Nippon Differs on Disk Segs, Clubs

Better Radio Group Calls for 'Top 40'
Wax; Disk Club Keyed to Dealers

By JUDE BUNDY and J. FUKUNISHI

TOKYO — The Japanese record market has come up with some interesting tinkering on two of the most controversial subjects in the U.S. disk field—‘Top 40’ type on-demand programming and record clubs.

Unlike America—where most of the protocols are governed by anti—Top 40 programming factions—the Tokyo American Council for Better Radio Programming has decided to take the initiative to pressure the Far East Network into playing more top-selling U.S. disks.

Japan’s variation on American record companies, Nippon Columbia’s LP Record Lover’s Club, whereby prospective subscribers are required to buy a single amount of LP’s directly from dealers (rather than mail) to qualify for membership.

Labeling their campaign "a plea for fair play," the Council points out that the programming of ‘two much modern jazz, big bands, standards and show tunes’ by FEN (a branch of the Armed Forces Radio TV service), which operates a 24-hour schedule for the benefit of American servicemen, takes FEN to TASK.

The Council argues that FEN should adopt a middle-of-the-road programming policy, dropping many trivial programs that appeal to a very few listeners—such as the popular hit record disk jockey programs of the type that have made U.S. commercial radio a thriving business as well as programs featuring the music that FEN now plays.

The Council further claims that the Independent Armed Forces Radio Service non-commercial station has been killing the disk jockey program industry and that the Council points out that the current call for pop music on the station is a lighthearted Top 20 show, which plays ‘rock’ to 10 of the current chart, and that continues the Council, is in sharp opposition to U.S. radio stations where Top 40 survey play every record.

Disk Festival Draws 20,000

NEW YORK — The Annual Record Festival held last month at the Tokyo Municipal Commis- sion, drew more than 20,000 people. In 1957, the commission declared the day a National Holiday. Sponsorship was by the Japan Phonograph and Bookers, a group of major Japanese record companies.

Flat to the festival date (November 3), numerous record companies and lecturers on music and the disk field were presented in key Japanese cities. The Festival, designed to promote record and phonograph sales by increasing national interest in music, was highlighted by a live show, featuring 22 top Japanese record artists.

Columbia Markets $39.95 Table Stereo Phonos

Columbia Phonographs will introduce a $39.95 three-speed, portable stereo phonograph in January along with eight other stereo sets including a $99.95 automatic stereo portable.

Publishers Mean as Sheet
Music Sales Slow to Walk

Sheet music sales, which have been declining each year, dropped so badly in November that publishers are giving up on the road.

C. J. Latcha, Billboard Advertising Chief, Retiring

Clarence J. Latcha, for the past 10 years Advertising Director of The Billboard, series after next 5 years with The Billboard Publishing Company.

Heavy Action Keys Renaissance of Christmas Singles

Half a Dozen Yule Waxings Hit Trail Blazed ‘by Chipmunk’

By BOB BOLONTZ

NEW YORK—For the first time in many years, hit Christmas songs are popping all over the country. Sparked by the phenomenal selling ‘Chipmunk Song’ on Liberty Records, at least five other new Christmas singles are gaining from this 1958 holiday season. This is the highest number of new Christmas singles since the mid-50’s days of ‘I’ll Be Home For Christmas’ and ‘Rudolph the Red-Nosed Reindeer’, which were first sold at $1.

The records getting action besides the six mentioned Chipmunks, are: "Dance, Santa, Dance," by Angie Ross on MGM; an "Ira, Ira, Ira," by Harry Belafonte, with the German horn section; "A Christmas Song," by Chuck Berry on Chess; "The Little Drummer Boy," by the Harry Simeone Choir and Chorus; "Green Christmas," by Stan Fosberg on Capitol; and a record just acquired by Columbia from the Martin label, titled "Happy Birthday, Jesus!"

Looks Biggest in 35

The song that music buyers never could mention that ‘The Chipmunk Song’ is one of the fastest-breaking and easiest selling records of the year and looks toward becoming the biggest seller of 1958. Since its release in July, it has been astounding the audience and has been bursting out of radio stations as far away as Long Beach, Calif., and in NYC it’s been said that all radio stations sell out their hits before 10 a.m.

Stay With the Team, Alvin!

NEW YORK — Threeтиповыми чертами: организация, стиль сопровождения и Alvin, have apparently become as real as the age of record sales. The Alvin Dog and the Banana, according to Janie Gibbs, publicity chief of the Chipmunks, are the latest in a series of automobile drive-in requests the team has been asked to fill. Gibbs, who also is the magazine editor called her reports "Absolutely fantastic." Gibbs feels that the Chipmunks have capitalized on their image of being friendly, approachable and popular, and have continued to sell out their shows despitePl ast year, the big Christmas hit, "Jingle Bell Rock," was really a teen record, a rock and roll disk with a Christmas lyric, and it sold to teen-agers. Musicals, thanks to a slight recession of rock and roll that has given the lyricer the courage to come out in 1959.

(Continued on page 9)

COLUMBIA MARKETS $39.95 TABLE STEREO PHONOS

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IMPERIAL recording "Lament Teddy Chudd" (Hanson), of Detroit aurally.

HOLLYWOOD

Mikels Upped To Nat. Sales Post by CRDC

HOLLYWOOD — Bill Mikels, southwest district sales manager for Capitol Records Distributing Corporation, has been appointed to the new position of national sales manager for CRDC, headquartered in Hollywood. He replaces Bill Tallant, who was upped to merchandising division administrator of Capitol Records, Inc. Mikels will assume his duties under CRDC Sales Manager Max K. Callison.

Mikels joined CRDC as a sales rep for its Oklahoma City branch in early 1958 (Continued on page 27)

Bobbanan Heads Liberty Sales

HOLLYWOOD — Don Bobbanan was named field sales manager for Liberty Records, headquartered in Detroit. Bobbanan will serve as the sales promotion manager with Challenge and Jackpot Records which he acquired last July. He will fill which of his duties with the promotion of Liberty's "Start 1959 Right" distributor sales campaign. Prior to coming with Challenge and Jackpot, Bobbanan was Circa's divisional sales manager.

Local 47 Administration Slate 2-to-1 Winner

HOLLYWOOD — Bitter tug-of-war between the rival musical unions here is expected to be intensified by the two-to-one victory of the administration slate last week. The opposition slate reported being supported by the anti-AMF Musicians Guild of America.

John Tranchitella and his en- terprise were swept into office. Tranchitella received 2,004 votes to top Tony Tavel's 1,350.

John "Iceman" Groen had headed the local for more than a decade until his defeat by Elliott Daniels. Daniels received 1,350 votes.

