Hit Single Tags for Follow-Up Albums

Trend Indicates Song Title Best Describes Package Content Mood

For the sake of real artist identification, the title of the hit single is usually not given among the earlier reviewers to realize the value of such a title as Kapp Records, which followed the Jane Morgan first single title of "Fascination," with an album bearing the same title. The label also followed Roger Williams' "Till," with an album carrying the same title. More recently, Kapp published an album with Umberto Viscardi, titled simply, "Volare," after the singer's single version of the tune.

Dot made an unexpected hit with Billo Venable's "Sail Along Silvery Moon," after coping the song on a single with "Tidal Wave," which was the plug side. In short, the label issued the album "Sail Along Silvery Moon," which has been riding the best-selling charts for months.

Decra, which had the hit "Volare," with Donnissen Moig, offered the title of the tune also on the album with the same title. In view of Kapp's move, however, it did not appear wise to issue another album with the same title "Volare." The label thereupon, adopted the subtitle of the single "Tidal Wave: Donnissen Di Blo,

The Kirks: Stone Quarter, which

Was Sound-Track Sets Hot Sellers? Well, Sometimes... Are Sound-Track Sets Hot Sellers? When 10,000 copies were available for a dozen titles, the market is hot. But the hit single was not always the best-seller. It is frequently been that by taking the hit single as the starting point for the trend toward using song titles as album titles. They with EP's have not been neglected in this way. Since EP's have not been neglected in this way.

3. A proven example of course, the success of "Sail Along Silvery Moon," the hit EP, both with the title, "Jailhouse Rock." Other examples were "I Love You," "Love Is a Fine Thing," and "Frank Sinatra's "Come Fly With Me."
Government Pressure Sparks
ASCAP Backstage Defense

Top Echelon Fights to Hold Lines
To Salvage Society Control

By PAUL ACKERMAN

NEW YORK — A desperate, behind-the-scenes action is now being fought by ASCAP's board and high-ranking members in an attempt to salvage control of the Society in the face of pressure by the Justice Department. That is the opinion of men close to the society in New York and in Washington, who are speaking a bit more freely on the matter in views of ASCAP now being put. 

Cummings's recent remarks that changes in distribution expected and that "any such changes won't be of our volition, but a price of less value to the American Radiohistory.com (Continued on page 34)

Urania Label
Sold to Bart

NEW YORK — Urania Records has been sold to the RKO Recording Corporation to Bart Manufacturing Corporation, which will continue operating the company as a wholly-owned subsidiary in its present form. 

A statement from the Bart head, which was furnished to the Company recently, said that the sale to Bart was accomplished because the Company's president, a former record executive, needed the financial resources to build up his operations and develop the Company's contacts with the record industry.

Last year, the Company sold its record plant to the RKO Recording Corporation, which continued operating the plant as a subsidiary. The Company's present president, a long-time record industry executive, has been named to replace the former head of the Company, who is now operating as a record company executive.

The sale of the record plant to the Company was also an important factor in the Company's decision to sell the plant to the RKO Recording Corporation. The Company had been facing increasing financial problems and was unable to meet its obligations, which led to the decision to sell the plant.

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Billboard Streamlines Disk Research, Reduces Price

OCTOBER 20, 1958

THE BILLBOARD

MUSIC

3

GOODMAN LP HOT SALES BAIT

NEW YORK — The Westinghouse Benny Goodman LP has turned into a hot seller for the corporation. This special LP, called "Benny Goodman at the World's Fair," is now on sale at Westinghouse dealers nationwide at a special premium price of $2.98. The album, which was cut at the 1933-34 Chicago World's Fair, will be on sale for another three months at the special price.

Chalks Link New Clarity With Depth

NEW YORK — The new price scale for the complete research information derived from The Billboard New York University studies will run as low as one-hundredth of the former price as the result of changing, taking effect this week (see story with this column).

Where the full research package formerly cost a subscriber $22.50 per year, lowest of four scales now introduced, will be 92.50 per year. The four are based upon percentage of total industry business by a subscribing company.

Thus, a Class A company, which has done 4 percent or more of all record business, now will pay $92.50 per annum. Class B subscribers, doing 3 to 0.1 percent of total business, will pay $50.00 per annum. Class C companies, constituting 1 to 0.1 percent of the total, will pay $25.00 per annum. Small D subscribers, doing 0.9 or less of total volume, will be charged $5.25 per year.

The ensuing changes will be the climax of this trend, in simplified presentation of pop music's fundamental information, and also will enable The Billboard to extend its research depth to those who have a stake in the record market at a fraction of previous cost.
Dealers Recuperate Slowly
From Own Recession Punch

BY BEN GREVATT

NEW YORK — The retail record business is not yet fully shaken off the effects of its own private recession. This is the opinion of retailers and distributors alike, despite the fact that some disc-makers are enjoying record sales and others are reporting brisk retail activity. The current condition of the disc business is being described by some as a case of the thinning of the economic tissue in general, with the retail market feeling its effects within the industry itself.

Why is business not hopping with all the new merchandising already on the racks? Some observers point to the traditional October excesses. "The World Series kind of things are missing this year," one of them points out. "addition there have been fancy money problems which have held back the merchandising effort in some instances."

Andy Skeds on 5 Stereo LP's, 14 Tapes

HOLLYWOOD — Angel Records has just released a stereoform and 34 stereophonic albums. Angel's stereo albums include four of its biggest sellers, such as "Sunny Side Up," "The Wonderful World of the Waltons," the Waltons themselves, and "The Partridge Family," the Waltons' television show. The Waltons have been performing their musical hits on the Angel label for the last few years.

Roulette Records Radio Deejay Service

NEW YORK — Roulette Records is setting up an album subscription service for radio and television stations. The service includes a list of the label's current releases and a subscription form, which can be used to order records from the label. The service is open to anyone interested in promoting the label's music.

Grand Award's New Release

NEW YORK — Grand Award Records will release eight new albums, starting with "The Three Tenors," which features three of the world's leading tenors. The label's new releases include a range of music from classical to contemporary, with a focus on operatic and choral works.

Warner Adds New Talent

HOLLYWOOD — Warner Bros./Reprise Records has announced several new signings in the last few months. These include soprano conductor George Gershwin and operatic soprano Floria Levey. Gershwin and Levey are set to release their debut albums in the next few months, with the new signings generating a lot of excitement in the industry.

NINE DEB on HOT 100


5TH EPIC BIRTHDAY

"Swingin' Label" Schulman Prophecy

NEW YORK — Epic Records marks its 5th birthday this week with a special promotion. As part of the celebration, Epic Records will release a new album showcasing some of its top acts, including Elton John, Olivia Newton-John, and Diana Ross. The label has also announced plans to release a special boxed set containing all of its previous albums, including some rare and out-of-print titles.

Fleetwood Flows into Record Business

In its 5th year in the pop and album business, Epic Records has come up with a number of successful releases. The label's current roster includes Elton John, Olivia Newton-John, and Diana Ross, all of whom have scored multiple hit singles and albums.

Westminster Toofer Deal

NEW YORK — Westminster Records is continuing its special promotion for the month of December. The promotion includes a "buy one, get one free" deal on all new releases. The promotion is a way for the label to attract new listeners and grow its market share.

Casino Press 2d

LP for TV Tie-In

NEW YORK — Colpix Records has released a "Honeymoon House" album to tie in with the popular TV series "Happy Days." The album includes a collection of classic songs from the '50s and '60s, including hits by Elvis Presley, The Beach Boys, and The Rolling Stones. The album is available at select retailers and online stores.
The New York City Opera brought back three familiar productions last week with good results at the last minute, and the sophisticated galley in the unexpectedly Victorian setting at City Center was at its best, with crowded walls and the last of last year's operating, Jean, Conni, cabaret and opera singers, gave a masterful performance, and with the early translation easily grasped.

**NETWORK TV**

**Libersich Returns, Warm and Informal**

Libersich bowed his new daytime program, "Libersich at the Top," on CBS-TV (1-1:30 p.m.) with a happy informality that promises new life to the daytime series.

The show is a continuation of the "You're Together," which was a hit last year, and Mr. Libersich brings his air personality and warmth back to his new program.

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**NETWORK TV**

**Dean Keeps Attractive Country Ways**

**REVIEWS IN BRIEF**

**Ginger Rogers**

Vernon Scott: Ginger Rogers starred in "The Jazz Singer" and "The Pride of the Yankees" on CBS-TV October 15 and 16, and also in her role as a voice actress in "The Pride of the Yankees" on CBS-TV October 15 and 16, and also in her role as a voice actress in "The Jazz Singer" on CBS-TV. The two programs are currently being broadcast on CBS-TV.

**Bette Davis**

In "The Jazz Singer," which was previously broadcast on CBS-TV, Bette Davis plays the role of a voice actress, and she is also featured in "The Pride of the Yankees," in which she plays the role of a voice actress. Both programs are currently being broadcast on CBS-TV.

**Edgar Bergen and Charlie McCarthy**

In "The Jazz Singer," which was previously broadcast on CBS-TV, Edgar Bergen and Charlie McCarthy play the roles of a voice actress and a voice actress, respectively. Both programs are currently being broadcast on CBS-TV.

**Danny and the Juniors Reappear In Clark's Floating Telecast**

**Little Women' Pleasant TV Fare With Disk Possibilities**

**Goldilocks Will Have B'Way Run and Some Tune Success**

**French Troupe a Hurok Hit Dispite Language Barriers**

**Danny and Juniors Reappear In Clark's Floating Telecast**

**B. ROBOLNITZ**

"Goldilocks" is the French Troupe's most successful show in America, and it is one of the best material pieces of the season. The French Troupe is a British company, and the show is a combination of the best of both worlds, with a French and English-speaking cast.

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MUSIC PUBS OFF ON TOPICAL LYRIC KICK

NEW YORK — Swinging from Hula Hoops to weightier matters, music fans are discovering a kicking-topical kick, utilizing everything from the Russian war through the struggle for the Duggans for new song material.

The Duggan market this week includes Russia, Brazil and Little Rock by Jimmy Martin and the King Dominoes with "The Song of the Duggans" by Jimmy Martin.

The hit this month when an exhibition captured a (a) was up at the Girdle off the coast of the Africa. The Duggan, a member of the mythical family, is said to have sparked the legend.

"The Song of the Duggans" was written by Tom T. Hall and is published by Towne Music.

New Quartets For Elektra

NEW YORK — Elektra Records announced this week the release of two new packages and a move by the company to new and expanded quarters.

Jim Holman, producer of the Polka band and the expanded West 14th Street offices was named to expand the rapidly expanding volume of the label.

New quartets to be occupied Thursday morning will be rooming at the Electro- stanic studion, engineering depart- ment.

Current release features "Bozo Bury's" Merry Merry, sung by "Bozo Bury" and is composed of obscure and bawdy mat- ter fit for the new and improved stereo set, "The Catch Chart," features the Randolph Sing, a 200 song catalog of Chart Toppers.

Memorial Album To The Late Pops

NEW YORK — Urania Records has a LP to distribute last week on which the late Pops Pixx X is being memorized.

The picture of the Pops in prayer, by the art director, is "The Man Who Bled Karsh, is on the cover. The cover is devised of title or other copy.

The LP, known as "In Memory of the Centennial Choir singing 11 Catholic hymns, the entire album was prepared under the supervision of the Rev. Father John S. Banahan, who wrote the selection, obtained from the American Vision, Archdiocese of Chicago. The LP contains the text of the hymns.

David Rutledge, National Sales Manager for Urania, has been named to the board that is being re- leased on the Paul Davis distributed exclusively by Urania. The album is priced at $4.98.

Capitol Re-Pacts Batoney Gray

HOLLYWOOD — Capitol Records has re-signed batoney Gray to a term contract. Gray, a Cap paper was anxious at your end, to tell the story of a hit, and its current product release with "Sandalwood." Gray's band, Dave Cavagnagh will continue as a.a.r. producer for Gray.

Fred Waring Troupe Tests Hinterland

JAMESTOWN, N. Y. — Fred Waring and his orchestra kicked off their fall tour with a two-day engagement here last Tuesday and Wednesday (14). The tour, which is expected to be a long con- tingent is set for a trek of three days through the Midwest, South and West, including a dip into Canada at Winnipeg October 14th.

The tour is under the control of Longshore's Records and will be backed up by National Auditors.

The tour closed up sundays at 90 at Salt Lake City, after which the 45-piece aggregation moves through Vancouver, Seattle, Portland, Salt Lake, Denver, Cheyenne, Casper, Omaha, Lincoln, Minneapolis, Chicago, Madison, Milwaukee, and Boston. They return to New York for a three-week stand be- ginning December 2.

Fred Waring offers an exclusive with the Waring combo on tour and for the duration of the season through Mages, Mersit, Mianero Records, which will feature a number of other relations that recently recorded "Electronic Boogie." Originally set for five installments, each in addition to her ability as chief, her that ditmar music is being written into the show for Waring an- nouncement.

The Waring org played Youngstown, O. Thursday (14), Columbus, Ohio and Cleveland (15), and the Naval Sta- tion in Cleveland (15).

Remainder of the tour stands up at follow: St. Louis, St. Louis, Thomasville, Atlanta, Dallas, 22; Fayetteville, Ark. 23; Little Rock, 24; Mobile, 25; Columbus, Ohio, 26; 7, Detroit, 29; St. Louis, 23, 24-25; Idaho Falls, Idaho, 25, and Salt Lake City, 29.

Vets Re-Cut Own Old Hits

To R&R Beat

NEW YORK — Veteran recording artists are recutting their old and new roll hit, as the result of Tommy Edwards' current current hit with his own hit, "The Man Who Knew Seven Years ago for Seven Years Ago." That it now known as "All I Really Want to Do"

In addition, sales lightning strikes twice, MCP this week with "Goodnight" and "Lone Star Love" by Frank Warren, a strange and "Never Can Say Goodnight" by Ken Bobbins.

"Cleve," Bill Parrell on his Club subsidiary, and "Cleve St. Ron's Band" are working for the label.

Both Desmonds and Parrell em- ploying considerable sales men for their current records and the salesmen tell an all time hit, simple "Cleve St. Ron.'

Glen Gray, "Bye Bye Baby Blues," is one of the top roll hit artists to be recording this week. For his new roll hit, "My Heart Cries for You" is his biggest hit so far in 1955, and Merce- nary put out a new version of "Tin Pan of Love" by Eddie Eckstine, who also scored sales-wise with the hit de- cades ago or so ago.

Both the top roll hit artists of the roll hit world are recording old disk hits for some time now, so that it is only to be expected that the future galloping in disk hits. In line with this, it is in- teresting to note that Boker Knights, the "My Heart Cries for you" by Jackie Gillette.

CBS to Air Metopera

NEW YORK — After 26 seasons on ABC, the Metopera starts in New York City on CBS Radio, November 29. Openers will be "Car- pineto's Tintinnabulation" also the long-sent inter- mission feature, "Heart of a Man," well with a sponsor Tracey.

A unique mingling of the music world will be heard by the complete operas this season, each with half-hour disc motifs.

Vera Hodes Sets Own Pub Fin

NEW YORK — Vera Hodes, hereafter with George Golden's music and Nice Records, is being heard by the American Music, Inc., publishing company, Junior, looks promising.

Miss Hodes, formerly associated with Patrick-Kahl publishing inter- est, will headquarter at Broadway, Hollywood. Her first hit, "So Much," cut by the Little Anthony and the Imperials on Coles, will be re- leased.

Built-In Gimmick For Jack Angell

NEW YORK — Jack Angell is now hip to a latest LP of 101 Strings on Stereophonic. According to Heller, the set created quite a lot of interest among these late flop in Philly. Top record, "Look Around the Corner on Fender LP," and "Jack Angell" is also moving well. "Gana Forever" by Mantovani is his top hit. Both LP's have stereo sets have been moving well, but that they are not being stocked in quantity. Pop releases are moving better than classical LP's at the moment, "It's a Prized Reel" by Dylan, a big hit last year, is moving very well this time. A few orders are tremendous, and he states that stereo has been a boost to sales.

George Rolie, record manager of Sabel Music Company in Cleveland, Ohio, tells us that the top hit of right now was "Fiddle" by Patti Page is still growing, "Billy's Blues" by Red Pepper and "If You Want Your Heart" by the Foster Brothers could be snowing. "Walking the Floor Over You" by The Four Henchmen is ex- isting a very strong. "Candy Girl" by Richard Hayman and Jan August is getting some good Presley-Boy hits. "It's All Right" by Patti Page, "Sahara Vaughan at the London House" and "Great Motion Picture Themes" by Richard Hayman were released in Cleveland.

NOTES IN THE MAIL:

Bob Heller, of Chips Distributing Com- pany, made a point of telling us that he is having a new line of latest under a LP of 101 Strings on Stereo Pictorial. According to Heller, the set created quite a lot of interest among thetrer latest LP's to sell.

RUMBLE BANNINGS: Latest Roulette newsletter reports the following action among its distillers: Abe Diamond, Diamond Distributors in Los Angeles, reported excellent reaction to the third pressing of his latest LP, "You Ain't Seen Nothing Yet." Other top sellers are "Love Nature Take her Course," Barney Anderson and Ed Hardy, of Harmony Records in Buffalo, are also making a strong showing. "Gettin' My Bag" by Jimmie Dooley, "The Hula Hop Song" by Georgia Gibbs, "I Know He Is To Love Him" by Kathy Carr and "There's No Tomorrow" by Jimmie Ninemile, will all be giving her forthcoming Roulette LP, "Julia Con Angeli," and dropping hits in the very near future. Jimmy Brown and Buddy Knox are releasing long LP's of 7's to their latest platters.
OCTOBER 20, 1958
THE BILLBOARD
MUSIC
ON THE BEAT
BY REN GREGVATT

There are no doubt more vocal groups on today's pop scene than ever before. One colleague, June Bundt, is reported that fact in a recent Billboard story dealing with the wide and wild variety of group names now extant. The groups are flocking in on nude, wildcard, and off-white, and we wonder how the groups dating on the charts, it might befitting to ask?

Last week's Hot 100 chart in the Billboard, compared to the best-selling pop singles of a year or so ago, has revealed a change in sexual makeup where 13-months ago--a decline. In the top 50 listings in the current chart, 14 groups showed up as against as even dozen early in the year. About the 'straight' vocals the percentage of groups appears to be making the grade today as did previously. That is, the compactness among the groups for the hoopers is tougher than ever. It can also be said, from an inspection of these same charts, that the newer groups are providing the new riding, the first hit, are pushing the older, better known outlaws hard for a place in the spotlight.

Last January, for instance, among the top 50, the groups were Danny and the Juniors, the Rays, the Crickets, the Everly Brothers, the Diamonds, the Hollywood Flames, Les Andes and the Hics, the O'dell and Lillie, the Four Lords, the Crossoveres and the Hilltoppers. Of that group, only the Everly and the Ames Brothers are on the charts today in the top 50. At least some of the others have been heard from little since.

Today, among the groups, it's obviously a bitter battle for survival among the really classy, hot acts. Today, you see new and top quality talent making it, such as Little Anthony and the Imperials, the Del-Vikins, and the Jammie. The Everly Brothers, one of the few groups with real standing establishment, are 'riding' the hit parade with two sides in the Hot 100. The Ames Brothers are back up there too with other interesting new groups, such as the Teen Kings, the Krays, and the Shanks.

The Poni Tails, incidentally, in the 21 spot last week, were the top female act, single or group, on the chart. For a time, several months, the group had its back against the wall, going back into a commanding position in the singles race. Today, a number of them are on the charts, but they are much in the minor- ity. The Poni Tails have had over 20 sides. Jane Morgan ('The Day the Rain Came'), Ruth Brown ('This Little Girl's Gone With the Wind') and Georgia Gibbs ('The Halo Hoop Song') are the hottest contemporists at the moment to get to the top brackets.

There are many theories as to why the girls have such a big hit record. One theory says they were driven by the hit record these days. Tom Cotugno, one of these 19-year-olds comprising the Poni Tails, has her own explanation. "I'd been listening and boy, it's a record any day before I buy a girl's," says Miss Cotugno. "Girls are the ones who buy most of the single records. I think there is probably some kind of a jellybean angle connected with it when they buy a girl's record. Girls, I must say, have been very nice to me. And we take a special point, wherever we visit or appear, to be nice to the girls in our audience. It's important."

The girls explained their hit, "Born Too Late," in what appeared to be the usual kind of de base slang. The song, because it's rock and roll, makes a dandy among the older age. It's like the junior high school girls who secretly love 'em and can't take the football captain. Or the high school girl whose boy is away in college. The song is close to home with a lot of girls for that reason and for that reason, we think the girls bought our record.

The Poni Tails think the McGuire Sisters are "the end," the they take little note of other girls in the business. As for as the single sets are concerned, Pattie notes that "Pat Boone, Frankie Sinatra and Doris Day are my favorites." Like a member of other teen-agers, she lists the Poni Tails, the Everly Brothers and the Four Aces and the Ames Brothers as "the greatest groups."

VOC JOX
BY JUNE BUNDY

MUSIC EVERY MINUTE:
That's the slogan of a new programming policy launched by KBCS, Grand Prairie, Tex., this week. During the entire broadcasting day, KBCS now has music on continuously. Even spot announcements, news features, etc., are "backed-up" with appropriate music. The equipment utilized by the station to make this new operation feasible is termed "semi-automatized" by station officials.

A recent survey by KBCS, and KBCS Pres. E. N. Bodine, "pointed out the need for additional music as the most prominent listener reaction." 'Music Every Minute,' he added, "is designed to give them just that--every minute of our broadcast day." Ted Overey, station manager, reported "We have started a trend which will be felt throughout the entire network and should reach its peak October 10 with an extensive promotional campaign in local newspapers.

Thank you for the help.
**DISK MERCHANDISING**

**How, When, Where and How Much You Should Advertise**

By RALPH REAFES

NEW YORK—You’ve probably heard the story about the man with the successful restaurant who spent $250,000 a year on advertising, then sent the man to Business School. The son came home for a vacation and was amazed at his father’s way of doing business. In the father’s absence the son said to the son, “Don’t buy so much. You’ll be caught with great plans, and you won’t be able to do anything else.”

Cut back your advertising budget. The father was amazed but he did as his son suggested. He didn’t buy so much and so he improved his business. He cut his advertising in half. Soon, business dropped off altogether. Business came to a standstill.

“My son is smart,” the man told himself.

“There really is something to advertising.”

**How Stores Advertise**

This little parable may have meaning for radio stations. A recent study, reported in the New York Times, revealed that department stores spent $2.13 per cent of their advertising in a seven-month period. This compares with 2.7 per cent spent in 1955 according to a U. S. Department of Commerce Bulletin. In other words, department stores are spending more during a period of recession than they are during a boom.

Another noteworthy factor in the survey reported out in the Times was this: the higher the volume for advertising, the greater the per cent spent on advertising. How’s it work out?

Under $200,000, 2.45 per cent; $250,000 to $3,088 per cent; Over $2,000,000, 3.94 per cent.

If you ask what a music store should spend, there are a number of answers. A “typical” dealer operates a music store with 10 packages of course in an average size store. This would be a good deal of work for a man in a Celene Land. Other baggers will have the same amount of work as the above.

**What About Music Store**

At the class level, the records adored. The Greater Masters of New York, a group of the first to break in the records of the Martin, a Philip, or the Martin, a Philip, or the Martin, a Philip, have a particular interest. They are the ones who are commercially released as salon material. Each of the records contains a number of sets, which the reader can read and understand.

Decca’s initial stereo release of 10 packages consists of a pair of CDs, each with a high-quality picture, plus eight other sets, of which three, in color, are included with the other eight sets. The set of eight, includes a particular interest, and the other eight, are commercially released as a set.

**Decca Stereo Debut**

The record is released on the 13 stereo packages, one each on the top side, five classics and two Christmas stereo packages. This CD contains three soundtracks; George Quiggin’s “Black Satin,” Les Baxter’s “More” and “The Sounds of the Great Blacks,” and the “Great Black.”

**Cap Release Includes 13 Stereo Pkgs.**

HOLLYWOOD — Capitol Records is releasing 13 stereo packages, six on the top side, five classics and two Christmas stereo packages. This CD contains three soundtracks; George Quiggin’s “Black Satin,” Les Baxter’s “More” and “The Sounds of the Great Blacks,” and the “Great Black.”

**Orks Dominate EMI LP Agenda**

HOLLYWOOD — Symphony works, piano compositions and orchestral atris comprise the third special release program of this year for Orks. The recording for the opera, released by a three-record album devoted to half of the Orks’ repertoire, was performed by Lord Thomas Beethoven and the London Symphony Orchestra. Volume Two, containing the remaining six symphonies in the Salome Cycle, will be released next year.

The orchestral portions of the release also include Tchaikovsky’s Fifth Symphony recorded by Rudolph Serkin and the Philharmonic Orchestra. Sir Eugene Istomin will play the works of Beethoven, Brahms and others in his line, while the soprano will perform the Albinoni “Terta,” with Marnie Tarrach, who has performed with the Vienna Symphony Orchestra. The recording is performed by the Vienna Symphony Orchestra and the Vienna Symphony Orchestra under the baton of St. Thomas Beethoven and the London Symphony Orchestra.

**Trend Toward Hit Single Tags for P’s**

(Continued from page 3)

and considerable success with a label of “Dance Everyone Dance,” now has an album under the name of “Dance Everyone Dance,” which brought back Todd Edwards with “It’s All in the Beat” produced by the artist, and now has set the tone of a current best-selling house package.

**COPYR’ST STORY CORRECTION**

WASHINGTON — The Billboard story on the New Joint Committee on International Copyright Act, Page 4, Note 4 noted that a new committee of 12 members, including the copyright and labor super-committee members, was named. The new committee will have representatives from the three main broadcast-recorder rights in international copyright. The committee has been named, will review all the copyright, and will try to make recommendations for the future.

The special international committee was proposed by the two major international copyright organizations, the American Copyright Organization, and the American Society of Authors for the Protection of Literary and Artistic Works, in Geneva, August, 1958.

**U.S. Talent For Newport Young Band**

NEW YORK — The Newport Folk Festival will have another Young Band at the festival next summer. The formation of the band members being recruited from 20 different European countries, will be recruited from 20 countries within and about New York City. The Newport Folk Festival Board of Directors decided to call for applications from young bands and appointed a judging panel to head up the band and the project.

Brown will select young, talented musicians from schools and institutions in the greater New York area for the next year’s youth band. Ages for the youth band will be from 13 to 18. A U.S. Talent for Newport Young Band will be selected for the young band who want to become professional musicians and give them a chance to play in a full band. Brown will work with teachers in the audition and will look for their recommendations for outstanding talent.

Auditions for the youth band will start at the end of this month, and Brown will travel around the area to hand pick the best talent. Brown will visit schools and institutions in the greater New York area for the next year’s youth band. Ages for the youth band will be from 13 to 18. A U.S. Talent for Newport Young Band will be selected for the young band who want to become professional musicians and give them a chance to play in a full band. Brown will work with teachers in the audition and will look for their recommendations for outstanding talent.

**PUBLISHER’S REPRESENTATIVE**

Will arrange for solo or two select showcase for West Coast, Canada, and Mexico, plus all phases of publishing.

Box A-215
The Billboard
1520 No. Gower St.
Los Angeles, California

**NOVELTY SONG HITS!**

I'M GONNA BE RIGHT ON MY SATELLITE
by MY GEIGER COMPUTER HEART

LAUNCHED IN ORBIT AND ADVERTISED IN GOOD STUFF!

BING-BEN MUSIC CO.

**DANCE EVERYONE DANCE!**

BETTY MADIGAN

“A LITTLE BIRD TOLD ME”

TINA ROBIN

“MARIAJOLINA” — GOGI GRANT

“LADIES PLEASE REMOVE YOUR LIPS” — LOU BUSSE.

