaneous
HAVE STOLEN CAR. MUST TRAVEL. America's most entertaining Western Comedian Magician. Audience proven. Currently entertaining GI's in Europe. Desires connection with package show. Available August 1. Entertainer, 318 McKay, San Antonio, Tex.

Outdoor Acts and Attractions
BALLOON ASCENSIONS, PARCHUTE Jumping for parks, fairs, celebrations. Claude L. Shafer, 1041 S. Dennison, Indianapolis 41, Ind. jy18

HUSKY DOG ACT; 4-PONY DRILL; DOG, Pony, Monkey combination; Bear Act (2). E. L. McCall, Route 5, Mexico, Mo. Justice 1-2631 after 5 p.m. jy11

HIGH DIVE EXTRAORDINARY, HOLLYwood style. This is the assignment stuntmen fear most. The real test of intestinal fortitude and the ultimate in physical coordination. Just one little miscalculation and all the King's horses and all the King's men won't put him back together again. This is a one-time Movietone feature now available as an outdoor thriller. The lights on this high rigging are visible for miles. It's pretty well agreed throughout the Show World that the public needs a diet of honest-to-goodness he-man, blood-stirring action. After a stupefying over-dose of TV make-believe you are invited to try this on your public. I am sure you will be well impressed with results. Contact Mac Productions, 456 Lamphier, Warren, Ohio. Phone EX 9-1479. jy11

LORRAINE'S KIDDIE SHOW—ACROBATIC tumbling, songs, novelty dances. Contact Lorraine Bruner, 415 Winston Drive, Lemay 25, Missouri.

PIPES *PITCHMEN FOR DEMONSTRATORS ENGRAVERS*

GEORGE E. LAMBERT . . .
veteran sheet writer who had been associated with the Associated Trade Press, Inc., of Chicago, for 40 years, died June 17, it was reported by John W. Compton, Associated Trade Press president. Lambert, who resided in New York, is survived by his widow, Miriam. He was one of the first showmen to exhibit wild animal shows at fairs and at one time toured with a truck in which was a replica of the Last Supper. He was well known to carnival and fair people thruout the country.

"I WILL MISS . . .
my friends in the pitch business and the fairs this season," writes Speedy Hager from Hurdsfield, N. D. "I have rented a 40 by 60-foot building here in which I have a sign shop and game room, and I'll probably put some sales items into the building, too. We had a good parade here on July 4. The date would have given pitchmen a good day's work. I noticed only one worker, an Uncle Sam, peddling flags. What's with Big Al Wilson and Red Gunn?"

Craig Stevens Set For Honolulu Dates
VAN NUYS, Calif.—Craig Stevens, who stars on the "Peter Gunn' television series, has been set to play Honolulu, July 22, 23 and 24. Stevens is under the personal management of Clyde Baldschun & Associates, which has offices here.

www.americanradiohistory.com

LETTER LIST

Letters and packages addressed to persons in care of The Billboard will be advertised in this list two times only. If you are having mail addressed to you in our care, look for your name EACH WEEK. Mail is listed according to the office of The Billboard where it is held, Cincinnati, New York, Chicago or St. Louis. To be listed in following week's issue, mail must reach New York, Chicago or St. Louis by Wednesday morning or Cincinnati office by Thursday morning.

MAIL ON HAND AT CINCINNATI OFFICE
2160 Patterson St.
Cincinnati 22, O.

Adams, Mike J.
Adams, Peggy
Adams, Wm. P.
Aker, Rox
Allen, Eugene
Allen, Kenneth
Alred, Roy
Anderson Jr., Bill
Kenneth
Anderson, S.
Ankrum, Hap & Mrs.
Asher, Charles
Bailey, Carl E.
Bain, Gene
Balke, Donald F.
Barchinger, Linn
Bartok, Dr. Milton M.
Baucom, Earl Gene
Beaver, Charles W.
Beckwith, Gerard
Bell, Robert A.
Belmonte, James (Manny)
Bennett, Bryce
Berime, Al
Blackburn, Joe
Blackman, Jim
Blakely, Bob
Bohannon, Alberta
Bowman, John T.
Brachard, Paul (Contortionist)
Briskey, Mrs. Andy
Browning, J. J. (Swede)
Busch, Donald
Bush, Willies A.
Cahill, Dorothy
Carl, Tony
Carter, Calvin Rex
Carter, Chive
Carter, David
Carter, James T.
Catalano, Peter R.
Chambers, Raymond L.
Chandler, Mrs. Grant
Chaprivan, Earl A.
Cheminant, R. Lee
Cheminant, R. N. & D.
Chillo, Michael S.
Christensen, George
Clark, Fenley
Converse, Art
Condron, Jim
Cook, Monty
Cooper, Sam B.
Crabtree, Walter
Craft, D. P.
Crawford, R. M. Dick
Crowe, Thomas
Cutler, Richard
Dare, Donald
Dare, Lonnie
Davis, Homer
Dearduff, Mrs. Alice
DeMoss, Tuana
Dentinger, Austin
Denton, W. L.
Doan, Robert
Donata, John (Chappie)
Dondineau, Louis
Donnelly, Russell
Dorner, Louise Lee
Dowell, Earl T.
Drake, Wally
Droguett, Mauricio (Miller Bros. Circus)
Dugan, George Frederick
Duggan, Mrs. J.
Duncan, Wm. & Mrs.
Dunlap, George
Dunn, Mrs. Lyman H.
Edwards, Dave
Egge, Donald
Eggleston Ape Show
Emerling, Joe T. (Survivors)
Emond, George C.
Feeny, Bob Lee
Fellhauer, Donald
Ferguson, Ann
Fissett, Harvey
Fletcher, Leonard
Flynn, Jack
Fowler, Leonard
Frazer, Raymond
Freeze, Tony & Della
Gallagher, John J.
Gammel, Earl D.
Geltz Sr., Ralph A.
Giffin, Bob & Mrs.
Gill, Mrs. Frances
Gillen, Joe
Gilmore, David
Grouard, Anthony J.
Glosser, Ben & Olga
Gorman, F. R. (Mike)
Gorman, Jerry & Mrs.
Grignon, N. C.
Grignon, N. Connie
Grignon, W.
Gutnick, Kenneth M.
Hackett, Edward J. & Mrs.
Hackman, Emery
Hale, D. D.
Hall, Jack & Al Dean
Hamrick Howard
Hardman, John
Haugen, Ray
Henderson, George & Mrs.
Herriott, John M. (Clyde Bros. Circus)
Hill, J. & E.
Hilliard, Mrs. Selma
Hoge, Mrs. Reland
Hopkins, Bill & Mrs.
Horowitz, Eddie
Hos, Leland A. & Mrs
Hudson Smith
Hudson, Lee Geral
Hunter, Paul
Jackson, Mrs. Bill
Jackson, George
Jackson, Jack (Nails)
Jackson, L. C.
James, O.
Johnson, O. D.
Keeney, Uncle Willie
Kennedy, Mrs. Carrie
Kinney, Leo Carl
Kirk, C. M.
Kiser, E. B. (Tubby)
Klemens, Matt
Kuns, Francis E.
LaPorte, Duke
LaVasser, Vickie
Lauther, William E.
Lee, Torchy
Lehman, Herb
Leslie, Don & Co.
Lewis, Barney
Lewis, Neva
Lewis, Sammy
Lichliter, B. E.
Lilly, Harold J.
Littlefield, Jack
Long, Billie
McAlister, Tate
McCoy, Bill
McCrary, Mrs. E. D.
McDermott, Hal
McFarling, Wm. L.
McNeil, Scottie
McSpadder, J. R. & Myrtle
Mancuso, Sam
Marsh, Jessie B.
Martin, Calvin P.
Martin, Lavern S.
Mason, Jeanne
Mason, Norma
Massey, Cecil W.
Mellor, Lillian
Miller, Charlie Kerr
Miller, Mrs. C. Looman
Miller, Paul A.
Monahan, Vincent
Moran, Billy
Moran, Eddie
Mott, C. W.
Murphy, Chuck
Murray, Mrs. Betty
Myers, Ben
Napier, Wm. L.
Nash, Larry
Newcomer, Lewis E.
Newman, Robert
Nicolas, Green
O'Brien, Mike (Chef)
O'Brien, Pat J.
O'Day, Torchy
O'Matta, Mike
O'Neil, Jack
Orta, Remigio
Osak, Andy & Mrs.
Owens, Will (Foot-Long Hot Dogs)
Owensby, Chuck
Padykula, John
Palmatier, G. Richard
Pease, Bill
Phillips, Nickelina
Poole, Bill (Young)
Poole, Donald
Poole, Robert
Porter, Mrs. Eliza
Ravelli, Mrs. Blanche Ruth
Ritter, Chuck
Ritter, Chuck
Robert, Eddie & Mrs.
Rockman, Albert
Ross, Charles (Arkie)
Rossi, Edward J.
Rossitto, Fred
Sakobie Sr., James
Salvina, Pete
Sanders, Samuel J.
Sargent, Betty
Shaffer, Billy
Shields, Wilmet
Shirey, George
Shumaker, Hoyt
Smith, Bob or Jack McAweeney
Smith, Ella L.
Smith, Irene
Smith, J. K. Juggy
Southers, Tony & Mrs.
Spaulding, Carey
Spitzee, Harry (Crossroad)
Stanko, Dorothy
Stein, Barbara
Stone, Jack
Street, Reynolds
Terrentine, Ronald Willis
Terrot, W. O.
Tetts, Walter Fletcher
Trela, J. C.
Theodore, Mack
Villemarie, Joseph R.
Voges, Frances Hope Rodriguez
Ward, Carl & Mrs.
Warren, W. F.
Watkins, Mark
Weinberg, Morris
Weiss, Harry
Welch, Paddy
Wetherbee, Mrs. Sarah
Woods, Pauline
Yattaw, George
Young, C. A.

MAIL ON HAND AT ST. LOUIS OFFICE
390 Arcade Bldg.
St. Louis 1, Mo.

Allen, Robert E.
Ames Jr., Jack
Ankrom, Mrs. Ethel M.
Ayers, Trobie
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Lea, Jane
Lowe, Rick
Mathews, Henry
Menzing, R. G.
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Tilley, Kennie
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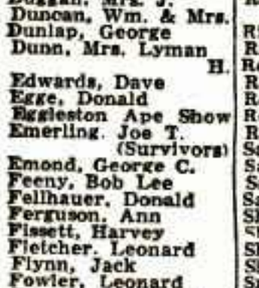
Chattanooga Gives Building Permit For Train Plant

CHATTANOOGA—H. C. Kirk, formerly of Chattanooga and now a Florida businessman, has obtained a building permit for a $101,000 amusement ride manufacturing building on his 75-acre Moccasin Bend tract here. Kirk said Jess Pendergast, Florida businessman, and a group of associates will lease the building as a plant in which to manufacture miniature trains.

GIGANTIC PROFITS



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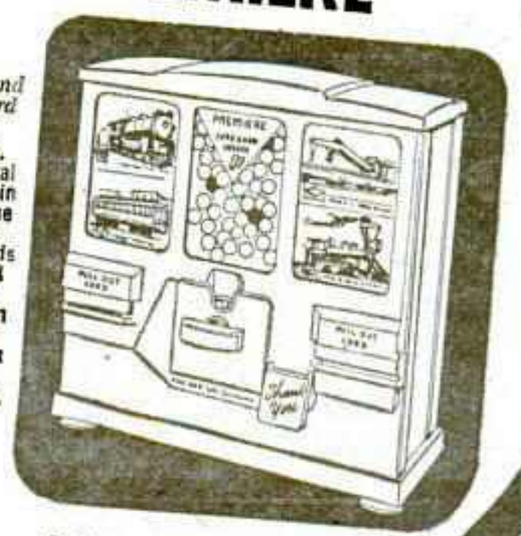

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Plan Lower License Fees for Bulk Venders in Detroit Code

By HAL REVES

DETROIT — A lower scale of fees for bulk vending machines is being proposed by the Merchandise Vendors' Association of Michigan for the new vending ordinance being prepared to bring food vending under the Health Code in Detroit.

The original proposals were for a single general scale applying to all types of vending, but a hardship for bulk operators became apparent. As Ray Trudeau, executive secretary of MVAM, put it, "The fees for full-line vending would put the bulk operators out of business—this is not our intention."

The Michigan group has secured data on this problem from both the National Automatic Merchandisers' Association and the national bulk vending association, for use in drafting the amended fee proposals.

Late July

Conferences have been held with the City Department of Health and the Budget Bureau and general agreement on basic principles of separate fee schedules has been secured, but details remain to be worked out. It is expected the new ordinance will be ready for the Common Council the latter part of July.

The Merchandise Vendors' proposal for penny machines handling any product consumed—as candy, nuts or ballgum, which has secured tentative approval from city officials is: One to 25 machines, $15; 26-75 machines, $20; 76-150 machines, $25; 151-300 machines, $30; 301-500 machines, $35; 501-750 machines, $50; 751-1,000 machines, $75, and 1,001 machines or over, $100.

A separate scale for bulk vending machines operating for more than a penny will be higher than the fees for machines vending packaged products. The scales now proposed by the Budget Bureau, differing from those first discussed about two months ago (The Billboard, May 9), are:

Number of machines	Package vendors	Bulk Vendors (non-penny)
1-5	$ 10	$ 15
6-10	20	30
11-20	30	50
21-40	40	75
41-70	50	100
71-100	75	150
101-200	100	200
201 or more	150	250

Also Operators

In addition, each operator or warehouse must pay a license fee equivalent to whatever the restaurant license is—currently $10. Further, all employees involved in service must have food handlers' cards.

All operators vending any food products—including the penny operators—will be required to have a commissary, or else buy direct from a source and deliver direct to the machine. This will prohibit the storage of food products in a home or garage, as is commonly done by small bulk operators and is likely to prove very important in this phase of business.

Operators themselves are insisting upon inspection service, according to Mardy Polaner, of Robot Services, chairman of MUAM's ordinance committee. The department of health has agreed that operators will receive a copy of all inspection reports—instead of a copy only of violation notices as customary. This will give operators a running report upon their compliance with sanitary conditions and document their past history if a violation subsequently occurs.

"This ordinance as a whole will help keep the irresponsible operator out of the business," Polaner said.

Seek to Ease More Legal Bans in Ohio

COLUMBUS, O.—Three immediate goals aimed at easing legislative restrictions against the bulk industry will be on the agenda for Ohio operators as they meet in Cleveland this week to set up a State association.

The initial session is slated for Cleveland's Statler Hotel, July 14 at 8 p.m. Form letters have already been sent out to known operators in the State, and Herman Eisenberg, spokesman for the group has issued a blanket invitation for all interested industry members to attend.

The goals: (1) Obtain representation on the Food Service Advisory Board which furnishes advice and guidance to the Public Health Council and to the Health Director; (2) Effect a change in the Cleveland ordinances to permit comingling of ball gum and charms; (3) Obtain legislation protecting the interests of operators in the next session of the State Legislature.

The association is also expected to serve as a public relations organization, a center for the interchange of industry news and a representative arm for operators on tax and legislative matters.

Kenneth Weinberg, Cleveland attorney who represented the Ohio operators at recent health department hearings in Columbus, will be on hand and is expected to serve as counsel for the new organization. The group also plans to affiliate with National Vendors Association, the national bulk vending association, with Milton T. (Ted) Raynor and Donald Mitchell, counsels.

The representation on the Food Service Advisory board is being sought following a query during the Columbus hearings by a public health council member on why bulk operators had not previously presented their case to the committee.