Max Herman, incumbent recording secretary, polled 2,760 for the current slate, compared to 1,274 received by Groen.

Tavel's campaign charged the administration with the "use of the federal government's money and having "disputed the local's funds," and generally blamed it for the split within the musicians ranks.

The administration claimed Tavel was a "cold, disloyal horse who would sell out the local's interests to Reed's MGA.

Shad to Head Rank U. S. Disk Operation

NEW YORK — Bobby Shad, who recently has headed up his own company, has been appointed president of a new disk operation, the Rank Records Company, Inc. John D. O'Donnell, administrator, Camden Records Merchandising.

Stereo packages to be released in January include Norman Ley- nen's "Broadway Spectacular," "Grand Tour," "Mercury Concert Favorites." From February on, stereo releases a month will be issued.

Cammie's Living Stereo lists at $25 and will feature full ad and promotional support.

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CHICAGO — The most talked-about marriage of the social season was recently consummated in the person of Studebaker - Packard Corporation, noted for its luxury cars, and the Studebaker-Packard Corporation, noted for its cars.

A steady director of acquisitions, told the Billboard this week that the board of directors has jointly to pass over the acquisition of Fats Domino, the Everly Brothers and one or two other properties in favor of a selection of foundations, machine tool plants and all like that. Studebaker said that he, personally, still dig pipe business sound corporate investment but it seems his estab- lishment did not entirely captivate colleagues on the board.

Studdah's plan, after a series of informal negotiations with Lew Christof of Imperial and Archie M. Carpeter, chairman of the board, consisting of a division drawing in the corporation, was that of setting up an entertainment division, a division which would be the division drawing in the corporation, was that of creating a marriage broker for various matched corporations. Among his more encouraging accomplishments was that of putting up a sporting gable machine by giving it a profitable subsidiary that made it a much-appreciated property. Studdah called Studdah into his picture as a step toward taking tax advantage of its heavy losses in recent years.

Now that the negotiations have collapsed, two facts stand out from the talks:

(1) Ricky Nelson will not, after all, be required to join the C&W group. He will hold out a while longer. New song pluckers in the Hill-Studdah will revert to shopping for a few songs later.

(2) The Billboard's industry last week.

New song pluckers in the Hill-Studdah will revert to shopping for a few songs later.

(Continued on page 14)

WAITING AT CHURCH

Studebaker Thumbs Down Diskers Buy

CHICAGO — The most popular disk buying of the social season was recently consummated in the person of Studebaker - Packard Corporation, noted for its luxury cars, and the Studebaker-Packard Corporation, noted for its cars.

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(Continued on page 14)
NEW YORK — Alba Christmas singles are moving out at an even faster rate this year than last year (see separate story in this issue). Christmas, however, is a long way away, and it seems that the West End Hotel is already looking forward to next year's Christmas trade.

No Action by JD Foreseen on Smathers Bill

WASHINGTON — Rumors are afoot that Justice Department officials have met with a number of broadcasters and record companies in response to complaints from retailers about the new anti-trust laws. The rumors have yet to be confirmed by either the Justice Department or the Federal Communications Commission.

5.1958 Record Sag in Sheet Music Sales

NEW YORK — Sheet music sales have been dropping steadily for the past few months, and the trend is expected to continue. The reason for the decline is not yet clear, but it is believed to be due to a variety of factors, including the changing tastes of consumers and the increased competition from digital music.

Somerset Tabs Biggest Month

NEW YORK — December will be the biggest month to date for the somerset Tab, the new radio station that has been on the air for less than a year. The station has been gaining popularity rapidly, and its audience is expected to continue growing in the months ahead.

Co-Disks Add Spark to Radio, TV Segs

NEW YORK — Co-disks, a type of promotional material that is often used in radio and television advertising, are gaining in popularity. They are sometimes used to promote a new song or album, or to highlight a particular artist or performer.

Victor Skeds Special Deal on Fiedler LP

NEW YORK — RCA Victor is releasing a newly-recorded "Gaite Blanche" by the Boston Pops in January, with the album offered to consumers at the same time as the new record. The album is a reissue of an earlier version, but with a new orchestration and additional material.

Parmo Wins Up Close View

NEW YORK — Parmo has been awarded the Top Star award for the year 1958, as selected by the National Association of Broadcasters. The award is given annually to the outstanding recording artist or performer of the year.

Coast Line Hotel Outlook

Big Names Of One-Nighter Basis, Teen-Age Pitch

NEW YORK — The Coast Line Hotel is planning a special event for the upcoming Christmas holiday season, with a series of concerts featuring some of the biggest names in music. The hotel is also planning to offer a variety of festive activities, including a special menu and a holiday-themed cocktail lounge.

1958 Record Sag In Sheet Music Sales

The publisher points out that this is particularly bad news for those who are interested in collecting sheet music, as it is not likely to be replaced by other formats. They also note that the decline in sales may be due to a number of factors, including the increasing popularity of digital music and the decline in the popularity of printed material.
**NEW YORK — RCA Victor Red Seal chief Al Kaye has last week received a long-awaited offer from Decca, where he bottomed out a number of important classical recording sessions for the new artists to the label. Kaye’s wrapping up of recording projects extending well into 1959 is indicative of the fact that he is now working on an increasingly long-range schedule. He pointed out that technological developments have increased the standard of the catalog and 2) rounding out the catalog to make it as well-balanced as possible. In line with the latter point, he is planning more chamber music recordings.

**RCA on Long-Range Classical Schedule**

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**AMH Distrib Conclave Set For January**

NEW YORK — ABC - Parma Records has announced that it will hold a convention for all of its distributors next month (January 20-21) at the Conrad Hilton Hotel in Chicago. During the meeting AMH will introduce its new January album release schedule, which will outline sales and merchandising plans for 1959.

**5-Yr. ABC-TV Pact for Kaye**

NEW YORK — Sammy Kaye has signed a long-term contract with ABC-TV, calling for a string of weekly radio programs (based on 36-week segmenting) totaling $3,300,000 for the entire period.

**Cincinnati Buys WZIP**

CINCINNATI — Station WZIP, Cincinnati’s long-range planning for its future has been realized with the acquisition of the FM station by Western Union, making it the second FM station in Cincinnati. WZIP was founded in 1947 and is operated by the University of Cincinnati.

**Lucasta’ LP to Follow Pic Preem**

HOLLYWOOD — In response to the normal procedure, high Fidelity Records will release The Preem label’s “Lucasta’” a full month before the making of The Lucasta’ label. The flick stars Eartha Kitt and Sammy Davis Jr., and the music and picture from the Lucasta’ label will re-use the music and picture from the original Lucasta’ label. The film company will supply the original drawings and titles for the Lucasta’ label, and the film will be used for the Lucasta’ label. The film company will supply the original drawings and titles for the Lucasta’ label, and the film will be used for the Lucasta’ label.