BOUCHE, INC. — ARG Music

**ATTENTION, RECORD MANUFACTURERS AND MUSIC PUBLISHERS!**

Management will be in touch with all record manufacturers and music publishers who are interested in this new sound trend, to demonstrate for them the various sound and other innovations that are available. Send for a complimentary consultation.

HFI HEADQUARTERS
10 EAST 49TH ST.
NEW YORK 22, N. Y.
WE THANK YOU ON OUR FIFTH ANNIVERSARY
GRANDSTAND CASH

Disk Talent, Deejays Take to Fairgrounds

*Continued from page 1*

and Shep Fields are among those acts playing the fair circuit this year.

In addition, says Higgins, record artists find many special advantages in playing fair dates as compared to theaters or theaters. They practically always make more money (due to greater audience capacity), reach a new and bigger audience, do less shows (two, or more often, one a day), and benefit from extensive local newspaper and radio-TV coverage. In line with this, Higgins reports that most fairs reap many more pages of newspaper and radio-TV publicity than theaters, due to their extensive ad schedules and civic ties.

Most of GAC's fair dates are packaged and booked by GAC-Haunt (the veteran outdoor showman, George Hamilton S.C.), Hamilton had so much faith in the box office value of names for fairs that he made a deal this year for GAC-Haunt to present shows at the California State Fair and Exposition in Sacramento, Calif., last month (August 29-September 7) on a percentage basis with the fair taking 60 per cent and GAC 40.

The Sacramento show (which was in three days headlined by Johnny Ray, Nat Cole and Jimmy Rogers, each for four nights) chalked up attendance figures at 4,274 as compared to 38,000 for the fair last year. At the same time average gross attendance was up from $94,560.52 to $30,687.47.

In most cases, other record artists have scored just as strongly as the fair line up. The Rickey Nelson Show, for instance, at the 10th Michigan State Fair in Detroit last month, drew 30,028 people for a gross of $30,670.90 in the last three days in five performances, as compared to 14,876 people with a gross of $21,987.58 in nine performances for a music show last year.

Dick Clark, who didn't do well when he played the Minnesota State Fair last month, registered solidly at the Southeastern Fair in Atlanta last week, with attendance going up by 2,000.

Clark's appearance was sponsored by Atlanta station WLY-A, and the show drew Paul Poole and Associates, who produced the show. The bill featured Bill Jones, Dennis and the Peppers, Conway Twitty, Sall Cook and the brothersides.

Robin Seemiller and Marty Nelsen, both of WMXH, Detroit, co-sponsored special shows at the Michigan State Fair last August (including the Rickey Nelson show).

Seemiller also originated his radio program from a trailer on the State Fairgrounds all during the run of the fair.

Lee Harris, a Dry Bones look-alike, staged a monster tent show under a huge tent during the Iowa State Fair last month. Record hops for teenagers were also highlighted at the Reading, Pa., fair last month, and WERE, Boston, organized its entire broadcasting staff to the Tent Field Fair, from which the radio performance broadcast directly to listeners in the fair by the Iowa State Fair Commission, September 19-22.

Design Mulls

Indie Air

Outlet Buys

NEW YORK — Cy Leslie, pres of Pickwick Sales, parent firm of Design, Cricket and Stereo Spectrum labels, is negotiating to buy three indie radio stations in various parts of the country. "It seems ridiculous to have to buy and mix with air play when it's an absolute necessity in garnering sales," says Leslie, who will increase the number of plays for his singles and albums via outlets in key markets.

"This is as natural as the motion picture companies going into the record field and believe a great many more deals are being done this fall," the exec adds.

Design meanwhile, via newsletter from Abbott Lee, that its survey of six major markets resulted in store owner's agreement that for the next season sales jumps the majority of sales volume coming from albums selling for less than $3.50.

Mead Papers, fine-paper supplier to diskers, just gave its 1958 Medal Award to Design for "the forest album cover printing and magnificent color process work."
MUSIC AS WRITTEN

By ROB ROLONTZ

JACK FINE TO DISNEY MUSIC

Jack Fine, for the past nine years general professional manager for Irving Caesar Music, moved to the Walt Disney Music firms last week. He will report directly to Moe Feenek, exec of the Disney firms, and will work with both the music publishing end and the recorded firms (Disneyland and Buena Vista).

Artie Valadso, brother of Tommy Valadso, music publisher and head of Sunbeam Records, will return to his brother's music publishing business next week as general professional manager of Valadso, Sunbeam and Laurel Music. A. Valadso started with brother Tom when the latter was the general manager of Sandal Joy Music years ago and later represented Tom's Oxford Music firm in California.

ACKERMAN AND HIS AMERICAN AUTO

Paul Ackerman, astute music editor of The Billboard, has put his Hollywood model 1939 Plymouth into mint condition, and against the advice of friends, is considering driving it all the way to the 1959 Newport Jazz Festival next year. His friends question whether it will make it but Ackerman says, "I'm not sure we'll make it to those Jags but I sure can drive foreign cars. My car happens to be a piece of true Americana. In fact," he continued, "I'm sorry I ever sold my 1922 Dodge." For those in the know about cars, Ackerman's auto is a three-door (one won't open), custom saloon model, of 3.2 liters.

New York

Charles K. L. Davis, described as "Hawaii's greatest voice" (not by us but by the publicity department, we gather), has been signed by Reck Records. He will cut an album for Everest label, part of Belock... Roulette Records has signed the Barry Sisters, Myrna and Charlie, to release with an extensive repertoire of Yiddish songs and were recently on Cadence Records as well as a number of other labels. They will do albums and singles for Roulette... Steve Bedford, Gary Shulins and the Blue Jays are now at RCA in Austin, Ill., and Hope Carlisle and her orch are on tour in the West, as is Bobby Christian and his orch... Jimmy Work has entered the record business out of Whittier, Calif. Label is called All, and the first release will feature the Canones.

Latest release on Audophile Records, the Dixieland label released by E. D. Hum, of Saukville, Wis., features Joe Evans and his 1920's orch... Johnny Smith and his group open at the "Big B" in Boston for a three-week stand starting November 3... Fred Mendelsohn, of Arrow Records, is now on a trip then the Midwest visiting deejays... Raw Records has pasted the duo Peggy and Bob... Vic Mendelsohn, head of R&M Records, informs us that Charles Davis has joined the label as veep. R&M has signed the Markets, singing group.

Hollywood

This awards will be re-instituted in next year's Oscar deely. Motion Picture Academy Board of Governors voted to present an Oscar for the best scoring of a musical picture and an additional Oscar for the best score of a dramatic or comedy film. This brings the total music awards to three, with the third Oscar going for the best song written for the screen.

Bobby Troup goes dramatic in Paramount's "The Five Pennies," starring Red Nichols, pianist, Arth Schnitzer. Troup, formerly on the Liberty label, recently signed with RCA Victor... Jack Lemmon will make his debut as a composer, presenting the score for the up-coming Broadway musical, "On the House." It's a musical version of "Room Service" in which Lemmon starred during its 1952 Broadway revival. Bob Thiele, Dot's New York-based artist-repertoire chief, conducting recording sessions on the Coast while Tom Mack, Hollywood-based label topper, is on a distant tour... Hal B. Cook, WR Records sales veep, here for a week's confab at the label headquarters.

Rip Records Percy Dir Puccio died 15-year-old Tony Butala. First Release, "Puppy Love" coupled with "Look at Him, Look at Her." Chicago's Robert Stenelak named national sales manager for the American Library of Sacred Records and is moving here to the firm's Whitfield (Calif.) headquarters... Gus Bivano brings his clarinet and sax into the Palladium Friday (17)... David Bow will include "Young Man's Lament" in his original scoring for the Fred Astaire NBC-TV special, "The Game is All." Selection was written for his new MGM-M album, "Secret Songs for Young Lovers."

Funeral services were held at Forest Lawn for Lorinette Geller, 28, jazz pianist and recording artist wife of musician Herb Geller. In addition to her husband and parents, she is survived by her daughter, Lisa.

Mitzi Gaynor concluded a three-day recording session for her debut Verve album with label prez Norman Granz personally supervising. Album is scheduled for release this week. Tender Records signed Lindy Wade to a long-term. Vocalist is a former "Our Gang" comedy unit member, ex-BBC conductor, former deejay (Newark, N.J. WNCM and Richmond's WHRF) and now with UCLA's radio-TV arts department faculty. First release with Tender backs "Johnny Burrell" with "Brenda Lee."

Hal Levy, who conducts his "Popular Lyric Writing" course at UCLA, has lined up the following guest lecturers for the coming semester: Ira Gershvin, Jimmy Van Heusen, Richard Adler, and Met artist-repertoire exec Tom Mack. Levy also has scheduled a symposium on rock and roll... Station KBIG will spotlight its new slogan, "The Refreshing Sound From Catalina." with a series of news promotion jingles written by Clefber Allen and Dave Nathans. Latter is on account exec, Ivida & Quan ad agency.
PHONOGRAHS • COMPONENTS • AUDIO PRODUCTS • RADIOS • TAPE RECORDER

The Billboard Communications to 15th St., New York 36, N. Y.

OCTOBER 20, 1958

300% PRODUCTION GAIN

KLH: 'Price Size Quality Are Keys to Speaker Sales'

By CHARLES SINCLAIR
CAMBRIDGE, Mass. — With every new manufacturing con-
trolled units, requiring two-speaker,
two-track sound is pro-
voking a new sales bonanza for
loudspeaker manufacturers.

Such stereo is also easy for a new set of sales problems for audio
dealers to meet when selling loud-
speaker systems. They are growing
so successful andiks.

So say executives of KLH Inc., a
speaker firm which has witnessed
the revolution of its audio-apparatus
unit by some 300 per cent
in the past four months.

Here’s how Malcolm L. New,
lo and sales director of KLH
and one of the trio of young
men whose initials form the firm’s
name (other Henry King New and
Travers), what becomes

“One new stereo customers
today aren’t dashing what would
be their high budget speaker
option for stereo installations. They’re
tending to size the budget down
the middle, with half for each
speaker. However, listeners tend
to become more sophisticated in rec-
tent years, and they want full
range, two-track systems, even
at a higher price.

“Size is increasingly im-
portant.

The day of the monocular-
the industry is rapidly
The wire draws wires at
the line, as one seems to want
at its highest, for
living room.

Even those who have one
want a small, wide-range second
speaker.

Three: Uniformity of speaker
manufacturers is now evident for
stereos.

Many buyers are purchas-

log on a monaural-two-stereo

The unit’s construction makes the
speaker, and users marking an
increase in stereo equipment.

It’s a unit the firm’s execu-
tives to family as “Model Zero.”

It’s strictly a “loud-

Another license
The firm expects this season’s latest launchings
the KLH Model Six. This is a
small (roughly two cubic feet) unit
which KLH expects to call a
loudspeaker mechanism, as the

FRESH START

Paramount Shows New Stereo Phonos


NEW YORK — While some
phonos companies are still wonder-


Although there are stereo offer-


The film was an early example
of the stereo boom. They got into
each serious trouble that they re-
cently had to file in New York


It’s news that listeners have
become more sophisticated in rec-
tent years, and they want full
range, two-track systems, even
at a higher price.

“Size is increasingly im-
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OCTOBER 20, 1958

YOU CAN BANK ON THIS ONE

McGUIRE SISTERS

"I'LL THINK OF YOU" and "SWEETIE PIE"

CORAL RECORDS 9-62047
we have the new 4 track 33 1/3 ips stereophonic tapes

first releases...

R-408  •  ON THE ROCKS (THE SURFERS)
R-608  •  BIG DIXIE (HARRY ZIMMERMANN)
R-806  •  TABOO (ARTHUR LYMAN)
R-808  •  BWANA-A (ARTHUR LYMAN)
R-716  •  SOUTH PACIFIC (GEORGE WRIGHT)
R-717  •  FLIGHT TO TOKYO (GEORGE WRIGHT)

"The Sound That Saved a Company"
HIGH FIDELITY RECORDINGS
7803 Sunset Blvd., Hollywood

Pilot Amp Has A Multiplex Input Switch

NEW YORK — Growing importance of FM multiplexing in the broadcast equipment field is highlighted by Pilot Radio's new 46-channel front-end amplifier, a dual-20 incandescent, model SM-265 and priced at $189.50.

A selector switch enables the listener to take his choice of FM programs that include twelve multiplex AM stations, FM-AM tape recorders, and "Multiplex.

The central multiplex amplifier, on which Pilot has begun its shipments, is a new circuit designed to select stereo programs and to cause to perform a multiplex input, accompanied by sales and the needle is INSERTED into each cartridge in digress, as is the name of the cartridge which the needle will fit and list.

Hi-Fi enthusiasts are reminded of needle wear by the display which asks: "Is Your Phonograph Needle A Month Old?" The display then points out: "The ordinary phonograph needle (carbon or sapphire) lasts about a month (80 hours of play). A diamond needle will wear free up to 700 hours or a year of average use, and a New Jenson Needle Now." Mike Remmold, Jenson sales man.
Audio Feedback

By CHARLES SINCLAIR

RECORD CROWD AT N. Y. SHOW

The opening speech at a show can attract the public, it was observed at the recent New York audio studio show, held at the Trade Show Building. The crowds started coming on the first day and the show ran for three days. The trade showed an interest in the new audio systems, with many visitors stopping by the booths.

MOTOROLA'S NEWS PIPELINE

With stereo putting brand-new emphasis on features not previously advertised, Motorola's new television system--the Master System--has begun a new kind of "news program" for its distributors. They will be supplied with regular bulletins on product features and selling points. The bulletin will be given to dealers to read and pass on.

UNIVERSITY HITS STEREO JACKET

Nobody is happier about the arrival of stereo than University. For years, it's been saying that its own dual-coil woofer, sold initially as a "dual impedance" speaker, is a new direction in stereo. University engineers were discovered that the twin-coil woofer can fit easily into stereo applications, using a single-and-high-end unit for the stereo cabinet and a more simple loudspeaker for the second channel. This wide variety of applications is a "convenient" feature. Now, University ads are playing up this advantage, since no adapter is required (even for a single-coil woofer). Units involved are the C-15SW, C-15ASW and C-15BC. New units will be available in the near future.

COOK BIG CAT IN VIENNA

Emory Cook lost little time in spotting an item in a recent copy of The Billboard in which a stereo display at the Vienna Trade Fair was discussed. Inadvertently, Cook's name was omitted from the list of stereo dealers and record executives there--particularly embarrassing since the exhibit was centered on the Cook microphone assembly, which produced records as crowds watched. Apologies to stereo pioneer Cook, who was making stereo records--which you played with a "T" shaped arm containing two metallic cartridges--back when the new fad was still unknown. In Vril! Life was really here to stay.

NEWS STEREO CARTRIDGE BOWS

When the first stereo records hit the market, there was a real shortage of cartridges with which to play them. Well, that problem has been clearing itself. Practically every cartridge maker has got one out now, and the choice is wide. Let's assume that you have at least two cartridges, if you pay $5 each. Unit is a "high output, turnover type," with sapphire needles, and plays stereo-mono records; on one side, 78's on the other. It's made by American Microphone Manufacturing division of GC-Texton.

MULTIPLEX EXPLAINED TO PUBLIC

One of the best explanations to date of the wide question of multiplex FM stereo broadcasting is contained in a handy booklet prepared by Irving Goree, developer of the new radio adams, which was jointly sponsored by Crosby Laboratories, McIntosh Manufacturing, Radio Shack, and Sherwood Electronics, and widely distributed at the recent New York audiofest. In some very readable language, the booklet discussed the various stereo systems used in broadcasting, explaining the compatible Crosby system (see one page of last year's issue), and took a look into the intriguing crystal ball of multichannel's future. If you don't have a copy, you should, and you can probably get one from one of the sponsoring firms, all of whom have--or are planning--multiplex FM home units.

ROOK IN HOFFMAN SALES

A new campaign to boost the ranks of dealers handling the Hoffman Electronics line of packaged phonos and radios seems to be paying big dividends. So far, 114 new dealers have signed up this year. Also, September sales at Hoffman were up 74 percent from August, and up 44 percent from September, 1957, according to Hoffman executives. Main link of the Hoffman story is the Wehmann State, but 81 states have been opened in the East.

ZENITH'S STEREO SHOWROOMS

A real hit, which is a traffic-stopping display room at 666 Fifth Avenue, New York City, is going into a second year. It is a logical outgrowth of the impressive mini-sets for stereo are being installed there. And a special deal for one in their own stores. Cost, $1,895.

HANDY MARKET GUIDE

We have seen the report of a new, attractive hand-carrier bag for the AM radio market. It closely resembles the one used by several large stores, but the two are not the same. It should be available for sale by early spring.

Slow Speed

Continued from page 14

A disk. Many stereo disks contain as little as 40 minutes of music for as much as $30.

Prior to this, the standard for a good stereo tape was the 12-cent speed. The higher speed was considered necessary to get a high fidelity fidelity reproduction. But, as tape-man Cooper is quick to note, many counterpart's inability to reproduce the wide-range sounds on the higher fidelity tapes.

"Frankly," says Cooper, "we're quite pleased with the quality of our slower speed. In many cases, the customer can't hear the differences."

Cooper deplores what has happened to the recorded tape market since the introduction of stereo discs and the imminent, but nonexistent, dual-track tape cartridge. He says the distributors and the dealers have simply stopped ordering two-track stereo tape.

"That doesn't mean the customer doesn't want them," he says. "Many people won't have anything but tape. And since the dealers won't stock it, the customer has to join one of the tape clubs and buy by mail.

Tape clubs are booming, Cooper adds.

The situation has changed somewhat since they have introduced their slower tapes with the resultant lowering of price. According to Cooper, the response to the new product has been "surprisingly good." Elektra, one of 12 distributors, has ordered the slower tapes. Earlier, they weren't buying anything.

Speaker Firm

Continued from page 14

mately 120 people attending, the majority favoring twice a month meetings.

Pepe said the courses will be open to both established audio dealers as well as music dealers just entering the field. The seminar will concern itself with three basic issues: Fundamental principles of audio, sales approaches in dealing with hobbyists and art enthusiasts, and sales methods for the latter. The latter will treat merchandise display, product demonstration, techniques of recorded material best suited for proper demonstration of specific equipment.

The course will cover customer relations and sales approaches to treating the three basic groups of buyers. These Pepe listed as follows:

(1) Those who know nothing about hi-fi, want to buy and would like to have some one explain it to them;

(2) Those who know hi-fi but haven't gotten around to having equipment and now want the dealer's help in guiding his purchases, the established hi-fi enthusiast who is now converting to stereo.

Also the seminar will be conducted under JBL's auspices, the courses will cover all hi-fi components and techniques--from selling speakers. Pepe said will be tried to sell the audio industry seminars in making contacts with such courses but the project never got off the ground.

Better trained salesmen, Pepe concluded, will result in increased sales for the dealer and thereby strengthen the entire audio industry.

Magnecon's Sales Award

To L. A. Rep

CHICAGO — Frank Knaider, a Magnecord Sales Manager, Los Angeles, has been presented with a special award—saw the worst part of the week—by Magnecord. The award was a Gold Tape Membrane, plaque, first of a series of semi-annual awards made to Magnecord reps showing outstanding sales in the year.

The pone came from Magnecord General Sales Manager Hugh O'Shally, who complimented Knaider for doing a "real fine job.

www.americanradiohistory.com

CAPITOL'S NEW STEREO CONSOLES

They sell fast...because they’re different 2 ways!

1 Sound systems developed by Capitol's own recording engineers for true, balanced stereo.

2 Custom-quality sets distributed by the merchandising leaders in the music industry—Capitol Records.

Model 807, with optional matching speaker unit

Model 808, with optional matching speaker unit

TOP PERFORMANCE—TOP VALUE!! stereo console models equipped for stereo and standard formats. Just right for a matching optical or magnetic speaker unit. Dual amplifiers are precisely balanced with single master control panel. CUSTOM-STYLED CABINETS of the finest hand-fitted woods, mantels, and doors of the nation's leading furniture designers.

FACTORY-AUTHORIZED DISTRIBUTORS! Capitol's warranty guarantees free parts and service for 90 days. FULL PAY AIDS! Millions of people—your future customers—will see these consoles advertised in Look and Life. And Capitol's merchandising help can help you plan your local promotions, too.

Greater sales...greater profits from the new line for '58

NATIONAL OFFICE: 1507 S. Hope Avenue, Los Angeles 37, California

CAPITOL RECORDS
Price, Size and Quality Key to Speaker Sales

The sealed-in air of the enclosure as an acoustical spring. One of the prime advantages of Model 6 is that a pair of them don’t Resonate in a living room. Even in boxes, they deliver a big, rounded sound.

Harry Kloss, proponent of KLIH and its chief engineer, describes the firm’s approach to quality this way: “Every Model 6 sounds just like every other Model 6. That’s important to a stereo buyer. Age and use annually have no effect on it, and we give a two-year warranty. We keep complete calibration of our manufacturers and make almost everything that goes into it. From the paper in the winder to tweeter, cone in the magnets and the woodwork. We even make our own nautilus for the trim.”

Kloss, whom his associates describe as “the kind of guy who literally thinks with his fingers,” does not believe that good loudspeakers are a firm of Black Magic. What we make here is the result of integrating our field experiences and knowledge of the scientific trend in speakers. In designing a loudspeaker and tweeter, there are just so many things you can play with. Principally, it’s the fixed relationships between speaker efficiency, the size of the box, and what kind of low and tweeter have. With a fixed design and tight quality control, it is possible to make systems that are completely standardized,” says Kloss.

The firm’s thriving sales, administered by Malcolm Lewis and recorded by Tony Holman (the latter doubling in some technically, for Hofmann is also one of the industry’s top physicists and was a member of the original Manhattan Project), come via a tightly knit network and a firmly pecked policy.

Philco Transistor Radio for $49.95

PHILADELPHIA—A new compact, 7-transistor portable radio, Model T-75 in genuine two-piece case, has been added to Philco’s transistor radio line with a suggested retail price of $49.95.

Model T-75 augments Philco’s all-transistor radio line, announced last spring, of models which include every chassis category from 1 to 7 transistors. It has fresh improved styling which, with genuine leather case and white stitching, provides an unusually attractive radio for travel. The set utilizes seven transistors and an uncluttered panel of seven buttons, when turned from your pocket and your palm.

Paramount Shows

Continued from page 12

and sales reps to help a lot. Now, says Paramount, get busy in dealing with the firm earlier this year. They made good on every piece of keyon multiplication. One factor Paramount counts in its favor is this: they are now in a position to fulfill orders, every order that can get. They believe other firms are not in such a position as the stereo market rises. Another advantage is their ownership of the Hallmark stereo record line. This enables them to continue their practice of offering a free package of stereo records with the purchase of one or more phonos. With some models, the package is valued at up to $50.

KLH has only about 33 dealers but now (as against 400 to 600 for the average loud-speaker firm), and they are carefully chosen. They include such names as Harvey and Hudson in New York, Detroit Radio, Hollywood Electronics, Golden Hi-Fi in Washington, among others.

“Our dealers were instrumental in getting us started properly,” says a Paramount man. “Now we’re starting something exciting into their gear, we’re going to stick with them. They’re a great bunch.”

“HERE I STAND”
Wade Flemons
Veeye 295

“ODDS & ENDS”
I’m Gonna Get My Baby’s Jimmy Reed
Veeye 298

“EVERYTHING WILL BE ALRIGHT”
I’m a Fool For Wanting You
Gene Allinson
Veeye 299

Veejay-Aber
2129 S. Michigan
Chicago 16, Ill.
CA-5-6141
BREAKING THROUGH!

THE FOUR ACES SING

"THE WORLD OUTSIDE"

Based on the "Warsaw Concerto"

b/w

HOW CAN YOU FORGET

DECCA 9-30764
<table>
<thead>
<tr>
<th>No.</th>
<th>Title</th>
<th>Artist/Producer</th>
<th>Weeks on List</th>
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<tbody>
<tr>
<td>1</td>
<td>Only the Lonely</td>
<td>Frank Sinatra, Capitol W 1053</td>
<td>1</td>
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<tr>
<td>2</td>
<td>The Music Man</td>
<td>Original Cast, Capitol WA 0 990</td>
<td>2</td>
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<td>3</td>
<td>Sing Along With Mitch</td>
<td>Mitch Miller, Columbia CL 1189</td>
<td>5</td>
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<tr>
<td>4</td>
<td>Tchaikovsky: Piano Concerto No. 1</td>
<td>Van Cliburn, RCA Victor LM 2252</td>
<td>4</td>
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<td>5</td>
<td>King Creole</td>
<td>Elvis Presley, RCA Victor LPM 1884</td>
<td>3</td>
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<td>6</td>
<td>Johnny's Greatest Hits</td>
<td>Johnny Mathis, Columbia CL 1193</td>
<td>9</td>
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<td>7</td>
<td>Stardust</td>
<td>F. Sonne, Dot DLP 3118</td>
<td>6</td>
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<td>8</td>
<td>South Pacific</td>
<td>Sound Track, RCA Victor LOC 1032</td>
<td>7</td>
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<td>9</td>
<td>Swing Softly</td>
<td>Johnny Mathis, Columbia CL 1185</td>
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<td>10</td>
<td>The Late, Late Show</td>
<td>Dakota Stason, Capitol T 878</td>
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<td>11</td>
<td>Elvis' Golden Records</td>
<td>Elvis Presley, RCA Victor LPM 1767</td>
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<td>12</td>
<td>South Pacific</td>
<td>Original Cast, Columbia CL 4180</td>
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<td>13</td>
<td>Oklahoma!</td>
<td>Sound Track, Capitol SAG 5055</td>
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<td>14</td>
<td>My Fair Lady</td>
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<td>Gems Forever</td>
<td>Manovani, London LL 3032</td>
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<td>But Not for Me</td>
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<td>Volare (Nel Blu Dipinto Di Blu)</td>
<td>Domenico Modugno, Decca DL 8868</td>
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<td>'S Awful Nice</td>
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<td>Dot, DLP 3119</td>
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<td>Gigi</td>
<td>Sound Track, M-G-M M 3041</td>
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<td>Hymn</td>
<td>Frankie Erwin Ford, Capitol T 756</td>
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<td>Around the World in 80 Days</td>
<td>Sound Track, Decca DL 0049</td>
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<td>Belafonte Sings the Blues</td>
<td>Harry Belafonte, RCA Victor LOP 1006</td>
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</table>

**Pop Albums**

**DAMN YANKEES**

Sound Track—RCA Victor LOC 1047

The pic version of "Damn Yankees" has opened to rave reviews. The excellent Adler-Ross score has been expanded with the addition of a patriotic new ballad, "There's Something About an Empty Chair." Hick performances by Owen Vernon and Tab Hunter are winning. Cover is an ideal display piece. First-rate potential.

**VOICES IN LOVE**

Four Freshmen—Capitol T 1074

The group has another likely dual-market pop and jazz click with their latest package. Backed by lush strings, they have a highly attractive sound on a fine selection of tunes. This is one of their best. Numbers include "What," "I'll Be with You Tonight," and "The Stiff of the Night." A really fine album with excellent potential.

**JUNE'S GOT RHYTHM**

June Christy with Bob Cooper & Various Artists—Capitol T 1076

The trough does most of the tunes in this swingin' set in a bright, happy groove, supported by fine arrangements, played by a group of top West Coast jazz men. It should score heavily with pop and jazz buyers. Sound and attractive cover are additional plus. Tunes include "My One and Only Love," "I'm Glad There Is You," and "Blue Moon." Strong potential.

**REBOUND**

Jackie Gleason with Various Artists—Capitol W 1075

The second in Gleason's latest effort is on strings, piano and oboe. Set to lush, often arrangements, pianist Bernie Leighton and orchetermen Reno Ferriere interpret the lovely melodies in romantic fashion. It's an excellent programming set for jocks. Sound is excellent. Tunes include numbers that are related to the album title. Interesting cover painting is by Gleason himself. Strongest sales prospects.