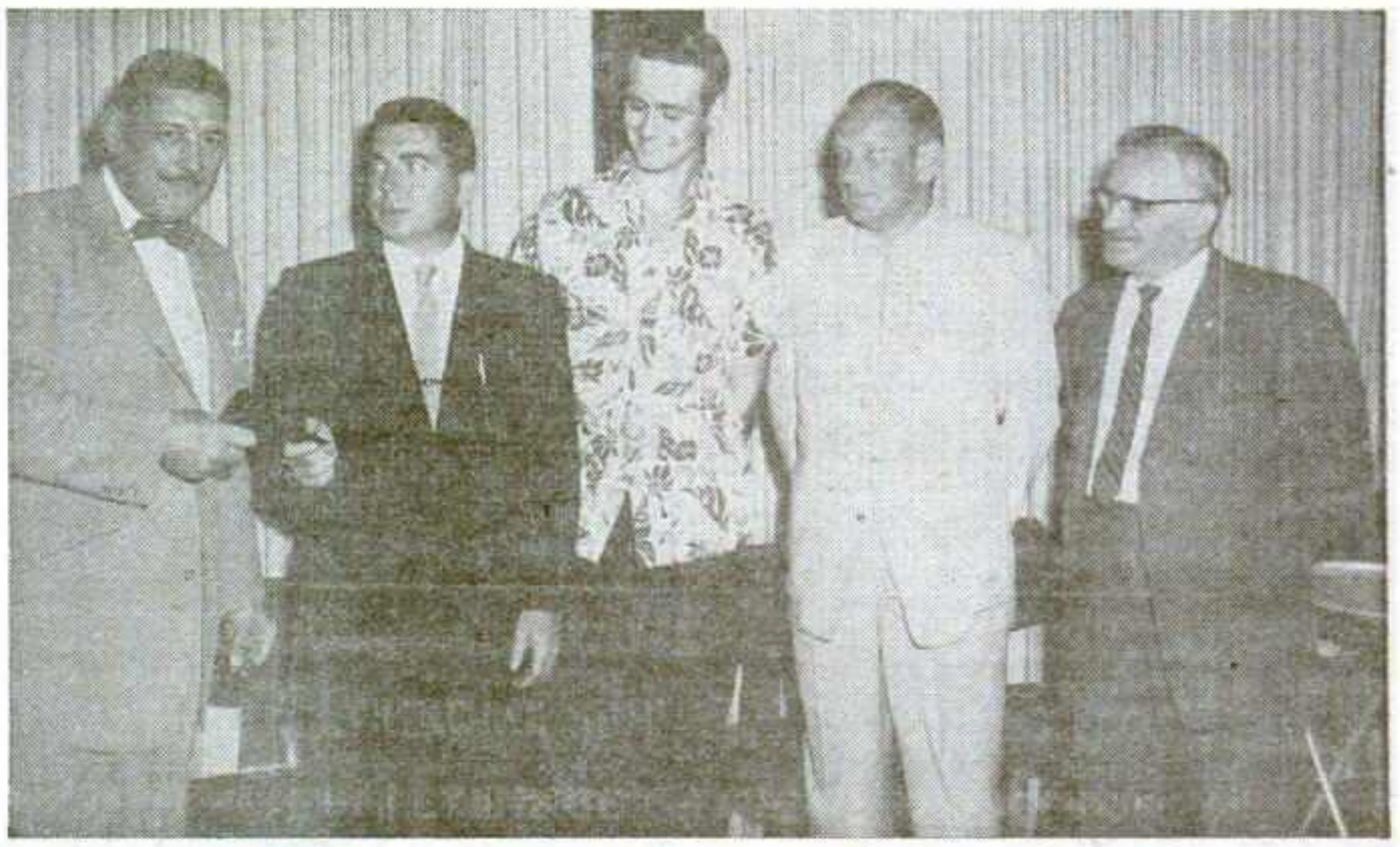
No Spokesman

The National Automatic Merchandising Association has had

(Continued on page 74)

Ida Hurvich Dies in Ala.

BIRMINGHAM — Mrs. Ida Hurvich, mother of Max and Harry Hurvich, died here June 29. The Hurvich brothers head Birmingham Vending Company, large coin machine distributing firm here.



IT'S A PASS. William Siegle (left), retiring president of Western Vending Machine Operators' Association in Los Angeles, passes the gavel to Daniel F. Lally, who was installed in that position at a recent meeting. William Coombs (third from left) was re-elected corresponding secretary; Herb Goldstein stands-in for Herbert Bown, who was elected recording secretary, and Phil Sreden acts in behalf of his son, Barry, who was named treasurer. Siegle has served for eight years on WVMOA committees and as an officer. Lally served several terms as treasurer before being elected president.

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Bulk Machine Salesman Sells Himself; Operates 1,200 Units

By JOHN HICKS

GRANITE CITY, Ill. — As a bulk vending machine salesman, John Anselm used to tell operators the benefits of the business and even helped set up routes for his customers. His spiel went this way: "All you have to do is keep the machines clean and while you are home watching television, they will be making money for you." He didn't count on convincing himself, but that's exactly what he did.

From a modest start with 150 machines, Anselm has built his route up to 1,200 machines in four years and has a goal of increasing his business to more than double its present size. Altho he entered the bulk vending industry in St. Louis County, he now restricts his activities to the Illinois side of the St. Louis area.

"I decided I wanted to get off the road (selling), so I became an operator," Anselm explained. After working a St. Louis County route for awhile, he figured the area was too crowded with bulk vending operators. "Then, too," he continued, "I became interested in youth work with vending machines."

JOHN ANSELM uses an attractively painted, sparkling clean truck in servicing his route. His firm name and a catchy slogan are excellent advertising.

Learned How

Anselm was with the St. Louis area representatives of the Ford Gum and Machine Company for about a year. The local firm then had about 1,800 machines in operation, all tied in with the Kiwanis Club's youth program.

Four persons, all over 70 years old, were and still are running the business, Anselm said. "During the year, I learned their operation," he said. "I was interested in securing their whole territory, because I felt they might want to retire soon. Their operations, however, were too big for me alone.

"At that time they had 140 machines on the East Side—70 in East St. Louis and 70 in Alton. I purchased what they had on the East Side for $3,500, and with the money I had left, my wife and I bought a home in the central area of the route."

Franchised

Under the arrangement, Anselm was franchised to operate in 11 Illinois counties. However, he has confined his route chiefly to St. Clair and Madison counties. The route extends to Godfrey and Alton at the northern end; to Edwardsville, Collinsville and Belleville on the east, and encompasses East St. Louis, Centreville, Cahokia, Granite City, Wood River and East Alton.

Within a year after Anselm took over the East Side operation of the Ford Company, he had increased the number of machines in East St. Louis alone from 70 to 300 machines. The receipts for the Kiwanis Club rose proportionately from an average of $30 a month to more than $100 monthly. The club's take presently is about $150 per month in East St. Louis.

Anselm works his route for the Junior Chamber of Commerce in Alton and Wood River; for the Kiwanis Club in Belleville, Collinsville and East St. Louis, and for the Optimist Club in Edwardsville and Granite City. Each organization receives a commission of 15 per cent of sales. He secured the locations himself thru the cooperation of the civic and service clubs.

Nuts Too

"I began strictly with Ford ball gum, but as I went along I found it was necessary to become diversified," the operator said. "Now I have several hundred five-cent cashew nut machines. I also went into penny bubble gum and charms, M&M candies and a few French peanut machines." He figures about 750 of his machines dispense penny Ford gum presently, and the rest is divided among the other products.

The machines are located in grocery, department and drug stores, factories, filling stations, barber shops and funeral homes. The locations where machines are placed for civic and service clubs receive no commissions, but donate space for the benefit of youth activities of the organizations.

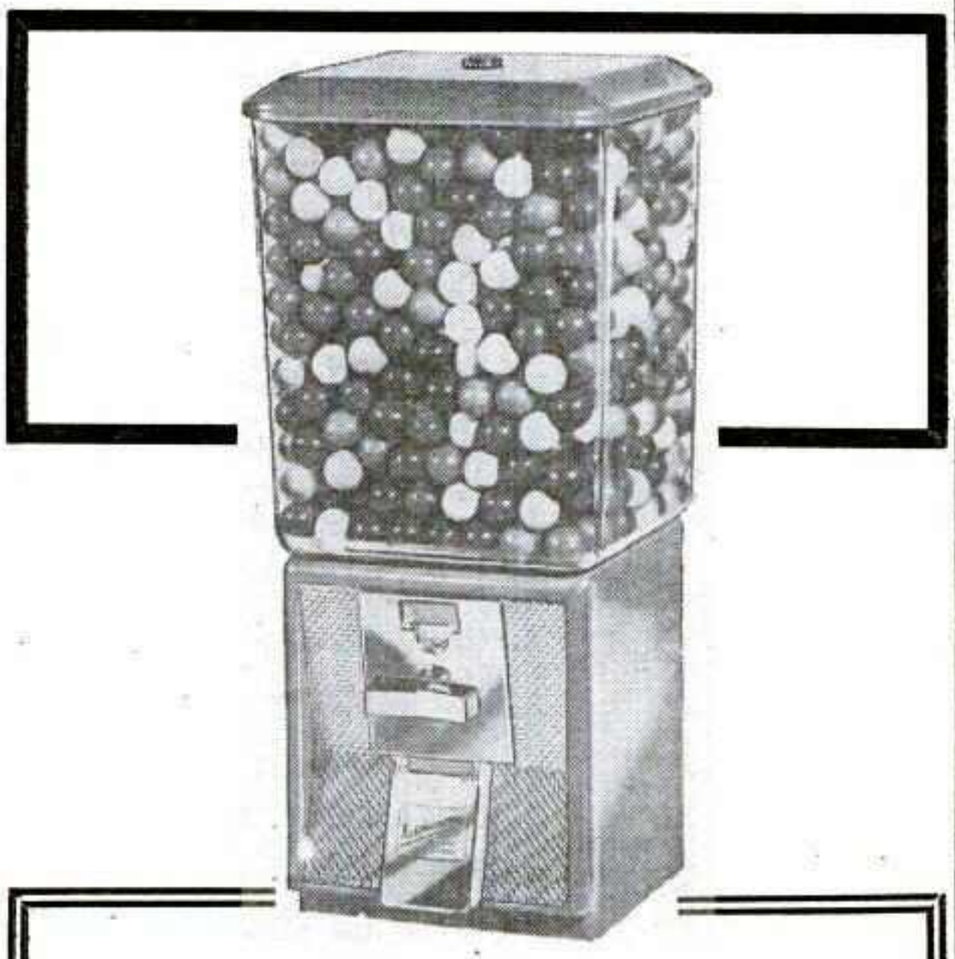
Each year the various clubs send a "thank you" letter to each location owner, telling them about the youth projects and what is done with the money received. The clubs also insert an advertisement in newspapers to thank the public for its co-operation. Most large companies and corporations co-operate in donating space for the charitable operation of the vending machines, Anselm said. For example, in East St. Louis these firms include: Illinois Power Company, Aluminum Company of America, Union Electric Company, National Stock Yards and many others.

Coast to Coast

Anselm pointed out that one unique aspect of the operation is that the Ford Company has coast-to-coast dealings thruout the United States and in Canada, and the firm's gum is sold only thru club sponsorship.

Each month Anselm makes a report in triplicate—one copy for the Ford Company, one for the sponsoring club and one he keeps. Each club publishes how much it received in its periodical and reminds both its members and the public to

(Continued on page 81)



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Silver King 1¢ B.G or Mdse. 8.50
ABT Guns 30.00
Mills 1¢ Tab Gum 12.00
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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 .63
Pistachio Nuts, Large Tulip ..... .65
Pistachio Nuts, Vendor's Mix ..... .61
Pistachio Nuts, Sheik ..... .58
Cashew, Whole ..... .69
Cashew, Butts ..... .61
Indian Nuts ..... .75
Peanuts, Jumbo ..... .42
Spanish ..... .32
Mixed Nuts ..... .57
Baby Chicks ..... .30
Rainbow Peanuts ..... .32
Boston Baked Beans ..... .32
Jelly Beans ..... .28
Licorice Gems ..... .28
M & M, 550 Ct. ..... .59
Hershey-ets ..... .47
Rain Blo Gum, 72 ct. ..... $ .30
Malt-ette, 100 ct., per 100 ..... .35
Rain-Blo Ball Gum, 140 ct., 170 ct., 210 ct. ..... .30
Rain-Blo Ball Gum, 100 ct. ..... .32
300 lb. minimum prepaid on all Rain-Blo Ball Gum.
Adams Gum, all flavors, 100 ct. ... $ .45
Wrigley's Gum, all flavors, 100 ct. .. .45
Beech-Nut, 100 ct. ..... .45
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Minimum Order 25 Boxes, assorted.
Complete line of Parts, Supplies, Stands, Globes, Bracelets, Charms. Everything for the operator.
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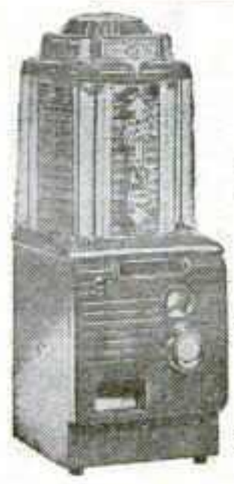
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Clor-o-Vend Ball Gum .... 40¢ lb.
Clor-o-Vend Chicks, 320 ct. 40¢ lb.
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N. Y. Bulk Association To Hold Weekend Fling

NEW YORK—The New York Bulk Vendors Association has elected to have its annual journal affair in the form of a grand-scale, weekend outing at the famous Grossinger's Hotel in the Catskill Mountains. The date is the weekend of September 16-18.

According to Roger Folz, president of the local bulk vender's group, the get-together will be staged in conjunction with the New York Automatic Retailers' Association.

Folz said that representatives of all principal manufacturers and distributors in the area are expected to attend. In addition, the National Vendor's Association will be represented by Ted Raynor.

Stanley Kreutzer, counsel of the New York Association, will be a guest speaker at the affair. Bulk operators not only from New York's metropolitan area, but from up-State, New Jersey and Connecticut are being urged to attend.

Folz said the rates for the entire weekend range from $62 to $104 per room double occupancy. This includes a floorshow on Saturday evening. Those interested should contact Roger Folz at Box 5, Oceanside, N. Y.

Northwestern To Exhibit at NAMA Meet

CHICAGO—The bulk vending industry will be represented in the giant exhibits of the National Automatic Merchandising Association's forthcoming Miami Beach convention with the Northwestern Corporation joining the more than 110 other major equipment firms that have signed to exhibit.

Northwestern is expected to show its full line of bulk vending machines and stands. The NAMA exhibit will be the largest in the association's history with more than 46,000 square feet of space to be devoted to the latest in major equipment, vending equipment, products, services, parts and accessories, according to exhibit sales chairman Cecil B. Huxford.

In addition to Northwestern, other bulk manufacturers may yet join the fold since many will be in Miami Beach to attend a National Vendors' Association board meeting to be held simultaneously with the NAMA conclave. A good representation of bulk operators and distributors are also expected to be in the bustling resort-convention town for the meet.

Seek to Ease

• Continued from page 72

representation on the food service advisory board for some time, but bulk operators, lacking an official organization in the area, had no spokesman.

The advisory board was largely instrumental in preparing the recent health ordinance covering vending in which bulk machines were to be included under a $5 per machine levy. The bulk operators were successful in being excluded but only after a last-ditch legal battle at hearings by the Public Health Council before the code was adopted.

Observers point out that the whole thing could have been averted by operators having had previous representation in the preparation of the code.

Four New Miniature Capsule Charms Bowed by Penny King

PITTSBURGH — Four new midget capsule items, in clear plastic capsules with multi-color tops, were introduced by Penny King and Company, local charm manufacturers, last week. The capsules are the second new line of merchandise brought out by the firm in as many weeks.

Last week, Penny King unveiled a series of single, double, sweetheart and giant pearl rings. (The Billboard, July 4.) The midget capsules feature a pair of tiny colored plastic girls' pumps, a small two-color baby pacifier, a trick expanding snake that wiggles and miniature cloth flags of various nations.

Each charm item has attractive display stickers that operators can affix to globes. The capsules are all priced $12.50 per 1,000 in lots of 5,000 or more.

Single Vend

One advantage to the operator, Penny King points out, is that the capsules will always vend as a single item, unlike non-enclosed charms which will sometimes vend along with a ball of gum.

The midget capsule item was first introduced by Penny King over a year ago as a counterpart to the popular nickel capsule which is vended as a separate item. Since then the firm is said to have sold over six million of the miniature charms with such items as decks of cards, sponge animals, pair of dice and key chains.

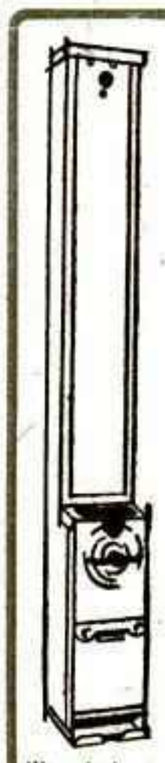
Lee Sammons New Doctor in Memphis

MEMPHIS—Lee C. Sammons, 35, formerly in the coin machine business and brother of George Sammons, president of Sammons-Pennington Company, music, game and vending distributors, graduated from medical school June 13.