**New Design Preps, Hays Deck**

NEW YORK — Design Records will release an EP featuring Helen Hays’ record “The Last Days of Pompeii.” The record was written by script writer Helen Hays, and is based on the story of the last days of Pompeii. Hays will be featured on the work on the General Motors Anniversary TV spectacular last year, and the record will be released innumerable requests for a reissue.

**Setting**

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Season's Greetings
to all our friends in the entertainment world and best wishes for a Happy and Prosperous New Year

AMERICAN SOCIETY OF COMPOSERS, AUTHORS AND PUBLISHERS
Japan Has Own Views On Disk Segs Clubs

(Continued from page 2)

the other mood music and stand- ardized music. Music has been a strong American radio station in each area of Japan.

In conclusion, the Council says: "It's true that many of the hit tunes are rock and roll, but that's only what is popular and that's what the public wants."

The Nippon Columbia Record Club, which was organized June 15, 1954, reported 1,000,010 members. Under the Japanese system, all records reported by Nip- pon Columbia (American and British Columbia and MGM) contain a number of sales. Sales (as determined on price and membership applications cards for the club in the market) are from customers who answered the question "Do you buy records from retailers," mount the question on the application form, and when the coupon total 100 points (200 Yen) mail the cards to Nippon Columbia to qualify for membership. A 12-inch LP sells for $1.75 while a 10-inch LP sells for $1,000 to 1,300 Yen. All members receive a 12-inch album and a special package free as a bonus and once a year, a lottery drawing is held for a Columbia LP, Columbia TV sets and hi-fi phones as prizes.

Promotion-wise, 12-inch LPs not released in the general market are offered for sale to mem- bers through Nippon Columbia. The most recent offer is "In the Shadow of the Sun" by Maria Callas. The special LP's carry a point value of 60 rather than the usual 20-point LP "value." Nip- pon Columbia plans to step up this to feminine monthly basis shortly.

The Council has also branched all over Japan, and members meet regularly at jointed spon- sored record concerts-sessions and meet events. Exes of the club members are Dick Grann, Dick Perry, ex-Dick T. Takakusaka of Emperor's成功举办的several other sessions, and Y. Nakamura, general manager.

Stereocraft's New Juke 45s

NEW YORK— Stereocraft is issuing 10 new stereo singles for the juke box trade this week. Each record is sold individually, not in a package. Issued to operators for the new disks, the first package of 10 discs has been released in October. Stereocraft issues ste- reo records which are advertised in the "Stereocraft Reporter," and is the first company to advertise stereo records.

Among the 10 new stereo sin- gles on Stereocraft there is a special single titled "Take Two to Stereocraft," available only at the time the "Stereocraft Reporter," Records, a jazz label. Transition produced the first Stereocraft stereo bulletin which was released in 1956.

Wilson was associated with the Lawrence Blackmon Records prior to hav- ing his own company. He also di- rects the broadcasts with members of the Boston Jazz Workshop in Boston in 1953.

Robert Sarnoff

(Continued from page 3)

Robert Sarnoff was recently elected to the Board of Directors of the Century-21 Corporation as a result of the sale of the company to General Foods Corporation.

NAB Reports Solid Radio Boost in '58

WASHINGTON — R. d b logging up a good record in 1958 in spite of the mid-year recession, National Association of Broadcasters reports that in the past year stereo broadcasting to strengthen its hold on the public during Jan.

1959, spurred by increasing numbers of stations which began stereo broadcasting via AM-FM combinations, or multiplexing sys-

In 1958, the total retailing total for 1958 is expected to reach $461 million, up 3 per cent over 1957's record of $427 million. There were 150 million receivers, an increase over 1957 of 23 million. There were 101 million sets in homes, 35 million in cars, and 12 million in public places. Diesel should figure out a bit better than the industry's third year of business.

NAB also reports an increase in station.statusCode on music programming, and in "good music" stations.

Victor Skeds

(Continued from page 3)

the two-dollar savings message is million of consumers via Hi-Fidelity, Saturday, Hi-Fi, LPs which New Yorker. Esquire and others. Fin- ession displays and other point of sale material is being mailed to consumers. The mailing includes TV commercials on the Ellery Queen and Eddie Fisher shows and a tip sheet on the promotion kit has been shipped to 25 million homes via radio. The current facts-Facts Book RCA Victor expects this Facts Book package to interest the artists' previous hit.

Yuletide Renaissance

Christmas Singles Back in Spotlight

(Continued from page 3)

out on kiddle-style Christmas ent-

Under any circumstances, the "Holly Jolly Christmas Song" this season and the success of the other singles, may portend biggest coming of Christmas singles in 1959. For the last five years or so, A & R men have been on the lookout for songs because of their short life and because of the multimillion chances of a hit. But now? Maybe Chipmunks Simon, Theodore and Alvin have changed a lot of old thinking.

Ben Mace and Bill Hall was a guest lineup that includes Jim Jeffries, Sonny James, Hank Williams Jr., and Brenda Lee. Bob By Lord bounces into Canada this Christmas season with his latest, "Rambold swing of one-nighters."

Mr. and Mrs. Harry S. Smith, Jr. (Columbia), the Hill, also included Joe Maphis and Rose Murphy (Columbia), Bob Luman (Capitol), Wally Lewis (Liberty), Jay Jackson, Nat King Cole, and Joe Sweeney's house band. Cash re- ceived a native the KFAP popular- ity poll, a yearly feature.

... Joe Pierce tries to be the next big thing in gospel EP's, by such artists as Willard Gayle, Wally Lewis Family and the South- land Trio, and says he'll be playing the Delmar, Mo. Jamboree when that type of music is called for. His address: 115, Madison Town.

Ernest Tubb and the Texas Troubadours and Skeeter Davis, country music's most popular duo, with Ernest, and his jids returning to Nashville to spend the holidays with the singer's parents at Highland, Ky., to celebrate the yule tide... Ray Price and The Cover Girls, the Lone Star State visiting their folks over Christmas. Hank Williams Jr. was in Nashville last week Thursday, Friday, and Saturday, and was in Longview, Texas Monday night. Disc jockey Jay Darabone reports the program's type of music is called for. His address: 115, Madison Town.

Wehle Pierce is in the process of completing an album to be released around February and the album is not yet unannounced. ... Bobby Helms, the man with a mustache, is returning to his home in Fairview, Ind., spent several days in Nashville last week to cut another album and to discuss plans with Curley Blode, Cedarwood Publications. Bobby has just completed a three-week Jan. tour, with dates to plan on to Birmingham, Va., Washington, D.C., Baltimore, Pittsburgh, Cleveland, Minneapolis, Chicago, Cincinnati and Louisville. Bill Phillips, who recently host his first Columbia release in "Lying Lips," has a new one coming for the 1959 Christmas season. It's titled "The Tear That Falls."