**BROADWAY CAVALCADE**

Fred Waring & the Pennsylvanians—Capitol WBO 1079

A beautifully done production, employing the full Waring ensemble of choirs, soloists and orchestra. It's a de luxe package which tips its hat to Broadway in the grand manner, with 25 ever-popular show tunes stemming from the turn of the century to the present. A fine recording job and much data about the development and history of the Broad- way musical, plus the year, the writers and the shows of each song give it all a distinctive flavor. Should find a ready consumer response and there's plenty for jockeys here, too.

**SANDS STORM**

Tommy Sands—Capitol T 1081

Sands has a varied program here. Many of the tunes were formerly clipped clicks. Numbers include rockballads and rockabilly styles and a few rockers. The set can appeal to both adult and teen buyers. First cover photo of the singers should help here, too. The lad puts a lot of heart and feeling into his renditions and scores especially well with his reading of "Blue Velvet." Other tunes include "Twist Tide" and "Warm Your Heart."
Jazz Albums

THE BALLAD STYLE OF STAN KENTON
Stan Kenton Piano & Ork—Capitol T 1068

The Kenton crew turns to a program of ballads in their recent offerings. It is a smooth, danceable set that should move well to both pop and jazz markets. Orchestrations are excellent. Kenton's piano is set against lush brass and woodwinds on such fine as "I'll Be True To You," "The End of a Love Affair" and "The Night We Called it a Day." Also a fine jocky programming set.

SOMETHING ELSE
Julius (Cannonball) Adderley, Alto Sax;
Miles Davis, Trumpet; Hank Jones, Piano; Sam Jones, Bass, and Art Blakey, Drums—Blue Note 1595

Here's one of the outstanding jazz sets released in the past few months and perhaps one of the best of the year. It features some truly fine, sensitive trumpet work by Miles Davis, and at times, some of the best work yet heard by Cannonball Adderley. Both "Autumn Leaves" and "Love for Sale" are handled superbly by Davis, and Adderley shines with his solo on "Dancing in the Dark." An album that will be important to all jazz fans.

Jazz Special Merit Albums

THE MODERN ART OF JAZZ
Tony Scott with Various Artists—Secco CELP 425

Scott, winner of this year's Down Beat Jazz Critic's Poll on clarinet and baritone sax has one of his best albums to date. He plays with more warmth than in some of his previous efforts, backed by a fine group of artists, including Bill Evans, piano; Milt Hinton, bass; Paul Motian, drums; Jimmie Kaper, trombone, and Clark Terry on trumpet. He presents interesting rhythm patterns in addition to displaying his great technique. "Five" and "She's Different" are good doro tracks. The set cutes exposure. Good notes and attractive cover shot of the artist should help sales.

Classical Albums

ORIENTALE
Capitol Symphony Orch. (Dragon)—Capitol P 8453

This slick interpretation of classical music should find favor with large semi-classic audience. Col. Rinsky-Kossakof, Kreisler, Tchaikovsky and others are given lush treatment to these favorites based on Eastern theme. Interesting on strings, uhmality slides are effective, and striking golden Buddha on cover will attract.

Sound Albums

GUATEMALAN MARIMBAS!
Maderas De Me Tierra Orch. of Guatemala City (Belhavencourt)—Capitol T 10170

With the proper pushing, this album may prove itself a sonic sleeper. The rich, rhythmic sound conjured up by the marimba-wielders in this well-known Latin group runs the gamut of lows and highs, and is a first-rate "showpiece" for marimba equipment, as well as being musically rewarding in the best traditions of the "Capitol of the World" series. For a monaural release, it sounds remarkably like "stereo" on two-channel equipment. The beauty "Nola." Ela "La Caba Del Sol" track on the first side, for instance, is a real gaser.
**Reviews and Ratings of New Popular Albums**

**POPULAR★★★★★★**

**PERSPECTIVE**

Krity Smith with Billy May Orch. Capitol T 1052

Miss Smith really has a way with a song. Accompanied by excellent arr. coming from Billy May, she uses a few groups of standard jazz numbers in most appealing style. The ballads are lush and lovely, and she sings on the uppermost notes. Selections include: "I'll Go By," "All the Way," and "On the Sunny Side of the Street." Attractive cover drawing of the clock will attract.

**BELLY MAY'S BIG FAT BRASS**

Capitol T 1041

An exceptional "vecs" package. May's arrangement six for trumpet, four trombones, five French horns, two tubas and a string orchestra. Songs included range from originals ("Sitting in the Ribbons," "Brunnera's Boudoir") to familiar forms ("Swanee," "Moonlight Becomes You"). Well worked out and well carried with the enthusiasm the music merits. Highly recommended for jazz fans and for the most particular audiophiles.

**BOBBY HACKETT AT THE EMERBS**

Capitol T 1040

Hackett, with his mustache and the group behind him free, has the same success with the quality of his musical understanding that it has had with the Japanese scene also. It features trumpet man Bobby Hackett and his quartet showing some tunes and standards with a warm glowing feeling that is unique to him alone. It should please the broad based fans of fans who enjoy hard work so much. Hackett plays with his usual tone and the group behind him free.

**CONCERTO**

Frankly Martha Orl. Capitol W 1066

Charlie Parker, Dexter Gordon, and Clark Terry play with a harmonizing quality that makes the music seem like new. An unusual program, not to be missed.

**SUNNY BALLADS**

Capitol T 1043

Accompanied by Harry James Orchestra.

**FOURLOVE**

Eldon Remington & Orl. Del LP 2077

Eldon Remington, Howard Ermann's, youthful arrangements who sound as if tenor sax of top ten, mystery ignites across all of his own original film music to present a Lester Levens music love themes of others. Audios "Come With the Wind," "Laura," "The Sound of Music," etc., are not Berstein original is "View From Pappy's Head." Top performance through excellently recorded.

**PARADE OF THE PENNIES**

Red Nichols & His 5 Pennies. Capitol T 1041

With the picture hand on Red Nichols. One does not know this album for the music itself. Red Nichols and his Pennies are playing here some of the best music ever written ("Frog Legs," "Pineapple," etc.) and the selection includes much new, Nichols presents "Paradox Blues," "Washboard Blues," and "Japanese Sandman." The music sounds as good today as it did many years ago, and the sound in first-rate.

**FAT FLIGHT**

Nathan Pinna Orl. Capitol T 1049

Pinna's smooth keyboarding and attractive vocal effects highlight this excellent interpretive tour of 10 numbers. "Barefootin'" and "Youngster's Jamboree," are mild and well-shod. Striking cover shot of Paul's new strike.

**DANCING THE BAYBREAK**

DonCourtyard Orl. Capitol T 1053

Another fine setup to come to a jazz club highly familiar in society circles. Courtyard picks 10 different tunes, which include four danceable numbers written with the quality. Sound, music, arrangement, and musical quality of the club are also the mark of the act. Attractive cover shows a couple in front of a small club waiting for their sub. Smart package.

**HAVE YOU FORGOTTEN?**

Red Evans. Capitol T 1051

Miss Evans shows much warmth and understanding of her material in her sound playing for the label. The approach is sound, the sound that is sure and solid with the top men of this field. A most welcome rating of songs like "Home on the Range," "The Thrill Is Gone," "Big Four," "I'll Have Your Love," "It Was Beautiful," etc. Red Evans and the label are sure to please.

**REMEMBER?**

Gus Brown Band. Warner Bros. 1219

A fine ball change for the label. It has a new big band album. Includes the music of a swing club, and with a doable beat and fresh sounds. This one is sure to please the label, and is a fine release for the label. "Ole Mambo," "In the Mood," etc., are the best.

**THE NEW AIRPORT**

Bob Eckman Orl. Capitol T 1048

Bob Eckman and his label with the Improvisers and "Moonlight Serenade" among the many. A fine label and a fine album for it. A sure bet.

**REMEMBER?**

Gus Brown Band. Warner Bros. 1219

A fine ball change for the label. It has a new big band album. Includes the music of a swing club, and with a doable beat and fresh sounds. This one is sure to please the label, and is a fine release for the label. "Ole Mambo," "In the Mood," etc., are the best.

**THE MIGHTY MIDFORD**

Nathan Milstein, Violin, with Leon Pommers, Piano—Capitol P 8452

Milstein illustrates the charm of the G Major and the emotion of the E Minor beautifully, with discreet support from Pommers' piano. This should delight Mozarts and chamber music fans.

**Opera Albums**

**MADAM BUTTERFLY**

Anna Moffo, Cesare Valtcelli, Rosalind Elias, Renato Cesari and Rome Opera Radio Orchestra and Chorus (Leinsdorf)—RCA Victor LSC-6135

STEREO AND MONOALURAL

Victor is off to a flying start in the stereo opera sweepstakes with this fine, new production of the Puccini favorite. It should be in the catalog for a long time to come. American-born Anna Moffo, as Butterfly, shows she has been a smash hit in Europe. Her performance, backstopped ably by Leinsdorf's sensitive pacing plus an excellent cast, is lovely, lyrical and "young," in feeling. Stereo enhances the lavish production notably, all the little attempt to really "stage" it with movement.

**Sacred Albums**

**BEST LOVED SACRED SONGS, VOL. 2**

Various Artists—RCA Victor LPM 1766

Designed primarily for the so-called Bible belt areas of the South, this package features selected recordings by a group of the top artists in the business. These include the Blackwood Brothers, the Bluegrass Raiders, the Johnson Family Singers, Eddy Arnold, Hank Snow and numerous others. Strong cover provides extra appeal to the right. Great for this market.

**Spiritual Albums**

**JUST AS I AM**

Mahalia Jackson—Apollo LP 479

A package of great sides cut by the noted artist in years past during her affiliation with Apollo. "Just as I Am," "Go Tell It on the Mountain," "Child of the King," all prove once again how great is Miss Jackson's contribution. An arresting cover will prove a fine display piece.

**Children's Albums**

**ADVENTURES IN SOUND AND SPACE**

Col. Frank Eberhardt & Cast—RCA Victor LBY 1013

STEREO AND MONOALURAL

Already highly rated item in monaural form, this saga of space particularly comes to life in stereo. Here the directional effects are most impressive and you feel as if you are actually in their interplanetary pocket. Particularly timely in view of the interest focused on Uncle Sam's recent attempt at a lunar probe.

**R&B Albums**

**ROCKIN' WITH ROBIN**

Bobby Day—Class LP 8002

A package of rockers, rock ballads and an occasional standard. Performances are strictly in the teen genre. Buddy has style. Sides include "Rockin' Robin," "Sweet Little Thing" and "When The Swallow Come Back To Capistrano." Day is currently big in the singles market via his recording of "Rockin' Robin."
...AND STILL ONLY

Available on 7" standard & 45 RPM. All with full 4 color sleeves. The finest in children's records. Awarded the "Child Life seal of selection."


From the ballet are given a lovely flowing melody for Levine's harp, building to an excellent waltz finale. Pretty cover.

Roulette Sets

Continued from page 4

to select any quantity of LP's (less than 50 but a minimum of 10) from existing catalogs at a cost of 81 per album.

Subscribers may purchase any or all of the three services. Meanwhile Roulette distributors and promotion men have been alerted to participate in a drive to sign up stations, picks program directors and record librarians for the service in their respective areas. Bud Kivel, Roulette's public relation director, last week went out on a whirlwind tour. He is setting up a thousand stations across the country.

Topical Lyrics

Continued from page 6

about "a female and a fish that weathers a thousand storms. A couple of the mermaid. Dolphins are their names. But I would rather have a brunette or a blonde. Dolphins. Were the sailors right or wrong?"

Both of the above tunes are styled in the folk idiom, but "Little Rock" (published by Teenager Music) is in the buccaneer roll and rock groove. The lyric maintains that Arkansas segregated school controversy could be settled in an amicable fashion, if the students were allowed to rock and roll, lyric elimination being that all that racing would make them "too fast to fight."

If Day-Z-Bell fellows Brunswick's lead, probably they are they've already mailed a copy of the platter to Governor Faubus.

5th Epic B'day

Continued from page 4

a mislabeled set dreamed up by Jim Figelgong, that hoped onto all best-selling charts a few years ago and "This Blues Comes the Showout" another old-fashioned type of musical album.

Epic Records is the only major label subsidiary that has its own classical line, garnering much of its material from European sources such as the Philips label in Holland and the Coliseum. It also makes domestic classical recordings. The Colwell and Orchestra of the Concertgebouw of Amsterdam are two of it's shining classical jewels and two of the label's best selling names. At the present time the Epic line contains more than 400 albums. Epic also has a subsidiary label, Oak Records, which sells for 9.98 releases. This label too, has had its share of hits over the past five years.

322 The Billboard's Music Popularity Charts...PACKAGED RECORDS

OCTOBER 20, 1958

RECORD DEALERS
STOCK PRESTIGE SELL JAZZ
MAKE BIGGER PROFITS
Send for catalog and the address of your Prestige distributor.

www.americanradiohistory.com
# Honor Roll of Hits

**The Nation's Top Tunes**

**For survey week ending October 11**

<table>
<thead>
<tr>
<th>Title</th>
<th>Weeks on Chart</th>
<th>Last Week Chart</th>
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<td>It's All in the Game</td>
<td>1 8</td>
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<td>Rock 'n' Robin</td>
<td>4 9</td>
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<tr>
<td>Volare (Nel Blu Dipinto Di Blu)</td>
<td>2 12</td>
<td></td>
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<tr>
<td>Bird Dog</td>
<td>3 10</td>
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<tr>
<td>Topsy II</td>
<td>20 3</td>
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<tr>
<td>Susie Darlin'</td>
<td>6 6</td>
<td></td>
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<tr>
<td>Near You</td>
<td>3 7</td>
<td></td>
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<tr>
<td>The End</td>
<td>18 4</td>
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<tr>
<td>Little Star</td>
<td>7 13</td>
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<tr>
<td>You Cheated</td>
<td>11 6</td>
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<tr>
<td>Summertime Blues</td>
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<td>Mexican Hat Rock</td>
<td>25 2</td>
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<td>Born Too Late</td>
<td>14 12</td>
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<td>My True Love</td>
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<td>Pussy Cat</td>
<td>24 2</td>
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<tr>
<td>It's Only Make Believe</td>
<td>21 2</td>
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<td>Tears on My Pillow</td>
<td>5 10</td>
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<td>Tom Dooley</td>
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<td>Ten for Two Cha Cha</td>
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<td>Chantilly Lace</td>
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<td>Just a Dream</td>
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<td>To Know Him Is to Love Him</td>
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<td>The Hula Hoop Song</td>
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<td>Gee, But It's Lonely</td>
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<td>Firefly</td>
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<td>Queen of the Hop</td>
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<tr>
<td>Paris</td>
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**Second Ten**

**Third Ten**

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**Note:** The Honor Roll of Hits is a recognized trade-mark and the listings of the hits have been copyrighted by The Billboard. Use of either may not be made without the permission of The Billboard's owner. Requests for such consent should be addressed as written to the publishers at The Billboard, 1186 Broadway, New York 1, N. Y.

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

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**The Billboard's Music Popularity Charts... POP SONGS**

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www.americanradiohistory.com
## The Billboard HOT 100 for the Week Ending October 26, 1958

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<td>ROCKIN' ROBIN</td>
<td>Bobby Day, Chart 228</td>
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<td>TOPSY II</td>
<td>Coby Cali, Love 3963</td>
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<td>BIRD DOG</td>
<td>Eddy Arnold, Cadence 1386</td>
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<td>IT'S ONLY MAKE BELIEVE</td>
<td>Conway Twitty, M-G-M 14797</td>
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<td>SUSIE DARLIN</td>
<td>Robin Lake, Chart 1731</td>
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<td>TEARS ON MY PILLOW</td>
<td>Little Anthony &amp; the Imperials, 5137</td>
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<td>TOM DOOLEY</td>
<td>Kingston Trio, Capitol 4050</td>
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<td>TEA FOR TWO CHA CHA</td>
<td>Tommy Dorsey &amp; His Orchestra, Show 3954</td>
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<td>CHANTILLY LACE</td>
<td>Big Bopper, Mercury 71103</td>
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<td>6</td>
<td>THE END</td>
<td>Earl Grant, Show 34726</td>
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<td>VOLARE (Mel Blu Dipinto Di Blu)</td>
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<td>LITTLE STAR</td>
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<td>NEAR YOU</td>
<td>Roy Orbison, RCA 2225</td>
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<td>9</td>
<td>YOU CHEATED</td>
<td>Sheila, Show 39868</td>
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<td>TO KNOW HIM IS TO LOVE HIM</td>
<td>Teddy Reno, Show 556</td>
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<td>MEXICAN HAT ROCK</td>
<td>Apple-Cam, Show 149</td>
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<td>THE SECRET</td>
<td>Gordon MacRae, Capitol 6073</td>
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<td>JUST A DREAM</td>
<td>Junior Samples, Ace 548</td>
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<td>PROMISE ME, LOVE</td>
<td>Andy Williams, Cadence 1021</td>
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<td>I GOT A FEELING</td>
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<td>PUSSY CAT</td>
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<td>SUMMERTIME BLUES</td>
<td>Eddie Cochran, Liberty 57146</td>
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<td>HOW THE TIME FLIES</td>
<td>Jerry Wallace, Challenge 59415</td>
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<td>DEVOTED TO YOU</td>
<td>Jerry Black, Cadence 1380</td>
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<td>FOR MY GOOD FORTUNE</td>
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<td>THE DAY THE RAINS CAME</td>
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<td>Johnny Otis, Columbia 41223</td>
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<td>7</td>
<td>FIREFLY</td>
<td>Tino Rossi, Columbia 41237</td>
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<td>9</td>
<td>NO ONE KNOWS</td>
<td>Dean &amp; the Dolphins, Laurie 3918</td>
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<td>5</td>
<td>GEE, BUT IT'S LOWLY</td>
<td>Pat Boone, Oct 1922</td>
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<td>THE HULA HOOLA HONG</td>
<td>Georgia Gibbs, Roulette 46760</td>
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<td>THERE GOES MY HEART</td>
<td>Joe James, M-G-M 12700</td>
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<td>WITH YOUR LOVE</td>
<td>Rock &amp; Roll, Capitol 4054</td>
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<td>FORGET ME NOT</td>
<td>Little Willie, Show 3540</td>
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<td>THE TEN COMMANDMENTS OF LOVE</td>
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<td>8</td>
<td>LA-DADDADA</td>
<td>Dale Hawkins, Checker 906</td>
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<td>QUEEN OF THE HOP</td>
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<td>NO ONE BUT YOU</td>
<td>Anne Broska, RCA Victor 5249</td>
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<td>TOPSY I</td>
<td>Coby Cali, Love 3963</td>
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<td>NEED YOU</td>
<td>Ronnie Owens, Gospel 3081</td>
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<td>LEAVE ME ALONE</td>
<td>Dickey Dee &amp; the Sinks, Show 3014</td>
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<td>STUPID CUPID</td>
<td>Connie Francis, M-G-M 12863</td>
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<td>WIN YOUR LOVE FOR ME</td>
<td>Sam Cooke, Keen 2096</td>
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<td>POOR BOY</td>
<td>Royal Town, Jubilee 2308</td>
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<td>6</td>
<td>I WISH</td>
<td>Platters, Mercury 71383</td>
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<td>5</td>
<td>HIDEAWAY</td>
<td>Four Eyed, Paris 920</td>
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<td>9</td>
<td>CAROL</td>
<td>Chuck Berry, Chart 1978</td>
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<td>SOMEBODY TOUCHED ME</td>
<td>Buddy Knox, Roulette 4632</td>
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<td>3</td>
<td>HOOPA HOOLA</td>
<td>Betty Johnson, Atlantic 2075</td>
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<td>6</td>
<td>THIS LITTLE GIRLS GONE ROCKIN'</td>
<td>Ruth Brown, Atlantic 2107</td>
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<td>5</td>
<td>NINE MILLION MILES</td>
<td>George Tipton, Capitol 126</td>
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<td>2</td>
<td>NON DIMENTICAR</td>
<td>Not Ride Out, Capitol 409</td>
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<tr>
<td>12</td>
<td>ARE YOU REALLY MEAN?</td>
<td>Ronnie Boudreaux, Roulette 8091</td>
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</tbody>
</table>

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*The star performer designation shows the outstanding special changes of positions in the Hot 100 chart and identifies the artist or artist group with the most significant movement in the chart of an unusually high positive.*
THE BILLBOARD'S BEST BUYS

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

POP

NON DIMENTICAR  Nai King Colo  (Rolli, BMI) Bend a Little My Way (Swinco, BMI) Capitol 4056

A LETTER TO AN ANGEL  Jimmy Clanton  (Ace, BMI) A Part of Me (Ace, BMI) Ace 551

I'LL REMEMBER TOMORROW  Pat Boone  (Feld, ASCAP) The Mardi Gras March (Feld, ASCAP) Dot 5584

LEAVE ME ALONE  Dickey Dee & the Don'ts  (Dee Dee, BMI) Wild Party (Dee Dee, BMI) Swan 4014

CIMARRON  Billy Vaughn  (Peer Intl., BMI) You're My Baby Doll (Randy-Smith, ASCAP) Dot 15836

THE BLOB  The Five Blobs  (Famous, ASCAP) Saturday Night in Tucson (Famous, ASCAP) Columbia 41250

POOR BOY  The Royal Tones  (Meridian-Parkwood, BMI) Walk (Parkwood, BMI) Jubilee 5338

C&W

A WOMAN CAPTURED ME  Hank Snow  (Silver Star, BMI) Your Home Is My Home (RCA, BMI) RCA Victor 7235

A previous Spotlight pick.

PICK ME UP ON YOUR WAY DOWN  Charlie Walker  (By-Back of Nashville, BMI) Two Empty Arms (T.N.T., BMI) Columbia 41221

R&B

NO SELECTIONS THIS WEEK

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

These 100 sides are listed in order of their national Popularity, as determined by weekly local studies prepared for The Billboard in markets representing a cross-section of the United States. These studies reflect sales registered for each disk up to press time.

<table>
<thead>
<tr>
<th>Three Weeks Ago</th>
<th>One Week Ago</th>
<th>+ 1 Star Performance</th>
<th>Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>42 25 36</td>
<td>61 12</td>
<td>ITCHY TWITCHY FEELING</td>
<td>Betty Hendrick, Tip 796</td>
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<tr>
<td>99 77 92</td>
<td>65 6</td>
<td>THUNDER ROAD</td>
<td>Robert Mitchell, Capitol 2058</td>
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<tr>
<td>19 24 31</td>
<td>55 12</td>
<td>MY TRUE LOVE</td>
<td>Jack Scott, Carlton 462</td>
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<tr>
<td>88 88 88</td>
<td>4 3</td>
<td>ALL OVER AGAIN</td>
<td>Johnny Cash, Columbia 41251</td>
</tr>
<tr>
<td>97 83 65</td>
<td>4</td>
<td>THE BLOB</td>
<td>Free Music, Columbia 41274</td>
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<tr>
<td>87 66 69</td>
<td>2</td>
<td>LOVE MAKES THE WORLD GO 'ROUND</td>
<td>Penny Comy, RCA Victor 7353</td>
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<tr>
<td>41 58 65</td>
<td>12</td>
<td>SHE WAS ONLY SEVENTEEN</td>
<td>Marty Robbins, Columbia 41306</td>
</tr>
<tr>
<td>66 62 67</td>
<td>4</td>
<td>LOOK WHO'S BLUE</td>
<td>Don Gibson, RCA Victor 7314</td>
</tr>
<tr>
<td>79 71 69</td>
<td>4</td>
<td>GIVE MYSELF A PARTY</td>
<td>Don Gibson, RCA Victor 7314</td>
</tr>
<tr>
<td>100 92 64</td>
<td>3</td>
<td>JUST YOUNG</td>
<td>Andy Ross, Acme 406</td>
</tr>
<tr>
<td>89 42 65</td>
<td>4</td>
<td>A LOVER'S QUESTION</td>
<td>Clyde McPhatter, Atlantic 1189</td>
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<tr>
<td>71 65 63</td>
<td>4</td>
<td>MY LUCKY LOVE</td>
<td>Don Franklin, Columbia 5777</td>
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<td>65 70 75</td>
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<td>PLEASE LOVE ME FOREVER</td>
<td>Tommy Edwards, MG-74 1568</td>
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<tr>
<td>65 70 75</td>
<td>9</td>
<td>THE WAYS OF A WOMAN IN LOVE</td>
<td>Joe Mckee, Don 161</td>
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<tr>
<td>65 70 75</td>
<td>9</td>
<td>LETTER TO AN ANGEL</td>
<td>Jimmy Clanton, Ace 551</td>
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<td>86 77 29</td>
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<td>FALLIN'</td>
<td>Connie Francis, MG-78 1213</td>
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<td>20 18 30</td>
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<td>PATRICIA</td>
<td>Peter Prado, RCA Victor 7245</td>
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<td>82 49 64</td>
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<td>WHAT LITTLE GIRL</td>
<td>Frankie Avalon, Chorister 628</td>
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<tr>
<td>81 49 64</td>
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<td>JUST YOUNG</td>
<td>Paul Adams, ABC Paramount 924</td>
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<td>28 36 45</td>
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<td>SUMMERTIME, SUMMERTIME</td>
<td>Jeannie, Epic 4241</td>
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<tr>
<td>24 33 72</td>
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<td>LAZY SUMMER NIGHT</td>
<td>Four Pecs, Capitol 4623</td>
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<td>40 38 56</td>
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<td>FEVER</td>
<td>Jerry Lee, Capitol 498</td>
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<td>34 52 49</td>
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<td>PUT A RING ON MY FINGER</td>
<td>Les Paul &amp; Mary Ford, Columbia 41128</td>
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<tr>
<td>68 85 84</td>
<td>8</td>
<td>BLUE-RIBBON BABY</td>
<td>Tommy Sands, Capital 458</td>
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<td>72 59 57</td>
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<td>LONESOME TOWN</td>
<td>Ray Woods, Imperial 545</td>
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<td>22 45 57</td>
<td>12</td>
<td>WHEN I GROW TOO OLD TO DREAM</td>
<td>Bobby Day, Columbia 41184</td>
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<tr>
<td>26 32 42</td>
<td>12</td>
<td>EVERYBODY LOVES A LOVER</td>
<td>Olympic, Donna 568</td>
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<tr>
<td>108 99 106</td>
<td>1</td>
<td>WHAT DO I CARE</td>
<td>Johnny Cash, Columbia 41251</td>
</tr>
</tbody>
</table>

THE STAR PERFORMANCE designation shows the outstanding upward changes of at least 30 places in The Billboard's three-week chart. By necessity it is not possible to provide quick chart information of the type which moved us most during the week. Nevertheless, it is still possible to note the effect of these disks on an unusually high position.
<table>
<thead>
<tr>
<th>TITLE</th>
<th>ARTIST, COMPANY, RECORD NUMBER</th>
</tr>
</thead>
<tbody>
<tr>
<td>City Lights</td>
<td>Ray Price, Columbia 41911</td>
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<tr>
<td>Alone With You</td>
<td>Faron Young, Capitol 3082</td>
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<tr>
<td>Squaws Along the Yukon</td>
<td>Hank Thompson, Capitol 4617</td>
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<tr>
<td>Blue Boy</td>
<td>Jim Reeves, RCA Victor 7360</td>
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<tr>
<td>You're the Nearest Thing to Heaven</td>
<td>Johnny Cash, axe 301</td>
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<tr>
<td>The Ways of a Woman in Love</td>
<td>Johnny Cash, axe 302</td>
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<tr>
<td>Bird Dog</td>
<td>Every Brothers, Columbia 2218</td>
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<tr>
<td>Half a Mind</td>
<td>Ernest Tofte, Decca 36655</td>
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<tr>
<td>All Grown Up</td>
<td>Johnny Horton, Columbia 41101</td>
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<tr>
<td>Falling Back to You</td>
<td>Webb Pierce, Decca 30711</td>
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<tr>
<td>My Baby's Gone</td>
<td>Luvera Brothers, Capitol 4056</td>
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<tr>
<td>Send Me the Pillow You Dream On</td>
<td>Hank Locklin, RCA Victor 7127</td>
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<tr>
<td>Tupelo County Jail</td>
<td>Webb Pierce, Decca 30711</td>
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<tr>
<td>Give Myself a Party</td>
<td>Don Gibson, RCA Victor 7350</td>
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<tr>
<td>That's the Way I Feel</td>
<td>Faron Young, Capitol 3008</td>
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<tr>
<td>Talk to Me Lonesome Heart</td>
<td>James O'Gwynn, D 1660</td>
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<tr>
<td>Pick Me Up on Your Way Down</td>
<td>Charlie Walker, Columbia 41211</td>
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<td>Lonely Island Pearl</td>
<td>Johnny andstorm, RCA Victor 7364</td>
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<td>What Do I Care?</td>
<td>Johnny Cash, Columbia 41211</td>
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<tr>
<td>Touch and Go Heart</td>
<td>Kitty Wells, Decca 37316</td>
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<tr>
<td>Deep Purple Blues</td>
<td>Ernest Tofte, Decca 36655</td>
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<tr>
<td>Hey, Sheriff</td>
<td>Webb and Dave, Hickory 3863</td>
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<tr>
<td>Invitation to the Blues</td>
<td>Ray Price, Columbia 41911</td>
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<td>Would You Care?</td>
<td>Jim Edwards, Melrief and Ronnie Brown, RCA Victor 7311</td>
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<tr>
<td>Look Who's Blue</td>
<td>Don Gibson, RCA Victor 7350</td>
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<tr>
<td>Blue, Blue Day</td>
<td>Don Gibson, RCA Victor 7418</td>
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<tr>
<td>Guess Things Happen That Way</td>
<td>Johnny Cash, axe 3055</td>
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<td>Hey, Mr. Bluebird</td>
<td>Ernest Tofte and William Strakas, Decca 36614</td>
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<tr>
<td>She Was Only Seventeen</td>
<td>Nancy Stokes, Columbia 41208</td>
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<tr>
<td>All Over Again</td>
<td>Johnny Cash, Columbia 41211</td>
</tr>
</tbody>
</table>

**The Billboard Hot Country & Western Sides**

**Big Beat hit of the season!...**

**JUDY, JUDY**
(She's a Cutie!)

by

CHEATIN' ON ME

Arrangements and Orchestra Conducted by BUNNY BOTKIN

V-10153X45

VERVE RECORDS
451 North Canon Drive, Beverly Hills, Calif.
**Billboard R&B Sides**

**FOR THE WEEK ENDING OCTOBER 26**

<table>
<thead>
<tr>
<th>WEEKS AGO</th>
<th>TWO WEEKS AGO</th>
<th>THIS WEEK</th>
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<tr>
<td></td>
<td></td>
<td>ROCKIN' ROBIN</td>
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<td>TEARS ON MY PILLOW</td>
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<td>IT'S ALL IN THE GAME</td>
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<td>TOPSY II</td>
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<td>HOLD IT</td>
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<td>IT DON'T HURT ANYMORE</td>
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<td>THE TEN COMMANDMENTS OF LOVE</td>
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<td>I'M GONNA GET MY BABY</td>
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<td>MY LIFE</td>
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<td>YES, I WANT YOU</td>
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<td>CLOSE TO YOU</td>
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<td></td>
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<td>CHANTILLY LACE</td>
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<td>IT'S SO FINE</td>
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<td>SUSIE DARLIN'</td>
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<td>YOU CHEATED</td>
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<td>COME BACK MY LOVE</td>
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<td>THE END</td>
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</table>
**The Billboard Reviews**

**THIS WEEK'S SINGLES**

- **REVIEW OF NEW POP RECORDS**

**THE MCGUERE SISTERS**

Left to right: USA.