Sammons, who received his bachelor of science degree from the University of Mississippi in 1950, received his diploma from University of Tennessee College of Medicine. He went into a one-year internship at Baptist Memorial Hospital in Memphis.

Sammons used a route of penny scales to help put him thru medical school, which these days takes a small fortune. He had 250 machines in Tennessee, Mississippi and Arkansas.

He serviced them himself during spare time from his studies. Sometimes a broken machine had to wait for repairs, but he always got around to it.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COIN MACHINES

JULY 11, 1960 — Communications to 188 W. Randolph St., Chicago 1, Ill. — 75

European News Briefs

France Lifts Import Quotas

PARIS—France has lifted import quotas on most lines of coin machines under a general cutback of import quotas.

The import quota cuts mean that 92.3 per cent of imports from the 17 other nations of the Organization for European Economic Co-Operation (OEEC) now have been freed.

Equally important, 92.1 per cent of imports from the dollar zone have been freed.

The order promises to boom French importation of U. S. coin machine equipment to the extent that American equipment can compete in price and quality with that produced in France and other European countries.

The new order brings French quota liberalization to about the same level as West Germany, Britain, Italy, Belgium and Holland. Discrimination against dollar zone imports is lower in Franch than in any other European nation.

France plans further liberalization every three months on a schedule completely eliminating quota restrictions by 1961.

Paul Damm Re-Elected

MUNICH, Germany—Paul Damm has been re-elected unanimously chairman of the Bavarian Coin Machine Operators' Association, as has Otto Saumweber as Damm's deputy. Serving on the board of directors are Georg Huber, Munich; Eduard Brauer, Kaufbeuren; Alfred Koehler, Fuerth. The Bavarian operators have sent money from their emergency funds to help aid the victims of the Chilean earthquake.

Gaming Bill Hits Snag

LONDON—The Betting and Gaming Bill—in its latter stages before enactment—has run into a spot of bother, but is nevertheless expected to receive the Queen's Consent before long. A new clause has been proposed by Viscount Astor, in the House of

(Continued on page 79)

Chart CMC Future at Meet

CHICAGO — Members of the Coin Machine Council executive committee will be meeting here Tuesday (12) to review results of the group's membership drive and possibly launch the coin machine industry's initial public relations efforts.

The meeting has been scheduled for Chicago's Morrison Hotel in the Walnut Room, with luncheon and an afternoon meeting on the agenda.

Altho no official statements have have been made by council members, several committee spokesmen indicate that a substantial portion of the council's $60,000 financial goal has been reached and that there will probably be a start on the actual public relations work by the Herbert Kraus agency, public relations firm selected to handle the program.

Membership Up

Figures released by Herb Jones, chairman of the membership committee, also indicate that the council has made some encouraging strides in getting new members, altho Jones cautioned that the number of operator-members was still substantially below the council's ultimate goal.

Some 200 operators have joined the CMC fold in addition to some 80 distributors and jobbers and seven manufacturers. Besides the five founding manufacturers (AMI, Bally, United, Williams and Chicago Coin), Keeney, and Games, Inc., have joined the group.

The target figure of $60,000 was set as the anticipated cost of the first year's program. However, observers point out that council members would likely authorize the launching of the program even tho the full amount was not reached, if prospects of raising the remainder appeared good. Thus far, all comments from council members have indicated such a favorable outlook.

BLACK TUESDAY IN PA.

1,000 Pins Up in Smoke In State Funeral Pyre

By GEORGE METZGER

UNIONTOWN, Pa. — Tuesday, June 28, will be remembered for many years as "Black Tuesday" by members of the coin machine industry in Pennsylvania.

It was on this day State police finally destroyed the 1,000 multiple-coin pinball machines they confiscated three years ago.

The scene that took place in this town where the first in-line machines were seized in a raid on American Legion Post No. 51 in 1957 would have brought tears to the eyes of many coinmen.

The machines, which were declared gambling devices and therefore illegal, were placed in a group and then State troopers went to work on them with sledge hammers. Then to make sure the pinballs were done for good and could not be salvaged, the officers set them afire.

Up in smoke went hundreds of thousands of dollars worth of equipment. The fiery pyre signaled the official end to a three-year court fight that started in the Fayette County Court right here and went all the way to the United States Supreme Court a few weeks ago.

Each of the tribunals upheld the decision of the lower court, that the machines were illegal.

Await Word

All the time the State police were holding under lock and key the 1,000 machines they confiscated in raids staged here and in Connellsville and Brownsville. They were just waiting for word to put the hammers and torches to the machines.

On Tuesday, June 28, that word finally came—after a three-year wait.

Judge Eustace Bane, of Fayette County, who issued the original ruling, ordered the $1,738 in coins that was in the machines when confiscated, turned over to the county treasury.

State officials estimated that the coin machine industry had over

(Continued on page 77)

Sparks Opens Showrooms in Columbia, S. C.

COLUMBIA, S. C.,—The Sparks Specialty Company combined the opening of its new Columbia showrooms with the introduction of the new United Savoy Bowling Alley, Sunny Shuffle Alley and UPC-100 phonograph.

A record turnout of operators from thruout the area attended the weekend fete, June 18-19. Lunch and refreshments were served. On hand from the United factory were Mr. and Mrs. Roy Kraehmer, Ray Riehl and Johnny Casola. Sparks' personnel included D. H. Fisher, Avna O. Fisher, John L. Kaiser, John Hampton, Mrs. John Hampton, W. C. Carter and James Ashford.

Other guests included: Mrs. Flora S. Kennerly, James L. Simpson, Bob Hawkins, Happy Jeffcoat, Billy Oberst, William R. Zurcher, Jacob Sammons, James Sheppard, Al Witt, B. V. Parker and J. D. Shealy.

Operators

H. E. Hutto, Jimmy Davis, Mrs. B. C. Dorrill, Mrs. Marion Argoe, Ralph Goolsby, Bob Bombard, A. C. Atkins, Larry Blake, M. C. Hatfield, Mrs. M. B. Hatfield, Mr. and Mrs. Carl Hatfield, Johnny Miller, and Mr. and Mrs. Quinton Hall.

Wayne Hall, Mr. and Mrs. L. N. Neeley, Mr. and Mrs. Dick Fraser, H. J. Cone, Herbert Moore, George Stothart, Mr. and Mrs. M. D. Steiner, Carl Truelove, Mr. and Mrs. Hoyt Herring, Lea Holliday and J. C. Catoe.

Roy Riggs, Mr. and Mrs. J. E. Phillips, Lloyd Hopper, Dan Wicker, J. Roy Porter, J. D. Smith, Mr. and Mrs. Oscar Hedrick, George Reynolds, and Mr. and Mrs. Fletcher Padget.

Leneau McDaneil, Jr., Mr. and Mrs. T. L. Bair, Mrs. Christine Carter, Mrs. John Kaiser, Miss Judy Kaiser, Mrs. Bertha Refo, and Miss Barbara Babcock.

Conn. K.O.'s Free-Play Pinballs

HARTFORD, Conn.—The Connecticut Supreme Court of Errors has ruled that coin-operated pinball machines designed to give players free games are gaming devices.

The court said that possession of the machines violates State law and that seizure of such machines is authorized under State law.

The decision is expected to be a severe blow to an estimated multi-million-dollar pinball machine business in Connecticut.

Were Restrained

State police were restrained from seizing such machines by a lower court pending the decision by the State Supreme Court.

There are an estimated 2,500 pinball machines in the State—most of them in restaurants, stores, diners and clubs. The State Liquor Commission has already banned their use in taverns and all places holding liquor licenses.

The Supreme Court decision, released July 5, upheld a decision by Superior Court Judge Joseph W. Bogdanski of New Haven in a case involving Joseph Farina, operator of New Britain's State-Wide Amusement Company.

Result of Raid

The case resulted from a State police raid May 28, 1959, during which 30 persons were arrested and 44 pinball machines seized.

Farina, owner of some of the machines, then asked Superior Court to order State police to return his confiscated machines and to stop seizing similar machines.

Bogdanski ruled that the machines were illegal in Connecticut but he later issued a temporary injunction restraining State police from seizing the pinball machines pending an appeal to the State Supreme Court.

State Police Commissioner Leo P. Mulcahy has interpreted the Supreme Court of Errors decision as a warning that the machines will be confiscated if they are not removed voluntarily.

Mulcahy said "a reasonable time" for disposing of the machines will be allowed before any are seized.

Justice James E. Murphy wrote the State Supreme Court of Errors opinion. In it, the court relied on a classic definition of gambling as a situation in which there is a prize at stake, the element of chance is involved, and participants pay to take part.

Regarded as Prize

In this case, the court said, the prize is one or more free games a player can win by running of a high score.

Farina had argued that the machines were for amusement only, but the court said the fact that it can be commercialized demonstrates that amusement is a thing of value.

The court cited the extra games that can be won as the thing of value—the "something for nothing" that the player is striving for. And because it is possible to win some extra games without having to pay any more, the element of chance is present, said the court. "Therefore, there is involved in the game three elements of gambling; namely, chance, price and a prize."

Depreciation Ruling Seen as Benefit to Coin Operators

CHICAGO—The U. S. Supreme Court, in two decisions of far-reaching importance to the coin machine operator, has ruled that depreciation of equipment may be computed on the basis of useful life to the taxpayer, not on the physical life of the equipment, when the salvage concept is taken into account.

Leo Kaner, head of the National Tax Council of the Music Operators of America, explained that the recent rulings will allow operators to write off equipment on the basis of their actual replacement policies, not on any arbitrary formula.

Assume that an operator buys a juke box for $1,500 with the intention of turning it in at the end of three years. Assume further that the salvage price of the three-year-old juke box is $500.

The operator takes the difference between his cost and the salvage price, or $1,000. The operator can compute his depreciation over the three-year period, taking the $1,000 depreciation.

If the operator replaces his machine in two years, he can take his depreciation in two years. But in any case, the amount of depreciation cannot be greater than the difference between his cost and the salvage value. The trade-in price is figured as salvage value.

"Useful Life"

The important concept in the recent ruling is that the taxpayer defines the "useful life" of his equipment.

The new ruling will actually permit a faster write-off of coin equipment and encourage the operator to replace his machines with greater frequency.

VACATION TIME FOR JUKE MFRS.

CHICAGO — It's vacation time for the juke box manufacturers. The Rock-Ola plant closed June 30 and will remain shut down until July 18. Wurlitzer will close its doors from July 22 until August 8. Business will resume thereafter as usual.

Zander Dies in New Orleans

NEW ORLEANS—Adrian H. (Red) Zander, a partner in Lynch and Zander, local Seeburg distributor, died at his home here June 21. Zander was 48 and had been ill for several months.

He was a partner in the Lynch and Zander firm since 1946. Prior to that he was associated in the wholesale grocery business and served in the ordinance department during World War II.

Zander was a graduate of Warren Easton High School and attended Tulane University. He was a member of Sigma Alpha Mu Fraternity and an active member of the Audubon golf club.

He is survived by his widow, the former Van Buren Stumpf; two children, Marilyn and Frederick S. Zander, and his mother, Mrs. Leontine H. Zander.

KEENEY NAMES M. J. STANLEY AS ALASKA DISTRIB

ANCHORAGE, Alaska—J. H. Keeney & Company has named M. J. Stanley here as Alaskan distributor for the firm's game line. Stanley, a veteran coinman, was formerly with the R. F. Jones Company in Seattle. He is the first Alaskan distributor to be named by Keeney. Stanley also is AMI distributor for the 49th State.

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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

D-40 (40), 1951	$ 90
D-80 (80), 1951	145
E-40 (40), 1953	140
E-80 (80), 1953	190
E-120 (120), 1953	185
F-40 (40), 1954	275
F-80 (80), 1954	315
F-120 (120), 1954	325
G-40 (40), 1955	360
G-80 (80), 1955	365
G-120 (120), 1955	380
G-120-1 (120), 1956	385
G-200 (200), 1956	375
G-200-1 (200), 1956	380
G-200-2 (200), 1956	375
G-200-3 (200), 1956	390
G-200-4 (200), 1956	395
G-200-5 (200), 1956	385
H-200 (200), 1956	630
H-120 (120), 1956	570
H-100 (100), 1956	495
H-200M (100), 1957	495
I-120 (120), 1957	675
I-200 (200), 1957	760
I-100 (100), 1957	595
I-200 (200), 1958	630
J-200 (200), 1958	860
J-120 (120), 1958	800
J-100M (100), 1958	660
J-200M (200), 1959	710
J-120 (120), 1959	800
J-100 (100), 1959	645
J-200 (200), 1959	860

ROCK-OLA

1438 (120), 1953	$ 195
1438 (120), 1954	280
1442 (50), 1955	320
1446 (120), 1955	295
1448 (120), 1958	400
1452 (50), 1956	395
1454 (120), 1957	450
1455D (200), 1957	495
1455S (200), 1957	475
1458 (120), 1958	570
1465 (200), 1958	595
1468 (120), 1959	645
1468 Stereo (120), 1959	845
1475 (200), 1959	895
1475 Stereo (200), 1959	895

SEEBURG

M100B (100), 1950	$ 215
M100C (100), 1952	250
100W (100), 1953	325
HF100G (100), 1953	365
HF100R (100), 1954	455
V200 (200), 1955	320
100J (100), 1955	535
K200 (100), 1957	540
L100 (100), 1957	550
201 (200), 1958	830
161 (160), 1958	790
101 (100), 1958	675
222 (160), 1958	930
220 (100), 1958	875
200S (100), 1959	875
200SR (100), 1959	900
222DH (160), 1959	925
222DHR (160), 1959	975

WURLITZER

1250 (48), 1950	$ 65
1400 (48), 1951	95
1500 (104), 1952	100
1500A (104), 1953	130
1600A (48), 1954	185
1700 (104), 1954	305
1800 (104), 1955	385
1900 (104), 1956	480
2100 (200), 1957	605
2150 (200), 1957	560
2000 (200), 1956	525
2204 (104), 1958	695
2250 (200), 1958	670
2240 (104), 1958	695
2200 (200), 1958	770
2200 (200), 1958	825
2300-S (200), 1959	1,185
2300 (200), 1959	1,020
2304 (104), 1959	970
2304-S (104), 1959	1,070
2310 (100), 1959	1,070

BOWLERS & SHUFFLES

BALLY

ABC Super-Deluxe Bowler 9/57	$ 250
ABC Bowling Lanes 12/56	220
ABC Champion 9/57	455
ABC Tournament 6/57	355
ABC Bowler 7/55	230
All-Star Bowler 12/57	105
All-Star Deluxe 2/58	125
Blue Ribbon 4/55	170
Bally Shuffle 1/59	40
Champion Bowler 4/54	80
Club Bowler 2/59	505
Congress Bowler 7/55	245
Deluxe Club Bowler 3/59	555
Gold Medal 4/55	140
Jet Bowler 8/54	90
Jumbo Bowler 9/55	275
King-Pin Bowler 9/55	250
Lucky Alley 8/58	575
Lucky Shuffle 9/58	450
Magic Bowler 12/54	110
Mystic Bowler 12/54	110
Pan American 6/59	685
Rocket Bowler 8/54	85
Speed Bowler 11/58	390
Star Shuffle 9/58	350
Strike-Bowler 11/57	320
Super Bowler 1/58	115
Trophy 4/58	525
Victory Bowler 4/54	65

CHICAGO COIN

All-Star Team Bowler 11/55	$ 150
Blinker 8/55	190
Bonus Score 5/55	170
Bowling Team 10/55	135
Bull's-Eye Bowler 7/55	190
Bowling League 7/57	235
Championship 11/56	275
Criss Cross Target 1/55	50
Double Feature 12/58	400
Feature Bowler 7/54	70
Fireball Bowler 11/54	145
Flash Bowler 10/54	90
Holiday Bowler 9/54	135
Hollywood 4/55	135
King Bowler 3/59	895
Lucky Strike 1/58	410
Miami Shuffle 10/56	55
Monte Carlo 1/59	140
Player's Choice 9/58	640
Rebound Shuffle 11/58	65
Red Pin 3/59	470
Rocket Ball 2/59	180
Rocket Shuffle 2/58	175
Rocket Shuffle Two Player 4/58	200
Score-A-Line 9/55	150
Shuffle Explorer 6/58	190
Skee Roll 1/57	115
Star Lite 5/54	75
Star Rocket 5/59	475
Super Frame 3/54	75
Thunderbolt 12/54	160
Tournament Ski Bowl 12/56	110
Triple Strike 1/55	175
TV Bowling League 11/57	310
Twin Bowler 10/58 (Initial run)	695