The Wehle Pierce Show, with Gene Norman and Bobby Helms, featuring Ken Kelly and the Shamrocks, with Bill Phillips, "Grand Ole Opry" singer, and "Grand Ole Opry," as added features, are reported to have al- ready been aired in the past few days in the Auditorium, Sonora, City, Ne., re- cently. Bill Phillips, also the former and advertising manager, was the largest ever called "Choo Choo," who sometimes becomes "Saturday Down South Jones," is an old name in the business these days. ... Hall layers his "High Hill," and "Mike and Jack," the same holds good on Del Woods' new range of piano releases. The total "Westbound Train," Sam Pierce release, "I Got a Call to Your Heart," written by George Jones, is being recorded and sample by writing to Don Pierce at Box 11, Marion, Tenn. the Yuletide Renaissance.

Ernie Husky does theUngles "Christmas Song" on "S TODAY, Dec 22, 1958
THE BILLBOARD

9 NEW LABELS JOIN PARADE

By BILL SACHS


Around the Horn

For the period of Jan. 10 when Mansey-Ferguson begins its sponsorship of "Jubilee USA," Country Music Association will have a guest lineup that includes Jim Jeffries, Sonny James, Hank Williams Jr., and Brenda Lee. Bob By Lord bounces into Canada this Christmas season with his latest, "Rambold swing of one-nighters."

Net Nighbor, producer of "Country America" (KABC-TV, Los Angeles), presented Hank Thompson and His Crazy Valley Boys in a show and set to air on Foster Park Ball- room, Ventura, Calif., Sunday, 21. (Monday, 22, the "Country America" show will celebrate with a Christmas dinner and party at Larchmont Hall, Hol- lumber. ... Joe Pierce's Stereophonic Christmas program has received tele- viewer requests for the tapes, the show was recorded October 29th. Joe Pierce's Stereophonic Christmas program has received tel- eviewers' requests for the tapes, the show was recorded October 29th.
Introducing "Little Cindy"

HAPPY BIRTHDAY JESUS

A LITTLE GIRL OPENS HER HEART TO GOD

SURE TO BE A HIT LONG AFTER CHRISTMAS!

ON HIGH-FIDELITY RECORDS BY COLUMBIA
**ADDITIONS TO DCDHARTDATA**

**NEW YORK** — The following changes should be made in chart data featured in Billboard’s December 24 Special last week.

The Diamonds, listed among the Most Prominent Artists of the Year, are managed by Nat Goodman; while the Art Visions, listed among the Major Hit Groups, are scored in the Favorite Instrumental Group, is managed by Jim Atkinson. The song "For Bennett in Dee Ann" by the Visions represents the Kingston Trio.

Altho Roulette Records was credited to the Sam Gannas for artists among the defasen favorites, it should also be noted that Roulette and M-G-M Records for fifth place (each company had four artists on the lists) among the labels represented with artists on the deep-sea charts.

**Clary Brought Bounce to Maisonneuve**

Robert Clary, the energetic little Frencheesman, is warming up the traditionally aloof audiences at the St. Regis Hotel’s Maisonneuve, and in so doing is setting a precedent. It’s the first time in years that a new singer is starting to fill the season, and Clary represents a good choice for this departure.

No one can fault him for effort, for he boozes around ceaselessly throughout the performance. His good humor and rapport with the ringmasters provide a friendly atmosphere. His numbers, arranged by Ray Ellis, varied in reception, some being a bit too abused, and he scored best with a medley of tunes made popular by his countryman, Maurice Chevalier. On his recent album for Mercury, he has the classic numbers from *Gigi*. Clary also scored with “I’m in Love With Miss Logan,” a witty bit of material from *New Faces,* and his “Plan’Jomo”-goodies number which he once recorded on an album for EMI. The picture-like Frencheesman could strike it big, on disks as well as in personal appearances, if he had the benefit of special material, which is the case here. But most important, it requires fresh and potent material of the caliber.

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**BETTY MADIGAN**

**CORAL**

**I WISH I KNEW**

**The Way to Your Heart**

**1959 Capitol**

**SYLVIA SYMS**

**BOURNE, INC.—ABC MUSIC**

**184 West 52nd St.**

**New York 19**

**SLEIGH RIDE**

**100% Recorded**

**SCARLET RIBBONS**

**THEORY about the Music**

**of Songs**

**When You Come to the End of the Street**

**First Choice Records**

**HALLS MUSIC, INC.**

**MUSIC AS WRITTEN**

**By BOB ROLONTZ**

**HAPPY CHRISTMAS**

Christmas comes but once per year and maybe that’s a good thing. Too much of a good thing is bad, even for those of us who love to hear the stories of the pretty secretaries who tipped us on stories, the publishers who helped us out of jams, the people who are always there for us when we need help. And even when they get tired of us, they show up for us and tell us about records we say Merry Christmas. And we hope that next year will mean more slick music tales, better selling records, more Lucie Arnaz, more hot artists, more hot writers, and more smash Broadway musicals.

**NEW MUSIC ON BROADWAY**

The musical scene on Broadway will be reflavored by some new shows that have caught the fancy of the public, not the critics. "Whoopee Up," with music by Moore Charlap and lyrics by Noam Gimbel, will open tonight (22). Betty Comden and Adolph Green will be the book writers, and the score is by Jule Styne. M-G-M bought the Golden Theater in New York Tuesday night (23) for a three-week run of its musical, "Golden Boy," by Abby Mann and Philip Green, which opened to enthusiastic applause in the Greenwich Village a few weeks ago. And three writers have been set for the musical version of "Fried and Furible," which will be called "Fried and Impeccable." When it opens on Broadway in March, Cleffers are Glenn Page, Robert Goldman and George Weiss, with Strauss-publication backed by Frank Melman, who has signed a contract with Sara Berner, who will sing it in the show. Since the latter, they will be called "Berenstain," and have written it for Sara Berner, who will sing it in the show. Since the latter, they will be called "Berenstain," and have written it for Sara Berner, who will sing it in the show. Since the latter, they will be called "Berenstain," and have written it for Sara Berner, who will sing it in the show. Since the latter, they will be called "Berenstain," and have written it for Sara Berner, who will sing it in the show. Since the latter, they will be called "Berenstain," and have written it for Sara Berner, who will sing it in the show. Since the latter, they will be called "Berenstain," and have written it for Sara Berner, who will sing it in the show. Since the latter, they will be called "Berenstain," and have written it for Sara Berner, who will sing it in the show. Since the latter, they will be called "Berenstain," and have written it for Sara Berner, who will sing it in the show. Since the latter, they will be called "Berenstain," and have written it for Sara Berner, who will sing it in the show. Since the latter, they will be called "Berenstain," and have written it for Sara Berner, who will sing it in the show. Since the latter, they will be called "Berenstain," and have written it for Sara Berner, who will sing it in the show. Since the latter, they will be called "Berenstain," and have written it for Sara Berner, who will sing it in the show. Since the latter, they will be called "Berenstain," and have written it for S
VOX JOY

BY JUNE BONY

BOB LAWRENCE, WIP, Philadelphia: Philadelphia’s largest commercial
station, first in music, has had a
rush of new items, which are
being sold at the present time.
Record companies are selling
their products at a rapid pace.