- **DEE AND DEE**

The release of "Dreams" has been accompanied by "Liza," a jazzy rockabilly tune. The group's sound has evolved from soft rock to a more urban, soulful style. "Liza" features a driving beat, with strong vocal harmonies and a catchy melody. The group is poised to continue their rise in the pop charts. (Nashville, ASCAP)

**THE FOUNTAIN SISTERS**

American Harmony Group.

- **THE FOUNTAIN SISTERS**

Although "Ain't No Sunshine" has been well-received, the group's latest release, "I'll Never Get Over You," has struggled to break through. The song features a driving rhythm and a powerful vocal performance, but it lacks the emotional depth needed to connect with listeners. (Nashville, ASCAP)

**L E A P A R R Y A M B L E**

Columbia 14217 - You'll be the first to know when we release our new album. It features a range of styles, from soulful ballads to upbeat rockabilly. (London, BMI)

**THE VAILIANS**

This year's "Love, Love, Love" has been a disappointment, failing to capture the group's previous energy and hooks. The album features a mix of folk, rockabilly, and country influences, but it fails to cohere as a cohesive whole. (London, BMI)

**THE ACCENTS**

Evershine 5510 - For "Little Rock," the group has tapped into the soulful side of rockabilly. The track features a driving rhythm and a powerful vocal performance, with a mix of soulful and rockabilly influences. (London, BMI)

**GEORGE HAMILTON IV**

The Tree of U. - "She's a Wildflower" is a captivating melody, with a mix of soulful and rockabilly influences. The group's vocals are powerful and emotionally charged, with a strong message of love and freedom. (London, BMI)

**CLIFF THOMAS**

RCA Victor 40 - "Lips to Lips" is a jazzy, upbeat tune, featuring a mix of soulful and rockabilly influences. The group's vocals are strong and emotive, with a tight harmony and melody. (London, BMI)

**PHILLIPS INTERNATIONAL**

6677 - "I'll Never Get Over You" is a powerful ballad, with a mix of soulful and rockabilly influences. The group's vocals are strong and emotive, with a tight harmony and a powerful message of love and freedom. (London, BMI)

**GARY WASHINGTON**

Sun 50019 - "Lips to Lips" is a jazzy, upbeat tune, featuring a mix of soulful and rockabilly influences. The group's vocals are strong and emotive, with a tight harmony and a powerful message of love and freedom. (London, BMI)
THE PLAYMATES
BEEP BEEP (H&B, BMI)
YOUR LOVE (H&B, BMI)

"BEEP BEEP" is an amusing piece of special material about a Nash Rambler and a big Cadillac that is presented with a bit of sound by the crew. Special sound effects help. "Your Love," the flip, is a pretty rockabilly about a one-sided love affair. Both are strong contenders for Rca Victor 4115.

ROY ORBISON
SEEMS TO ME (Acuff-Rose, BMI)
SWEET AND INNOCENT (Tree-Tune, BMI)

A strong Boudreau Bryant tune is given a fine barb by the artist. It's a great slanting stilt that's sure to catch fire, if the side is exposed. Talented cut is just as powerful in its treatment of the flip, "Sweet and Innocent." Tone is a rockabilly on which he has built. RCA Victor 7381.

---

Pop Disk Jockey Programming

NELSON RIDDLE ORK
BIRD OF PARADISE (Zodiak, BMI)
UMA CASA PORTUGUESA (Armore, ASCAP)

The Riddle ork has a great sound on "Bird of Paradise," an Oriental-type tune that allows plenty of orchestra effects. "Uma Casa Portuguesa" is an exotic piece of music which contains a fine instrumental setting with listenable ork sounds. Spirit please. Capitol 4973.

ELOUGH LIGHT & THE LIGHT BRIGADE
I WANT TO BE HAPPY CHA CHA (Harms, ASCAP)

The Light Brigade gives the oldie a bright, happy Latin treatment. It's a contagious spot with a spry, danceable rhythm that adds up to excellent plynkay wax. Good side for any age group. Flip is "Cha Cha Cha" (Record Songs, ASCAP). Grand Award 1020.

---

C & W Disk Jockey Programming

MARGIE BOWES
VIOLETS AND CHEAP PERFUME (Acuff-Rose, BMI)
ONE TIME TOO MANY (Acuff-Rose, BMI)

Miss Bowes has two sides that should flip c/e, jacks. It's also a great piece of self-best material for pop djs. Tune tells of a chick who's divorced over the last few years and is no longer sending her orchids and expensive fragrances. Flip, "One Time," is a country hokney with great piano backing. Gal has quite a sound on both sides. Hickory 1987.

---

R & B Records

No selection this week.

Due to a typographical error, the artist credit was omitted for "A Bended Hearts" b/w "The Fool and the Angel." The tunes were recorded by Bobby Helms on Decca 30768.

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DIAMOND BAND
DADDY-O (Sad Hill, BMI)

Wasn't able to get a review on this item. Good joe's material. Decca, ASCAP.

JIMMY DURANTE
Don't Cry Little Billy (Burlington, BMI)

Is a really fine item. With this side, you're on the right track. It's a good reading from the boys helped by a fine arrangement. Disc is very good. Rca Victor 4600.

RICKY JACOBSON
I'm Flooring You (Blackstone, BMI)

A swinger with a very brisk, light beat. It's an excellent item. Looks very good. Rca Victor 4601.

WALTZES FROM THE LORELEI (Virgin, BMI)

A waltz with a very brisk, light beat. It's a rather nice item. Rca Victor 4602.

SALVATORE RAGGIOLINO
Strawberry to the Sea (Grand Award 1003)

Recordings made on this label with an instrumental of a medium-fast tone, flip would be a boat side. BMI 7002, BMI 8300.

JEAN LEIPARD
I Want to Go Where No One Else Can Go (COLUMBIA 3406)

An excellent item with counter part that could be a hit in its own right. Columbia 3406.

JACK TRAVIS
Just Another Girl... (Decca 30749)

An interesting piece of music with fine vocals. Decca 30749.

THE RIDDLE ORK
Why Don't You Stay (Columbia 3407)

A fine rhythm with a very brisk, light beat. Columbia 3407.

THE DYNASTY
Posies and a Pintle (ABC-Paramount 49)

A fine rhythm with a very brisk, light beat. ABC-Paramount 49.

PERCY FAITH ORK
Dinah (Rainbow 9227)

A fine reading from the boys. Rainbow 9227.

ALAN DALL
The Great Adventure (Radio 340)

A fine reading from the boys. Radio 340.

BOB WILLIAMS
Mr. George Is Cool (RCA Victor 771)

A fine reading from the boys. RCA Victor 771.

AL ELIAS
King Kong (Decca 30768)

A fine reading from the boys. Decca 30768.

MINNIE KNIGHT
Lipstick Kisses (ABC-Paramount 49)

A fine reading from the boys. ABC-Paramount 49.

CARDBOARD ORK
Eat Your Work and Run... (Columbia 3408)

A fine reading from the boys. Columbia 3408.

JOHNNY RIVERS
You're the One (Decca 30774)

An interesting arrangement, vocal and instrumentals of a medium-fast tone, flip would be a boat side. BMI 7002, BMI 8300.
**Reviews of New Pop Records**

**Continued from page 29**

His love for the baby is real, but he isn’t talking about it. Only JIVE records.

(BeeJay, BMI)

**BRIAN CASTLE & THE STARDUSTERS**

Rocking With the D.J.’s...

PORT 2969—Rocker gets happy, carefree way of life and group, with little about looks but to get some jazz out.

(Jive, BMI)

**DANNY GHISLIONI**

Steve Boudreau.

CAPITOL, 405—Pretty backing makes a warm place for dancer, with strong Billy May Orch backing. (Four, BMI)

I love You...

.Joyce is handled in side style, but Gehrman numbers talent. (Four, BMI)

**JULIA MEADE & EDDIE HODGES**

What Would It Be Like to Have...

DECCA 2067—Miss Meade and young Hodges render this moving tune with simplicity and sincerity. Light orchestral accompaniment. (Harmony, BMI)

That Funny Little Dog...

The young “Minnie Mouse” kid renders the cute story about his pet pig in pleasant fashion. Joyce might like it. (Harvard, BMI)

**THE CANDLESTICKS**

Everybody Loves to Rock & Roll...

VEE 174—A fine, happy backing is well handled by group. (Vee Jay, BMI)

**SONNY TAYLOR**

Goodnight Baby Goodnight...

ELEPHANT 951—An interesting record, with lovely lines belted out by Vee Jay. Four groups have been six. Elements do not type of arrangement. (Vee Jay, BMI)

There’s a Father Above...

The record, shared spiritualized mood, comes with beauty by Lowery with backing by four groups. (Vee Jay, BMI)

**SHIRLEY ALLEN**

Can’t Help Loving Dat Man...

ARC-PARAMOUNT 404—Effusive soul rock and roll version of the lovely Kern standard with positive backing by four groups, and fine piano work. (Arcade, BMI)

**BRENNIE GREEN**

When I Met You...

Blue Note 1706—From his new album of the same title comes this down home, bouncy effor feature featuring 12 bar blues and fine vocal effects from the tenor. A great sound effort. (Columbia, BMI)

**JEALOUS HEART**

Their Newest The Fontange "JEALOUS HEART"
Sisters

"ENCORE D'AMOUR"

#15853

Dot Smash!!
1958 - The Billboard's Music Popularity Charts - POP RECORDS

October 20

Talent & Tunes

By Bill Sachs

Around the Horn

Johnny Cash, who currently has three platters rising high on the charts, heads a package which plays Denver, October 22; Colorado Springs, Colo., 23; Tulsa, Okla., 24; St. Louis, 25, and Oklahoma City, 26. Other features include Carl Perkins, Stony Edwines and Mitchell Torok. The tour was set up by promoter Lee Gordon and Cash's personal manager, Bob Neal. A.V. Bankford is doing the advance plans progressing on the new Johnny Cash TV show, Neal announced, with full details to be released soon. The program will be produced by Johnny Cash Enterprises, which has just set up offices at 1516 Crossroads of the World, Hollywood.

The Check Wagon Gang, of Columbia Records, will soon be渠道ing "Louisiana Hayride," Shreveport, October 25. The show itself's tour is scheduled in the South of the United States.

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OTIS WILLIAMS

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OTIS WILLIAMS and HIS CHARMS

Deluxe 6178

NINE MORE MILES

THE CHECKERS

King 5126

ALL MY LOVE

BELONGS TO YOU

LITTLE WILLIE JOHN

King 5154

NEW RELEASES!!

HOLD IT

BILDCOOGIT

King 5149

DON'T WAKE THE KIDS

OTIS WILLIAMS and HIS CHARMS

Deluxe 6178

GOING GREAT!

"POOR BOY"

The Royalstones

Jubilee 5338

"YOU NEED YOUR LOVE"

Bobbie Freeman

Jubilee 544

"I COULD BE A MOUNTAIN"

Don Rondo

Jubilee 5341

"BUBBLE GUM"

EMERSON/DAVENPORT

Jubilee 5341

"POOR BOY"

EMERSON/DAVENPORT

Jubilee 5341

"YOU NEED YOUR LOVE"

EMERSON/DAVENPORT

Jubilee 5341

"I COULD BE A MOUNTAIN"

EMERSON/DAVENPORT

Jubilee 5341

"BUBBLE GUM"

EMERSON/DAVENPORT

Jubilee 5341

"POOR BOY"

EMERSON/DAVENPORT

Jubilee 5341

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EMERSON/DAVENPORT

Jubilee 5341

"BUBBLE GUM"

EMERSON/DAVENPORT

Jubilee 5341

"POOR BOY"
## Best Selling Sheet Music in U.S.

<table>
<thead>
<tr>
<th>Title</th>
<th>Last Week</th>
<th>Weeks on Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>I. It's All in the Game (Rambo)</td>
<td>5</td>
<td>3</td>
</tr>
<tr>
<td>Volare (Neil Blu Dipinto Di Blu) (Robbinis)</td>
<td>12</td>
<td>11</td>
</tr>
<tr>
<td>Near You (Supreme)</td>
<td>6</td>
<td>6</td>
</tr>
<tr>
<td>Patricia (Korwin)</td>
<td>13</td>
<td>4</td>
</tr>
<tr>
<td>Born Too Late (Martin)</td>
<td>11</td>
<td>6</td>
</tr>
<tr>
<td>Everybody Loves a Lover (Korwin)</td>
<td>11</td>
<td>11</td>
</tr>
<tr>
<td>Firefly (Morris)</td>
<td>2</td>
<td>12</td>
</tr>
<tr>
<td>The Day the Rain Came (Gardland)</td>
<td>2</td>
<td>8</td>
</tr>
<tr>
<td>Devoted to You (Acuff-Rose)</td>
<td>5</td>
<td>11</td>
</tr>
<tr>
<td>Tears on My Pillow (Acuff-Rose)</td>
<td>9</td>
<td>3</td>
</tr>
<tr>
<td>Non Dimenticar (Creswell)</td>
<td>-</td>
<td>1</td>
</tr>
<tr>
<td>If Dreams Came True (Korwin)</td>
<td>14</td>
<td>13</td>
</tr>
<tr>
<td>The End (Creswell)</td>
<td>-</td>
<td>1</td>
</tr>
<tr>
<td>Are You Really Mine? (Planetary)</td>
<td>7</td>
<td>9</td>
</tr>
<tr>
<td>Little Star (Koel)</td>
<td>-</td>
<td>3</td>
</tr>
</tbody>
</table>

## Best Selling Sheet Music in Britain

<table>
<thead>
<tr>
<th>Title</th>
<th>Last Week</th>
<th>Weeks on Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>Volare (Robbins)</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Trudy (Handcartt) (Koel)</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Caroline Mans (Lavens Wright) (Creswell)</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>* 19. SEMPIONE Luce (Buon)</td>
<td>7</td>
<td>-</td>
</tr>
<tr>
<td>Tulips From Amsterdam (Creswell) (Koel)</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Mad Passione Love (Duchess)</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Good-Bye Joe (Southern)</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Bye-Bye Joe (Anglo) (Simpson-Brown)</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Roped-Up Girl (Alders)</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>On the Street Where You Live (Chappell) (Chappell)</td>
<td>1</td>
<td>-</td>
</tr>
<tr>
<td>You Need Him (Lukewor (Los)</td>
<td>4</td>
<td>-</td>
</tr>
<tr>
<td>Move Along (London)</td>
<td>6</td>
<td>-</td>
</tr>
<tr>
<td>Poor Little Fool (Composers and Imperial)</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Little Renaldo (Berry (Burt)</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>All I Have to Do Is Dream (Acuff-Rose) (Acuff-Rose)</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>I Could Have Danced All Night (Chappell) (Chappell)</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>A Certain Smile (Robbins) (Robbins)</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Patricia (Southern) (Patria)</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>If Dreams Came True (Creswell (Koel)</td>
<td>-</td>
<td>-</td>
</tr>
</tbody>
</table>

## Best Selling Pop Records in Britain

<table>
<thead>
<tr>
<th>Title</th>
<th>Last Week</th>
</tr>
</thead>
<tbody>
<tr>
<td>Stupid Cupid (Carolina Moon) (Mond)</td>
<td>1</td>
</tr>
<tr>
<td>King Creole (River Palace (QCA)</td>
<td>9</td>
</tr>
<tr>
<td>Move It (Edith (Colombia)</td>
<td>11</td>
</tr>
<tr>
<td>Volare (Oscar Martin (Capitol)</td>
<td>3</td>
</tr>
<tr>
<td>Born Too Late (Town Hall) (HMV)</td>
<td>9</td>
</tr>
<tr>
<td>Beat Dog (Four Brothers (London)</td>
<td>6</td>
</tr>
<tr>
<td>When I Fill This (Browne)</td>
<td>4</td>
</tr>
<tr>
<td>A Certain Smile (Johnny Mathis (Fontana)</td>
<td>11</td>
</tr>
<tr>
<td>Come Prima (Maria Martin (Burlington)</td>
<td>13</td>
</tr>
<tr>
<td>Mad Passionate Love (Bernard Brown (HMV)</td>
<td>10</td>
</tr>
<tr>
<td>Poor Little Fool (Ricky Nelson (London)</td>
<td>8</td>
</tr>
<tr>
<td>Volare (Dorothy Maiden (Clayton)</td>
<td>11</td>
</tr>
<tr>
<td>It's All in the Game (Terry Edwards (MGM)</td>
<td>16</td>
</tr>
<tr>
<td>Return to Me (Sasha Martin (Capitol)</td>
<td>10</td>
</tr>
<tr>
<td>Volare (Bruno Martin (Durium)</td>
<td>13</td>
</tr>
<tr>
<td>Western Movies (Olympia (HMV)</td>
<td>17</td>
</tr>
<tr>
<td>More Than Ever (Marcella Vaughan (HMV)</td>
<td>11</td>
</tr>
<tr>
<td>Someday (Jack Smith (Columbia)</td>
<td>15</td>
</tr>
<tr>
<td>If Dreams Came True (Pet Boos (London)</td>
<td>18</td>
</tr>
<tr>
<td>My True Love (Jack Smith (London)</td>
<td>18</td>
</tr>
</tbody>
</table>

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**FIRE OF LOVE**  
**RONNIE GOODE**  
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Orch. Conducted by Gerald Wiggins  
**Vale 203**

Chi Bistros  
Double as Disk Studios

CHICAGO—A couple of the busiest recording studios in town, and not at studies at all but night clubs. The clubs, Mister Kelly’s and London House, have recently opened on North Clark and George Mantelien, have now seen the installation of TK-100 un-location recordings of LP’s for a variety of labels. Last week, a session was held at Mister Kelly’s under the direction of Triangle. London House was by Sarah Vaughan, Billy Taylor and Oscar Peterson. At Mister Kelly’s, another session cut by Ella Fitzgerald, Peggy King, Nat King Cole, Mr. and Mrs. O’Day, Mort Sahl and Sarah Vaughan. The BevBev Mantelien, both audiophiles, have constructed their walk to include hair and felt in the vibrato harmonica for audio effect.

Seeco Sales  
On Upswing

NEW YORK — Seeco Records production chief Howard Ruffel stated this week that Seeco had doubled its sales for the first nine months of this year over last. He pointed out the slump in domestic sales to additional pop album merchandise on Seeco and the production this summer of the low priced Tropical line. The Tropical label and Robert Barlow is being sold in both the U.S. and in South America.

FNB Nabs 4

**scored from page 3**  
**alleged illegal purchase of phonograph, hi-fi and tape-recorder equipment in addition to the record charge.**

According to the U. S. Attorney’s office here, most of the stock involved came from shipments of Columbia and Epic Records.

The charges were made in California by hijacking loading docks of shipments consigned to Coast-to-Coast Delivery. Approximately $30,000 in second hand stock was involved.

FNB agents posted thefts as far back as 1952. Arrestments before the charges were announced are expected within the next two weeks. Each of the dealers was re- leased on $10,000 bail.

Goody Marches

**Continued from page 2**  
**store is currently being refurbished to accommodate the sale of Goody operating, which will deal in rec- cord, record players, radios, com- pletes, pare and accessories.**  
Goody also operates Sam Goody at Fifth and Pine.

William Winbush, Snellius race, said the store’s branches in South Philadelphia, Willow Grove and in the recently acquired Balf’s department store in Atlantic City, would continue to operate their own record departments.

Cap Stereo

**Continued from page 8**  
**Yakus’s reading of Bob’s "The Planet" with the Los Angeles Symphony Orchestra in De- but, which was conducted by Ravel’s"Daphnis et Chloé."**  
Yakus takes the leading stereo roles in the "Swing With Mitch." Rest of the item in the release includes the Mounier, "Tambourine Choo, Percy Faith’s "Music at Christmas," and another Christmas album, the~by the Trappists Monks.

**25 per cent return privilege is limited to these Christmas items only. According to Gallagher, he has already sold a large number of records of all kinds, including the ones mentioned above.**  
**He will build a strong discount po- tential. If he sells out his entire stock, he gets the 12’s per cent bonus on his re-orders on these eight albums.**

Charts Link

**Continued from page 3**

**Best selling EP’s will continue to appear on this sheet.**

Record dealers, disk jockeys and musicians interested in checking the top-selling records have made it abundantly clear that their prime need in the pop singles area is the complete and accurate report of hit and flop records. Leaving out the complete and accurate reporting of hit and a flop records.

This sheet is designed to fill that need. It is based on a numerical anki that is being worked on by The Billboard’s "Hit-100" chart. As a matter of fact, the 'Hit-100' is a more accurate audit of the best selling singles, and not the NTU terrestrial chart, which is an index that only indicates last current sales figures. It is based on a numerical anki that is being worked on by The Billboard’s "Hit-100" chart. As a matter of fact, the 'Hit-100' is a more accurate audit of the best selling singles, and not the NTU terrestrial chart, which is an index that only indicates last current sales figures. It is based on a numerical anki that is being worked on by The Billboard’s "Hit-100" chart. As a matter of fact, the 'Hit-100' is a more accurate audit of the best selling singles, and not the NTU terrestrial chart, which is an index that only indicates last current sales figures.

The sales figure now, any other sheet that is being worked on by The Billboard’s "Hit-100" chart. As a matter of fact, the 'Hit-100' is a more accurate audit of the best selling singles, and not the NTU terrestrial chart, which is an index that only indicates last current sales figures.

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GOOD BUYS IN HOLIDAY WAX

NEW YORK — Smart dealers may be able to pick up some good buys if they pay attention to the special deals being offered on various firms' LP merchandise these days.

 RCA Victor is offering a 25 per cent discount on last year's Christmas items to sps. sales. Columbia has upheld its long tradition of eight new Christmas items to 25 per cent, with a 12 cent bonus for sales, which will continue to new Johnathan Mathlin and Mitch Miller Christmas albums. And Westminster is continuing its tradition of offering deals of one for one on its October release, offering dealers a 50 per cent saving. All of these offers are covered in separate stories in this issue of The Billboard.

Good As Written

Hollywood

According to Jack Watters, first installation of Mazek in any art gallery was made last week at Beverly Hills' Mass Gallery. . . .

Radio Group Sees ASCAP Rates High

NEW YORK — The All-Industry Radio Music License Committee met here Tuesday (11) for a review of the current music licensing situation with particular regard to ASCAP licenses which, for most stations, expire December 31 of this year. After considerable exchange of views, it became evident that the committee of the conference that a substantial reduction of ASCAP rates was called for.

Elaborating on this point, Robert T. Mason, chairman of the committee, asserted, "Since the last contract with ASCAP became effective back on January 1, 1936, the number of stations on the air has increased about 29 per cent, but in itself represents greatly increased competition. Thus, too, the beginning of ASCAP is also in the competitive factor for radio. Business for radio has not been as good as it was at one time, and the cost of music has become disproportionately high. We definitely feel that these factors will have to be considered in all agreements for equitable new contract. Initial negotiating sessions with ASCAP are expected later this month or early in November.

Gleonav Plans Band Tour

NEW YORK — Jackie Gleason is making plans to tour the world with his new band at the end of the current TV season next summer.

The CBS-TV star has set up a tentative schedule, calling for an opening at his home, followed by dates in Las Vegas, various European capitals, and a possible "Final" in Moscow.

Offbeat to Wax

New Nithy Revue

NEW YORK — Offbeat Records will release "Gin and Joint," Jonas Moss's newest revue, this week, during an actual performance at the Downstairs Revue. The LP should last well produce, as he did tank's "Baila With The Tidr" and "Caribbean Night" also for Offbeat, a subsidiary of Washington Recording.

Fem Bosses for New Flack Firm

CHICAGO—High on the list of qualifications of a new disk producer-firm here is that it is run by two women. Females who lops plus factors to know all the angles.

The firm, Publicity Unlimited, is headed by Jackie Hubbard, un-touched from Betty Burton, lately un-tangled from Lancer.

Hubbard, not Jackie Smith, the first publicity director of Mercury Records and as such was the first to ink promoter to set up national channels for debut stars. In a Billboard poll of deejays in the late '50's, Smith was voted number six, a position he maintains in America. Among the deejays in his last hat is that he worked on Pat Boone's first record and first hit.

Betty Burton, former TV actress, has been a star for Trans-Radio and recently has been in the far East writing for Fayvett Publications.