UNITED

Ace Shuffle Alley 5/54	$ 90
Atlas Shuffle Alley 9/58	400
Advance 6/59	710
Banner 8/54	100
Bonus Bowling Alley 3/58	535
Bowling Alley 11/56	240
Build-Up 5/56	160
Capitol Shuffle Alley 6/55	195
Clipper 4/55	180
Comet Shuffle Targette 10/54	120
Cyclone 10/58	435
Deluxe Bowling Alley 7/57	305
Deluxe Flash 6/59	570
Deluxe Mercury 11/54	115
Deluxe Shooting Star 6/58	185
Duplex 11/58	645
Dual Shuffle 1/59	470
Eagle Shuffle Alley 5/58	375
Flash 6/59	510
Hi-Score 6/57	260
Handicap 9/56	285
Jumbo Bowling Alley 8/57	495
Jupiter Shuffle Alley 9/58	245
League Shuffle Alley 2/54	80
Lightning 2/55	155
Midget Bowling Alley 3/58	145
Niagara 11/58	395
Playtime 6/58	860
Pixie Bowler 7/58	180
Rainbow Shuffle Alley 5/54	65
Regulation 11/55	250
Royal Bowling Alley 12/57	365
Select Play 6/56	150
Shooting Star 4/58	165
Shuffle Targette 8/54	85
Simplex 4/59	560
Six-Star 11/57	345
Super Bonus 9/55	210
Team Shuffle Alley 2/54	65
Top Notch 11/55	260
Venus 4/55	150
Zenith 5/59	500

PINBALLS

BALLY

Balls-A-Poppin' 10/58	$ 70
Ballerina 6/59	655
Bally U.S.A. 7/58	155
Beach Beauty 11/55	75
Beach Time 9/58	305
Big Show 9/56	105
Big-Time 12/54	50
Broadway 12/55	60
Carnival 10/57	125
Carnival-Queen 11/58	370
Circus 8/57	85
Crosswords 1/56	145
Cypress Gardens 5/58	235
Double Header 8/56	90
Gay Time 6/55	40
Gayety 4/55	35
Gayety 4/55	35
Hi-Fi 6/54	80
Ice Follies 1/54	35
Key West 12/56	105
Miami Beach 9/55	60
Miss America 1/58	185
Night Club 3/56	80
Parade 6/56	75
Sea Island 2/59	550
Show-Time 4/57	135
Sun Valley 7/57	220
Surf-Club 4/54	30
Variety 9/54	30

GOTTLIEB

Ace High 2/57	$ 120
Add-A-Line 7/55	90
2 Atlas 5/59	360
Auto Race 9/56	100
4 Belles 10/54	50
2 Brite Star 4/58	255
4 Contest 10/58	350
2 Continental 7/57	150
Criss Cross 3/58	180
Daisy May 7/54	60
Diamond Lil 12/54	70
Derby Day 5/56	85
2 Double Action 1/59	320
Dragonette 6/54	60
2 Duette 3/55	90
Easy Aces 12/55	80
2 Fair Lady 11/58	145
4 Falstaff 11/57	285
Frontiersman 11/55	70
3 Flag-Ship 1/57	175
2 Gladiator 1/58	120
Gold Star 8/54	50
2 Gondolier 8/58	280
Green Pastures 1/54	50
Gypsy Queen 2/55	70
Harbor Lites 5/56	80
Hawaiian Beauty 5/54	50
Hi Diver 4/59	245
Jockey Club 4/54	50
4 Jubilee 5/55	175
Lady Luck 9/54	50
Lovely Lucy 2/54	50
4 Majestic 4/57	280
2 Marathon 11/55	125
Mystic Marvel 3/54	55
2 Picnic 6/58	275
Queen of Diamonds 6/59	280
2 Race Time 3/59	325
4 Register 10/56	130
Rocket Ship 5/58	185
Rainbow 12/56	115
Roto Pool 7/58	205
2 Sea Belles 9/56	125
Royal Flush 5/57	130
Southern Belle 6/55	65
Silver 10/57	175
Sittin' Pretty 11/58	230
Sluggin' Champ 4/55	75
4 Score-Board 4/56	85
Stagecoach 11/54	55
Straight Flush 12/57	195
Straight Shooter 2/59	240
Sunshine 9/58	225
2 Super Circus 9/57	230
4 Super Jumbo 10/54	175
2 Toreador 6/56	120
Twin Bill 1/55	65
2 Whirlwind 2/58	245
Wishing Well 9/55	85
World Champ 8/57	120

UNITED

Brazil 9/58	$ 80
Caravan 1/56	60
Havana 1/54	30
Singapore 10/54	30
South Seas 5/56	70
Stardust 4/56	80
Starlet 11/55	60
Manhattan 3/55	45
Mexico 4/54	30
Monaco 7/56	90
Nevada 8/54	40
Playtime 6/57	115
Pixies 9/55	50
Triple Play 6/55	75
Tropicana 1/55	40

WILLIAMS

Arrow Head 7/57	$ 110
Big Ben 9/54	50
Casino 8/58	175
2 Circus Wagon 10/55	100
Colors 11/54	50
Crossword 5/59	240
Cue Ball 4/57	110
Daffy Derby 8/54	95
4-Star 7/58	165
Dealer 21 4/54	45
4 Fun House 10/56	85
4 Gay Paree 6/57	125
Gusher 9/58	170
Hi-Hand 6/57	135
Jig Saw 12/57	135
Hot Diggity 8/56	100
Kings 8/57	100
Lazy Q 2/54	50
Lulu 12/54	50
2 Naples 9/57	140
Perky 11/56	80
Peter Pan 4/55	80
2 Picadilly 5/56	95
4 Race-the-Clock 4/55	90
Regatta 10/55	90
Reno 10/54	95
Satellite 6/58	170
Screamo 7/54	50
2 Shamrock 1/57	140
9-Sisters 2/54	45
Skyway 8/54	50
Smoke Signal 9/55	70
Soccer Kick-Off 3/58	170
Starfire 3/57	140
Star Pool 10/54	50
Steeple Chase 11/57	175
Super Score 9/56	90
4 Surf Rider 7/58	105
3-D 11/58	190
Three Deuces 8/55	90
Thunderbird 5/54	50
Tic-Tac-Toe 1/59	235
Tim-Buc-Tu 1/56	80
Top Hat 2/58	190
Turf Champ 8/58	190
Wonderland 5/55	130

ARCADE & NOVELTIES

All-Star Baseball (Wms.) 4/54	$ 60
Aqua Duck (Coins) 2/55	145
Auto Photo, Model 9	1,215
Auto Photo, Model 11	2,025
Auto Test (with sound) (Cap) 9/56	640
Auto Test (without sound) (Cap) 9/56	550
Auto Test Turnpike Tournament (Cap) 4/59	1,295
Balloonomat (Cap) 12/54	95
Bang-O-Rama (Muto) 4/57	75
Bat-A-Score (Evans) 2/54	80
Batter Up (CC) 4/58	180
Big Inning (Bally) 5/58	200
Big League (Wms) 6/54	70
Big League Baseball (CC) 5/55	105
Big Top (Gen) 11/54	205
Bike Race (Mun) 5/58	490
Bing-O-Rama (Sci) 3/55	370
Bull's-Eye (Bally) 3/55	170
Burp Gun (Dale) 5/57	270
Carnival Gun (Un) 10/54	145
Champion Baseball (Gen) 7/55	85
Circus Rifle Gallery (Gen) 3/57	220
Coon Hunt (Seeb) 2/54	125
Crane (Wms) 3/56	95
Criss Cross Hockey (CC) 9/58	210
Cross Country (Keen) 1/58	75
Crossfire (Wms) 3/57	250
Dale Pom Pom (Dale) 4/59	360
Davy Crockett (Gen) 10/56	170
Deco Grandma (Deco) 8/54	215
Deluxe Crusader (Wms) 5/59	390
Deluxe 4-Bagger (Wms) 3/56	185
Deluxe Ranger (Keen) 3/55	150
Deluxe Skill Parade (Bally) 1/59	145
Deluxe Skill Parade (Bally) 1/59	190
Deluxe Vanguard (Wms) 10/58	345
Derby Roll (Un) 5/55	90
Deuces Wild (Kaye) 10/58	100
Drivemobile (Muto) 6/54	210
Dodge City (Fran) 12/58	110
Golf Champ (Bally) 8/58	145
5th Inning (Un) 6/55	125
Horoscope Fortune Teller (Gen) 9/57	200
Grandma Fortune (Gen) 5/56	140
Gun Club (Gen) 1/58	315
Gunsmoke (Bally) 4/59	260
Heavy Hitter (Bally) 3/59	325
Hercules (Wms) 3/59	365
Hi-Fly (Gen) 4/56	80
Hindu Fortune Teller (Mun) 11/54	500
Hydro Duck (B&W) 10/54	110
Jet Fighter (Wms) 10/54	115
Jr. Auto-Test (Cap) 12/58	220
Jumbo Ten Pins (Wms) 3/58	125
Jumbo Ten Strike (Wms) 3/58	125
Jungle Gun (Un) 7/54	100
Jungle Hunt (Exhib) 7/54	200
Jolly Joker (Wms) 10/55	70
Kaye Hockey (Kaye) 58	185
Kiss-O-Meter (Exhib) 12/56	135
King of Swat (Wms) 5/55	140
League Leader (Keen) 4/58	135
Lucky Horoscope (Mar) 12/56	45
Major League (Wms) 4/54	75
Match Pool (Gen) 9/55	85
Model 500 Shooting Gallery (Exhib) 3/55	105
Monkey Climb (IEC) 3/55	290
Motorama (Gen) 10/57	190
1957 Baseball (Wms) 4/57	215
Pan-O-Rama 800 (Cap) 12/56	255
Peep Barrels (Exhib) 12/56	65
Peppy the Clown (Wms) 12/56	195
Photomatic (Muto) 2/54	270
Pinch Hitter (Wms) 3/59	655
Pirate Gun (Un) 10/56	230
Polar Hunt (Un) 4/55	210
Quarterback (Gen) 9/55	70
Ranger (Keen) 3/55	140
Red Ball (Mid) 5/59	335
Rifle Gallery (Gen) 6/54	125
Rock 'n' Roll (Muto) 5/56	45
St. Christopher (Muto) 12/56	200
Safari (Wms) 1/55	175
Satellite Tracker (B-L) 12/58	470
Scramball (Keen) 8/58	35
Shooting Gallery (Exhib) 5/54	65
Shortstop (Wms) 4/58	275
Sidewalk Engineer (Wms) 4/55	95
Sky Raider (Un) 10/58	270
Sky Rocket (Gen) 5/55	130
Softball League (Exhib) 12/57	370
Space Age (Gen) 3/58	195
Special Deluxe Baseball (Wms) 1/54	65
Space Gunner (Bally) 5/58	305
Spook Gun (Bally) 9/58	260
Sportland Shooting Gallery (Exhib) 11/54	95
Sportsman (Keen) 11/54	100
Star Slugger (Un) 4/56	120
State Fair (Gen) 7/56	200
Steam Shovel (CC) 5/56	105
Super Big Top (Gen) 12/55	260
Super Home Run (CC) 3/54	80
Squoits Water Polo (Aqua) 5/57	355
Super Slugger (Un) 7/55	110
Super Star Baseball (Wms) 1/54	55
Super Pennant Baseball (Wms) 1/54	70
Swami (Muto) 4/55	545
Target-Roll (Bally) 1/58	120
Ten Pins (Wms) 12/57	135
Ten Strike (Wms) 12/57	135
Test Pilot (Cap) 12/57	470
3-D Kiddie Theater (Rite) 3/54	140
10 Commandments (Muto) 12/57	200
3-D Theater (Rite) 3/54	180
3-D Pix (Cap) 2/54	175
Treasure Cove (Exhib) 7/55	160
Twin Hockey (CC) 5/56	175
Two-Player Basketball (Gen) 3/54	135
United Deluxe Baseball (Un) 2/59	360
Vacuumatic Card Vendor (Exhib) 5/54	150
Voice-O-Graph (Muto) 2/57	660
Voice-O-Graph (Muto) 11/54	280
Wild West (Gen) 2/55	185
Yankee Baseball (Un) 2/59	300
Zig-Zag (M&T) 5/54	10
Zipper (Binks) 1/54	15
Zodiac Chart (Mun) 12/55	55

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Japanese Juke Boxes May Get Boost From European Industry

By OMER ANDERSON

BONN, Germany—It is being suggested within Bonn government trade circles that West Germany and other European countries lend a helping hand to the Japanese juke box industry.

This suggestion stems from the grave political situation confronting Nobosuke Kishi's government as a result of leftist pressure.

Chancellor Konrad Adenauer, along with most other Western political leaders, ascribes Kishi's difficulties primarily to the precarious Japanese economic situation.

Must Export

The Japanese are being driven into the arms of Red China by their difficulties in finding export markets. Japan, even more than West Germany and Britain, must "export to live," as Adenauer is reminding German industrialists.

The proposal that assistance be given the Japanese juke box industry came up in a general review of the Japanese trading position by the Ministry of Economics.

Adenauer favors helping the Japanese find markets for their entire list of export specialties, including optics, textiles and electronics—even tho this places the Japanese in direct competition with the Germans and other Continental nations.

Alternatives

The chancellor argues that the West either has the alternatives of helping the Japanese help themselves—or driving them into the arms of Red China, as was dramatized by President Eisenhower's ill-starred visit to the Orient.

There have been violent protests from the West German optics, electronics and textile industries. Already, the three industries complain, the Japanese are routing them on a substantial sector of the world trading front.

Economic Minister Ludwig Erhard's experts are proposing that the Japanese be encouraged to diversify their production in the three fields where they are now involved in disastrous competition with the Germans.

Slow Start

Altho the Japanese are flooding the world market with electronic equipment, they have been slow in getting started with juke boxes.

The argument here is that the Japanese might well be encouraged to expand their juke box production to cater to the Asian market. This market is too distant to be attractive to German producers at present. Yet it offers great potential for a Japanese juke box industry.

Some Ministry of Economics experts contend that juke boxes would boom thruout the Orient were an inexpensive box available.

Puzzles Experts

It is puzzling to the experts here that the Japanese have been slow to invade the coin machine market.

Some German firms, convinced that a Japanese juke box industry is inevitable, are reported canvassing the possibility of establishing Japanese subsidiaries.

Such subsidiaries would be licensed to produce German juke boxes and other coin-operated equipment in Japan. In return, and to the extent feasible, the subsidiaries would provide the parent German firm with certain components which can be produced much cheaper in Japan than in Germany.

ABP MEN WHO READ BUSINESSPAPERS MEAN BUSINESS

Unemployment Cripples Indiana City; Juke and Game Business Trail Badly

By JOSEPH KLEIN

EVANSVILLE, Ind.—How does serious unemployment in a typical American community affect the juke box business. This Ohio River city of 130,000, near the Southwestern corner of Indiana, provides the answer—and it is not an encouraging one.

This is one of the several communities in the country tagged as "a center of distress" by the U. S. Department of Labor. Extensive joblessness brought a U. S. Senate committee into the city to ask why and to search for an answer.

Of the civilian labor force of 77,900, only 6,500 are employed in non-agricultural industries. The unemployed stand at 6.7 per cent of the labor force.

Now as to juke box operations: S. L. Stiebel Company has given up its Evansville offices and is now concentrating in Louisville.

Automatic Distributing Company and Amusement Corporation are out of business. Credit for juke operations is almost impossible to obtain. Having encountered some difficulty with music machine accounts, banks have become adament to pleas for juke financing.

"It's real rough," says Fred Minter, owner of the Gateway Co-Operative Distributing Company and the A-1 Music Company. In addition to Indiana, the Minter firms operate in Kentucky and Illinois.

Tried to Fight

"We've tried to fight this thing," he said. "We've switched equipment around. We made faster changes of records, and we're always improving service. But it doesn't help under these conditions. More industries are what we need, and more jobs, and more money in circulation."

Minter also handles pin games, shuffle alleys, guns and a broad variety of other amusement equipment.

Conditions in Illinois and Kentucky are much brighter, Minter finds. The unemployment problem is vastly less acute in these adjoining areas.

The Whirlpool Company is the major Evansville industry at the present. A number of other manufacturing plants have ceased operations and moved their facilities to other communities.

New Industries

Attempts to draw new industries into the city are being pressed. Some say that the high local tax rate—tho not nearly as high as the rates in several other Hoosier cities—is a deterrent.