THE TURNSTILE

THE BILLBOARD DECEMBER 22, 1958

ON THE BEAT

BY BEN GREGG

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Like Tennessee Waltz?
Like Mr. and Mississippi?
Like Allegheny Moon?
Like Old Cape Cod?

Like All Patti’s “Location Songs”...
A SMASH HIT!

Under The Sun Valley Moon

PATTI PAGE

backed with a terrific new reading of a great standard
“TRUST IN ME”

Mercury 71400
### DISTRIBUTOR NEWS

**BY HOWARD COOK**

**MINNEAPOLIS**: William Allen and Joe Kahn of Sandel Company report heavy action on "My Happiness" by Connie Francis. "I Wish I Were Tied to You" by Jimmy Bowen and "That's Why I Cry" by Buddy Knox on Roulette are also moving strongly. Brown and Knox are currently in the area making personal appearances. "You Can't Get to Heaven on Roller Skates" by Betty Johnson on Atlantic is moving well. Other hot Atlantic platters include "A Lover's Question" by Charlie McPhatter and "I Call a Tote" by LaVern Baker. "The Bird Is Danta Claus" by Audie Reno on Metro is big. "The World Outside" by Roger Williams on Kapp is selling strongly. Jane Morgan's Kapp waxing of "If Only I Could Live My Life Again" is getting strong deejay play. Strongest LPs are "Sing Along With Basie" on Roulette with Joe Mantello and the Dave Lambert Singers, the sound track of "Gigi," "Tyree Glenn at the Roundtable" on Roulette, Roger William Kapp albums, the sound track of "Tom Thumb" on Lied and Ahmad Jamaal's Argo LP.

By Sandler of Lieberman Music Company lists "All American Boy" by Bill Parsons on Fraternity as one of his top new records. "Little Drummer Boy" by the Harry Simson Chorale is hot. "I'm a Man" by Fabin on Chantelle is gaining. "Sugar Lee" by Lloyd Price on ABC-Paramount is selling well. "Blue Hawaii" by Billy Vaughn on Dot has started. "The Children's Marching Song" by the Cyril Stapleton Orch on London is getting strong jockey play. "Hawaiian Wedding Song" by Andy Williams on Columbia looks like a hit. "16 Candles" by the Crests on Coed is big. "Got a Travel On" by Billy Crammer on Monument is one of the biggest in the area. "The Robins" by Billy Graves on Monument also looks promising. "Aunt Busty" by the Weavers on Vanguard may be a sleeper. Top LPs are "Stardust" by Pat Boone on Dot, the Glenn Miller Tape on Decca. Top 10 albums on 20th Fox and the London stereo sets. Don Koenig has been added to the firm as a promotion man.

Amon Hellrich of Hellrich Bros., Inc., names the "Chipmunk Song" by David Seville and the Chipmunks on Mercury as his number one platter. The response to the side has been overwhelming according to Hellrich. "Snooze Gets in Your Eyes" by the Platters on Mercury is very strong. "Loseneese Town" by Ricky Nelson on Imperial continues to sell well. Ditto "Whole Love Loving" by \\

**NEW YORK**: Morty Klein, top man at melodies Records Distributors in New York, mentions heavy sales for "Christmas for the Family" by Dennis Day on Design and "Christmas with Jose Mello" on Savoca. Klein states that this has been Melody's most successful year, since the firm has been in operation. In recent sales contests sponsored by Living Language, each of Melody's salesmen topped the others. Melody was the top distributor in the country for contest.

Carlin Records has switched to Associated Record Distributors in Hartford, Conn., and Manuel of Baltimore for the Balti-

**OAKLAND, Calif.**: Chatton Distributing Company reports heavy action on "The Little Drummer Boy" by the Harry Simson Chorale with Rose and Knox. Both the single and Chorale with Rose and Knox, which contains the song are selling strongly. Other items that are mov-

**NOTES IN THE MAIL**: Irvin Zucker, writes that Challenge Rec-

**ROULETTE RAMBLINGS**: Latest Roulette newsletter mentions Henry Nathanson of General in Baltimore. Joe Smith is the Roulette promotional fieldman for General. Smith is currently a patient at the George Washington Hospital, but is still carrying on his promotional activities. Top Roulette platters at General are "Beep, Beep" by the Playmates, "Rumble by Louie" by Ronnie Rodgers, "Wish I Were Tied to You" by Jimmy Bowen and "That's Why I Cry" by Buddy Knox.

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### CONNIE FRANCIS

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### TOMMY EDWARDS

LOVE IS ALL WE NEED

plugged on Dick Clark

ABC-TV Network Show

MGM K12722

### MORTY CRAFT

AND NEVER BEFORE

(From Broadway Musical "Whoop-Up")

MGM K12741

### DAVID ROSE

HOW HIGH THE MOON

MGM K12714

### ALAN DALE

Love Eyes

(From the Broadway Musical "Whoop-Up")

AND AS YOUNG AS WE ARE

MGM K12742

### ART MOONEY

BYE BYE BLACKBIRD

MGM K12744

"CARESS ME, POSSESS ME," PERFUME

(From the Broadway Musical "Whoop-Up")

### LEROY HOMLES

CHIEF ROCKY BOY

(From the Broadway Musical "Whoop-Up")

SONG FROM "SOME CAME RUNNING"

(To Love and Be Loved)

MGM K12745

### SHEB WOOLEY

STAR OF LOVE

AND

CHERRY SWEET

MGM K12743
BALLET REVIEWS

'Sins' Ballet Hype for Weill LP

The cult of Kurt Weill, which has given rise to what must be regarded as a fantastic duplication of material in the several albums now selling of "Threepenny Opera," also has spilled over into other and lesser Weill works. Last season's off-Broadway revival of "Johnny Johnson" was one indication of this; this year's City Center ballet production of "Seven Deadly Sins" is yet another.