Wally Jay Enters Custom Disk Field

CHICAGO—Wally (LP) Wally, proxy of Jay Polka and Basman pop diskiers, is branching out into custom disk flying and recording studios facilities. Jay has purchased record presses and a complete recording studio for monaural and stereo.

Distribs Band Vs. One-Stops

MINNEAPOLIS — Three local distributors are banding together to open an Omaha sales point in order to fight the rising tide of one-stops. They are Sandel Distributors, Holecser Bros., and Jollett Distributors. The remaining independent one-stops have been hands Lieberman, of Minneapolis, and Mildred and Levy Davidsen, Kansas City. The Omaha warehouse will service Nebraska and parts of Iowa.

Radio "Talk"... Good As Written

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FOLK TALENT & TUNES

Around the Horn

Don Pierce, bossman of Starday, has a brand new gospel band, with headquarters in Madison, Tenn. reports action on his first releases by Rev. Ben Kendrick and the Stanley Brothers. Pierce says his trying to build a better relations between the deejays and those who merchandize country records, so that the distributors, one-stop and dealers will be more likely to stock his releases and push them. "Too many times those valuable plugs are wasted," Pierce says, adding that he has the sale of country records. Farron Young's new Capitol platter, "That's the Way It Feel," written by Roger Miller and George Jones, is published by Pierce's Starday Music firm. He says deejays may obtain a sample by writing to him at Box 115, Madison. He reports that he also has samples available on records by the Stanley Brothers, Boudin Barnes, Countie Jody, Jack King, Tom and Oscar and Lottie Moore plus an assortment of c.w. instrumental platters.

The John Kelly-Webb Pierce Show and the Powell Sisters, Judy Lynn, Pat Kelly and Stone near and in New York city, after a successful circle thru Michigan, Illinois and Wisconsin and on to New York city, whirlwind deejay tour to plug his latest Capitol release, "A Blonde's a Dangerous Thing," singer-actor Dick Yooste. I know many deejays are looking at the line listing at $4.98, listing at $4.98, listing at $4.98, listing at $4.98, listing at $4.98, listing at $4.98, listing at $4.98.

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Everybody benefits when everybody gives

the way

Additional Folk Talent & Tunes

On Page 32

5000 Sq. Ft. (app.) Desirable Space
High Ceiling, Suitable for: REHEARSAL ROOM, PHOTOGRAPHER OR DANCE STUDIOS, THEATRE, HEALTH CLUB, COMMISSIONARY OR ART GALLERY

HOTEL GREAT NORTHERN

110 West 57th Street

Coll Manager

CI 7-1900

Come back to

Sorrento

Most rooms with private terraces...great pool, private spa, social lounge, full-service restaurant, FREE cocktail parties, music, dancing and entertainment.

AMERICAN CUISINE

Last $3 daily per person for Hotel for "New York" size.

M.L. Ochs, Oxford 7-1245 8:00

True Value, Oxford Park, 3:00

IN NEW JERSEY CALL COLLECT

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Fresno Fair Attracts 340,382 in 10 Days

FRESNO, Calif.—During the 11-day run ending Sunday (13), the annual Fresno District Fair pulled an attendance of 340,382 people which was 61,017 more than in 1957 when the event ran 10 days, T. A. Dodge, secretary-manager, said last week.

While the fair ran an extra day, getting nine days of racing with pony-cart betting, the record was set over the 10-day period. In 1957, the fair drew an attendance of 270,885. The 10 days this year accounted for 326,785, or 47,671, over the period a year ago.

Opening on Thursday instead of Friday, the first day's mask was 13,486, the lowest of the run. The first Saturday (4) drew as many people as the last two or three, and the latter four days under the fair's all-time daily record.

With weather for the run was ideal. While there were several afternoons during which the temperature soared to 100°F, the fair attendance were scored on those days when the weather was cool. A high of 84°F was registered on the run, the mercury remained in the 80's.

Outside of pari-mutuel horse racing each afternoon, except Sunday, extra admissions were charged to the grandstand only for the late matinee and Bill McCon's Theatricals. The 11-day run started at noon on the closing Sunday. McCon's final matinee was a big success, with additional benches being set up to take care of the Saturday-night crowd. The two performances on Sunday drew well, a fair representative said.

Monday night's grandstand attraction was an experiment, with a Farm Show and a quality show being presented under the direction of Allen Merriam, who assumed the post of promotional director earlier this year. It featured the next year's new stock, with Advertising, Rick, the giant safety skis as well as a dog and pony show. Also displayed was Larry (Bear the Clown) Voll, who played the fair midway for six days, starting today. It also showed how not to handle a tractor as comedy.

Grandstand shows in the week were not used this year. The four shows are at the Outdoor Theater. However, were presented. Billed by Ron Sturgill, of Fanchon & Marco, Hollywood, they are the first group of shows for five views staged with the Stars of Hollywood (2) included Lloyd Williams, essie, Lloyd and Susan Willis, dancers. The show was accompanied by a group of large balloons and No-Knot Twisters led by Honor Coupon. Opening Tuesday (7) for the remaining six days were Ralston, Reddick, Rice, essex, Riley and Hiller, comedians; Ralph and Lee- nane, dancers; and Perke, acrobats; the Wilder Brothers, mas ters of ceremonies, and the Lon Cen Clingers. Jack Aronson conducted the orchestra.

The Hallen Sisters, a charming music group, and Sylvia and Louis Haines and their new rough building John A. Strong's Big Little Cl

'59 PNE to Run 14 Days: Orient To Be Saluted

VANCOUVER, B. C. — The Pacific National Exhibition here was scheduled to open its usual 11 days to 14 days, PNE president Joseph F. Brown has announced.

The theme of the new fair will be "A Salute to the Orient." This is the theme of the Wilson Park Bazaar, being turned into a huge Oriental theme at the fair.

The decision to extend the fair was prompted by the success of this year's 13-day initial show. Research for the oriental theme will begin immediately in the Philippines, Japan, China, Ceylon, South Viet Naam, Laos, Cambodia, China, Japan, Thailand, Hong Kong and Singapore.

The exhibition area will not be a trade fair, but will be a display of various departments of the Orient, the government officials and others from the far Eastern countries will visit the fair.

The emphasis will be on the cultural and entertainment aspects of the countries we are saluting," General Manager Bert Morrow said.

Bag Help You Are ... You'll Find Buying Your Needs in the Classified Section This Issue

RECORD DALS AS FAIRGATE LOOMS WITH 4 DAYS TO GO

DALLAS — The first 12 days of its 19-day run, the State Fair of Texas was running far ahead of last year, both in attendance and money.

Through Wednesday (10), the fair was ahead of the 1956 fair at the same point. The news accounts reported a total that will far exceed the 2,540,957 for last year and for the fair's all-time record attendance of 2,672,253 in 1956, where radio-TV (13), attendance was 2,606,517 for the first 12 days of the run.

The weather had been threatening, but the fair opened its gates except Sunday (12) and Monday (13). Actually it rained only one day, and the temporary shelters flung up the show fields were enough to wash out only one scheduled night appearance in the Cotton Bowl by George Cole, who was rained out.

Crowds on the middle weekend, as anticipated, were tremendous. Elementary School Day Friday (9) drew 295,954, and Saturday (10) was the most successful day of the run. Neither exceeded crowds on the same days last year, although both were close. The Saturday crowd included more than 75,000 football fans who witnessed the Cotton Bowl's No. 2 team, Oklahoma, 15-14, in the Big 8.

Sunday (12) was the biggest Sunday the fair has ever had, and the business was good, the crowd not registering with a football game. It is here it is believed to be the biggest money day in the fair's history. The day was helped by brilliant, colorful weather, the first of the fair's run.

Monday (13) was 'Opening Day', and 127,608 was one of the fair's highest attendances for this day. This was not a slow opening day. Big Shows Pull 'Em

The fair's two top attractions, "The Music Man" and "Ice Capades," were sharing the attention of the patrons.

The "Music Man" so far has played to four over-capacity houses in the 4,120-seat Music Hall and thegross appears headed for a $1 million figure. Ice Capades had the 24-performance run with a $100,000 gross.

Clarence Lien, president of the Dallas Ice Arena, reported his company will break its $50,000 record above last year at the same point. The company has sold 32,000 tickets in a row. Friday night (10), three shows Saturday (11) and two shows Sunday (12). The showings have sold 3,588 and the show is playing to capacity.

Final event in the State Fair "Shower of Stars" was to be an appearance by radio-chorus from a local radio Cocktail, (Continued on page 39)

Mobile Fair Up 25% on Midway, In Attendance

Cherronora Plays To Good Turnouts; Weather Is Ideal

MOBILE, Ala.—Given perfect weather, a contrast with last year, the Grand Circuit Fair here thru Thursday (16), fourth day of its six-run day, registered a 25 per cent increase in fair midway and a 50 per cent increase on the midway for the tenth shows, and substantially better grandstand business.

Cherronora, Fire Works Special, again drew a good crowd, with L. (Doc) Cassidy In charge, played to good attendance the first three nights. Jim Hanover, secretary, estimated that 15,000 people came thru each night, saw the spec, which bears the subtitle "Out of the Darkness." Attendant for this attraction built nightly.

Monday, kid's day, gave the Shows their biggest single day gross of the season. High school football games were the scheduled night grandstand attraction Thursday (14), and Friday (16)-17, Jim Arnez slated to give three grandstand attractions.

A highlight of the fair were exhibits by two foreign countries, Great Britain and Belgium, and these registered big with patrons.

Wherever You Are ... You'll Find Buying Your Needs in the Classified Section This Issue

Clyde Crowds Off in Lincoln, Good at Salina

LINCOLN, Neb.—Clyde Crowd, famous star of the American Radio History, is good at Lincoln and not doing so well at Salina.

The Lincoln show was the last two or three and the best the fair has had.

Clay and Blythe, at both shows, were not giving up to dispersing talent among several points on the fair ground, the main one being the midway and the stage for stage. Plan is to erect several stages for periodic offering of acts. This would keep folk moving rather than drains the grounds during fair-time shows.

Dale Robertson Gives Huntsville Rodeo New Life

HUNTSVILLE, Ala. — Guest star Dale Robertson gave Huntsville's annual rodeo new life Saturday (12) and saluted the settlement of a decade in its history. The turnout topped 30,000.

Richards Puts Circus in W. Q.

SEATTLE — Franco Richards, who holds the Troupee Benez, Circus, Charley and Barnum and Bailey’s world famous, has had the most successful tour of the upper sections of British Columbia. While his show is doing well, it took a beating and most truks were broken when their show was loaded on railroad cars at Melbridge, B. C., for the jump to Seattle.
Atlanta's 359,804 Sets Gate Record

Clark TV Show Helps Boost Gate on Saturday; Amusement Spending Dips

ATLANTA — A new attendance record was set by the 10-day Southeastern Fair, which is the second highest in the nation, and registered 359,804 at the turnstiles to beat the previous mark by 8,800. Former record of 353,500 was set in 1954.

The televised record hop preceded over by Dick Clark drew two million 6,000 audiences on Saturday (11) and thousands of other spectators, who got to see the show wandered through the fairgrounds during the day. They made the second best day in history possible for the fair gate.

Tuesday showed the last afternoon Heim Hell Drivers grossed $14,000 which started last year's variety show featuring $10,000 in Tin Tin by $5,000 and the 1956 thrill show by $9,000. On the stand Gooding's unit grossed $9,000 behind that of the record day, the excitement of the Grand Lake Park's permanent rides turned to a record gross.

City's Biggest Parade

A preening parade on Tuesday June 20, 1956 on Atlanta's biggest and was watched by 200,000 around Parachute was Anna 'Andy' Tenn upbringing, which stay over for the Colored Day activities as a day attraction this year (9).

With an increase of 10 cents at the gate being ignored by the crowds, gate revenue soared from $17,900 to $19,000 this year by Col. E. Lee Cartron, manager, and Children's pool admittances rose out of proportion to the total attendance increase. There were 6,000 more youngsters' admissions.

Two Units Click for Kochman's Best Year

SPARTANBURG, S. C. — A way done as auto thrillers' best is closing for the Jacob Kochman, mass organization, which will have played more than 200 dates when it is over for 1956.

Kochman, with the pressures of operation slowly lightening on his shoulders, is developing and picking up a location next year of his tie-in with Gulf, which he purchased primarily since entering the thrill show business just after the end of World War II. This year the firm carried 26 pieces of new Dodge equipment.

The route winding through the fair units, Kochman's Hell Drivers and His International Auto Daredevils, the holding to the present auto stunt pattern, he added auto-top acrobatics this year. Pat Jones, female stunt, shoehorned as a feature between the two units, which will be featured again in 1956. Red Conto will return as general manager.

Houston Shrine Signs Malkos, Anthony, Wallendos, KM Bulls

HOUSTON—Lion trainer Pat Anthony and the Flying Malkos will share top billing when the Houston Shrine presents the Saturday stand here November 4 in the 14,000-seat Sam Houston Astrodome.

As an added attraction to the circus, which is playing above the new-starting television's Rin-Tin-Tin troup.

Other top acts include barrel clowns which were thrown in the Coliseum and a well-trained Doberman and

Montgomery Up

At Gate; Midway

Biz 10% Higher

MONTGOMERY, Ala.—Given perfect weather through its six-day run ending Saturday (11), the South State Fair was considered to be a good job of the fair with spectator and closing day, both up from last year, with Tuesday being the single-best day in the history of the event.

The Roof Show registered an increase in the number of paying rides and show receipts, Bill Lohn, fair manager, said.

Paid show, an innovation, inside the Coliseum failed to pull up to expectations. In the past, paid show was offered inside of the Coliseum.

Again the Coliseum traffic was crowded with Dunbar-Carethers revue.

Commercial exhibits previously housed in the building were prevented under contract.

At a meeting of the fair board in the near future, the board will consider returning the commercial exhibits to the building.

Dahle Recovering After Being Run Over by Tractor

MINOT, N. D.—M. O. Dahle, secretary of the North Dakota State Fair, here is recovering from pelvic injuries sustained when he was struck by a tractor.

Dahle, 30, was injured while he was running in front of the machine when the book boxes opened for business Monday (13).

Dallas Record

Continued from page 27

Red Foley, along with a number of performers from his "Jolles. B. S. Bobcaygeon show. The show is free.

Friday (17) was High School Day at the fair, with a slate of events which included a baseball game in the Cotton Bowl, a Southwest Conference clash between Sam Houston and Rice at night. The game was played its Friday day run Sunday (19).

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New Ideas... draw bigger crowds, make bigger money

Mine trains • Antique cars
Duck cars • Steam locomotives
Be sure to get information on
Amos unusal rides, Special atten-
tion to custom requirements.

ARROW DEVELOPMENT CO.
215 Safford Blvd. Mountain View, Calif.

ROUND-UP
WORLD'S MOST UNIQUE RIDE
FRANK HURBETZ & CO.
388 W. 57th St.
Salem, Ora.
Phone: DM 2-5477

Name Wagner At Lincoln Auditorium

LINCOLN, Nebr.—Dick Wag-
ger, of Lincoln, has been named
to succeed Don Jessel as manager
of Pershing Memorial Auditoriums.

For the past two years, Wagner
has been business manager of the
Lincoln baseball team. He takes
over his new position November 1.

Wagner is the third manager
fron the building since it was opened
more than a year ago. The new man
will head the management of a new
auditorium-arena to be constructed
in Portland, Ore. Building plans for the
 auditorium were opened last week. Jessel will leave Lincoln for Portland October 31.

Luster Group Sets Auto Show at Louisville

LOUISVILLE.—The indoor
room and Custom Show will
be November 1-2 at the Exhi-
Bi tory, it was announced today by
J. N. Levy, vice president of
Motor Show, Inc.

The show will be partially
and Saturday and will include
lakes, classic, sports and competition cars and
reefer, these will be the first annual
Room and Custom Show and the
Kentucky State car and painting Center.

There will be room for all car show as well as many booths for ex-
Hibitors and display space for au-
der dealers.

Word Knowledge of Fort Wayne, Ind., and Bill Ilypoz of Kokomo, Ind., are affiliated with Motor Show, Inc.

Kalamazoo Mgr. Honored as Annex
Is Named for Him

KALAMAZOO, Mich.—Norm-

n F. Carver, business manager
of the Kalamazoo annex show,
announced recently that a move
in 1931, will be honored with a move
to the new annex and will be the
ning competition, to be named as the Carver Annex. Exalted at a cost of $20,000 to $25,000, it will provide more facilities especially for shows and musical activities.

Fresno Fair Lures—Continued from page 37
was a free attraction at the fair midway. Roy Kobel's Mother Goose Farm, managed by Sid Coon, reported good business as a pay attraction. Other Fresno again had the novelty with Mrs. Levy in charge of the agents. George Clark in decapitated cow and floss stands and reported good business.

"Dancing Waters," played a re-
tum engagement. The unit, under
agency of Harman Bros. of Los

Thank you “Desert City” for
voice of experienced speaking.
Ask about our "600 WHEEL" for 1959
ELI BRIDGE COMPANY
Suitable Ride Wires, etc.
Lafayette, Calif.

MERRY-Go-ROUNDS • MINIATURE TRAINS • HOT AIR BALLOON • AUTO • FOOTBALL ROCKET CAI • SKYFIGHTER • TANK • HORSE • JUMPING CATER-
PILLAR • HELICOPTER • ROADWAY RIDE • ROCKY TWISTER • 18-CH. BARSTOW • RELIABLE OIL WHEEL • REATA • RIDE TOWS • CANVAS

ALLAN HERSCHEll
CO., INC. • EST. 1850
NORTH TONAWANDA, N. Y.
"THE WORLD'S LARGEST MANUFACTURER OF AMUSEMENT RIDES"

H. N. CAPEL SAYS:
"This is the new edition of the
"Some of the most valuable
"With the new edition, I have
know every child who comes

in every Bare.

Please Bug me:"

February 24, 1963

GIVE THE UNITED WAY TO:
UNITED FUNDS • COMMUNITY CHESTS

SNO-KONES—CANDY FLOSS—APPLES—POPCORN

If you have not reached out and give some complete plan by January 1st, write, for your
in this year's campaign, let us know by February 24, 1963, the amount of your pledge. We shall

GOLD MEDAL PRODUCTS COMPANY
CINCINNATI, OHIO
Circus Routes

Special Edition - Show Calendar (Continued)

#3111 Big Top

Bayside, Wis., Oct. 9th. 19th.-22nd.

S. Loew's 4th Avenue, N.Y., Chas. M. F. Co.

Llano, Tex., October 25th.

Burlington, Iowa, November 2nd.

Mr. & Mrs. L. W. S. Co.

Baltimore, Md., November 15th.


Cincinnati, Ohio, November 19th.-22nd.

East Orange, N.J., November 21st.-24th.

Ft. Worth, Tex., November 29th.

Hartaffield, Okla., December 19th.

Hartwick, N.Y., December 25th.

Jacksonville, Fla., December 26th.-29th.

Kansas City, Mo., December 28th.-31st.

Long Beach, Calif., December 29th.-31st.

Loma Linda, Calif., December 29th.-31st.

Los Angeles, Calif., December 29th.-31st.

Oakland, Calif., December 29th.-31st.

San Antonio, Texas, December 29th.-31st.

San Francisco, Calif., December 29th.-31st.

San Jose, Calif., December 29th.-31st.

Stockton, Calif., December 29th.-31st.

Tulare, Calif., December 29th.-31st.

Westminster, Calif., December 29th.-31st.

Winter Haven, Fla., December 29th.-31st.

Winston-Salem, N.C., December 29th.-31st.

Wichita Falls, Tex., December 29th.-31st.

Yuma, Ariz., December 29th.-31st.

3. Miss Joann Little, of Indianola, 22.

2. Miss Margaret Alston, of Meridian, 17.

1. Miss Jean, of Starkville, 20.

Tourists.

List of Judges.

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Miss Joann Little, of Indianola, 22.

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Miss Jean, of Starkville, 20.

Miss Joann Little, of Indianola, 22.
On Wednesdays at Waltham, Mass.—Roller skating rinks have extended their facilities to the extent in this area that John S. Rand, operator of the Waltham Lane Roller Rink, has decided to close the rink for the winter after Thanksgiving, and reopen in the spring of 1959, with another dancing, and the Salt Lake City Rink, which will give him the highest-rolling facilities in New England.

Bands also have set aside one day each week for the mentally dis-enchanted children who are under the care of the Family and Children's Aid Society in Massachusetts. The children are given instructions in skating, and officials are delighted with the results to date.

On weekdays connected with the Department of Mental Health John S. Rand, of Waltham Lane and agree that roller skating seems to have a happy and beneficial effect on the children.

**Bowl-a-Rink Pitch at Southbridge, Mass.**

NEW BRITAIN, Conn.—Bowl-a-Rink, Inc., has announced plans for an alley expansion that adds to its present capacity. The expansion is expected to be completed by the end of the year.

**Mid-City Adds Dancing, Printing, Car Wash**

SANDUSKY, O.—The management of the Mid-City Roller Rink has added dancing, printing, and a car wash to its facility. The addition is expected to increase customer traffic and revenue.

**Confusion As Resort Seen For Cedar Pt.**

SANDUSKY, O.—Continuation of the history of the abandoned area was assured last week by George Raiser, president of the Boeckling Company, owner of the grounds and buildings. Cedar Point is operated by D. M. Schneiders, president and general manager of the park, who has set up his own operation on the 10-year lease of the resort facilities.

**Rust Valley Basin Permit**

An application has been filed with the Ohio Valley Engineer of the Army Corps of Engineers at Buffalo, seeking a permit to construct a mining basin for small coal along the western shore of the peninsula. The Boeckling firm will not complete the lease until after December 31, 1959. The lease is for a narrow perimeter between the old and new Sandusky Bay. Part of the peninsula is devoted to private homes. It lies all within the city limits of Sandusky.

**Hurricane Ride**

PERFECT CONDITION

Can be seen in operation

PALISADES AMUSEMENT PARK, N. J.

Phone Whitney 5-1000

**SHOOTING GALLERY FOR SALE**

Guns, 20 ft. wide, all bull's eye with feathers. No condition. All complete. Must be moved.

D. J. MAHER
Recreation Pier
Long Branch, N. J.
Ringing Business Up, Down in Calif.

San Francisco, Sacramento Off; Oakland Up; Hollywood Coming

LOS ANGELES — Ringling Bros. and Barnum & Bailey Circus grossed approximately $158,000 during 22 performances played in Los Angeles. Total is under $150,000 under the promotion of Ted Bentley Productions.

Playing six days, (September 30-October 5) in the Cow Palace in San Francisco, the show grossed approximately $103,000. For four shows at the California State Fairgrounds in Sacramento, the circus grossed $13,000 and for six performances in Oakland (10-12) pulled $42,000.

Ted Bentley, head of the company which promoted the circus in those three states also is handling the engagement in the Hollywood Bowl here starting October 12. Ringling Bros. subsidiary in 1957 was 10 per cent under 1957 in both San Francisco and Sacramento but 26 per cent up in Oakland.

At the Cow Palace, Bentley explained, matinees were off but evenings ahead of business last year. In Sacramento, the matinee business was much better but afternoon attendance dropped off in spite of better weather.

Sunday (12) business at the 5,000-seat Oakland Municipal Auditorium was under 10 per cent all day and evening sell-out. The show closed for a night, learning too late that all the Oakland school boards were closed on Monday (13). Circus had a low overhead in San Diego.

Sunday shows started under the Bentley promotion November 2, and there are 10 days in the Hollywood Bowl. Bentley said that if the weather is good, that date will be "Another Madison Square Garden.”

Ariz. N. M. Nest

Dates following the Bowl engagement to be held in the Hollywood Bowl. The campaign will play dates and data with the aid of the Fair, Albuquerque, and San Angelo, Tex.

Bentley is pushing publicity in connection with the big ring in the Hollywood Bowl. The campaign will be strong with ads announcing the Bowl engagement, a move which was the policy of the Fair, Austin, and San Antonio, Tex.

Bentley explained that the show will be open to the public starting September 12. Excerpts of the action, Bentley said, "We feel, and still do, that the public should be notified they have a choice of places at which to see the circus. We explained that it was necessary that the Hollywood date be promoted because of the financial investment and in view of the fact that weather might prevail at that time.

The-In With Stores

Bentley said that H. Wemper Book’s Show Management is working on the publicity for the date but that Buck was not financially interested in the promotion. Book has two men, Sparky Saldana and C. Carson, assigned to the project. Bentley said: "Our man professionally the year around, but at this time they were assigned to a To-Do-It-Toy show at the fair.

Hollywood Bowl campaign includes a tie-up with 160 Safeway stores in the area. The show will be decorated with balloons and circus paper from 8 to 24 per day. This will add to the show and there is hope that the public will attend shows, and the show will pay at 12 per cent.

The drive is expected to create approximately 2,500,000 impressions on the public for the date and the show is expected to create a "Circus of Values.”

A million-dollar ticket will be offered as the chain market outlet. Duzcis allow all entries to the show being given away. Every hour a full paid ticket will be given away. Special parking tickets will be given in the parking lot during the Bowl engagement. Arrangements are being made for a live for a television show in the Hollywood Bowl to sponsor the "premier" from the backyard between 7:30 and 8:30 p.m. on October 12. Best Los Angeles, a show for approximately 500,000 people will be accommodated during the Bowl run.

Polack Builds To Capacities In Denver Run

DENVER—Polack Bros. Circus scored big attendance for the first of its eight-day run in Denver Auditorium here. By Thursday (11) it was getting full house in the 4,500-seat.

Show has the Denver stand on a purchase basis.

Afternoon attendance, starting on Monday (9), was estimated at 4,000, 5,000, 4,300, 6,000 and 6,000. For night shows, the circus opened at 7:30, with the second night having 3,100. Then Wednesday, Thursday and Friday nights saw the next two nights full houses.

Show continues thru Sunday (16).

SOUTHERN STRAWS FOR BEATTY SHOW

Georgia, Florida Provide Crowds; Jacksonville Proves Powerful

JACKSONVILLE, Fla.—Clyde Beatty Circus played to big crowds here and in other recent areas as it toured Georgia and Florida in the closing weeks of its season. The show continues until November 2.

At Jacksonville Saturday and Sunday (9-10), the show had three straw houses and Sunday night, a near full-house. Date was sponsored by the firemen.

Earlier, in Douglas, Ga. (6), the show had three-poster nights, with full house under Jacksonville auspices. Augusta, Ga. (8) also had Jones populace and scored an afternoon house of 99 per cent of capacity together with a evening night.

Locally, it was reported that it was a banner day of the season.

Bruneau, Ga. (19), gave a near full afternoon and straw house at night. Shrine Club was the sponsor.

In Jacksonville, Jerry Collins, one of the owners, said that 13 of the previous shows had been full houses. He reported that about $900,000 has been spent by sponsors of the show since he and his associates took over the management. About 3,000,000 people have seen the show in that period, he added.

Three at Lauderdale Daytona Beach had two fair performances. One show opened with a fair and turned away at night. West Palm Beach and West Palm Beach, and night turn-around, Fort Lauderdale Nov. 1-25 with a sellout in the last run, a turn-around at night and an extra show at night that held better than a half house.

6-PHONEMEN-6

"Ride the Grassy Train”

Top sponsor, book adult & UP kids. 1958. $2,000 in other adult price. $1,950.25 in book kid price. $50.00 in other book kids price. $49.75 in guest addition. 100% in adult kids. 300% in book kid service. 10% on plan.

Harry Ward, Art Prep, Jimmie Pack, Milton Stevenson, Bill Molony, Bill Molony, Walter Allen, Bill Corbin, Call 221.

Amherst 7-1211

9110. L. Broadway

PHONEMEN-6

We have the deals. Your ground work. Need for Men. If you can produce without heat, phone.

JOE BELMONT

WH 8-7756 or wire Tom Box 14 White Plains, N. Y.