Juke box operators say, however, that the taxes on their equipment are "not too rough." Evansville musical tastes are normal, according to Minter.

"Here as elsewhere in the United States, people like rock 'n' roll, folk and popular music. But catering to musical tastes is not our problem. It's unemployment and the scarcity of money. And it's a tough situation."

Fitzgerald to Canteen Post

CHICAGO — William E. Fitzgerald has been named director of advertising and sales promotion for Automatic Canteen Company of America, parent firm of Automatic Music, Inc.

Fitzgerald served in a similar capacity with AMI for the past 10 years. Announcement of the appointment was made by Nathaniel Leverone, board chairman of Canteen.

Fitzgerald is a graduate of Beloit College, is married and the father of two daughters. He holds memberships in the Sales Executives Club, American Management Association and the Advertising Federation of America.

Black Tuesday

• Continued from page 75

$20 million tied up in the illegal inlines in this State.

But now most of them have been moved out of the State to safer quarters.

It was apparent when the smoke cleared and the fire died out as one scanned the pile of debris that was once 1,000 pinball machines that this round was won by the State.

But only after a gallant fight by the coin machine industry.

See your distributor or write:
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再見 (tsai chien)
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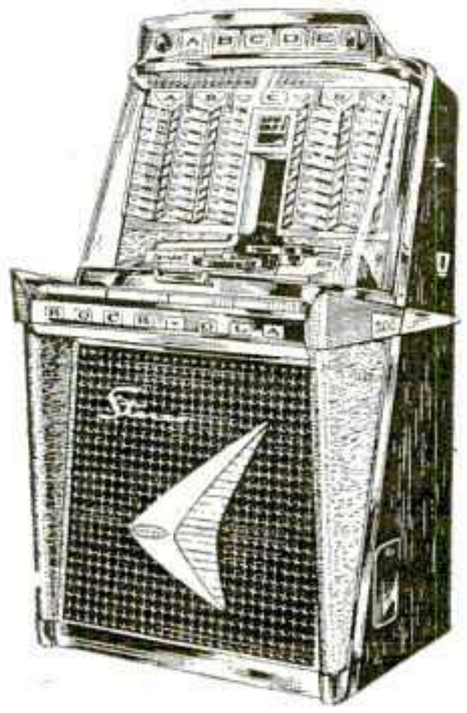
This profit making dependability coupled with such new features as the exclusive Rock-Ola "Tri-Fonic" flexibility is just one of the reasons why more profit minded Operators everyday are joining the "Big Switch" to Rock-Ola.

Mr. Operator, why don't you say "Farewell" to your overhead problems by stopping in to see your local Rock-Ola Distributor today. Your increased profits will be glad you did!



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Tariff Slashes Aid Europe Coin Trade

By OMER ANDERSON

ANTWERP, Belgium—Europe's trade rivalry of the "Six" and the "Seven" is stimulating the coin-operated equipment trade, but few in the industry here have faith in the upsurge.

The general view is that the coin machine trading position is a fool's paradise which will end abruptly.

The stimulation in the coin machine trade is due to the round of tariff slashes, which affect the major trading countries in Europe, and which so far have benefited the coin machine trade almost impartially.

The facts:

The Common Market or "Inner Six" (France, West Germany, Holland, Italy, Belgium and Luxembourg) has lowered by a further 10 per cent the goods they exchange among themselves.

The "Inner Six" last January 1 made its initial tariff cuts of 10 per cent, and next December 31 the six nations will cut customs again by 10 per cent. This means that the six nations will have slashed their internal customs by 30 per cent during 1960.

The European Free Trade Association (EFTA) or the "Outer Seven" has just slashed the tariffs among themselves by 20 per cent. It is the first tariff cut by the "Seven" and is designed to bring the EFTA nations abreast the Common Market Six in terms of tariff reductions.

Already, trade within the Common Market is up 29 per cent, and trade with countries outside the market is up around 8 per cent. These percentages apply to trade generally, and coin machine export-import circles here state that the stimulus to the coin machine trade is exceeding the average levels.

So far, nobody has been hurt—but only so far. The tariff slashes will continue at regular intervals until, by 1965, all tariffs have been abolished among the six nations.

However, the next step is for the six nations to agree on a common external duty for their dealings with countries outside the club. It is then that exclusively U. S.-based coin equipment producers will face a paradise lost.

For if the present trend continues, as is anticipated, the "Inner Six" will erect a tariff wall against the outside trading world, including the U. S. and the "Outer Seven."

And ditto for the "Seven." By 1970 the EFTA bloc will have wiped out all internal tariff barriers, but long before that time, even as with the "Six," the British-led seven nations will raise a common barrier against non-EFTA nations.

This means that U. S. coin machine producers with subsidiaries in both camps—the "Six" as well as "Seven"—will reap a huge competitive advantage in the European market over their stay-at-home U. S. rivals.

For the "Outer Seven" comprise Britain, Sweden, Norway, Denmark, Switzerland, Portugal and Austria.

The tariff cuts are coupled with the abolition of quota restrictions. Thus by 1965 the "Six" are pledged to have ended all quota restrictions among themselves. This means that West German coin machine exports will flow unhindered into the new rigidly protected French market.

The Outer Seven have set the same target for 1970. By this date, manufacturers in EFTA countries will be able to get from Britain components, materials and finished equipment free of tariffs and quotas.

HARTFORD, Conn.—Abe Fish, of Hartford's General Amusement Game Company, donated a bicycle for the prize list at the Northern Connecticut Chevrolet dealers' annual Soap Box Derby on July 9. Several dozen merchants and businessmen in metropolitan Hartford provided various gifts for the occasion.

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FACTORIES: ST. LOUIS, MO.—HAMBURG, GERMANY

BRANCH OFFICES: NEW YORK, CHICAGO, LOS ANGELES, DALLAS, ATLANTA, DETROIT, TORONTO, CANADA AND HAMBURG, GERMANY

BLAME CIGS FOR DETROIT PENNY FAMINE

DETROIT—Cigarette vending machines were given principal blame for what bankers here indicated was a severe shortage of pennies in the country, creating a host of problems for business. While the shortage appears to be widespread, it was agreed that the Michigan situation is one of the worst in the country. The additional tax on cigarettes sold thru vending machines, reported in these columns last winter, was cited as responsible for the local penny famine. Operators have resorted to the old practice of pennying packages to make change.

Lipsky Opens Conn. Branch

NEW YORK — Libra Distributors Corporation, Wurlitzer outlet here is setting up a branch office with complete sales and service facilities in Waterbury, Conn., Abe Lipsky, Libra president announced last week.

The Connecticut outlet will be managed by Jimmy Sisti, veteran New York juke box salesman. The quarters are at 12 South Leonard Street, telephone, Plaza 5-6566.

Lipsky indicated this was the firm's first step in its expansion plans to increase the sales of Wurlitzer phonographs and remote equipment in the greater New York area.

Lipsky has been active in the Wurlitzer sales picture for more than 10 years, most recently as manager of a Philadelphia distributorship.

DSA Airs City License Plans

DETROIT—The June meeting of the Detroit Shuffleboard Association was devoted largely to discussion of details of the projected new games licensing ordinance for Detroit. The objective is to bring all games under licensing regulations, and place identification of the owner or operator upon each machine.

This will make it possible for regulatory authorities as well as other operators to know who is operating any particular machine on location—a situation considered desirable for the industry as well as for adequate regulation.

At present only shuffleboards are controlled by such licensing regulations, which it is proposed to extend to all games, according to Fred Chlopan, executive secretary.

Martin M. Burke, president, and Maurice J. Feldman, chairman of the board, are working with city and legal authorities in the preparation of the draft ordinance, which is approaching final form, and it is expected this will soon be presented to the Common Council for action.

Extend Cigarette Excise Tax Levies

WASHINGTON — President Eisenhower last week signed into law a bill extending the current high excise rates on cigarettes and other products for another year.

Rates would have dropped at the end of the month (30) had he not renewed them. The levies were imposed during the Korean war and have been extended on a year-to-year basis since then.

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European News Briefs

• Continued from page 75

Lords at the Report stage, which, if agreed, would empower the Secretary of State to make an order prohibiting, controlling or regulating the sale, importation, or use of gaming machines. It is thought unlikely that this will go thru. It is understood, however, that an amendment, by the Lord Chancellor, the effect of which will be to restrict to two the number of gaming machines legally allowed in one building, will succeed.

ADL Get Wiegandt Franchise

LONDON—Automaten Distributors Ltd., juke box-games importing, distributing and operating company has signed with a Berlin company to handle vending machines also. ADL has acquired the franchise for the U.K. and the Commonwealth for Wiegandt's full range of vending equipment. ADL already handle the Tonmaster, Diplomat, Testo, Ingo, Disc-O-Matic and other machines.

Perrett Extends Territory

CARDIFF, Wales—Bert Perrett of Perrett Automatics Ltd., here, a well-known Bal-Ami distributor has extended his territory as a main distributor of Jennings fruit machines. He has been given the West of England, as well as Wales and Monmouthshire. He is opening additional depots in North Wales and the West Country to assist in this development.

Floating Locations May Ply Sea Lanes of North Atlantic

HAMBURG, Germany — West Germany's coin machine industry is eying a vast new "invisible" market for coin-operated equipment—the shipping trade, particularly projected "superships."

Industry studies estimate that the coin machine maritime market, worldwide, could absorb with little difficulty up to 50,000 juke boxes, 20,000 games and a "countless" number of vending machines.

The project which has whetted German interest in seagoing coin machine markets is the 90,000-ton superliner scheme of Hyman B. Cantor, the New York hotelier.

Clear Idea

Cantor proposes building two 90,000-ton leviathans in the Deutsche Werft yard here, West Germany's largest. William Scholz, general manager of the yard, explained in an interview, "I have had extensive talks with people in New York and Bonn on the Cantor project. We now have a pretty clear idea as to how it can be realized.

"As you know, Mr. Cantor plans construction of two superliners of 90,000 tons each. They would cost $200 million. Each vessel would carry 6,000 passengers and a crew of 1,350."

Cantor's ships are called "cafeteria-class" liners, his idea being bedrock-cost mass transportation stripped of all frills. Round-trip fares, New York to Europe, would be around $50, and the passenger would pay for his own meals, entertainment and berth. Hence, the vast potential market for coin-operated equipment.

Floating Locations

Superliner enthusiasts visualize a tremendous market aboard the floating cafeterias for juke boxes, games and vending machines. It is estimated that a single such supership could absorb around 100 juke boxes, including spares.

British ship operators already are putting to a test the operation of oceangoing coin machine equipment. For example, the new P & O liner Canberra reports that its "Pop Inn," a teen-age juke box coffee bar with dance floor is proving a "smashing success."

Lethargy Charged

The British publication, The Shipping World, chides the coin machine industry for having been lethargic about exploiting the potentially vast maritime market.

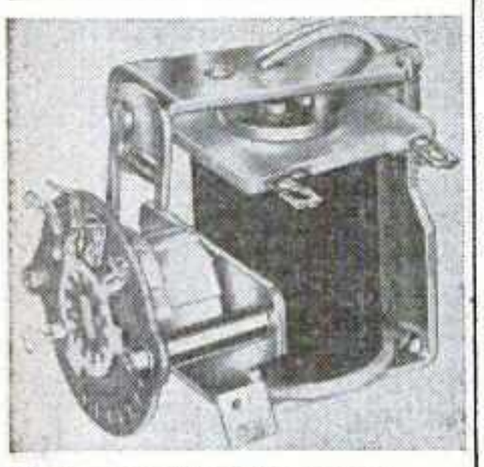
"Obviously, the length and circumstances of the journey must play a large major role in determining the type of equipment used and the produce sold.

"On short journeys and excursions automatic catering equipment selling snacks, drinks and candy could considerably decrease staff overhead and provide continuous refreshment for the passengers.

"Obviously, too, the same can be said about juke boxes and the coin-operated games."

KENTUCKY OPS TO HIKE CIGS

LOUISVILLE — Local operators are expected to raise the price of regular cigarettes to 30 cents per pack to meet a new State sales tax which went into effect July 1. The price of regulars is now 25 cents in most machines, with filters and king-sized brands generally going at 30 cents. Operators estimate it will take about a month for all machines to be changed.



NEW STEPPING SWITCH. Comar Electric Company has a new type ACS stepping switch (above) designed for sequence controlling, counting and totalizing, scanning, information storage and other switching operations. Details are available from Comar, 3349 West Addison Street, Chicago 18.

Stand Pat on Coin Fees

BERLIN, Conn. — A special town meeting has rejected a move to reduce proposed pinball and juke box licenses here. Originally, the Board of Selectmen has suggested $50 for each machine. However, following a study of fees in the area, the board felt it would be more feasible to charge $30 for pinball machines and $15 for juke boxes. The town meeting has rejected the move. The fee will remain $50 for each machine.

Ark. Op to Appeal Fed. $250 Tax

LITTLE ROCK — A pinball operator and location owner near here have filed notice in Federal District Court that they will appeal dismissal of their suits challenging $250 federal gambling tax on two of their pinball games.

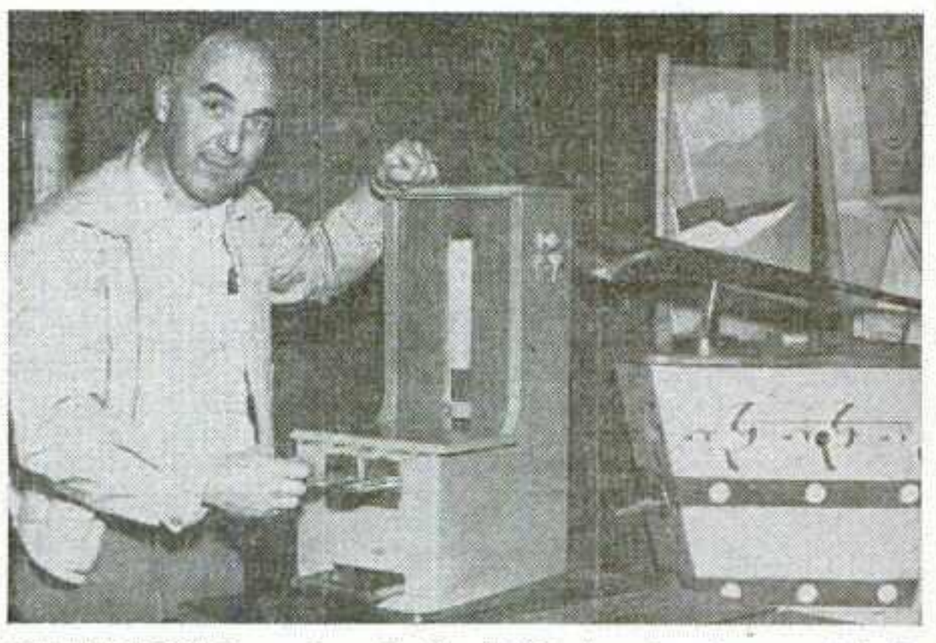
Appeal will go to the Eighth U. S. Circuit Court of Appeals, St. Louis.

Judge J. Smith Henley dismissed the suits June 1, saying the suits seeking to restrain the assessment or collection of federal taxes were forbidden by law.

The appeal is being made by Charles A. Stewart of Lonoke County (Ark.) and J. W. Singleton, operator of the K & K Cafe, North Little Rock. Suits are brought against Curtis R. Mathis, district director of the Internal Revenue Service.

It is contended by the plaintiffs that the machines on which the $250 tax payment was sought by IRS are subject only to the $10 amusement tax. (The $250 tax is assessed under the IRS ruling which places such a tax on all amusement devices equipped with push button or other device for releasing free plays and a meter for registering the plays so released, or with provision for multiple coin insertion for increasing the odds. Previously, evidence of pay-offs had to be obtained).

Where the legality of a federal tax is questioned, the taxpayer must pay the tax and then file a claim for a refund. If the claim is denied, he can then file suit.



JOE PELLIGRINO, partner in the P.&P. Arcade, shown with the BB shot vender he designed and built.

Miller-Newmark Opens Detroit Disk One-Stop

DETROIT—The record department of the Miller-Newmark Distributing Company, AMI distributor here, has been expanded and set up as a separate organization affiliated with the parent firm.

The name will be Miller-Newmark One-Stop Manufacturing Representatives with the latter portion of the name added to cover possible handling of some small independent labels without local distribution. The company definitely does not plan to go into the record distributing field, it was pointed out.