Columbia Records doubtless is the biggest beneficiary of the upsurge in public interest in the Weill works. It has been busy releasing new albums based on old Weill productions, and its most recent "Complete Threepenny Opera" album and "Mahagonny" album are both striking efforts and commercial successes. It's album of "Seven Deadly Sins" has been out for some time, and the ballet production should heighten interest in this more neglected Weill opus.

The major attraction is Lotte Lenya, the composer's widow, playing in her own unique and incomparable manner, the singing half of the dual personality protagonist. The dancing half is ably handled by Allegra Kent. The music, while lesser Weill, is sonorously harmonious and the mood is typically Weill. It must be said that this is less a ballet in the formal sense than it is a theater piece, but as the latter it is poignant and highly effective.

The Bertold Brecht lyrics are sung in English in this production, unlike the album, in which they are rendered in the original German. Apart from Lotte Lenya, the singing is done by a quartet consisting of Stanley Carsone, Gene Hoffman, Frank Porretta and Craig Williams, and it's too bad they were not available to have done the album in English. The illustrated notes and text which accompany the album are being sold separately at the performance, along with a book about the ballet company. But the album itself is not on display.

ROOM REVIEW

Boone Tame Should Win Tenesters

If any one other than Pat Boone had written "Twist Twelve and Twenty" (Prentice-Hall, $2.95), its sentiments might sound too good to be true. However, Boone—and if Boone didn't actually write the book then his "ghost" is a genius—manages to combine a school-teachers approach with an air of such warm, open-hearted sincerity that the end result are both believable and readable.

More of a primer for teen-agers than autobiography (albeit it offers interesting insights into Boone's early life), the book sets forth "rules to live by" for the 12-20 set. Not unsurprisingly, Boone stresses religion (all royalties go to the northeastern Institute for Christian Education) and he does it in a natural, even moving way.

He also comments on a convincing simplicity on petting ("Now I'm the father of four girls I could wish that there were less kissing and more sensible and protected sex movements, less lightheadedness. I only wish I wouldn't change a minute of it, I don't recommend early marriage, or premarital sex relationships," and many other subjects of special interest to teen-agers.

Priced for the 12-20 pocketbook ($2.95) and packed with photos of Boone and his family, "Twist Twelve and Twenty" should catch up almost as many sales in the book field as Boone's Dot disks do in the record market. Dads with strong teen-age following should find it particularly useful as a miker-chatter material.

June Bundy.

OPERA-CONCERT REVIEW

Met Revives 'Fledermaus,' 'Lescaut'

The Metopera has revived two works with box office success this month, "Fledermaus" and "Massenet Lescaut." Both will be heard on the CBS broadcast series and on the annual U. S. tour, a fine help to the three complete waxings of each now available. The Strauss operetta, in the same attractive production of its 1929 debut at the Met, remains a charming melodious evening, enhanced by superb dancing in the party scene by Jacqueline d'Amboise, borrowed from the New York City Ballet Company, Hilde Gueden, Roberta Peters, Theodore Uppman, Blanche Thebom and Frank Guarrera made tuneful, comic principal Cesare Valletti was miscast. Conductor Edith Leinsdorf drew every quivering drop from the infectious score.

The Puccini romance suffered from a spotty score, a text illagical even by opera standards and off-the-wall pet by Renata Tebaldi in the title role. The soprano was given her usual ovation, but this was one time she didn't deserve it. Richard Tucker was in top voice as Manon's dejected lover but his primitive deepening draw quivered. The work comes off better on all the disks, but even there it remains second draw.

Bob Bernstein.

Hasin Covers M-G-M Distribts

NEW YORK — M-G-M sales exec Charles Hasin, currently on a two-week tour of distributing, refreshes sales courses to district personnel. Hasin is covering Seattle, San Francisco, Los Angeles, Salt Lake City and Denver. Hasin is applying them of policies and techniques applicable to the six labels under the M-G-M banner.

DISK JOCKEY CHECK LIST

THE FOLLOWING DISCS WHICH APPEAR ON THIS WEEK'S MIX SHEET SHOULD BE MENTIONED TO DISC JOCKEYS:

Singles on Top-40 Finals Page 1
New York Press Stories Page 2
Records Page 2
WASP Gold Page 4
NAB Report Radio Page 4
Castrophe Radio Page 3
Display Special Chart Changes Page 15
By BOB LAMMEY

SAN FRANCISCO — Rental credit certificakes are a valuable addition to the stereo equipment merchandising. It not only sells a high volume of stereo tape recorders but has kept a steady flow of demand out on rental basis, for Walter W. W. Sokolowski feels that there is no substitute for "Music Wall" Is Answer to Space Problem

NEW YORK — "Sure, it's nice but how can I fit all this equipment into my living room?" That's a complaint that a lot of dealers have heard ever since the high fidelity movement started. And it has killed sales. Rather than better the situation, the coming of stereo has worsened it. Now the prospect is confronted by two sets of amplifiers and speakers. Let's call that a solution to the problem, W. W. Sokolowski, Ch.

Wallaby: (Continued on page 10)

The building was designed by Architect John Doe, with the assistance of John Bobbitt, head of B. & C. Engineering staff.

A half million disks a month is the expected capacity of the new plant now being occupied by E. & C. Recording, Inc., Westbury, N. Y. With its additional plant area, the firm adds 18 compact recording presses of the latest type. Another advantage the firm offers disk companies is convenience. Its new location is close to the Long Island Soundway and away from the Metropolitan New York area will be speeded up considerably.

COMMUNICATIONS TO 1554 BROADWAY, NEW YORK 17, N. Y.

DECEMBER 22, 1958

WEST COAST WAY

Rental System Sells Recorders

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EXCLUSIVELY
Capitol Records

Season's Greetings
to the Nation's
Disk Jockeys and to all
my many friends in the
industry, and thanks for
making it all possible . . .

Gratefully,
Jonah Jones
Music Wall' Solves Problem

By George G. M. Fisher, Billboard Staff Writer

A music wall, designed to hold a collection of records, provides a simple yet effective solution to the problem of storing a large number of LPs and 45s. The wall is made of hardboard and is designed to be used with a variety of record players, including turntables, tape recorders, and CD players. The wall can be customized to fit the specific needs of each user, and it provides a convenient and organized way to store and display a collection of music.

GE Phono Combo

The GE Phono Combo is a compact and portable turntable designed for use with a variety of record players. It features a built-in amplifier and speaker system, making it easy to connect to any audio equipment. The unit is lightweight and portable, making it ideal for use in small spaces or on the go. It includes a 7 1/2" diameter turntable, a built-in phono cartridge, and a speaker system. The GE Phono Combo is available in a range of colors, including black, white, and red.