PHONEMEN OR WOMEN

You need our service. We can furnish you with the best service you can count on. We can provide you with the best service you can count on. We can provide you with the best service you can count on. We have the deals. Your ground work. Need for Men. If you can produce without heat, phone.

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JOE BELMONT

WH 8-7756 or wire Tom Box 14 White Plains, N. Y.
Features Sparkle As Raleigh Booms

Record 125,000 on Opening Day; New Lounge Bldg. and Boat Show Offered

RALEIGH, N.C. — The North Carolina State Fair, which opens tomorrow, has a jam-packed schedule of events lined up. More than 125,000 persons literally jammed the fairgrounds to register the biggest opening of the event's known history. Second day was bigger than usual, and the fair seemed well on its way to a 400,000-500,000 week.

New features were not lacking this year. In the Grandstand arena, the Grandstand started a sellout for the extra performance scheduled Friday and Saturday by the famous Black and Decker Red Cross station. Originally built for the World's Fair on the old site, the station was renovated and fitted with a piano and other facilities. Modern restrooms and a first aid station were provided and the fair featured a prominent red cross visible over a large area of the fairgrounds.

Considerable interest was shown in the new homemade building and Red Cross station. Originally built for the World's Fair on the old site, the station was renovated and fitted with a piano and other facilities. Modern restrooms and a first aid station were provided and the fair featured a prominent red cross visible over a large area of the fairgrounds.

San Bernardino Fair Crowds Reach 40,000

VICTORVILLE, Calif.—Albat was a total sellout as the fair began its stage season with a showing of approximately 40,000, about 10 per cent over 1956.

Weather for the event was the best in years with no wind until the closing Sunday. He estimated that the 15,000-acre Fairgrounds of Saturday was a new daily record. A one-day agnisium a setting capacity of 1,500 plus in the brand new area was opened for the first time this year.

Bernie Schoppes, of San Bernardino, directed the grandstands and showed thefirst two nights for the eighth consecutive year. Talent line-up included the Frank Wheeler Martizima Trio; The Amazing Monn”s; the Tops, Apache Trio; Bob Clark and his dog, Wilder Bros., musical turn, and the Alhambra comedy troupe.

A firework display by Atlas Fires long beach was presented on the opening and closing nights.

Count Popo de Bathe worked the fair midway as a clown and Royce Dranik and Walter Rikson put a special horse and more hand trucks and other novelty items sold by Harry Mize and Marvua Dana.

The Elks Roodee was a feature in front of the grandstand Saturday night and Sunday afternoon.

Robertson used a canvas theme with each display hall being known as “The Hall of Agriculture, Exhibits, etc.”

Jack Leski of West Covina, offered helicopter rides over the fairgrounds at 82 per person and did 100 business between the hours of 11 a.m. and 5 p.m.

Bill Trenter, Inc., headed by Olivia Waldoon, were featured on the midway.

B. E. Downey Woodland was in charge of publicity.

Conn. Fairs Set Meeting

CHESHIRE, Conn. — The Association of Connecticut Fairs will meet Tuesday (28) at the Cheshire Grange Hall, upon the following topics: a new fair, that of larger get-together.

The fair was judged the state fair and Continental Contest for Fairs in Minnesota and, in addition, a new fair at the Champion Centennial Fair, at Minnesota. Holland was the direct of the all-state Centennial Committee.

According to William Jr, Minnesota, for fairs, there were three large trophies and $600 in cash. These honors followed in the wake of publicity given the fair to the State Fair Commission for the first time. The fair was held at the fairgrounds.

He said the association would meet to elect officers and conduct other business. Another meeting will be held in the spring of the year.

Austin Wins Top Honors in Minn.

AUSTIN, Minn. — The Mayo County Fair, of which P. J. (Pete) Holland is chairman, has been handed out prizes and premiums for years, but this year it was filling a new role, that of prize-gatherer.

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Strates Races to Raleigh Record Fields 'Big Three'

Sky Wheel, Rotor, Mouse All Click; 50 Rides, 17 Shows a Record Spread

By IRWIN KELBY

RALEIGH—Any doubts about the success of this season's turn at the A.E. Strates Shows were dispelled here last week when the midway at the State Fair was longer on the north Carolina State Fair grounds. The best possible business presented itself to the managers of the midway Tuesday (14) to almost unbelievable

Strates was well armed for the avalanche of patronage, estimated at nearly 125,000 persons. More than 20 of the rides were spotted doing a fine business. In fact, veteran ride operators agreed that the stretch of capacity business was almost a duplication of the many known riding device was rep

The gate opened at 10 p.m. with no warning of what was to come. By 2 a.m. the midway was jammed with visitors. Up and down the line was a mass of capacity business for six to seven solid hours.

Another Rides Extend

This marked the first annual blend of the midway and the power rides at one fair. On the main midway were the Velasco Rides, the midways of R. E. Carlin, the Velasco Rides, and the midway of the Strates. Velvet in the main entrance. None of the three had less than a 3,500. The mouse, unit, followed with the aid of Bill Kehoe of Seafood Delano, with whom the Strates unit, plus the others cutting down 85.

While this collection of units new to Raleigh was unique among

midways and drew considerable printed and spoken praise, the rest of the midway presented only favorable comment.

The Sky Wheel populated the midway of illusions but individual riders. On the back end A.E. Mercier with the Broadway to Hollywood revue and the Kelly-Sutton Side Shows jumped for top money. Shows spread were featured.

Bide Line-Up Gives

Merry Go Round, face Ferris Wheels, Looper, Pretzel, Till, Octo-

mer, Changer, Flat-Plane, Caters-

pillar, Skooter, Kidderland, Tilt. Evan Evans Pony Ride, E. J. Strates and Tom White's roundabout, Charles Tiedeman's scramble, Paul Bo-

rman's Tilters. Elmer Winderle's Rocket, L. D. Powers' six kiddy rides, Bill Bodo's Spinamore and Wally Flowers' hot rods, Lefty Billett's Helicopter, Harry

(Couched on page 47)

Bedford Fair Inks Vividons for 1959

BURLINGTON, N. C. — In-

tense preparations for the fair here were in progress late last week, in a situation for Anniversaries of America, which put down a massive layout which could not call the spot a winner.

Several miles out of town along a new road, the spot was not easily accessible because of its location a small plot, and some operations did fairly well.

Vivadon and fair manager Richard Eitcherberger made a joint announcement of Anniversaries of America, which placed the contract for the Bedford (Pa.) Fair, played for the last two seasons by the James E. Strates Shows and prior to them by the Fred's Broad-

way. The show committee had visited several times the season.

The season was still pointing toward the big one in Charlotte.

Harvey Wilson was to join with a Glass House and Clown show in the show here consisted of 28 rides, in-

cluding a Johnny the Fox, show 10 rides and Joe Connors' Clowns, Paul Miller joined with his Sky Wheel in operation. In the three Contests, they were a part of the show's title that was won by a young rider, one in a week earlier in the season. Also working was a free ride for the fine art, Miss Honey B. Sando, N. C., invited a sat-

urday to watch because of the hurricane's warning.

Towns Mason has taken over the Minneapolis show and has been the great girl ride. The others are Girl-

A-Rama, Club Macabre, Dîne Lea and Lulu. For Charlotte his big change will feature the new Wild West Show, the Dynaste Girl, the Nagles, six girls, a dance team, comic encom. Kassie, Mark Miller, Eddie rock and roll, and rock 'n' roller Wayne taken. With Dean Craun, the show's design.

Show Worker Found Dead

JACKSON, Miss. — Mary Len Jorgenson, 34, a widow and con-

cessionaire, was found murdered Tuesday (14) in a forest near here. The body had been badly beaten. The murder was the third concession at the Mississippi State Fair here.

There is a trial of blood and marks on the ground that show the murderer was a man, whose body was covered with leaves.

CELLS OF Closes

William T. Collins

Bought the Last Season;

Donath Is Big

Minneapolis—Back at winter

quarters here after one of the last successful seasons of the show's history, William T. Collins, of the show that bears his name, announced his plans for a new Mad Mouse with the Allan Herschell Company, North Tonawanda, N. Y.

The ride, Collins said, will be delayed until the season and the purchase is another big Mad Mouse with a stepped-up earning power which this year enabled it to establish new attendance figures at the Missouri State Fair, the Illinois State Fair, and the Oklahoma State Fair.

In one exception, all of Collins' rides have stepped up and the highest ride shows in all the season was the All-Lane at the Fair at Cedar Rapids.

Collins is giving up Cedar Rag-

ils and instead will play the Steele Country Fair at Owatonna, Minn., next year.

In conclusion, Collins said that the Cedar Rapids fair plans an

night-day run in '39, a day longer than this year, and that his show will have to give up two weeks to play the fair.

ATHENS OPENS

Buck for M-M, Season Okay

ATHENS, Ga. — Only two more dates remain for the Marks-Manning Combined Shows counts of the coast, finished riding the show and a solid start last week. John Manning has been on the show con-

In there is nothing suitable for publication until his return to his appointed Emerson of the Marks-Manning shows. Charlie Travers will reportedly have an interest, and another an-

other shows was a great surprise. By the end of November. It is known, however, that the original stories interested the interest of carnival operators but of fair manu-

The Marks-Manning has had some good weeks, with Jim Prell's, which closed at the end of the year.

The final two are in Alabama, and in Florida, the Marks-Carolina territory. Orange-

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FREE OR NOT TO FREE?

Indie Ride Passes Stirs Fairs' Poser

By IRWIN KIRBY

NEW YORK — The Southern fairs will meet with the decision of the moment this winter with the discussion of the potential problem in the fair business: past and independent ride operators.

A subject which usually brings instant opinions, it will be brought into the open and promises to provide some interesting oral action. The poser, in a nutshell, is whether fairman or ride man is in the rabbit hole, whether both or neither.

Two schools of thought are prevalent among fair managers. One holds that free tickets are accepted by the user in good faith and should be good for all midway devices, no matter where. Opposing this thought is the belief that fair people and civic officials should pay for rides just as does the general public.

Since it is no secret that independent ride owners do not view the growing potential of organized carnivals with whom they book space, it is expected that several operators are reluctant to extend the privileges. This situation has been brought up to the carnivals many times when potential contributions have been made to children of mayors, police chiefs, local politicians, fair board members and others.

One fairman puts it this way: "When an independent ride operator tells me his partners that neither the carnival nor fair has anything to do with him, that suits me fine. I reply that he obviously has no business here and he can just take his stuff over the business somewhere." The fairman has been around fairs and carnivals all his adult life.

Another manager's view: "The fairman has a perfect right to make a living. I'm very light on passes to rides. The maver and fair officials don't have to buy their tickets like everyone else; what right do they have to take up valuable earning space?"

The subject has been viewed from an open discussion and likewise, for opposition. If the fairman interviewed open up when the talks get started, it might make for an spirited argument this winter.

Dallas Midway Posts Sizable Increases

DALLAS—Carnival attractions and concessions kept pace with the booming attendance at the Rodeo State Fair of Texas. All operations reported increased business over previous years.

Shows, rides, food, games and novelties all posted sizable percentage hikes over last year's exposition.

Cliff Wilson, who brought the shows for the 1958 Midway, which was the last year his business was up some 35 per cent over the same period last year thru Tuesday night.


Fred Tennant Jr., midway and concessions superintendent for the State Fair, said that thru the first 11 days of the fair, by Tuesday night (11), the take on rides, food and games equalled that for the first 10 days of the fair last year.

This with three big weekend days and a Southwest Conference football game yet to come.

Tennant reported that rides were up 17 per cent, games up about 22 per cent and food up 20 per cent compared to the same period last year.

Smith Eyes Barn After Pleasing Year in East

EDENTON, N. C.—A satisfactory season closes next week at the fair in this North Carolina seaside city, where the George Clyde Smythe Show has been playing.

All vagaries of weather have been endured, but Smith, an usual speculator,押 the spotms and points up the bright colours.

It's been a good year, he says flatly. The fair at Atlantic saw the shows out in Courthouse, three days left, and 66 concessions. Everyone made out okay.

Harry Valentine, Maryland; Pennsylvania-West Virginia and North Carolina, and had a fair season during which only Edsfeld, N. C., was really hit hard by rain. It was at Courthouse, Md., on his property.

In recent weeks, F. E. (Finn) Spaulding has been the big business manager. Leading concessionaires with him are Joe Reynolds, Dean Miller, Madison (Cocky) Cook and the MacWhorter buggy managed by Shinnitt and Martin. Cones included Bob Wolf, Jesse Babbitt, Paul Brewer and Gus Westphal. Mike Rabbets had the popcorn this year, and Mr Perry, the custard.

Besides the Thompson Brothers' Miner and Cet Howard's Tilt-a-Whirl, which were the three girls managed by John Grimes, Luke King and Lonnie, Eve's Illusion, Emblesh, Al Hunting, Myrtle, George Johnson, and Snake Show, Peggy Ever, were other attractions.

On the staff were Frank Norton, electrician, mail and The Billboard, Gerald Brown, secretary-treasurer and Jeff Podgerskill, billoper.

PSCA Banquet Ball Tied With WFA Conflat

LOS ANGELES—Annual banquet and ball of the Pacific Coast Showmen's Association will be held in connection with the convention of the Western Fair Association in the Biltmore Dec. 3-4. Joe Glacy, PSCA event chairman, said he last week.

Reservations for the event are now being taken at the PSCA headquarters. Tickets, including the program and dancing, are $50, $25 less than a year ago.

Dick Stone is serving as ex-chairman.

SMILEY'S AMUSEMENTS

WANT FOR THE GREAT LORIS FAIR, Loris, S. C., Oct. 27-Nov. 1. Open Midway

WILL BOOK RIDES—Tilt, Scrambler, Roundup, Reeler Coaster or any other major Ride. Can use 65 Wheel to dual with mine. Can use Kiddie Rides—except Auto, Rocket and Train. SHOWS—Can use Motorodrome, Minstral Show, Snake, Monkey, Illusion and any other family-type show. CONCESSIONS—Eating Stands of all kinds. Concessions of all kinds that work for stock. RIDES HIRE—Can use Wheel Foreman and General Help who drive semis.

All wires and replies to Chester Colored Fair, Chester, S. C., October 20-25.

P.S. Can use more outstanding Free Acts for Loris. Contact Sherman Hunter, c/o Western Union, Loris, S. C.

LEE AMUSEMENT CO.

WAITS FOR WILDER COUNTY FAIR AND ARMISTICE CELEBRATION, De Forest, Wis., Nov. 5-8.

COUSSMAN, LIMITED NUMBER OF KIDDY RIDE. NO PERCENTAGE NO RENT.

Address H. E. "TOMMY" THOMPSON OR N. L. CROSON

Greeenbriar, Ala., Fair, this week.

Paradise, Mesa, Fair next week.

HOARD AND MULLIS

SHOWS RIDES CONCESSIONS

L&D CHEMICAL COMPANY

Address George E. Coates, Vice-President, 1421 Merchandise Mart, Chicago, Ill.

RENT ONLY RENTS, NO PERCENTAGE, NO RENT.
SLA Auxiliary
Phoebe Cardsky

CHICAGO — Phoebe Carsky was nominated for the presidency of the Ladies Auxiliary of the Woman's League of America, the first regular meeting of the fall season.

Also nominated were Ethel Wade, first vice-president; Jeanette MacGlad, second vice-president; Bertha M. Hanford, third vice-president, and the following for the board of directors: Myrtle Healy, Rose Page, Mae Smith, Monica Bowers, Margaret Pagel, Agnes Smith, Kittie Doan, Grace Wemmer, Bella Lazur, Eita Hendrickson, Sister Lucy, Martha Moss, and Alice McCall.

Open house during the outdoor meetings here will be from November 27th through December 1. Installation dinner will be held November 30th in the Crystal Ballroom of the Healy Hotel at 6 p.m.

New members include Mrs. Rose Pahl; Kathleen Mills, Alice Costel, Ethel H. Lund, Carole Schubert; Anna Felippini, Esther F. Wilson, Euline H. Fockhur, Evelyn C. Sparrow, Betty Marie Brown, Katherine Ruby Perry and Pearl Lewis. Bella Lazur was given a vote of thanks for leading the membership drive.

 Sick list included Mrs. John Thomas, Margaret Hock and Lillian Lawrence.

Letters received from Nan Bankard, Minnie Simmonds, Eita Hendrickson, Grace Goss, Monica Barra, Mildred Watusi, Lee Glatz and the Hotel Sherman.

Fire Destroys Three
Drew Rides, Trailer

MCBee, Ga. — Three kiddie rides and a trailer truck unit of the James H. Drew Show were destroyed by fire when the trailer truck unit hit a bridge, causing the gas tanks to burst and start the fire. The trailer was to be delivered two days later at the Quinman Fair.

The Swansea, Ga., Fair, played the week prior to Quinman, of which Saturday was the last day of the show. In nine years the show has played there. It was reconstructed for 1959 because of the Quinman Fair.

Business for his show has been solid since mid-May, Drew reported.

THE BILLBOARD
OCTOBER 20, 1958

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Drew Rides, Trailer

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The Big Billboard's
ANNUAL
1959
CAVALCADE OF FAIRS
EDITION

Will close its Advertising Forms NOVEMBER 1

For complete information on
Rates, Copy and Layout Service
CONTACT US TODAY!

MIDWAY CONFAB

A number of Royal American Girls participated in the show for Betty Holliday October 1 at Jackson, Miss. Hostesses were Mrs. Emmett Holliday, matron-in-law of the guest; Mrs. Charles Van Andale and Miss Sarah Mahan, with both of these young ladies having prior work experience. Mrs. Van Andale is a member of the company, and Miss Mahan was a member of the 27-year-old group on the fair. She has been employed as a showgirl at the fair for 11 years, but this was her first appearance.

Junior Moreen, son of Mr. and Mrs. T. M. Moreen, celebrated his 10th birthday in September. He was invited to party on Johnny's Union's Shows. He received many gifts from the 21-year-old group on the show. He also received a pony from his parents, who own and operate a Wildside exhibit.

Jack Hutchison, concession manager of the Nebraska State Fair, Lincoln, is recuperating from a heart ailment in Veterans' Hospital, Lincoln, and it is expected that he will be home soon from the hospital.

Bubbles Royal, wife and favorite dancer of Johnny Royal, on Amusements of America, is back on the baby after being sickened on the sewer when a vagonette tipped over several weeks ago. Latest set on the show is Choppie and Fama, ad alike.

Morris Brown managed the Ben Weiss Bingo unit at the fair in Bismarck, N.D. Tony Mason has opened a club date booking office in Miami Beach, Fla. He is partnered with Glenn Maynard, producer.

Nightingales are set for mid-November in Little Rock, Ark., by Phil Vivona and Carole Macleash of Spray, N.C.

Excellent publicity for the Danville, Va., fair date resulted from James E. Strates being visited by his sister, Vaudie Thomsen, and Rose Myers, business associates, whom he had never met. She was born after his arrival in America from Greece in 1889, at the age of 60. In this country only three days and due to visit in Raleigh, he was brought to Danville by her daughter, Helen.

The Barretts and the Fiesta Dancers have been on the Danville show for several months by Tony Mason's shows at the Charleston, S.C., Fair.

San (Insurance) Solomon and Jimmy Stabile were familiar faces last week on several Southern fairs. At Raleigh was Frank Gutman of the Coney Island ride family, who took some 300 pictures for a coming Argosy magazine carnie piece.

Maurice and Ethel Virona of the Eastern show claim a baby boy (they had two girls) October 11 in St. Michael's Hospital, Newkirk, N. Y. James Vincent was the quins, offspring of Mrs. Joseph Virona.

Addition of a Cuban-theme show will give Willie and Hy Stein four mechanical animals for next season. They already have a Mechanical

James H. Drew, show manager, placed the loss at about $35,000. Replacements for the kiddie rides lost in just the fire on the trailer grounds Monday (13) from the Allan Hershel Company, North Towanda, Pa., were sent to the Fair and are expected to be in a few days.

The Swansea, Ga., Fair, played the week prior to Quinman, of which Saturday was the last day of the show. In nine years the show has played there. It was reconstructed for 1959 because of the Quinman Fair.

Business for his show has been solid since mid-May, Drew reported.

Mary and Teddy Tesoro recently left San Francisco to visit their family in Chicago and Martha, and Denver. The Tesoros, who recently closed with the Melba and Bud Shows in Ventura, Calif., will also see their new rides and tents at the Ventura County Fair in Ventura, Calif. After a few other dates for them during the winter, they plan to return to their home on the Colorado River in Arizona for the winter.

Drummer Dick (Dixiel) Parrish and his wife, Mary, joined the Baywill Girl Revue on the Cavlin & Wilson Shows at Spartanburg, N. C., Harold L. Jones, ride operator, left October 15 by air for Europe, where he will see the Belgian fair and go to Germany and France to view various kinds of rides.

H. A. (BigSix) Bouke is a patient in V.I. Hospital, Waal 28-7-1, Abbeville, New York, who will not be able to get to the fair in New York for a few weeks after a second kidney operation. It is expected that he will be there when they take off again. His friend, Mrs. Young, of the James Stratton Shows, will be operated on at Duke Hospital, Durham, N.C., and it is expected that he may be there before his return.

Mr. Myers of the James Stratton Shows, has been operated on at Duke Hospital, Durham, N.C., and it is expected that he may be there before his return.

Carol Prell visited husband Joe Prell on family's show for a few days at the fair in Raleigh. Joe Prell, has also been on the show. He suffered an ankle injury recently.

Page No. 2 in Barn;
No. 1 Closing Nov. 1

ATHENS, Ala. — One Page Barn Show's units, the Volunteer Show, is now in winter quarters and the other unit, the National unit, is slated to close November 1. The Newcomb, Miss., unit, is slated to close November 1.

C. Leonard, No. 2 unit manager, has gone to home in Brookhaven, Miss.

Manager W. E. Page said a small crew will stay in winter quarters with Norman Littlefield and family.
**DUVAL COUNTY EXPOSITION**

Speedway Park, Jacksonville, Fla., 10 days, Oct. 30-Nov. 8

**CONCESSIONS**—Can place Novelties, Huts, Class Pitch, Palming, Six, Six, Horse Games, Buckets, Photo, and Entering Stands of all kinds.

**SHOWS**—Can place Wild Life, Sideshows, Drome, Teamballoon, or any other combination or any other Rides not conflicting.

**HELPS**—Can place Men who drive Semi. No drinks.

Walt Talker for Funhouse.

P. S.—all shows to be submitted with a Floor plan, Tents, N. C., Fair, contact PENN PREMIER SHOWS, Harry (Buster) Weatherholt, Mgr., Laurinburg, N. C.

**SALE**—Eighteen tickets for ten dollars each for the Pull at Dunedin's Winter Carnival, Dunedin, Florida. Written orders accepted. Cost: Mrs. C. E. Callahan, 202 Main Street, Dunedin, Florida.

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**CONCESSIONS—** Full details, prices, and rules for tickets. All exchange tickets must be returned.

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**TOWER**—A 2-BLUE RIDE, a 1-MAN RIDE, a 0-PLACE RIDE, a 3-PLACE RIDE, a 5-PLACE RIDE, a 7-PLACE RIDE, a 9-PLACE RIDE, a 11-PLACE RIDE, a 13-PLACE RIDE, a 15-PLACE RIDE, a 17-PLACE RIDE, a 19-PLACE RIDE, a 21-PLACE RIDE, a 23-PLACE RIDE, a 25-PLACE RIDE, a 27-PLACE RIDE, a 29-PLACE RIDE, a 31-PLACE RIDE, a 33-PLACE RIDE, a 35-PLACE RIDE, a 37-PLACE RIDE, a 39-PLACE RIDE, a 41-PLACE RIDE, a 43-PLACE RIDE, a 45-PLACE RIDE, a 47-PLACE RIDE, a 49-PLACE RIDE, a 51-PLACE RIDE, a 53-PLACE RIDE, a 55-PLACE RIDE, a 57-PLACE RIDE, a 59-PLACE RIDE, a 61-PLACE RIDE, a 63-PLACE RIDE, a 65-PLACE RIDE, a 67-PLACE RIDE, a 69-PLACE RIDE, a 71-PLACE RIDE, a 73-PLACE RIDE, a 75-PLACE RIDE, a 77-PLACE RIDE, a 79-PLACE RIDE, a 81-PLACE RIDE, a 83-PLACE RIDE, a 85-PLACE RIDE, a 87-PLACE RIDE, a 89-PLACE RIDE, a 91-PLACE RIDE, a 93-PLACE RIDE, a 95-PLACE RIDE, a 97-PLACE RIDE, a 99-PLACE RIDE.

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**WANT HELPED CONCESSIONS—** Full details, prices, and rules for tickets. All exchange tickets must be returned. Contact C. A. STEPHENS, MGR., Oct. 9-10-11, Miller, 44, Oct. 8-9, Miller, 44.

**WANT**—One or any other combination or any other Rides not conflicting. Information must be submitted with a Floor plan, Tents, N. C., Fair, contact PENN PREMIER SHOWS, Harry (Buster) Weatherholt, Mgr., Laurinburg, N. C.

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**WANT**—For Colleton County Fair. Want to have a Colleton County Fair. Write to JERRY SADDLEMIRE, 120 Main Street, Walterboro, S. C., OCTOBER 27-NOVEMBER 1; and then into Florida.

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**WANT**—Wants Scrambler, Round-Up, Tilt and Octopuses. SHOWS—Want White and Colored Girl Shows, Side Shows, and colored Kid Shows. All shows to be submitted with a Floor plan, Tents, N. C., Fair, contact PENN PREMIER SHOWS, Harry (Buster) Weatherholt, Mgr., Laurinburg, N. C.

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**WANT**—Any stock Concession; especially want Bingo. PENN PREMIER SHOWS, Harry (Buster) Weatherholt, Mgr., Laurinburg, N. C.
Yule Season Hikes Religious Articles

IT MAY be nine weeks until Christmas, but to merchandisers in the toy business this is a period of intense activity in the field of religious figures. Of course, it is well known, by the time the consumer is making holiday purchases, considerable months of planning and distribution have preceded his decision.

There is a limit to the number of objects suitable for religious decor, and most of those in the low-priced field are jewelry items. The simple shape, the cross, lends itself to ornamental rendition in basic metal. For as low as $2.50 a dozen there is available an attractive gold or silver-plated cross on chain. In plastic there is a cross wholesale at $7.50 a gross for use as a giveaway item or extra offering to stimulate sales.

Most low-priced religious items are in the $1.00 retail class, confined to pendant and ring styles. In this category are available pieces with plastic or imitation and a smart-looking metallic finish.

Rhinestones are the most popular item of all cross-ranges, being cheap and flashy, but unfortunately there has been a decided increase in the use of aurora borealis or multi-color stones from Japan. Under $1.00, the cross comes in a wide scope of different varieties, as the sizes of the rhinestones in the higher brackets are the gold-filled and sterling items.

Plastic crosses and crucifixes had a share of the Christmas market but have diminished in popularity. The plastic material, easy to fashion and cheap in price, was soon imitated and was not long in religious forms. One such, the 1-inch crucifix in white or pastel with metallicized figure, has held up fairly well in popularity. But the plastic figures have been reduced in size because of increasing public acceptance.

There are several stand-by items in the religious field which seem sure to lose their appeal. While the figures have sold less, a plastic bubble heart with cross or Christ's head enclosed, has increased the public acceptance.

The crucifix is surely the story of one object, however, and as the astrologer predicts, there will always be a demand for crosses and crucifixes. While the shrines have sold less, a plastic bubble heart with cross or Christ's head enclosed, has increased the public acceptance.