Roger Harvey, formerly with Music Systems, Inc., here has been named manager of the one-stop operation, succeeding Dick Cross, who was in poor health.

Under the expanded operation the company's objective, according to Donald J. Ruffles, Miller-Newmark salesman, is "to make it convenient for the fellow in the vending machine or juke box business to buy not only records but every piece of equipment he can use in his business."

An important policy decision to concentrate upon sales to operators rather than retailers was announced.

Ruffles said there has been quite a hullabaloo about one stops selling to retail stores and to operators at the same time. "So we concentrate on operators and do not solicit business from the retail record shops."

Ind. High Court Nixes 3d Pin Rehearing Bid

INDIANAPOLIS—Hoosier pin operations were dealt another blow Friday (1) when the Indiana Supreme Court for the third time within the last few weeks rendered a decision upholding the law by which recorded free plays are prohibited.

Two location owners, Al Murley and Harlow Conklin, were defendants in the case which reached the high court on an appeal from the Clark County Court. They were arrested March 7, 1959, after Clark County officers found and confiscated allegedly pay-off pins in their restaurant near Charlestown. The county court imposed fines of $500 on each.

Judge Frederick Landis wrote the opinion with the concurrence of the other four judges. The tribunal held that Murley and Conklin should have filed a motion for a new trial within the 30-day limit after the decision was returned in Clark County. This they failed to do, said Judge Landis.

In a decision last May, the tribunal ruled against James H. Peachey and John D. Ward, Indianapolis operators, whose petition for a permanent injunction to restrain Indianapolis law-enforcement agencies from interferring with their equipment was turned down by a lower court.

A Peachey-Ward petition for rehearing the case was rejected by the court last month.

Detroit Loan Firm Formed

DETROIT—Benjamin F. Davis, Henry E. Anderson and Randolph Wallace, owners of the Ray Music Company, are forming a separate partnership to be known as the Ray Vend Investment Company. The firm will make investments and loans in the music and vending fields.

Their first major project is the acquisition of a business building on Linwood Avenue, near the present headquarters of Ray Music Company, which will serve as headquarters for the latter firm as well.

The trio is now active operating juke boxes and pool tables and plan to go extensively into vending. The Ray Music Company will continue as an operating company while Ray Vend will be an investment firm.

PETACEK SAYS

Plenty Jukes But No Stereo Disks in Kan.

MANHATTAN, Kan. — The shortage of acceptable records has led to a paradoxical situation with northeastern Kansas operators, reports Lou Petacek, of Bird Music Company, AMI distributors here.

Not much stereo music is being played in the area, Petacek reports —even tho operators are consistently buying stereo phonographs over the monaural model. The reason, according to the Kansas distributor is that operators are paying the higher price for the stereo model simply because they want the latest equipment so no one else will jump their spot.

The result is that there are literally scores of new stereo boxes in locations thruout the area all playing monaural disks.

Profit

Petacek, naturally, wants to sell the longer-profit stereo model, but he deplores the fact that so many operators are continuing to use them as straight monaural equipment.

The drawback, of course, is the shortage of good stereo records, which has become a very serious thing to the average operator. Because the choice of stereo disks falls short of the capacity of the juke box and because the numbers which the operators can buy are not the popular models he wants, most are simply accepting the situation with resignation, and getting along with monaurals.

Pin Tax, Penalties $550,000 in E. Mo.

ST. LOUIS—More than 1,600 in-line pinballs in the Eastern part of Missouri which have been classified as gaming devices have brought in taxes and penalties totaling about $550,000 in the fiscal year ended June 30, said District Director of Internal Revenue Alvin M. Kelley.

The annual report of the Commissioner of Internal Revenue for the fiscal year showed there were 6,245 of the $10 amusement device stamps issued and 29 on which $250 gaming device tax stamps were issued. Taxes collected on both types totaled $156,000.

The classification of the machines as gaming devices is not of itself an indication they are being used for gambling, Kelley emphasized. He pointed out that the imposition of the additional taxes does not in itself indicate criminal responsibility on the part of the person involved, but is the result of reclassification of the taxability of certain coin-operated devices.

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Bulk Unit Man Sells Million

• Continued from page 73

be sure to thank the location owners.

Among the better locations for bulk vending machines, Anselm listed all-night launderettes, bowling alleys and surplus stores or discount houses, "Live" drug stores, lumber yards, Y.M.C.A's and schools and banks if the operator can secure them.

Earnings

The average monthly earnings per machine, he reported are: gum, $4.50; cashews, $10; M&M candies $7. The M&M candy machines in eight out of 10 locations are removed by Anselm June to October and replaced with burned French peanut machines. The operators said the M&M machines generally empty within three weeks to one month.

Servicing is done by Anselm from his walk-in, four-cylinder, Metro-Mite International truck on a 15-30-60-90-120-150 day basis. If a gum machine does not empty in either 60, 90, 120 or 150 days, it is pulled from the location. In the case of other merchandise, the machines are pulled out in 45 days.

Anselm completes his entire route in 15 or 16 days, which includes servicing his "hot" spots. These "hot" spots are serviced every 15 days to three weeks. In addition to working from his truck, he carries some pre-filled heads.

Chains

The operator, an affable, 48-year-old grandfather, is the only operator on the East Side to have gum machines in the massive Tri-City grocery store chain. Many of his machines are multiple installations of four on a stand. This type of operation, he said, works good, especially in launderettes, department stores and other locations wherever the traffic will bear.

Altho he is regarded as a service club operator, about eight per cent of Anselm's route is commercial business in which nuts, candy and penny ball gum are sold with the locations receiving the prevailing commission rate for the area.

"It had been my intention to operate no commercial stops," Anselm related. He blamed competition on this type of diversification. In some cases, he explained, operators would tell location owners it was folly to donate the space for machines when they could receive a commission for the same service. It became necessary then to include some machines, sometime half, whereby the owner would receive a commission, he said.

New Spots

In securing new locations, Anselm calls on a location owner and explains the sponsoring civic or service club's youth projects. This information includes the amount of money spent within the area or community to keep children off the street.

He might cite, for example in East St. Louis, the Kiwanis Club's purchase of a wheel chair for a child suffering from cerebral palsy, its support of the Boy Scouts Camp Vandeventer, purchase of a television set for Neighborhood House, complete furnishing of a room in Christian Welfare Hospital's new wing and facilities for pre-mature births at the hospital.

Ninety per cent of the money for these projects, Anselm said, came from bulk vending receipts. "I tell the location owners what the clubs are doing from time to time and remind them that their contribution is worthwhile," he continued. "The owners also are reminded of the good-will factor involved in their cooperation and support.

Vandalism

Like a great many bulk operators, Anselm has been plagued by vandalism and theft at times. One type of location where stealing is a fairly common occurrence, he said, is the all-night launderettes. He now chains the machines and puts "U" bolts in back to protect his property.

"The worst instance of stealing was a gum machine taken from an East St. Louis bank in broad daylight," Anselm said. He said the machine is now chained to the base in the lobby of the bank. One of his machines also was stolen from a Y.M.C.A. "Even if an operator thinks his machines are safe in a particular location, it is a good idea to chain them down anyway," Anselm advised.

Anselm and his wife, Ella June, live in a modern bungalow at 22 Briarcliff in the Nameoki subdivision of Granite City. Since moving there four years ago, they have equipped the property with a patio, summer house and fruit trees, in addition to other innovations.

The operator and his wife, a registered nurse at Christian Welfare Hospital, have a son, John Jefferson Anselm; a daughter, Mrs. Martha Susan Blake, and a three-year-old granddaughter.

Anselm likes to bowl, swim and play golf. One of his chief hobbies is organic gardening, 100 per cent with fruit trees. His yard attests his skill with trees which are almost ready to bear fruit. The operator is a member of the Optimist Club and Chamber of Commerce of Granite City and a member of the Nameoki Methodist Church.

BUSMAN'S HOLIDAY was in progress at Sparks Specialty Company's United games and juke box showing recently in Columbia, S. C., as guests diverted themselves at play on the shuffle alleys set up in the showroom. Luncheon was served to a large turnout.

Phonovision to Bank on Advertising Exploitation

PARIS — A revolution in the juke box business—visual advertising—is taking shape in the laboratories of the International Society of Phonovision.

Phonovision is the parent of the Cinebox, hit of the recent Paris fair; the juke box which provides a synchronized color film of the artist performing as the music plays.

But, according to Phonovision society officials, what Paris fairgoers saw, is only a hint as to the potentialities of the visual juke box.

Details Secret

The manufacturers' plans are still secret in detail, but their representatives state generally that "the juke box should be taken into advertising, and we have the system—the Cinebox."

The plan is to insert advertising into the film on somewhat the television pattern. In fact, Cinebox, in its ultimate evolution, will resemble video tape, except that it will be played in juke boxes instead of on television.

The parallel is, of course, not precise, but this is the rough thinking of Cinebox enthusiasts.

Other Fields

Obviously, cigarettes, liquor and other similar products could be easily advertised via a motion picture juke box. But beyond this there is talk in the Cinebox laboratories of taking the animated juke box into such remote fields as highbrow culture and education.

Once the juke box is animated, it becomes an instrument capable of serving many purposes. Cinebox is now being produced by companies in France and Italy on a partnership basis, the machine being an Italian invention.

The present Cinebox model has 40 selections, but there is no technical reason, according to the producers, why the machine can't have 200 or more selections.

This point is obvious and accounts for the rush of inquiries from hotels, stores, restaurants and clubs.

TV Problems

Already the European juke box trade is being hard pressed by television. Many location owners are saying that their patrons prefer television to the juke box, especially since TV is free.

In West Germany, particularly, TV has emerged as such a powerful competitive force that the juke box industry has pressed by judicial review of television's tax liability as an entertainment medium competing with juke boxes.

A ruling to this effect has just been issued.

Bilotta Skeds Record Hops

NEWARK, N. Y. — John Bilotta, well-known New York State Wurlitzer distributor, who also owns the Sodus Point Beach Amusement Park on the shores of Lake Ontario near here, has set up a series of record hops for Wednesday and Saturday evenings during the summer.

The hops will go on in the ballroom of the amusement park and will feature disk jockey emsees from Station WACK in Newark. One of Bilotta's juke boxes will be used in the ballroom to spin the disks for dancing. It's expected that Bilotta will also engage a number of record stars for live, in-person appearances at the hops.

On the refreshment front, Cokes will be given out during the hops by the local Coca-Cola bottler and Bilotta also plans to feature weiner and marshmallow roasts on the beach. Later in the month, he'll also entertain a flock of up-State disk jocks and their families at the park.

Ellis to Manage Omaha Distribs

OMAHA—Howard N. Ellis will manage the newly formed United Products Company, United Manufacturing Company juke box and coin game distributors here. The firm is headed by Ed Zorinsky. (The Billboard, June 27.)

Service personnel include Mac Ellis, Al Tramp and Howard Ball.

Ellis announced that he is moving his American Shuffleboard display room to the United Products address, 210 South 13th Street.

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C. C. KING BOWLER B/A $695.00
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UN. BOWLING ALLEY B/A ... 200.00
UN. TEAM BOWLING ALLEY B/A 225.00
BALLY STRIKE B/A 250.00
BALLY TOURNAMENT B/A 325.00
BALLY BOWLING LANE B/A .. 200.00
C. C. FOUR GAME S/A 575.00
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BALLY SUPER DELUXE ABC S/A 375.00
BALLY CLUB BOWLER S/A 495.00
BALLY LUCKY SHUFFLE S/A .. 425.00
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EXTRA SPECIAL
C. C. ROCKET SHUFFLES $95.00

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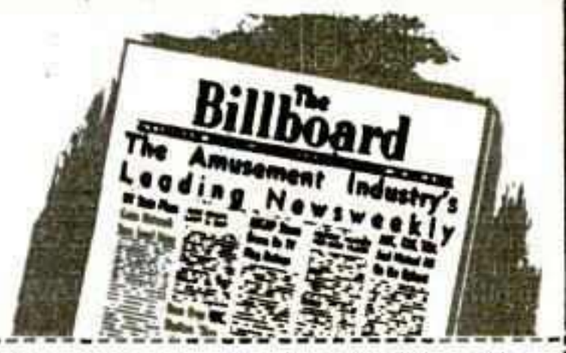

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National 9 M 125
National 11 ML 165
Lehigh, 8 Col. 85
Lehigh, 10 Col. 125
Lehigh, 12 Col. 165

CANDY VENDORS
National, 6 Col. .....$ 70
U-Select-It, 72 Sel. 70
Shipman, 6 Col. 95
DuGrenier, 8 Col. 195
Rowe, 8 Col. 95

VENDORS
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Bert Mills Hot Choc. .. 95
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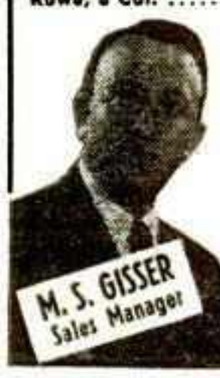
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All types of BINGO Games available. Write, wire or phone.

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Gamex SUPER WILDCAT
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COINMEN in the news

South

AROUND ARKANSAS

Charles Schubach; his daughter, **Louise,** and the route manager will operate Helena Amusement Company, Helena. The owner, **Herbert Schubach,** son of **Charles Schubach,** drowned in the Mississippi River late in May while boating. . . . **Charles Gist,** Gist Music Company at Helena, reports business is booming with new industry coming in, construction work on the bridge across the Mississippi River in progress and the construction of a steam electric generating plant.

E. J. Mahfouz, Stuttgart Amusement Company, Stuttgart, was in Memphis to pick up some new machines when The Billboard scout called. . . . **H. L. Hopkins,** Fordyce Amusement Company, Fordyce, reports business good. The cotton chopping season upped his collections and also helped his sideline, a soft drink bottling company. . . . **Bill Smead,** Camden Novelty Company, Camden, reports his business up also, which he said was unusual at this season.

Bill Purifoy, Purifoy Amusement Company, Camden, reports an opposite situation. He is losing locations because some cafe owners have been going out of business. . . . **Tex Dickens,** Arkansas Novelty Company, Magnolia, saw his daughter, **Tappy,** 21, a June graduate of the University of Arkansas, and son, **Hamp,** 19, junior at Arkansas State College, off to Europe recently. They are to tour service bases with a USO show. They sing and dance.

Orell Bledsoe, Bledsoe Amusement Company, El Dorado, is building a new home. It will be ultra-modern, brick, have 3,800 square feet and include three bedrooms, two baths and den. . . . Guy Morgan, Morgan Music Company, Crossett, reports business good. He said he plans to expand into the vending field. He believes music, games and vending will give him a more successful year-round operation.

John Brunner Jr. and **Robert Brunner,** operators of John & Frank, Inc., are building a 60-unit motel on the new Highway 61 approach to Marked Tree, Ark. . . . **Eddy Boyce,** Boyce Amusement Company, Bald Knob, one of the strawberry centers of the South, reports the biggest strawberry crop in the area in history. Buyers were there from all over U. S., as were big refrigerated trucks. On one day 350,000 quarts were sold. All the activity greatly increased juke and game play, he reported.

Robert Brunner

Charles Townsley, Music Service Company, Conway, reports many good strawberry crops in his county, which adjoins Bald Knob, and the big payday is bringing him good business on his route. . . . **Paul Hurst,** Hurst Amusement Company, Atkins, who operates a boat dock on the side, reports that the good fishing weather has brought sportsmen out in hordes, giving his boat renting and bait selling sideline a big spurt.

At Little Rock: **Cecil Hill,** partner in Twin City Amusement Company, has a new set of golf clubs and is out enjoying the good weather on the course as often as he can get away from route business. His partner, **Harold Dunaway,** who has oil interests in the Southwest, was in Oklahoma recently on oil business. Dunaway left his route in good hands and his routemen report the vacation trade has really upped game play on the route.

Andrew Cassinelli

Andrew Cassinelli, Little Rock Amusement Company, reports his collections have increased and thinks stereo jukes have helped, as well as some new model games. . . . **J. D. Ashley,** Globe Amusement Company, had to move his office recently because the new expressway will go thru his old one. He's in North Little Rock now. Ashley, incidentally, is putting up a 36-lane bowling alley at one of the two new shopping centers he collaborated on with multimillionaire **Winthrop Rockefeller.** Ashley put up the land and Rockefeller the money.

Elton Whisenhunt

BIRMINGHAM

Mrs. Ida Hurvich, mother of **Max and Harry Hurvich,** of Birmingham Vending Company here, died June 29.