Birch Stereo

The Birch Stereo is a high-quality stereo system designed for use with a variety of record players. It features a built-in amplifier and speaker system, making it easy to connect to any audio equipment. The unit is lightweight and portable, making it ideal for use in small spaces or on the go. It includes a 7 1/2" diameter turntable, a built-in phono cartridge, and a speaker system. The Birch Stereo is available in a range of colors, including black, white, and red.

Rental Systems Sell Recorders

With the increasing popularity of home recording and audio production, rental systems have become a popular choice for those who want to experiment with different recording equipment. These systems allow users to try out different equipment without the commitment of owning it, and they can be a great way to learn more about recording and production techniques.

The Billboard

December 22, 1958

The Billboard is a weekly trade publication that covers the music industry. It provides news, analysis, and insights into the music business, including record sales, artist performances, and industry trends. The publication has been a valuable resource for music retailers, artists, and industry professionals for over a century.
COLUMBIA TRANSCRIPTIONS offers the finest and most complete custom record pressing service in the business. Your needs will be taken care of quickly, reliably and completely in new custom-built facilities employing the technical know-how of Columbia, the Greatest Name in Sound. In three convenient locations to serve you speedily wherever you are.
Available For The First Time!  
Now it is possible to obtain bound volumes of old issues of THE BILLBOARD. Only one volume of each of those listed is available. All will be sold on a first come, first served basis. 
Price: $11.50 per volume.

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For further information, contact 
MR. ROSS  
The Billboard  
2160 Patterson St., Phone Dünbar 1-6450, Cincinnati 22, O.

NEW PORTABLE 
Arvin Shows Stereo Phono At $99.95 

COLUMBUS, Ind., — Arvin Industries, which late this past summer announced plans to break into stereo disk playback units, unveiled its first portable self-contained two-track phonograph this week. 

Launched a name in economy-priced electronic, appliance and housewares field, Arvin introduced the plastic-cased phone at $99.95. 

The Arvin unit consists of a four-speed changer with stereo cartridge, housed in the center unit with two hinged detachable speakers, which can be extended 10 feet from the playback unit. 

The unit will be demonstrated at the National Housewares Show in Chicago in January, with delivery pegged for late January. 

Details of Arvin's further expansion of the stereo line were unavailable, but it is known that currently Arvin intends to stay with portable-type stereo playback units.

Audio Feedback

By RALPH FREAS

TV LECTURES
A free lecture program on the latest advances in television is being offered to service associations, trade and vocational schools by Westinghouse. The three lectures take three hours. If present and they can be delivered at one session. 

Once lecture deals with customer relations and is illustrated with a film, "Adding Sell to Service," Scheduling arrangements are handled by the Westinghouse TV-Radio division at Metuchen, N. J. and the Tube Division at Elmira, N. Y.

SATELLITE TRACKS IN STEREO TOO

The International Radio and Electronics Corporation is marketing a stereo recorder for satellite tracking. It's the Sereen X tape recorder with 14-inch reels. 

It operates at 1,413, 34, 720 and 15 inches per second speeds. Price of the unit is $505.

NEW HOFFMAN DISTRIBUT

Clyde's, Montgomery, Ala., appliance distributor, will handle Hoffman home entertainment equipment in 24 counties in Central Alabama. The distributor's showroom at 238 E. Jefferson Street will display the firm's complete radio, stereo hi-fi and TV lines.

MORE ON DEFINING STEREO

Mark Moonen, an old friend of stereo tape and currently executive secretary of the Magnetic Recording Industry Association, has definite ideas on what stereo is and isn't. He took the trouble to sound off at length on the subject in a letter to this column—

"Got a hang out of the comment under your printing of the MRIA definition. The definition was an interesting one, but this is a definition, of course, one that will hold up for any system. But if you need something simple, how about this one—which is strictly not MRIA.

"Stereo is like this, see. You got two ears. One of them is called your left ear and the other is called your right ear. If you don't know which is which it doesn't matter. See? All the sounds you hear, like deodorant commercials, riveting hammers and your wife you get thru both ears.

"Now if you was to close off one of your ears you wouldn't be able to tell where the sound was coming from. Like the deodorant commercial might be coming from the TV but you didn't hear it in that room, and the riveting hammer might be right in front of you but it would sound like it was coming from the side instead. You wouldn't be able to tell where your wife was either. See?"

"All your life, you've been listening with both your ears. But all your life the radio and the TV and the phonograph have been feeding you one eared sound. Why? Because they only got one speaker. You notice we didn't mention tape recorders in there because five years ago they were putting out two eared sound. Jeez.

"Just this year the people in the industry learned they could do it with disks and the radio people are now doing it too.

"How does it work? Step back brother and relax and listen close. Like I said, you got two ears. So if you want to hear real music, like you was in the concert hall, you gotta have separate music for each ear. So the people who makes the recordings uses two microphones, one for your left ear and one for your right ear. So on the tape is two tracks, or on the disk is two tracks, or on the record is two tracks, still one for each ear. An when the music is played back thru two loudspeakers one to the left and one to the right and watta you get, Steno. You listen and hear the things that happened on your left when the recording was made and your right ear hears the things that happened on your right.

"You're right in the middle.

Among the six stereophonic phone models introduced by Zenith last week is this Model 1F30, with a 20-watt amplifier (10 watts each channel) and four speakers (two 12-inch woofers and two five-inch cone-type tweeters). Records can be stored in cabinet.