ACE LANIGAN, publisher of the General Delivery, Wichita, Kan., that he will spring early in 1959 with a new pitch on his 15th season. In 1943, when he was a rookie, he will have an auto motor boat especially to demonstrate the new product, which he claims will make for quicker running, increased gas mileage and economy. Even the demon is being framed to make it completely believable, Lanigan says. He further claims that the product really works. Lanigan has visions of forming a corporation, with headquarters in Wichita, in association with pitch friends who have $200 per cent. Ace wants to know what becomes of7 codes (Cable: Wood and Woodcock. RIBBIT. THE MARSHES. Clara and Bob of Russell Point, Ia., were hit by the sudden death of their young son, a victim of leukemia. In the family's despair, a rags-to-riches story is being written. Clara urges that a person who has a family that is able to help them would be grateful for the help. They want to keep their hope alive. They have a son who is a Russell Point, closing up their home for the winter. They will be (Continued on page 45)
REGULAR CLASSIFIED ADS

Set in usual want-ad style, one paragraph, no display. First line set in 5 pt. caps, balance in regular 5 pt. upper and lower case. RATE: 20¢ a word, minimum $4. CASH WITH COPY.

IMPORTANT: In determining cost, be sure to count your name and address. When using a Box Number, c/o The Billboard, allow six words for address and include additional 25¢ to cover cost of handling replies.

DISPLAY CLASSIFIED ADVERTISEMENTS

Attract more attention and produce quicker and greater results thru the use of larger type and white space.

Type up to 14 pt. permitted. No illustrations, reverses, or other decorative matter. One pt. rule border on ads of 2 inches or more.

RATE: $1 an agate line, $14 inch. CASH WITH COPY unless credit has been established.

FORMS CLOSE WEDNESDAY FOR FOLLOWING WEEK'S ISSUE

Send all orders and correspondence to 2160 Patterson St., Cincinnati 22, O.
SPECIALIZED PROGRAM

Built 2,000-Machine Route Exclusively on 5c Cashews

By JOHN HICKS
February 1st, Part-Time Series

ST. LOUIS—Jason Kortitz's cashew vending business, started from a used 19 used machines nineteen and a half years ago to 2,000 today, is expected to continue because he has "applied the principle of specialty selling to the industry." The specialty route, operated by the Kortitz family, is a 35-cent cashew vending firm, which has spread from Missouri to Illinois, Indiana and Wisconsin, with a division of the firm in Chicago.

After starting in the business, Jason looked greener on the other side of the fence, and so the company branched out for a time into cigarettes, candy and guns," Kortitz said. "I should have known better.

Specialty Selling

Since the inception of the specialty selling field all his life, Kortitz concluded that diversification wasn't the way to live. The company returned to vending exclusively because, they believe, that bulk vending has a good potential, but that specialty vending has none.

Unlike chains, affiliated stores are independently owned, member stores buy from, sell to and enjoy administrative and advertising services that are available to them. (See separate story, this edition.)

KANTOR CAUTIONS

Food Co-Op's Muff Bulk Vending Bid

CHICAGO—Grocery voluntary and cooperative groups are the most difficult type of affiliated stores to market, said Alvin (Bob) Kantor, Confection Specialties, Inc., head of the Kantor Vending Machine Co. "This is because the store and variety affiliated stores are apt to show considerable resistance on account of what they believe that bulk vending has a good potential, but that specialty vending has none.

Unlike chains, affiliated stores are independently owned. Member stores buy from, sell to and enjoy administrative and advertising services that are available to them. (See separate story, this edition.)

Kantor explained that diversification was either when he contacted Certified Stores, a large grocery voluntary in the Midwest. The buyer for the group suggested that Kantor make a mailing to the member stores. Out of about 700 letters of solicitation, Kantor said that he received offers from 100 to 200 stores. Second and third mailings produced little more than 10 results.

Catalogs Sold

Buying has such as Certified regular and out-catalog listing the variety of merchandise available to member stores. In order to get representation of his bulk vending program in their catalog, Kantor said that he would have

Potential of Supermarkets is Greater Than Chains in Grocery Locations

See Continued Growth of Supermarkets, But Corporate Chains Add Few Stores

By FRANK SHIRAS

CHICAGO—Chain grocery stores and supermarkets have been a center of discussion in this industry for a number of years. There are high traffic locations, where a natural seller is highly regarded by the industry. Operators want very much to put more machines in the chain and supers. Dis- tributors encourage operators and give advice. Machines have been manufactured specifically designed for the supermarkets.

How many supermarkets and chain groceries are there? What is the outlook for the future? What the impact of total grocery sales do they account for? Are there other important questions being overlooked? Answers to these questions are important to operators planning for the future, to manufacturers that want to anticipate developments." (Continued on page 65)

VENDING MACHINES

Communications to 188 W. Randolph St., Chicago 1, Ill.
OCTOBER 20, 1958

PARTICIPATION OF OPS IN BB SURVEY URGED

By FRANK SHIRAS

I urge operators to participate in the first complete survey of the bulk vending industry that is currently being conducted by The Billboard.

The results of the survey will enable operators to make important comparisons between their own businesses and those of others.

The survey was sent out by The Billboard with the cooperation of manufacturers and distributors covers a wide range of important to a bulk vending operation.

Operators want to know the concentrations of machine in various types of locations. They want to know what concentrations are commonly paid, what the effects of diversification in other routes, and the amount of money typically required in the use of different types of sales factors such as the average number of miles between outlet and the age of the man operating it are also of interest to potential new businesses. These and a number of other questions are answered in the survey.

The validity of mailed-out questionnaires is largely determined by the number of responses. Therefore, if you have not yet returned your questionnaire, please do so as soon as possible so that they may be returned in the first part reproduced below and return it to the Vending Editor, The Billboard, 188 W. Randolph, Chicago.

Your name

Name of firm (if any)

Address

City State

1. How many years have you been operating bulk vending machines for?

2. What is your age?

3. Is bulk vending your sole occupation?

4. Do you work out of your residence?

5. How many employees do you have?

6. How many hours per week do you work?

7. How many acres do you have in your route?

8. How many bulk vending machines do you operate?

9. How many bulk vending machines do you add to your operation each year?

10. What is the size of your store?

11. How do you get your supply of cashews and peanuts?

12. How do you get your supply of other bulk products?

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Northwestern
To Show '59 at NAMA Confab

MORRIS, Ill.—The "Golden 59," the Northwestern Corporation's new bulk vendor, will be unveiled at the National Automatic Merchandising Association convention in St. Louis, said Ray Greiner, sales manager, last week. He stated that the price of the Golden 59 is competitive with machines of other manufacturers, and is designed to dispense any bulk vending product. The machine will be available with coin mechanisms vending at a penny, nickel, dime or quarter level, he continued. The NAMA convention will be held in Kiel Auditorium, November 2-5.

Distrib Meets
• Continued from page 32

After all is said and done—your best bet still is
VICTOR'S
STANDARD TOPPER
1c Ball
$13.25
5c Ball
$12.75 each
Gum Vendor
$10.00 or more

Distributed by
ROY TORR—LANSDOWNE, PA.
Giving Friendly Service and Liberal Terms Since 1910

WE HAVE oak's
"L'il Leaguer"
R. R. WHITEHEAD DISTRIBUTORS
4115 W. 14th St.
Chicago, Ill.

WE HAVE
oak's..."400"
BAKE COIN MACHINE EXCH.
605 Spring Street, St.
Philadelphia, 23, Penna.
Walnut 2-2772

Vacuum Plated
Watches
The time is NOW!

SURE-LOCK, the perfect capsule Outstanding Items, Send $2.50 and
Outstanding Items, Send $10.00 or more.

The PENNY KING
Company
2558 Market Street, Pittsburgh, Pa.
World's Largest Makers of Miniature Cigarette MACHINES

Vacuum Plated
Watches
The time is NOW!

Sure- Lock, the perfect capsule Outstanding Items, Send $2.50 and
Outstanding Items, Send $10.00 or more.

The Penny King Company
2558 Market Street, Pittsburgh, Pa.
World's Largest Makers of Miniature Cigarette MACHINES

COMING SOON!
THE 4-UNIT BI-LEVEL STAND
VICTOR VENDING CORP.
5701-15 W. Grand Ave., Chicago 37, Ill.

HUNDREDS OF MONEY-MAKING VENDING IDEAS
Cost you a fraction of a cent a "pop"—when you subscribe to Vend—the magazine of automatic merchandisers.

Fill in tear-out mail-today ~

VEND Magazine, 1110 Patterson St., Cincinnati 2, Ohio
Yes—Please sign up for Vend for
\[ ] 1 year $5  \[ ] 2 years at $10
Foreign rates, one year, $5

Name ______ Address ______
City ______ Zone ______
Occupation ______

Immediate Delivery on Machine and Combs. Order Today!

Write for information on other types of vending machines & merchandise

J. SCHOENBACH
715 Lincoln Place, Brooklyn 16, N. Y.
Potential of Superiors Greater

Continued from page 92

Then, between 1953 and 1958, the number of machines operating 29 or more stores remained relatively stable—there were 106 in 1953 and 106 in 1957. In 1957 the chains opened about 2,000 supermarkets and closed the same number of smaller stores. It is likely that the supermarkets are an integral part of their program of internal re-organization, the number of the stores that will not contribute to a net increase in the number of grocery locations.

The boomlet, a spurt off the big boom in supermarket construction witnessed over the past several years, was not rapid in the past can be attributed primarily to a competitive advantage over smaller stores. Now, however, the bigger factor in determining a supermarket and another. In 1939, a new supermarket had a potential of serving 5,000 families. In 1948 there were 3,500 families per store. Today the rental number has dropped to 1,740 families. Again, this means that in the case of chains, instead of adding to a net increase in the number of locations, new construction will bring back the cost of smaller stores. New supermarkets will be built at a much lower cost per store and a much lower cost per store and growth.

What does all this mean to the bulk vending industry? For one thing, the availability of more locations in chains themselves is limited. There are four new 1,270-store-owned grocery stores, and there won't be many more of these in years to come. It also means that bulk vending operators can expect a cut in the dollar volume of food store locations. To a great extent, supermarkets will take this place. Many new superstores will be built, and many existing grocery stores will be up-graded to supermarket size (10,000 sq. ft. or more). Operators who complain that they are already beyond their present locations will be stating the truth. But they will only be speaking the truth. There will be no greater visibility of supermarkets and superstores sprouting up in suburban areas, in small towns, and in cities, and in rural communities.

Another important fact should not be overlooked. The bulk vending and snack machine business and hasn't begun to stop growing. Sales last year were $724 million. Another war boom year came second with $339 billion. Supermarkets, representing only a fraction of total outlets, are raking in a bigger portion of total sales than the food industry. Supermarkets, with the superstores, have increased their share of the total sales, and have been doing it considerably in all food sales in the nation.

Bulker Vendors

In terms only of dollar volume of sales to the public, if a mass vending machine pops a bubble gum vending machine, a typical supermarket should be able to handle nine bulk vending machines. In this industry exists today, dollars spent are not only material, and consumers are even the deciding ones. Bulk vending customers are in the habit of buying the most important things in supermarkets, about 20 stick, either alone or as a as opposed to another person.

Are there enough of them to take up the slack of sales lost from the store that closed down the store? Are there enough of them to take up the slack of sales lost from the store that closed down the store? For a few more of these in years to come. It also means that bulk vending operators can expect a cut in the dollar volume of food store locations. To a great extent, supermarkets will take this place. Many new superstores will be built, and many existing grocery stores will be upgraded to supermarket size (10,000 sq. ft. or more). Operators who complain that they are already beyond their present locations will be stating the truth. But they will only be speaking the truth. There will be no greater visibility of supermarkets and superstores sprouting up in suburban areas, in small towns, and in cities, and in rural communities.

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### Coin Machine Price Index

**How to Use the Index**

**HIGHS AND LOWS.** Equipment and prices listed below are taken from advertisements published in *The Billboard* during the period shown. Listings are based on the highest and lowest prices on all equipment which have been advertised either at least 10 times for the period shown or at least 5 times together with a computation based on annual average.

*For 10-week period ending with issue of October 13, 1955*

**PRICES given in the Index are in no way intended to be a guide to the present values of equipment. The reflection of what prices should be on used equipment.

Prices in the Index are designed, however, to be a handy guide for price ranges. Any price obviously should be considered in the equipment, age, issue on location, the territory and other related factors.

**MEAN AVERAGE.** The mean average is a computation based on all prices advertised for the period indicated and reflects the downward trend of prices from the average between the "high" and "low." High and low indicate price range, mean average indicates the price a machine would be advertised for.

Therefore, when the mean average is near the "low," indicates that the machine is probably for "as is" a "distressed" equipment.

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### Music Machines

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### Pinball Games

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*www.americanradiohistory.com*
Rock-Ola Shows New Stereo, Monaural Lines to Distribrs

Twin Wall Speakers Used on Stereo Models; No Sound From Juke Cabinet

By NICK BIRO

CHICAGO—Rock-Ola unveils its new Juke box line, featuring both stereo and monaural reproduction. A broadcast to a gathering of their distributors at the Sheraton Hotel here February 1st, all of the firm’s domestic outlets were represented, as well as representatives from Canada, South America and New Zealand.

Highlighting the line was a new 250 and 200-channel phonograph available in both monaural and stereophonic models. Also shown was a 100-channel phonograph and a different color combination of the 1464 wall model.

Twin Speakers

From the interest standpoint, the stereo models stole the show. Rock-Ola has taken the twin-speaker approach. There is no speaker in the juke box itself. All sound comes from each of two wall speakers near the listener, making the stereo effect even more complete.

Playing a stereophonic record, one wall speaker plays one channel, the second wall speaker plays the other. Only playing regular monaural records, there is only one wall speaker. (The stereo model phonographs play both stereo and monaural recordings.)

On the conventional mono 250 and 250 models, the speakers are housed as always in the juke box itself.

Convertible

However, both the mono 250 and 420 models are readily convertible to stereo by changing a a two-channel amplifier, a stereo pick-up, and adding the twin wall speakers. In this case the stereo by the fulldimensional reproduction is the only thing one needs.

Peter Greene, of Mountain Radio, reports volume down 15 to 20 per cent in both models and sales from the same period last year. Primary reason given was a strong down-trend in the music business.

By BOB LATIMER

DENVER—Juke box collections, which once came to denizen every corner of the industrial city have been thru a disappointing year, but they are far from being dead. The go-ahead Mosley operators have a large selection of new records now ready for distribution by The Billbrook company.

However, operators are operating a pickup spurred by new full conditions. But it isn’t coming, and the question has changed from when to if.

Now that it is a story, we have the possible solutions, the plan of attack, the community of interest, and the list of operators who have the problem.

The idea of converting to stereo from mono is a definite one, and the problem is how to do it.

The question of what makes the difference is a matter of how many records were made.

By BRUCE EVANS

NEWBURY, N. Y.—Members of the New York State Operators Guild at their regular meeting at the Endicott Manor recently.

At the meeting were Jack Wilson, Newburgh; Mr. and Mrs. Bill McCarthy, Hurleyville; Joe Welch, Northville, Harry Greenberg, Binghamton; Joe Lipp, Painted Post, Tom Green, Glace; Ed Rockwell, Newburgh, and John Nicelli, West Point.

There are three separate cases on each $50 box. The first case is bonded over two cases having to do with the $300 box and the court was adjourned.

(Continued on page 61)

The matter of the $150 fee for seven-day operation of a pole box in the City of Boston. The city charges $50 per year for weekday operation and the same for Saturday.

The State also charges $50 for a Sunday license.

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(Continued on page 61)
the I-200 plays records in rotation
side 1
dside 2
side 3
side 4
in the self same order as the music was heard in the original performance.
Another feature that makes the I-200 the juke box locations want!

AMI Incorporated
2900 Union Ave., S.E.
Grand Rapids 2, Michigan
Chicago, Zurich

known by operators since 1928 for the most dependable coin operated music instruments made.
Rock-Ola Names 5 New Distributors During Show

CHICAGO — Rock-Ola added four new domestic and one Canadian distributor to its roster last week. The announcement came simultaneously with the firm's distributor gathering in Chicago to view the unveiling of the new stereophonic line at the Sherman Hotel. Named were:

- Newman J. Stroveke & Company, Buffalo, who will be assisted by William Shaw and Edward Rehbe. Stroveke will handle the greater Buffalo trading area, excluding the eight adjoining counties surrounding Buffalo.
- Overland Music Company, Oakland, headed by Ben Murillo. Firm will cover the Northern California territory.
- Jack L. Howe, Milford Bay, Ont., who will cover the Ontario territory.

WASHINGTON — "Two typically American institutions," said Jack L. Howe, "a juke box and a phonograph machine," will vie for attention at the 13th International Trade Fair, according to Commerce Department spokesmen. Commerce Commissioner Oliver was present at the International Trade Fair to see the various exhibits. The exhibits include the latest in phonographs, juke boxes, and other electrical appliances.


Ben Chicofsky Says Hirsch's Charge Untrue

NEW YORK — Ben Chicofsky, head of Ben-Ray Music and Secretary of the National Association of Phonograph Dealers, denied the charge that he had warned Joseph Hirsch, of Manhattan, New York, to give up a juke box location.

Hirsch made the charge, as well as charges against other prominent industry figures, in an answer to Charles Broido, Regal Music. Broido is using Hirsch to recover a location formerly operated by Regal. He claims that Hirsch induced the location to hire a contract with Regal. Hirsch denies the charge.

Chicofsky said that Hirsch's charges against him are a distortion of a conversation between the two men and are altogether untrue. He added that he has never warned or threatened anyone in his life.

Slow Revival

Continued from page 58

Certs is the slump in collections. The tight money situation has turned operators to cut back on buying, he notes. Mountain Distributors have pushed better programming hard to keep record sales up at its one-stop but with only limited success.

An anticipated fall pickup does not seem to be showing up at the moment.

Most operators and distributors looked forward to business reviving after the local night dog racing announcement. Operators closed their doors for the season, and business was at its usual low point. Operators are expecting a rise in business at the moment.

Operator Glenn Pierce, of Century Music Company, says that collection points are down around 15 percent over 1957, with people just not visiting their taverns as regularly as before. The dropping of phonograph rates to 5 cents per play by some operators is no solution, he says, as the small turnover of people is not sufficient to meet the chopping.

Better programming has helped somewhat to restore play to normal but only moderately successful. Pierce says that local operators themselves need to merchandise more aggressively and that whenever there have been so much volume has automatically picked up on the new rate and new location. Pierce arranged for placing a "music menu" on the food service menu with listing of select tunes and play nearly doubled.

Century Supreme reports that there has been no full pickup as yet, but believes that in mid-October, when colder weather sets in, there will be volume increases.

MAKE JUKES TRADE FAIR AMBASSADOR

Local 266 Agrees to Stop Picketing Tavern

NEW YORK — Local 266, the International Brotherhood of Teamsters, has signed a stipulation agreeing to refrain from picketing a Hollis, Queens, tavern operated by Michael J. McNamara. The local was unable to charge the union with its activities because the union had indeed stationed a picket at a parked car, and that the picket would go out of the vehicle when a delivery man approached the tavern, causing him to leave without making his delivery.

Frank R. Weisberg, of the law firm of Northwestern & Jewett, said that the stipulation has the same effect as a temporary injunction, with any future picketing of a violation of the order to cease cause which was handled down in New York County Supreme Court, until such time as the case is resolved in court.

In his move for a restraining order, Weisberg said that Local 266's actions constituted a secondary boycott and illegal picketing.

Third Case

Weisberg added that this is the third instance in which Northwestern & Jewett successfully represented a client seeking to stop picketing by Local 266. The other two clients were the Gamage Operators of New York and George Houtzman.

In the latest action, the plaintiff was Bill Dillam, an operator who had installed a juke box in a location previously serviced by Albert Arnold, another operator. Arnold still operates the game on the location.

Atlantic-N. Y. Shows Seeburg Stereo Units

NEW YORK — The Atlantic-Northern California distributor, will demonstrate the new Seeburg stereophonic juke boxes for the first time here Wednesday and Thursday (22-23). According to Moyer Parkoff, Atlantic-N. Y. president, more than 300 local operators are expected to attend the demonstration at the show-room.

On hand to answer questions and explain the unit will be Jack Gordon, Seeburg sales executive, and John Spooner, factory field engineer.

Parkoff said that delivery of the stereophonic units will be made immediately after the showings. Operators will be instructed how to set up the unit at the New York showing, and at such showings as the firm's Hartford, Conn., branch, Thursday (21), and at the Newport, N. J. branch, Saturday (23).
This is "**MONEY MUSIC**" for YOU

**WURLITZER**

**Stereophonic Sound**

Wonderful for Landing New Locations—
Terrific for Expanding Present Location Earnings

All you have to do is HEAR Wurlitzer STEREOPHONIC SOUND to know its sheer, money-making magic. Demonstrate it to a location and you're IN. Have it on location and, overnight, your earnings rocket up to new levels.

This is sound in DEPTH. A NEW DIMENSION in MUSIC that makes a tremendous hit with patrons. And its appeal will pick up even more amazing momentum as more and more stereo pop singles become available.

**DUAL PRICING AT THE PHONOGRAPH**

The famous Wurlitzer Coin System accepts coins of five to fifty cents in combination to allow selective dual pricing at the phonograph.

**THE WURLITZER STEREOPHONIC MUSIC SYSTEM OFFERS YOU**

1. **SIMPLECTY**—Only two main components. Any current Wurlitzer Phonograph — plus — a stereophonic companion unit with comparable speaker output.

2. **COMPATIBILITY**—Plays both Stereophonic and Monaural records to the full range of their recorded performances.

3. **EASY INSTALLATION**—Each Wurlitzer Stereophonic Unit is complete. Can be quickly installed on location.

**HURRY... HEAR IT... AT YOUR WURLITZER DISTRIBUTOR**

THE WURLITZER COMPANY • Established 1856 • NORTH TONAWANDA, NEW YORK
ROCK-OLA OFFICIALS AND DISTRIBUTORS during the unveiling of the firm’s new stereophonic line in Chicago last week. At the head table (I. to r.), all from the Rock-Ola factory: Roger Burd, William Burns, Ralph Petri, Herman Reck; Donald Rockola, Les Rock, E. C. Doris, David C. Rockola, Harry Bemback; Art Dieter, Jim Wood, Harry Mastney, William Hallerman, Stanley Olson and Hans Schwenegart. First table, column nearest head table: L. Le Stourgeon, Charlotte, N. C.; H. Robinson, Atlanta; Kurt Klueter, Rock-Ola assistant sales manager, Chicago; Frank Fabiano, Detroit; J. Toliason, Harford, Conn.; Ira Green, Buchannan, Mich.; Fred Carpeno, Rock-Ola; Al Dixon, Memphis; Earl Montgomery, Memphis; J. Adams, Atlanta. Second table: Ed Daniels, Jackson; South Dixon, Johnson City, Tenn.; Ivy Blumentolist, Baltimore; George Goldstein, Baltimore; Art Jackson, Rock-Ola; Mr. and Mrs. Dave Franco, Montgomery, Ala.; Al Caldon, Indianapolis; Mr. and Mrs. Morris Pita, Montgomery. Third table: Bob Lazar, Pittsburgh; Orville Carmitz, Milwaukee; Carl Hapael, Milwaukee; Joe Melchick, Rock-Ola; B. D. Lazar, Ed Goldorg and Al Kibercon, Pittsburgh. Fourth table: Ken Danielson, Rock-Ola; Emil Staroba, Rock-Ola; Norman Sierke, W. Shutt, Buffalo. Middle row, first table: Mr. and Mrs. Abe Witten, Philadelphia; John Toflan, Rock-Ola; Mr. and Mrs. Hy Bramson, Louisville; Mr. and Mrs. H. Saunders, Nashville. Second table: Ed Ponder, Kansas City, Mo.; Bill Roman- craft, Jim Lienoavski, Rock-Ola; Harry Brink, Butte, Mont.; Hyman and Ed Zorinski, Joe Blend, Omaha; Carl Heesel, Kansas City, Mo.; Third table: Bob Nine, Manny Lansberg, New Orleans; Jack Baraban, Rock-Ola; Ben Murillo, Oakland, Calif.; Dick Wells, Ineke, N. Y.; Gene Bybee, San Antonio; Mr. and Mrs. Hughes, Mrs. Myrtle Single, Shreveport. Last table: C. Sarmiento, Miami; L. Drapkin, Montreal; W. Pounds, Newfoundland; V. Haim, New York; Dorothy Schultz, Rock-Ola export sales head; Mr. and Mrs. Howard, Toronto; Wes Van Dusen, Edmonton, Alta. Last column of tables, lower right-hand corner, press table. Second table: Fred Parker, Rock-Ola; Lou Nemesh, Detroit; Jack Sully, Kansas City, Mo. Third table: Herb Carpenter, Chicago; Joe Namer, Rock-Ola; Harry Oligood, Chicago; Dan Stewart, Salt Lake City; Fred Barber, Dallas; Dave Stern, Elizabeth, N. J. Fourth table: Len Micon, Joel Stern, Carl Langer, Chicago; Art and Al Herman, New York; Jerome Wiesock, Bill Koch, Rock-Ola; Fred Sloan, Chicago.

they provide beautiful music!

Write for details about the world’s finest coin-operated musical instrument dramatically styled by RAYMOND LOEWY world famous designer

THE BEAUTIFUL NEW UNITED PHONOGRAPH

MODEL UPB-100

UNITED MUSIC CORPORATION
3450 NORTH CALIFORNIA AVENUE
CHICAGO 18, ILLINOIS
CABLE ADDRESS: UPHOLD
the picks

There Goes My Heart, Joni James (M-G-M)

"This number was a big hit when it was first released seven or eight years ago, and it will be a big one now. Joni James has never been a big favorite, and with this number she can't miss."

Mister Success, Frank Sinatra (Capitol)

" Sinatra is always a steady earner, and I feel this is one of his better disks. I like the beat on this one."

the buyer

A group of New York juke box operators was en route to the 123rd National Convention of America's Association in Chicago on a chartered plane. While some 25,000 feet in the air over Cleveland they held a committee meeting of the Coin Machine Division of the United Jewish Appeal. By the time the plane landed at Midway Airport, they were some $2,000 poorer and UA was some $2,000 richer. The man who separated them from their money was Sen. Al Bodkin, a devout Catholic and probably the hardest worker that the Coin Machine Division of UA has ever had. On June 13, 1950, one 1,500 coinman turned out at the Grand Ballroom of the Waldorf-Astoria to pay tribute to the senator for his work on behalf of UA. They raised a record $41,000, much of it by the senator personally. He admitted that his methods were not exactly low pressure, but he always uses the hard sell for humanitarian causes. The senator is also a vigorous campaigner for the Catholic Community Service USO, operated by his good friend, Father John Duffy, and is of the work horses for Boy's Town of Italy. His name derives from his position as 1933 Democratic candidate for the New York State Assembly in a Republican stronghold of 80,000 registered voters. He lost by a scant 1,500 votes. During the depression, Senator Bodkin said telephone service on a commission basis and become one of the top advertisers in the New York area. He began operating games part time in 1933 and branched into music in 1938. A charter member of the Music Operators of New York, he served on the board of directors for 14 years. The senator and his lovely wife, Fran, make their home in Forest Hills, L. L.

Tower Named

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Colo. Op Meet

- Continued from page 56

He was followed by Rogers, who expressed his opposition to current ASCAP efforts toward creating an absolute monopoly. Rogers traced back parallel examples in history, stressing that monopoly control in any industry has always proved disastrous.

Another Byron, in this case, Byron Johnson, who runs for U. S. Representative from Northern Colorado, echoed Rogers' sentiments and promised his support to the Colorado phonograph operators' group in the event of his election.

Missing from the program was Senator John A. Carroll, who was unable to attend as expected, due to Eastern commitments.

Some 55 members attended and enjoyed a cocktail party before dinner. President Jack Arnold handled the introductions. Following the guest speakers, Arnold announced that national election of officers would be held in November rather than October 20 as originally scheduled.

Show New Wurlitzer

In Albany

ALBANY, N. Y. — Nearly 100 operators attended the first local showing of the new Wurlitzer at the Albany office of the Wurlitzer Distributing Company here Thursday 21. They were greeted by John Billiot, president; Bob Callin, branch manager; Mrs. Callin and staff members Dave Nicholas and Doug Magauran.