MIAMI BREEZE

Harry Gregg, Wurlitzer service engineer, visiting the offices of Bush International, Wurlitzer outlet. Harry reports business fair around the country. After a couple of days in Miami he will leave to visit Bush International's offices in Tampa and Jacksonville. . . . **Ozzie Truppman,** prexy of Bush, off on a fast trip North. Ozzie seems to be always going some place. . . . **Sam Taran,** Taran Distributing Company, Rock-Ola distributor for Florida, reports business quiet at present, but is kept busy with his export division. **Gene Lane,** Taran sales manager, sweating out deliveries.

Red Gurkin, Belle Glade Music Company, in town for supplies, reports business has slowed down around the Lake Okeechobee area. Red says he expects many of his locations will probably close for the summer, but that this is normal for this time of year. . . . **Gene Wilson,** Miller Phonograph Company, Dade City, happy over his collections. Gene says that tho business has slowed down somewhat, it is still ahead of last year. . . . **Al Carsolla,** Al's Music Company, is moaning over a bad back that has kept him from walking straight for the past several weeks. But he still wears that pleasant smile.

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Danny Hudson, veteran routeman for William Blatt Music Company, off on that long-planned vacation. Danny and family will spend most of the time in the Tampa area. Good luck to **Earl Baggely,** new manager of Budisco One-Stop's Jacksonville office. Tho Earl has not had record experience, he is thoroly acquainted with the coinmen in the area and should do a bang-up job. If willingness to work means anything, he can't miss. . . . Our deepest sympathy to **Ros Moses,** receptionist at Bush International. Ros's dad passed away June 24.

Sam Issenberg, Miami music operator, due back from a vacation up Boston way. Sam doesn't have to worry about his route while he is away. Both sons, **Joe** and **Harrold,** are veteran coinmen and can pitch in any time he needs them. . . . **Willie Levey,** Mellow Music Company, also due back after several weeks away from business. Willie has been up North, too, visiting family and friends.

Sid Nathan, prexy of King Record Company, visiting Miami for some needed rest and helping select the new site of the King Record branch. . . . **Henry Stone,** Tone Distributing Company, winging to Oklahoma City to attend the wedding of local deejay **Bob Green** to beautiful and talented **Anita Bryant.**

Jerry Greenspan, Budisco International, says recent record orders reflect how our neighbors to the South like their music. Jerry says where only a short time ago most of the orders were for numbers at least six months old, it has now gotten to a point where the orders are for records not released yet. Jerry feels that is the influence of Miami's radio stations. *Raoul Shapiro*

Midwest

AROUND ST. LOUIS

Lyle Goff, a DeSoto, Mo., operator, and his wife celebrated their 21st wedding anniversary in St. Louis. The anniversary party, consisting of **Mr. and Mrs. Goff** and their best man and maid-of-honor, enjoyed an evening at one of the city's supper clubs. . . . **Norwood Veatch,** of Central Distributors, and his wife recently returned from a three-week vacation in Las Vegas. . . . Representatives of Rock-Ola recently called on partners **Joe McCormick** and **Don Tabacchi,** of Musical Sales Company. The firm also is in the vacation season. **Frank Colombo,** of Musical Sales, went to Omaha, and did some fishing in Southern Illinois at Crab Orchard Lake, where he got his limit of carp and bass while on vacation. **Cliff Crowell,** also of the firm, visited his son, who is in the Air Force, at Valdosta, Ga. . . . **Ben Axelrod,** of Morris Novelty Company, left July 2 for a two-week trip to the Chicago area. Accompanied by his wife, he will call on old friends in the coin machine industry. While there, they will stay at the Villa Moderne Motel in Highland Park. *John Hicks*

Don Tabacchi

MILWAUKEE MENTIONS

Business has been on the quiet side, most distributor reports indicate. Cool, damp spring has held down the up-State operators' interest in purchases of new and used equipment for resort spot traffic. Resort owners in Northern Wisconsin have issued glum reports. They claim that summer vacationers have been slow in appearing. . . . **Gabe Nelson,** United, Inc., bookkeeper, is away on his annual vacation. Checking the Wurlitzer headquarters for equipment last week was **Bill Jahnke,** Green Bay. . . . Recent high school grad **Steven Cross** is filling in on shop chores at United, Inc. . . . **Sam Hastings,** of Hastings Distributing Company and president of the Milwaukee Coin Machine Operators' Association, reports that plans for a summer picnic for the group have been dropped. The trade group okayed a grant of $100 from its treasury at its June meeting to the industry's national public relations council.

Sam Hastings

Roy Kraehmer, vice-president in charge of phonograph sales for United Manufacturing Company, visited here last week. He spent some time at the headquarters of the new United Phonograph distributor, Southern Novelty Company. According to Southern's boss, **Harold Sommerfield,** "We've got plenty of machines on hand now for the operators to see in our showroom."

"Almost all of the new Seeburg music machines going out of here now have the 33⅓ r.p.m. Auto Speed Units," says **Nate Victor,** S. L. London Music Company front office boss. "Operator reaction to the new seven-inch long-play disks is gaining a lot of strength," he adds. . . . **Perry London,** back from a fishing trip in Canada, brought back plenty of fish.

New routeman at the Ray's Amusement Company is **Joe Hiller,** formerly on the United, Inc., staff. . . . New operator of the Avenue Arcade is the P. & P. Distributing Company. According to partner **Joe Pelligrino,** some new equipment is being added and present machines are being completely overhauled. A separate corporation was formed to run the Arcade. The same personnel is being retained.

Harry Cisler Jr., filling in on the job at his father's music and games firm, finds time to continue his studies at the Milwaukee School of Engineering. He plans to get his degree in electrical engineering within several years. . . . **Stu Glassman,** Radio Doctors one-stop disk buyer, is home this week recovering from a case of chicken pox.

Milwaukee Music Industry Golf Tourney, July 19, at the North Shore Country Club is set to attract a record number of golfers. Representing the juke box industry on the golf outing committee are **Harry Jacobs Jr.,** United, Inc., and **Ken Kulow,** Kendou, Inc. . . . Other committee members include **John Plimpton,** Bay Music, chairman; **Bob Blie,** Decca Records; **Bob Larsen,** WEMP; **Les Loehrke,** Morley-Murphy Company, and **Benn Ollman.** . . . According to **Doug Opitz,** Hilltop Coin Machine Company, "About a half dozen of our boys are going to play in the golf tournament, and I expect to get out there, too."

Frank Bartnik, Banaco Music Company, flew to Cleveland, O., over the weekend in his private plane. He visited his ailing

(Continued on page 84)

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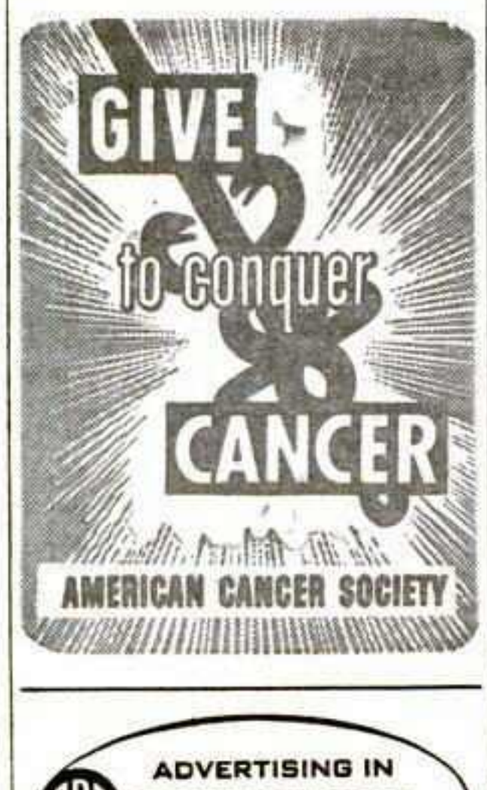

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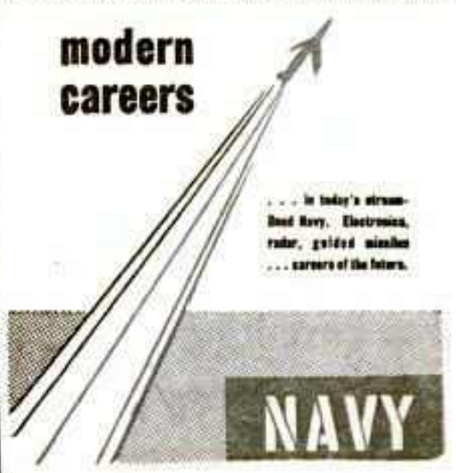

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Genco CIRCUS	325
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Bally GUNSMOKE	245
Exhibit SHOOTING GALLERY	175
Bally SPACE GUNNER	225

ARCADE

C.C. EXPLORER	$135
C.C. 2-PL. ROCKET SHUFFLE	135
C.C. ROCKET SHUFFLE	95
United 2-PL. SHOOTING STAR	125
Bally SKILL ROLL	65
C.C. CRISS CROSS HOCKEY	245
C.C. BASKET BALL CHAMP	75
ATOMIC BOMBER	75

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ROCK-OLA 1475-200	$775	WURLITZER 2100-200	$445
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ROCK-OLA 1465-120	545	A.M.I. G-200	345
ROCK-OLA 1458-120	545	A.M.I. G-120	395
ROCK-OLA 1455-200	425	A.M.I. F-120	345
ROCK-OLA 1454-120	445	A.M.I. E-120	195
ROCK-OLA 1448-120	395	SEEBURG KDH-200	545
ROCK-OLA 1438-120	245	SEEBURG HF-100 G	375
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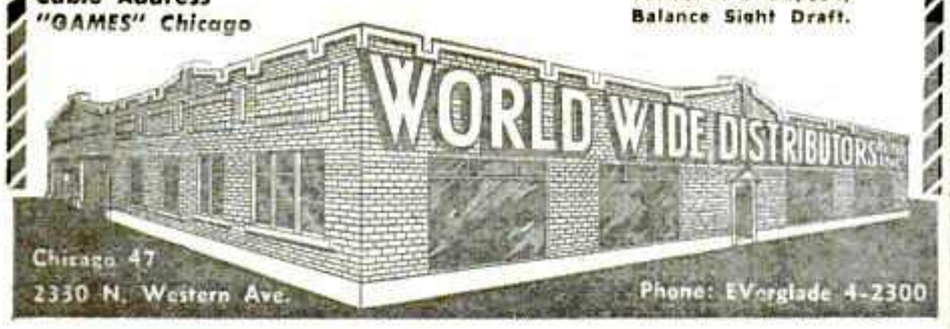

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COINMEN in the news

• *Continued from page 83*

brother-in-law, **Al Witalis**, owner of Western Music Company. . . . **George Klamm**, road man for Badger Novelty Company, Rock-Ola distributor, just back from a sales trip to Door County, is heading to Canada for a fishing vacation.

Visitor at the Rock-Ola distributor headquarters here last week was **Frank Mitchell**, Chicago. He spent some time with sales boss **Orville Carnitz**, talking over sales promotional plans. . . . **Mr. and Mrs. Reid Whipple** were house guests over the Fourth of July weekend of **Woddy Johnson**, United, Inc., general manager. Whipple, now a resident of Buffalo, N. Y., was formerly field service engineer here for Wurlitzer.

Benn Ollman

West

LOS ANGELES

Ray Barry, manager of the Wurlitzer branch in Los Angeles, is back at his desk following a combined business and pleasure Fourth of July trip to San Francisco. On his way back, Marry visited operators in cities and towns along the route. While Barry was on his trip, **John Scarvada** and **Leonard Hicks** kept the store.

Jess Blake and **Paul Clar**, of BBC here, worked the Southern California Exposition in Del Mar. Blake, an accomplished artist, did sketching while Clar operated five Auto Photo machines. They have played this and other fairs for a number of years. . . . **Jimmy Wilkins**, of Paul A. Laymon, Inc., back from his vacation, with **Don Peters**, of the service department, taking off for the Colorado River to fish and later the beach area.

Jack Leonard, of the Badger Sales parts department, and his wife, **Dorothy**, recently observed their 20th wedding anniversary. The celebration included dinner, "The Music Man" at the Biltmore Theater and dancing in the Terrace Room of the Hilton Statler. . . . **Kenny Kanemoto**, of Badger Sales, is bacheloring while his wife is visiting friends in Hawaii. . . . **Rocky Nesselroad**, of Badger, is on vacation to his native Ohio. . . . **Arthur H. Verrier**, national sales director of Automatic Dispenser, Ltd., in Adelaide, Australia, in the city and going East to contact vending machine manufacturers.

Sam Abbott

Tom Bean, dean of Denver phonograph operators, was recently named "most considerate operator" in an informal get-together of distributors and one-stop operators. Bean goes out of his way to help his location owners, distributors, record one-stops, and all other people associated with his everyday operations. . . . **Morton Sarette**, another old-timer from Newcastle, Wyo., is still attempting to "turn the business over to **Mrs. Sarette.**" With several interests, other than his phonographs and amusement machine routes, Sarette's wife is an active partner, and will eventually take over all control and operation of the entire route.

Jim Hall of Rocky Mountain Coin Machine Company, in Pueblo, is another operator who is buying substantially for filling out the routes this year. . . . The decision of **Johnny Scavarda**, former office manager at Draco Sales Company to switch to the same position in a Los Angeles distributorship has put a lot of extra work on the shoulders of **Mike Savio, Leo Negri**, and others at the Denver distributorship.

Bob Latimer

SEMI-OUTDOOR SPOT

Arcade Ideal Combo With Mini-Golf Layout

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(Continued on page 85)

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3 AMI G200	375.00
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2 AMI D40—45 (repainted)	110.00
3 Seeburg 100-A	80.00
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Gottlieb Rocket Ship	185.00
Gottlieb Sitting Pretty	225.00
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Williams Cue Tee	40.00
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Williams Regatta	100.00
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Williams Shortstop (Baseball)	300.00

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SAY YOU SAW IT IN THE BILLBOARD!

FLYER

Takes to Air To Save Time On Coin Route

ALEXANDRIA, La. — Jimmie Thompson, prominent amusement machine operator here, thinks so much of private plane ownership as an important adjunct to his far-flung operations that he recently completed a brand-new airport a few miles north of Alexandria.

An extremely colorful figure in Louisiana coin machine and amusement enterprises, Thompson operates in all fields, has four Kiddielands at such widely scattered points as Texoma, Okla.; Mobile, Ala., and Lake Charles and Alexandria, La. He also operates drive-in theaters, a bowling alley, owns an arena which presents wrestling every Tuesday night, rodeos on Saturday nights, and a big rodeo each summer which attracts upward of 40,000 people.

Thompson got his start in the amusement machine industry just before World War I, when he was a student in an Alexandria high school. He bought a dozen Gottlieb electric grip machines, and scattered them unobtrusively thru the downtown Alexandria district. These earned enough money for him to become a phonograph operator as well, and later to install a complete line of amusement machines thruout Alexandria and surrounding cities.

Regularly setting aside a definite percentage of every dollar earned in profit for expansion into other fields, Thompson went next into skating rink ownership, buying a portable rink first, which he moved around from one location to another for a couple of years, and eventually a permanent one which he still operates.

From there it was an easy jump to the building and operation of the Kiddielands mentioned above, and eventually into the purchase of three drive-in-theaters, two indoor types, and other amusement enterprises which in 1955, Thompson's record year, showed a gross of well over $2,000,000.

Operating large strings of amusement machines in all of his own "captive locations" as well as other spots scattered thruout the State, in adjoining Texas, Oklahoma, and Mississippi, Thompson soon found that he was spending nearly all of his time traveling. The obvious answer for a young man with plenty of initiative was to begin flying his own airplane, and consequently, before he had ever had occasion to fly on commercial airlines, Thompson barged out to a local airfield, and arranged for flying lessons. He soloed in a matter of a few weeks, bought his first airplane on the day he got his pilot's license, and has owned five airplanes since. Now, he has two four-place speedsters of his own, and spends a good part of each week in winging from one location to another. Often, he makes a trip of 500 and 600 miles in one day, getting airborne at dawn, and flying back to Alexandria the same day.

A constant fly in the ointment, as the Louisiana operator put it, was the lack of sufficient airport facilities in the immediate Alexandria area. The closest airport with the sort of facilities he needed was some 20 miles away. There was an ancient strip near the city, but this had only a 1,400-foot runway, and quite often pilots, unfamiliar with the short field, were winding up in the ditch.