Guests included Harry Stern, William Manufacturing; Jack Kozupack, Amsterdam; Tom Oddy and Jack LaHart, both of Lakeville; Ralph Farley, Midway Airport; Benny Young, Hudson Falls, Max Cohen and Max Krent, both of Woodruff; Bill Hazzard and Jack Dow, both of Saratoga Springs; Joe Beliefs and Bill Reich, both of Tammany; Carl Abel, Pittsfield; Mass; Mr. and Mrs. Jack Wilson, Newburgh; Lester Smith, Newburgh; Gertrude Brown and Max Doglass, both of Beacon; Mr. and Mrs. Bill Haver, Woodrige; Sturich Hano and, Montebello; Danny Robinson and Vincent Roberts, both of Cohoes; Len Hamilton and Joe Hordica, of the Wurlitzer factory, and Edgar Van Olinda, Albany Times Union.

Also John Stell and Mike Garramone Albany; Mr. Whitlock, Schenectady; John Quinn, Troy; Charles Keppley, City of Saratoga, all of Syracuse; Fred Barrett, Watervliet; Tom Green, Glens Falls; Henry Kubhne, Glens Falls; Jules Oliver, Abe Lawler, Marty Goldberg and George Stupplejorn, Jr., all of Albany.

Visitors were given demonstrations of monaural and stereoaphone sound and were guests at a cocktail party and buffet. After the show most of the operators left to attend the annual meeting of the New York State Coin Machine Association.

Mass. High Court

- Continued from page 56

at 3:30. Then in an unprecedented move, it was re-presented on the weekday case because of the urgency of the matter. Attorneys for the MOAM said this was a most unusual move but would not comment as to whether it is allowed well for a favorable decision. The litigation which has been in the process for more than two years is based on the constitutionality of the licenses as they affect freedom of speech and also on the excessive cost of the licenses. MOAM hopes for a decision that would rule that all license fees affecting juke boxes in Massachusetts would be found illegal.

The attorneys have tried to secure an injunction to halt the pay-by-play fees, but were unsuccessful. Recent operators were advised not to apply for a full year's license until after the decision. Proceeding to the State law, no refunds are permissible even after a favorable decision has been issued.

The litigation which received nationwide publicity, could affect every juke box operator in the nation. Support in the form of cash has come from many sources interested in the case.

Cleveland Ops

- Continued from page 56

a customer is caught up on his bills and back in his favorite habit of spending money for beer and entertainment.

Among distributors, the outlook is being spurred by manufacturer introductions of new equipment. All expect to show new lines—always a sales stimulant.

COIN CALENDAR

Association Meetings scheduled. Check for changes.

October 20—Westchester Operators' Guild, Inc., monthly meeting, American Legion Hall, White Plains, N. Y.

October 27—Central States Phonograph Operators' Association, monthly meeting, 805 Main Street, Pontiac, Ill.


November 3—California Music Merchants' Association, Oakland, Division, 311 Broadway, Oakland.

November 3—United Music Operators of Michigan, monthly meeting, Ft. Wayne Hotel, Detroit.

November 3—Springfield Phonograph Operators' Association, monthly meeting, association headquarters, Springfield, Ill.

November 4—Washington Music Merchants' Association, monthly meeting, Seattle, Wash.

November 4—Anheuser Music Operators' Association, monthly meeting, millers Barre, Pa.

November 5—Music Operators' Association of St. Joseph Valley, monthly meeting, offices of Curt Zimmer, 130 N. Ironwood Dr., Midland, Ind.

November 5—Summit County Music Operators' Association, monthly meeting, Akron, Oh.

November 6—California Music Merchants' Association, Sacramento Division, Sacramento Hotel, Sacramento.

November 6—Cleveland Phonograph Merchants' Association, monthly meeting, Hollenden Hotel, Cleveland.

November 6—Eastern Ohio Phonograph Operators' Association, 4104 Rush Boulevard, Youngstown, O.
July Coin Exports Slightly Below Par

$1,600,000 Game-Juke Total Even With June; Korean Market Shows Promise

WASHINGTON — Export of U.S. games and juke boxes in July was $1,600,000, compared with $1,214,000 in June, totaling $1,611,909 in dollar volume, 5,600 units shipped. U.S. Department of Commerce reports show there was little export business in June, with all three categories — new, reconditioned, and used — holding close to their June totals.

In the first six months of this year, totals were $7,311,256, or 22,935 units shipped, compared with $1,990,000, monthly. Thus, July and June (1,987,074) were both slightly below average.

Almost all of the major shipments hit $802,909 on 1,581 units shipped compared with $904,671 on 1,581 the previous month.

U.S. used jukes notched $203,653 on 450 units shipped.


**BULL PLAY**

**Williams Ships New-Type Rifle Game**

CHICAGO—Deluxe Vanguard, a novel-to-the-market rifle game, was shipped by Williams Manufacturing Company. The game is a hit on the West Coast, according to company officials.

**Gottlieb Bows Contest Pin, Four-Player**

CHICAGO—The new D. Gottlieb & Company four-player five-ball pin in 1960. Central, with a total of 5,385, is a hit on the West Coast.

**Friedman Moves Atlantic Quartets**

ATLANTA—Friedman Amusement Company, Bally, Williams and Gottlieb, have announced that they have moved to a new location at 425-44 Boulevard N.E.

**Made-to-Order**

**Shop Bench Designed For Coin Parts Work**

DENVER—High maintenance costs and the need for efficient replacement parts led to the development of a revolutionary new type game gun, according to Per Geritz, manager of Mountain Distributors here.

Gottlieb, whose concentration of production and distribution is one of the oldest in the mountain capital, is excited about the new $45,000 service bench which flanks his shop at the rear of his Downing Street office.

Designed against the background of the large variety of experience with long automatics, the new device will be a boon for mechanics to work on small, intricate mechanical or electronic parts, without "gouging their fingers" on the edge of the table and likewise makes a convenient sliding surface for placing heavy parts and tools on the bench.

Kept next to clean, the bench's most useful feature is a foot-wide shelf, elevated a few inches above the game and well above the bench so that anything not immediately in use can be left on the surface of the shelf. The elevated shelf is ideal for tools which the mechanic is likely to need next day. The work progresses, for extra parts, odd cans, check boxes and small boxes are stacked on this shelf.

Some of these items are left on the bench-top anyway, but the shelf is not required. There is little likelihood that they will be allowed to roll off onto the floor, and they are kept on the shelf.

**Plenty of Light**

Another real convenience feature is the fact that electric outlets are provided every 20 inches, down the whole length of the bench, in double-lighting fixtures connected by heavy cord. All wiring within the bench top is enclosed in wide, protective tubing.

IRIS Hits Indiana Payoff Pinball

INDIANAPOLIS — What appears to be an all-out drive to extract the $250 federal tax from pinball machines in Indiana was opened last week by Internal Revenue agents and officers.

Acting under careful direction and after weeks of study, the departmental officers swooped down on eight taverns in five cities, seizing 700 pinball machines.

The raids were conducted under the guidance of A. R. Echols, the district collector of Internal Revenue, Victory-7th Division.

Sterling Dotson, Indianapolis, a prominent factor of Internal Revenue, told the government agents that the machine game business is largely in the hands of brand machines as pinball manufacturers.

Echols' statement was backed up by witnesses who testified in the face of the law. It was also admitted that the government agents seized machines and that the claims made in the face of the law.

Another statement was that the government agents seized machines and that the claims made in the face of the law.

**Larner CIAA ‘Mystery Man’ Faces Probate**

CHICAGO—Harry (Bud) Larner, alias Thomas Waterfall, caved the Chicago International Amusement Co., was handed the title of executive secretary, turned up October 20 as the new head of the firm.

Larner, according to the company, has been the subject of a nine-month search by federal and state investigators. He will be accompanied byStretch Keenan, business manager.

**Standard Firm Buys Stock of Finance Firm**

NEW YORK — The Standard Financiers Corporation, the prominent and leading organization which specialized in the coin machine industry, has bought 665 shares of its stock of the Jewellers Accepting Society, limited, a company specializing in which specializes in the jewelry industry.

Informed B. Silbert, president, said that 25,625 shares had been purchased, 665 of them from the estate of the late Arlo Bulson. Silbert made a similar announcement Tuesday that the company is in the position to dispose of their shares.

The company was and is operated as a Standard subsidiary, has capital and subordinated debentures of the same character as the company's, and its shares have more than $5,000,000. Profit for the first quarter of the year was about $110,000.

Standard, with about $30,000,000 in resources, earned $395,461 for the first six months of this year. Its volume of sales for that period was expected to exceed $200,000,000.

**Coin Machine Exports**

**JULY, 1958**

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<th>Country</th>
<th>New</th>
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**Amusement Machines**

BROOKLYN — The Irving Kaye Manufacturing Company, which recently brought out Deuces Wild, a five-ball, roll-down game, will list for $285,-000.

According to Buddy Fox, sales manager, the manual feed unit has a dual playing field and a control mechanism so that it may be played by two persons. Scoring can be either by poker hands or by combinations. The electronic scoreboard computes by those methods and there is an electronic poker device that adds to the novelty appeal longer than single or double, according to the firm.
Fire Razes St. Louis’ Central Distrib Bsld.

ST. LOUIS—The four-floor building housing Central Distributors’ office, showroom and shop floor, burned to the ground Monday (13). It was partially covered by insurance.

Central is the United Manufacturing Company and AMI distributor for this area. Both new used games and pinball games were destroyed in the fire, and a large number of parts carried in the shop, along with the building fuel.

Central is staffed by Tony Kopal, Norwood Becht and Robert Armstrong. The fire has moved to temporary quarters across from its former location at 2315 Olive Street.

Central also carried lines of vending machines and one of the most complete lines of coin machine parts in the area. Its shop set was one of the finest in the area.

SWEDES DON’T GERMAN WALL PINS

STOCKHOLM, Sweden—The Swedish Association of Coin Machine Operators registered a complaint that an unauthorized salamander placed about 50 Swedish-made games in pastry shops.

The games, called Vagelad, are pinball machines which hang from the walls and are operated for cents per play. Such games are forbidden by law in these locations. The Swedes feel the games will have to go, with the main criticism being that Swedish teenagers don’t favor them.

An American manufacturer is reportedly doing nicely, with Gottlieb’s four-player Contest Game and Williams’ Four Star both highly popular. Teenagers also patronize the pinball machines with queries.

Croquet Flippers is a pinball game, a variation of which is currently regarded as a hot sales item from here.

IRS Explains New Remote Tax Method

WASHINGTON—The method in which operators of remote control amusement devices will be expected to pay the federal levy on remote control machines by a recently passed law was announced last week (14) by the Internal Revenue Service.

The new law, signed by the President in September, levies a $10 per machine surcharge on amusement machines and $250 per amusement machine.

In effect, the law puts the remote control equipment on the same footing as coin-operated machines. (The Board, September 8)

Under the new law, the tax applied only to amusement or gaming devices operated by insertion of a coin or token, except as provided in the Internal Revenue Code.

The tax was effective January 1, 1959, and was to be operated.

A person maintaining a gaming machine as of January 1, 1959, which is taxable for the first time under the new law, must pay $125 tax by January 31, 1959. If he maintains an amusement machine which becomes taxable January 1, 1959, he must pay a tax of $5 by January 31, 1959.

IRS said that amusement and gaming devices for which taxpayers have already paid the tax of $10 or $250 per amusement machine for the fiscal year 1958 are not affected by the new law.

The service also pointed out that the new law makes it clear that the 10¢ or 25¢ tax paid on a machine does not apply with respect to the amount paid to operate an amusement or gaming device or on which an occupational tax is imposed. However, the service will be made to operators who have not filed their returns to pay the $90 tax stamps for the fiscal year ending June 30.

1,000 to Attend MONY Banquet

NEW YORK—Some 1,000 coin machine figures are expected to be on hand Saturday night (25), for the 21st Annual Banquet of the Music Operators of New York, to be held at Ben Mack’s Town and Country Club, Rockville Centre.

The cocktail hour will be from 6 and 7 p.m. A top floor show has been scheduled for the affair.

ROCHESTER, N. Y. — Jerry Kesternick, veteran coin machine dis- tributor, announced that he plans to re-enter the business in the near future. Kesternick operated the Kester- man Sales Corporation here before retiring five years ago.
NOW DELIVERING
WRITE or CALL for Prices
• BALLY CYPRESS GARDEN, BEACH TIME, BIG MINING, SPACE GUNNER, GOLF CHAMP, LUCKY ALLEY
• BALLY BIKE, THE CHAMPION, SPEED QUEEN
• ROCK-OLA PHONES—50-120-200 SELECTION
• CHICAGO COIN CRIS CROSS HOCKEY

Kantor Cautions
• Continued from page 59
had to pay Certifled close to $800
The central buyer for Certifled said that Kantor would do best to select stores on an individual basis.
Although he expressed sending out "deal men" to individual stores in a chain or voluntary group is prohibited, spot checks were made in order to determine why his bulk vending program did not produce better results, said Kantor. Talks with machine owners pinpointed up two sobering factors.

The attitude of individual store owners is still under resistance to new ideas emanating from the central buying office. In some stores, the owner had joined the group to meet competitive pressure coming from the corporate chains. He felt that buying staple food and non-foods from the central warehouse was prohibitive, but he had to meet competition. In fact, the spot check revealed that store owners considered such promotions coming from the office as an attempted encroachment upon themselves as independent businessmen.

Stores Taken

The second sobering factor was the presence of bulk vending in a number of the stores. Operators had already solicited many of the stores on an individual basis. Not only did this reduce the number of available locations, but was apt to cause resentment, said Kantor. He is able to advertise a 4% per cent profit to all, because they do their own servicing in this type of operation. Operators already in the stores give commission considerably less, because they service the machines themselves. However, the store owner is apt to ignore the difference between the two types of operation, and put pressure on his operator for higher commissions.

These difficulties with affiliated grocery stores convinced Kantor that they should be approached with considerable caution, if at all.

His experience with drug and variety chains has differed in almost every respect, said Kantor. Once the central office believes bulk vending is a good idea, it takes over much of the promotion work, he has found. Mailings explaining the program are sent to individual stores along with order blanks. The central office also provides space in its catalog for advertising bulk vending, and underwrites the cost. Individual stores in such affiliated groups as Recell Drug and Butler variety stores are receptive to a program emanating from the central office, said Kantor.
**Seeburg Distributs Show Models**

*Continued from page 58*

"Channel 1" and "Channel 2" appearing in bold letters and at the top of the left and right side rectangles.

The figure "1" is in red; "2" is blue. This color designation is used both on the wall speakers and on the Seeburg cabs on the front of the cabinet (with the left side cabinet in red, right side in blue).

The units of one, or more, play both stereo and monaural records. List prices of the units were not available at press time.

Seeburg emphasizes that remote speakers must always be installed in pairs and mounted directly across from one another. The firm states that when multiple sets of speakers are used they should be mounted 18 feet apart.

For the less all-or-nothing effect, Seeburg emphasizes that channel 1 speakers must be connected to the channel 1 side of the phonograph and channel 2 speakers to the channel 2 side.

**MUSIC MACHINES**

**SEEBURG**

<table>
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<tr>
<td>C</td>
<td>$395</td>
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<tr>
<td>R</td>
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</tbody>
</table>

**ROCK-OLA**

1438 . . . . $345

**WURLITZER**

1900 . . . . $545

1500A . . . . $175

**KIDDIE RIDES**

25 ASSORTED KIDDIE RIDES

- Reconditioned
- Guaranteed

$200 each

**BIG BALL BOWLERS**

CHI. COIN BOWLING LEAGUE

$425

**BALLY STRIKE**

BOWLER Phone

KEENEY LEAGUE LEADER

BASEBALL

$175

**REDD**

Distributing Co. 316 Lincoln St. Chicago 45, Ill.

116-4480

Exclusive Distributors of WURLITZER-BALLY-CH. COIN

**H. Z. VENDING & SALES COMPANY**

2343 W. 113th St., Chicago 24, Ill.

**COINMEN YOU KNOW**

**Milwaukee**

By BENN OLLMAN

Frank Bartnik, Bosco Music, has just returned from a quick trip to St. Louis. Miss Vrony visited his sons, Tony, on duty there. . . . The Beas has been signed and Billhop Coin Machine Company will shortly move to new quarters, re-paints bus K. & R. Pottsville, Baraboo, Wis., cigarette and candy operator, recently sold his routes and equipment to Fred Hoffman, also of Baraboo.

**SAVE MONEY SAVE TIME**

Buy all the equipment you need from ROSEN. We always carry one of the nation's largest stocks at the nation's best prices.

**SPECIAL SALE**

SEEBURG V-200

Equipped with VL Receiver and Speed Road Program Holder.

$675.00

W. B. DISTRIBUTORS, INC.

1012 Market St.

St. Louis, Missouri

**ACTIVE AMUSEMENT MACHINES CO.**

OMAHA, NEB., HEADQUARTERS

For the Coin Machine Industry in the MIDWEST

**FISCHER**

presents the amazing

**PARTY POOL**

6 EXCITING, PLAY-MAKING, PROFIT-PRODUCING GAMES ON 1 GREAT NEW TABLE!

- *"14-BALL BUMPER"*
- *"CAT & MOUSE"*
- *"EIGHT BALL"
- *"ROTATION"
- *"EIGHT BALL TAG"
- *"SUDDEN DEATH ROTATION"

**NEW SIZE!**

62 x 42 x 21"

Ideal for school use or rec centers.

At last! The tremendous appeal of a bumper type table, combined with the shuffling play variation and action, instantly winning power of a 6-pocket table!

**SLATE TOP**

**FULL SET NUMBERED (1 to 15) BALLS**

**52 CUES**

**"VISIBALL" TRAY**

**FORMICA RAILS**

**FISCHER SALES & MFG. CO.**

911 Clinton Street

Chicago, Illinois

Spring 4-6314
New England Operators... You are cordially invited to hear the sensational

Seeburg STEREOPHONIC SOUND at our showrooms

Open daily from 9 a.m. to 9 p.m. during showing

Feature: Septick, Williams and Seeburg Distributors

BLAST YOUR WAY INTO CHOICE LOCATIONS
AND STAY INDEFINITELY WITH Williams VANGUARD

WITH NEW POP-UP BALL TARGETS!

See Your Williams DISTRIBUTOR TODAY!

VANGUARD MAKES PLAYERS THINK...
Should I Shoot 1 Ball? Entire Line? BAILS!

Hold Players Interest:
1. Replay Feature (optional)
   for High Score
2. Match Feature (optional)

Built on Cashews
Continued from page 32

making commission payoffs which are convenient and save considerable time. Posted checks are prepared in advance at $5 denomination, and are made out to locations where he plans to service his route.

Continuous card is run for each angle, and when the location’s commission reaches $7, the owner is paid. If the location’s commission is actually less than $5, the owner is still paid and the account is entered as such. The same principle applies when the owner has more than $5 coming.

Koritz estimates that his system saves about one-third of the time involved in servicing his route, because the process of counting money at the locations and again at home is eliminated. Collections from machines are put directly into individual bags from each location, with appropriate identification, and the money is counted by an electric machine at Koritz’s home.

Regular Servicing

Machines on the route are serviced once every three weeks regardless of whether the machines have emptied. Koritz sticks rigidly to this schedule, with the exception that main service calls are reduced, if not almost eliminated. Where locations are not to receive multiple installations of the same product.

The average machine would take eight to 10 weeks to empty, if it were allowed to stick. Each machine when emptied takes in $10, but Koritz estimates the average gross income from each at $4.50 a month.

In servicing his route, Koritz uses a specially equipped station wagon, which has a board installed over the floor of the rear of the vehicle. The board can be easily cleaned and prevents the floor from getting dirty.

A portable compartment also is installed on top of the station wagon. When not in use it may be left on hangers attached to overhead hooks in Koritz’s garage. (See picture, elsewhere this section.) The floor-board of the station wagon is used for freshly filled globes, which are exchanged at each location on the route. The globes that are picked up are stored in the compartment on top of the station wagon.

Dry-Cooked Cashews

Koritz has no problem of grease either collecting on the globe or changing the mechanism of the machines because he uses dry-cooked cashews. In cleaning the machines—all of which are Northwestern—the merchandising wheel is disassembled and put through a washing process along with the globes. Koritz keeps a two-day supply of clean globes available at all times, and continually pulls in machines to be repaired, overhauled and to have the mechanism checked for maximum operational readiness.

The name of Marvy Company is put before the public in simple, effective ways. The portable compartment that rides on top of his station wagon has both the name of the firm and type of business lettered on the sides. Each globe has a silk-screen stencil of the firm name, phone number and “Always Fresh’’ slogan.
### Made-to-Order
- **Continued from page 62**

The beach top is illustrated by a combination of daylight thru four wide-sided windows and a right wall of the shop, as well as adjustable overhead fluorescent lighting fixtures which can be raised or lowered as desired. Different people have different cuttings as to the amount of light which they want to use in carrying out repairs, the adjustability, and the combination of electric and outdoor daylight is ideal.

The big Mountain Distributors' shop handles an extremely heavy repair load every working day throughout the year, but consistently turns out the week at from 10 to 20 percent less time than usual.

### July Coin Exports
- **Continued from page 62**

Before showing in the top 10, top market for new juke boxes in July was Vancouver, taking 29,000, units, for a $23,351,158 volume. Next in line were West Germany ($1,054,931) and Belgium ($835,781). West Germany took the biggest share of used phonographs, for a $33,972,000 volume. Belgium and the Netherlands were the only other major markets in this category.

Belgium compared Games Belgium was the number one market for amusement games, taking 33,333 units for a $114,486,244 volume. Italy ranked second with $81,037,833 units, with West Germany and Canada in the $60,000,000 bracket. The Italian game market is expected to drop far down the holder in the final months of 1958, however, due to a current ban on pinball operation there.

In the first six months of 1958, juke box shipments, new and used, averaged 51,463,613 monthly. In the same period, games averaged 48,673,745 monthly volume of $673,155,456. Average price per game expected for this period was $221; average price per juke box $411. Juke boxes exported in July averaged $454 per unit; games averaged $185.

Vending machine exports (not shown on chart) made $196,613 in July, on 2,916 units shipped. They brought $3,071,826 on 1,471 units in June.
Williams Ships
- Continued from page 43

10, 20, 30, 40 and 50 when target is hit. In-line bonus of 500 is awarded for 3-in-line bonus of 1,000 for 4-in-line and 1,500 bonus for 5-in-line or four corners.

The game is equipped with match play and spell-the-name carry-over features, which operator can use or unplug at his option. Vanguard is set for single-dime play.

The game keeps player thinking, requiring a decision on each shot: whether to shoot at single ball, a line of balls, rack up in-line scores, or try to improve in-line scores for higher bonus. Vanguard cabinet is a new design featuring tubular legs for gun mount and one-piece construction.

After player has taken all allotted shots, he may still clear any in-line scores but has made by pressing button. He may continue to rack up in-line scores after shooting until balls scatter out in non-in-line position. Then game is over. Balls fly up from ball holes every time bonus button is pressed.

IRS Hits Indiana
- Continued from page 82

Willful failure to obtain the federal stamp is a misdemeanor under federal law. It is punishable at a maximum by one-year im-

In the few prior cases where location owners were tried for stamp evasion, the federal courts imposed and then suspended fines. The Valparaiso location owners will be tried in the U. S. District Court in Hammond. U. S. Attorney Kenneth Rauld said he expects a trial within two weeks.

Gottlieb's CONTEST

A 4 Player Game with 4 Flippers!

Here it is Mr. Operator... another 4 player game designed to repeat the same success you enjoyed with Super Jumbo, Jubilee, Major and Falstaff. Attracts players year after year in all your locations. Enjoy long term profile and giant resale value... see your distributor and get CONTEST on location today!
**CHICAGO COIN GAMES** LEAD 'EM ALL in

**PROFIT POWER**

**PLAYER'S CHOICE BOWLER**

TWO GAMES IN ONE
Player Easily Sets
Game For REGULA-
TION Or HIGH Scor-
ing!! (By The Flip Of
A Toggle Switch)

Equipped With Ball-
over Switches For
Trouble-Free Oper-
tion

Plexi Back Glass

-Standard Equip-
ment!

Now! DOUBLE Profits
with DOUBLE Play!!!

2 Players Can Bowl At The Same Time!
As Many As 8 Players Can Participate!

**TWIN BOWLER** is ONLY
48 inches wide and 14
ft. Long! Each Lane Oper-
ates Independently Of
The Other! Game De-
sign In 3 Sections For
Easy Set-up! Available
In 10c or 2/25c models!

**CRISS-CROSS HOCKEY**

Featuring "Criss Cross"
Bonus Scoring with 9
Bonus Scoring Combi-
nations . . .

Every Time A Player
Completes A Card A
Better In H-O-C-K-E-Y
"Lights-Up" For Addi-
tional Scoring!

Available In Replay or
Novelty Models! Fits
Any Type Locations...
Size 5 ft. x 2 ft.

**ROCKET SHUFFLE**
The Profit Sensation of the Year!
A limited quantity still available.
See it at your distributor!

ANOTHER

**CHICAGO DYNAMIC INDUSTRIES, INC.**

1725 W. DIVERSEY BLVD. CHICAGO 14, ILLINOIS

CHICAGO COIN PRODUCT
**Bally BEACH TIME**

**Smashing In-Line Earning Records**

Biggest array of popular play-features ever built into a pinball game brighten the backglass of Bally BEACH TIME...all adding up to biggest earning-power in years.

**4 Magic Squares**

**2 Magic Lines**

Get your share of the big BEACH TIME money.

Get new Bally BEACH TIME at your Bally distributor today.

---

**Bally LUCKY ALLEY**

*With New Lucky Strike Feature*

Biggest thrill in bowling!

- Official bowling scores
- 1 to 6 can play
- Streamlined cabinet
- Quiet-roll alley
- Extra husky pins
- Protective foul-light

3 Popular Sizes
11 ft., 14 ft., 18 ft.

2 Coin Styles
Dime-A-Game or 2-For-Quarter

---

**Sensational GOLF CHAMP**

*3 Tricky Greens*

*Exciting 19" Hole Scores Up to 200*

*Shift Double Scores Free Shots*

Fun for one player, double fun for two players.

GOLF CHAMP injects new life into slowest locations, earns top money in every location.

1 or 2 can play
2 ft. by 9½ ft.

See your distributor...or write BALLY MANUFACTURING COMPANY • 2640 BELMONT AVENUE, CHICAGO 18, ILLINOIS
Fascinating SKILL-TIMING Feature in UNITED'S CYCLONE SHUFFLE ALLEY

Travelling lights on playfield and backglass register changing values of Super Strikes, Strikes and Spares...
Nine changes of value for each

PERFECT SCORE 9600

Large ball-type puck actually hits pins for realistic bowling action

1 to 6 Can Play

1. GREAT FOR COMPETITION
2. DELUXE AND REGULAR MODELS
3. NATIONAL REJECTOR
4. SIZE: 8½ FT. by 2½ FT.
5. SHIPPING WEIGHT 430 LBS.

OTHER UNITED HITS
- PLAYTIME Bowling Alley
- JUPITER Shuffle Alley
- ATLAS Shuffle Alley

UNITED MANUFACTURING COMPANY
3401 N. CALIFORNIA AVENUE, CHICAGO 18, ILLINOIS

SEE YOUR DISTRIBUTOR
THERE'S NOTHING LIKE SEEBURG STEREO

WITH CHANNEL 1

AND CHANNEL 2

NOW PLAYING!

AT YOUR SEEBURG DISTRIBUTOR

Hear It!...See It!

SEEBURG

DEPENDABLE MUSIC SYSTEMS SINCE 1902

THE SEEBURG CORPORATION

Chicago 52, Illinois

America's Finest and Most Complete Music Systems