Characteristically, Thompson decided to solve the problem by "building his own." He found a flat strip of ground long enough for a 3,000-foot runway a mile or so north of the Alexandria city limits, on the shore of a small lake, bought the property, and immediately began grading, building hangars, installing repair and fuel facilities. Now, with the airport operating as a fixed-base repair center, with hangar rentals, landing fees, gas sales, etc., depreciating the cost, Thompson has a first-class airport "all his own" which means that it takes him only 10 or 15 minutes from the office to get airborne on a business flight.

Currently "up to his ears" in around 20 types of amusement operations, over and above his coin machines, Thompson reports he has no time for pleasure flying whatsoever.

Semi-Outdoor

• *Continued from page 84*

course of "goofy golf" with a corral and ranch house atmosphere replacing the usual novelty office, entrance, and similar points.

Lean-to Building

Arizona Stereo Music Systems Arcade occupies a lean-to building, finished in simulated California redwood, with authentic Western style bracing along all four walls. Open at the front, the building resembles a long, low shed, located only a few steps off the busy highway which connects Scottsdale and Phoenix. To make sure that the 20 machines which make up the Arcade's attractions are completely visible, there is no front wall—the Arcade simply being closed off at night by trolley-mounted heavy steel gates, which still provide for full visibility.

Because of the extreme popularity of pin games in this area, the line-up consists primarily of five-balls, suppemented by a few target units. Included in the line-up are a Genco hockey game, Williams Crossword, Bally pool game, Williams Starfire, Gottlieb Super Circus, a United Auto Race, Gottlieb Easy Aces, a Gottlieb Rainbow, with similar games, all only from six months to a year old filling in between. Target games get the center billing in the Arcade, including United's Carnival Gun, William's Crossfire, Genco's State Fair and a Williams Safari.

Bright Lights

The stable-like building is illuminated with four brilliant overhead fluorescent fixtures, which produce about twice the average amount of light used in any type of Penny Arcade, and makes the long, low structure visible for a mile on the highway approaching.

Swept out almost hourly during the busy tourist season, the Arcade has solved several problems common to the operation of miniature golf courses. One of them is spill-over of extra customers, waiting their turn to begin the golf course, who normally would stand around with little to do, until their turn arrived at the first tee.

Now, all such customers automatically head for the Penny Arcade, with it's convenient choice of many types of games, and keep themselves thoroly amused with target and pinball games, until their names are called. In addition, the wide choice of games involved keeps the Arcade filled during most of the daylight and early evening hours with people who are simply pinball enthusiasts, it has been found.

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SAY YOU SAW IT IN THE BILLBOARD!

Arcade Operator Builds Own Shooting Gallery BB Vender

MLWAUKEE — Attendants no longer hand rolls of BB shot to rifle range patrons at the P. & P. Arcade in downtown Milwaukee. Instead, customers buy the rolls from a vending machine designed and built by Joe Pelligrino, partner in P. & P. Distributing Company, operator of the funspot.

The BB shot vender fills several needs, according to Pelligrino:

(1) It simplifies and speeds up the work of the Arcade attendants.

(2) It provides an accurate record of the number of plays the rifle range gets by metering the rolls as they are dispensed.

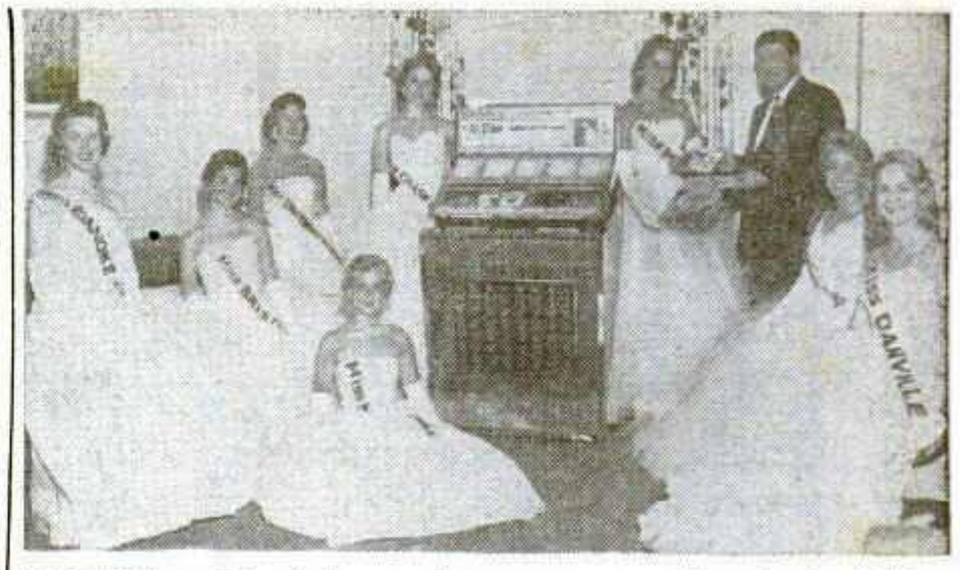
The vender dispenses one roll of BB shot for a dime and three rolls for a quarter. It holds 500 rolls.

Pelligrino claims that he scouted wholesalers and manufacturers in vain, searching for a suitable BB shot vender. "When I couldn't find what I wanted, I decided to make one myself."

Parkoff Explains Terminology on 33-Single Disks

NEW YORK—Juke box industry tradesters here, notably Meyer Parkoff, head of Atlantic New York, Seeburg distributor here, have raised the point that confusion still exists among juke operators regarding terminology employed in discussions of 33⅓ r.p.m. speed single recordings.

In a letter to The Billboard, Parkoff stressed that "what the industry is talking about is a single record with a single tune that will play from two to two and half minutes of music. The 33⅓ r.p.m. stereo or monaural is not an LP or an EP record. It is a single tune on a record—the same record that has been purchased by the operators on 45 r.p.m. these past 10 years."



SEEBURG's artist of the week program was launched midst a bevy of beauty in Roanoke, Va., recently as contestants of the Miss Virginia contest received a stereo album from Zav Hovsepian, vice-president of Eastern Distributors, Inc., Baltimore.

UPRIGHTS

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WILDCATS	$345	GALLOPING DOMINOES	$245
SHAWNEES	325	PLAYBALL	195
SKEET SHOOT	150	CIRCUS	125
DOUBLE SHOT	165	SUPER HUNTER	155
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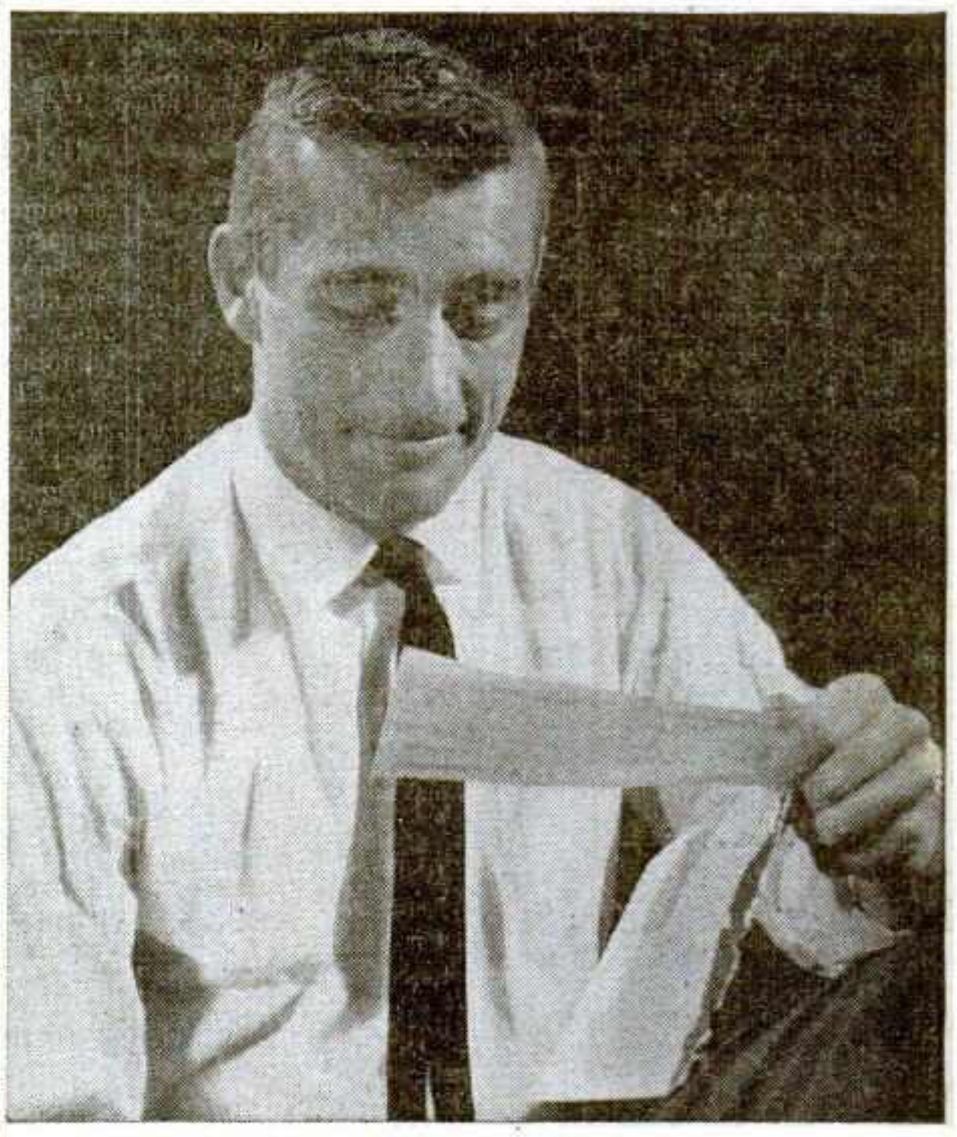

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It's a pretty smart idea to save a raise. It's money you didn't have before and shouldn't miss. But, whether you've just gotten a raise, or not, why don't you ask your employer to include you in the Payroll Savings Plan?

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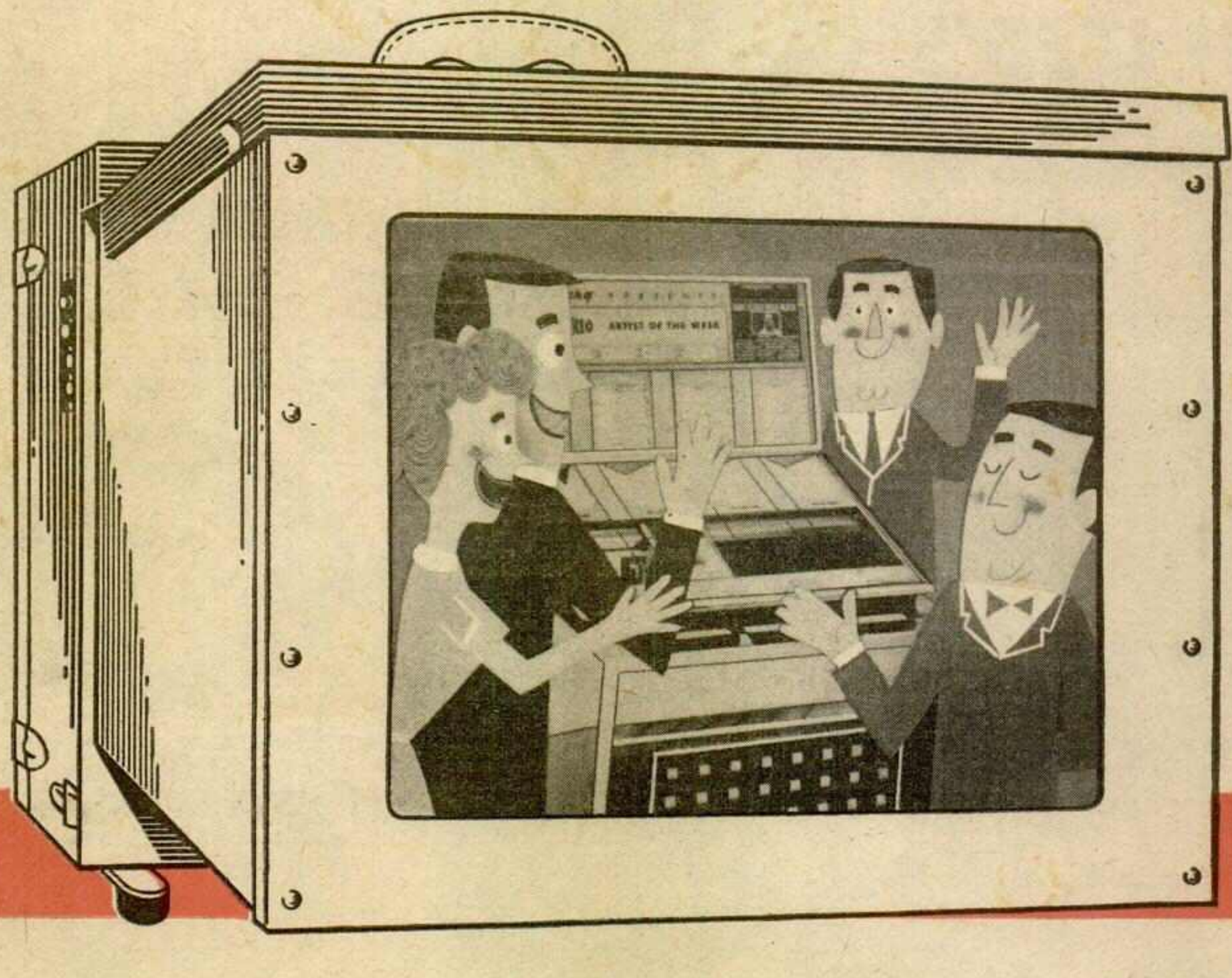

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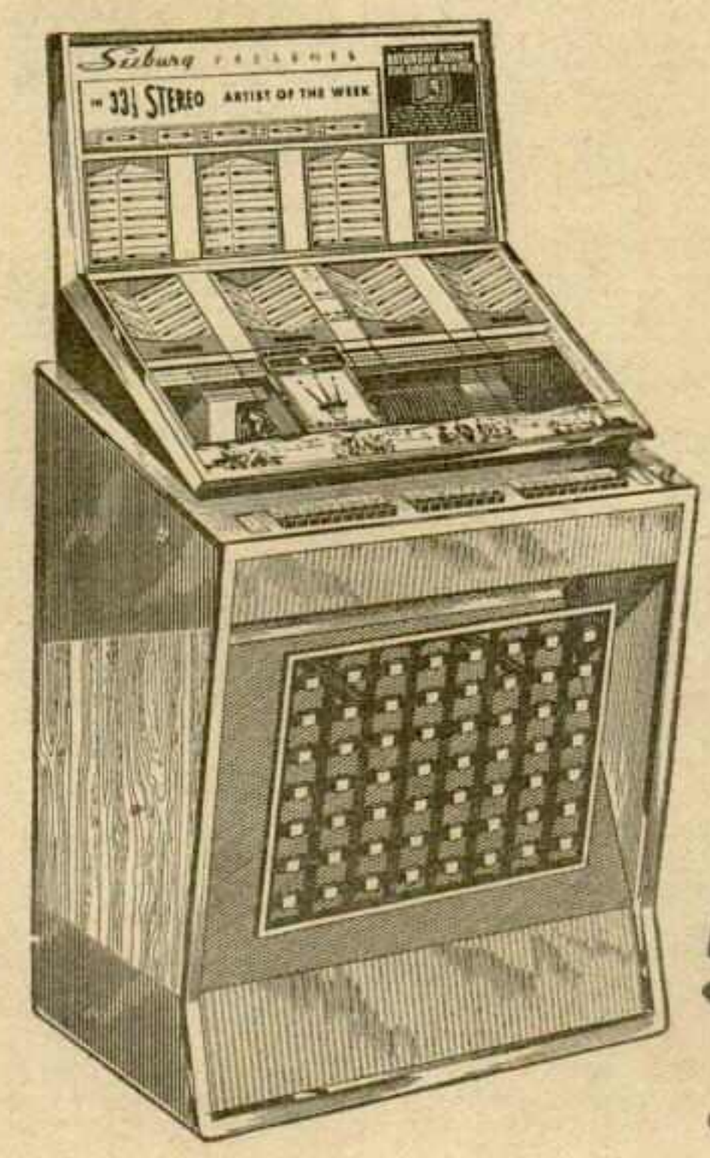

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