when answering ads ... Say You Saw It in The Billboard
## Best Selling LP's

**DECEMBER 22, 1958**

**BEST SELLING LP’S**

FOR SURVEY WEEK ENDING DECEMBER 22

<table>
<thead>
<tr>
<th>Rank</th>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Sing Along With Mitch</td>
<td>Mitch Miller</td>
<td>Columbia CL 1160</td>
</tr>
<tr>
<td>2</td>
<td>Soundtrack</td>
<td>RCA Victor LSC 1022</td>
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</tr>
<tr>
<td>3</td>
<td>Tchaikovsky Piano Concerto No. 1</td>
<td>Van Cliburn</td>
<td>RCA Victor LM 2252</td>
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<tr>
<td>4</td>
<td>The Music Man</td>
<td>Original Cast</td>
<td>Capitol WAO 960</td>
</tr>
<tr>
<td>5</td>
<td>Frank Sinatra</td>
<td>Capitol W 1033</td>
<td></td>
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<tr>
<td>6</td>
<td>More Sing Along With Mitch</td>
<td>Mitch Miller</td>
<td>Columbia CL 1213</td>
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<tr>
<td>7</td>
<td>The Kingston Trio</td>
<td>Columbia CL 1374 I</td>
<td></td>
</tr>
<tr>
<td>8</td>
<td>Don't Stand There</td>
<td>Original Cast</td>
<td>Columbia CL 1122</td>
</tr>
<tr>
<td>9</td>
<td>Take My Love</td>
<td>Original Cast</td>
<td>Columbia CL 1131</td>
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<tr>
<td>10</td>
<td>My Fair Lady</td>
<td>Original Cast</td>
<td>Columbia CL 1150</td>
</tr>
<tr>
<td>11</td>
<td>Johnny's Greatest Hits</td>
<td>Johnny Mathis</td>
<td>Columbia CL 1139</td>
</tr>
<tr>
<td>12</td>
<td>Christmas Sing Along With Mitch</td>
<td>Mitch Miller</td>
<td>Columbia CL 1205</td>
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<tr>
<td>13</td>
<td>South Pacific</td>
<td>Original Cast</td>
<td>Columbia CL 1180</td>
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<tr>
<td>14</td>
<td>Benny Goodman</td>
<td>RCA Victor LOP 3000</td>
<td></td>
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<tr>
<td>15</td>
<td>Stardust</td>
<td>RCA Victor LOP 4001</td>
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</tr>
<tr>
<td>16</td>
<td>Belafonte Sings the Blues</td>
<td>Harry Belafonte</td>
<td>RCA Victor LOP 1000</td>
</tr>
<tr>
<td>17</td>
<td>King Creole</td>
<td>Columbia CL 1163</td>
<td></td>
</tr>
<tr>
<td>18</td>
<td>Merry Christmas</td>
<td>Johnny Mathis</td>
<td>Columbia CL 1188</td>
</tr>
<tr>
<td>19</td>
<td>The Fabulous Johnny Cash</td>
<td>Johnny Mathis</td>
<td>Columbia CL 1250</td>
</tr>
<tr>
<td>20</td>
<td>Good Morning</td>
<td>Original Cast</td>
<td>Columbia CL 1205</td>
</tr>
<tr>
<td>21</td>
<td>Merry Christmas</td>
<td>Bing Crosby</td>
<td>Decca DL 1019</td>
</tr>
<tr>
<td>22</td>
<td>Oklahoma!</td>
<td>RCA Victor LOP 3000</td>
<td></td>
</tr>
<tr>
<td>23</td>
<td>Perry Como Sings Merry Christmas Music</td>
<td>Johnny Mathis</td>
<td>Columbia CL 1205</td>
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<tr>
<td>24</td>
<td>Warm</td>
<td>Columbia CL 1073</td>
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<tr>
<td>25</td>
<td>Louie Armstrong</td>
<td>Columbia CL 1075</td>
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</tbody>
</table>

*The works on chart for Christmas albums indicate the number of weeks that these LP’s have appeared on the best selling chart for this year only.*

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### Best Selling “LP’s” Are on High-Fidelity Records

**COLUMBIA**

The label with “Knew How” where it counts!

*“Columbia” (C) Marcus Reg. A division of Columbia Broadcasting System, Inc.*

---

### These Columbia Albums Are Also Showing High On the Dealer Profits:

1. **CONCERT IN RHYTHM** — Ray Conniff and his orchestra and chorus  
   CL 1163
2. **Hallelujah** — Percy Faith and his orchestra  
   CL 1187
3. **BAUBLES, BANGLES AND BEADS** — The Kirby Stone Four  
   CL 1211
4. **CONCERT BY THE SEA** — Erroll Garner  
   CL 883

[www.americanradiohistory.com](http://www.americanradiohistory.com)
**The Billboard Buying Guide for PACKAGED RECORDS**

### BEST SELLING LP'S

<table>
<thead>
<tr>
<th>Week</th>
<th>Last</th>
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<tbody>
<tr>
<td>1</td>
<td>Sing Along With Mitchell</td>
<td>1</td>
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<tr>
<td>2</td>
<td>Christmas Sing Along With Mitchell</td>
<td>13</td>
</tr>
<tr>
<td>3</td>
<td>Tchaikovsky: Piano Concerto No. 1</td>
<td>3</td>
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<tr>
<td>4</td>
<td>The Music Man</td>
<td>4</td>
</tr>
<tr>
<td>5</td>
<td>More Sing Along With Mitchell</td>
<td>6</td>
</tr>
<tr>
<td>6</td>
<td>Christmas Carol</td>
<td>1</td>
</tr>
<tr>
<td>7</td>
<td>South Pacific</td>
<td>2</td>
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<tr>
<td>8</td>
<td>Only the Lonely</td>
<td>5</td>
</tr>
<tr>
<td>9</td>
<td>Merry Christmas</td>
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<td>11</td>
<td>Gigi</td>
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<td>12</td>
<td>But Not for Me</td>
<td>9</td>
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<tr>
<td>13</td>
<td>Perry Como Sings Merry Christmas</td>
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<td>14</td>
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<tr>
<td>19</td>
<td>King Creole</td>
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<tr>
<td>20</td>
<td>Softly</td>
<td>14</td>
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<tr>
<td>21</td>
<td>Christmas Hymns and Carols</td>
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<tr>
<td>22</td>
<td>Now Is the Caroling Season</td>
<td>1</td>
</tr>
<tr>
<td>23</td>
<td>The Fabulous Johnny Cash</td>
<td>19</td>
</tr>
<tr>
<td>24</td>
<td>The Star Carol</td>
<td>1</td>
</tr>
</tbody>
</table>

*The weeks on chart for Christmas albums indicate the number of weeks that these LPs have appeared on the best selling chart for this year only.*

---

### THE BILLBOARD SPOTLIGHT WINNERS OF THE WEEK

### Pop Albums

**FANCY MEETING YOU HERE**

Bing Crosby & Rosemary Clooney, with Billy May

*Ork—RCA Victor LSP 1654*

**STEREO & MONOAURAL**

Smart, swingy duo work by Crosby and Clooney on a group of durable standards with travel themes—"Havana," "On a Slow Boat to China," etc. The package was a Billboard Spotlight in its monaural version, and the stereo (effective sound-wise) album should also do well.

**HAVE TWANGY GUITAR, WILL TRAVEL**

Duanne Eddy—Jamie JLP 3000

Duanne Eddy's first LP should move out briskly sound-wise with fans who made his singles best sellers. The same infectious, pounding beat is present on a group of bouncy, "twangy" instrumentals including several of his hit singles ("Ramrod," "Cannon Ball," etc.). Some of the sides are also available as an EP ("Duanne Eddy") which should do even better than the LP, in view of the leg following for r.& b. EP's.

### Jazz Albums

**BENNY IN BRUSSELS**

(2-12")—Benny Goodman Ork—Columbia CL1

Benny Goodman and his ork give the bit of the American Performing Arts program at the Brussels World's Fair last summer. And this exciting 2 LP album is a live performance of the Goodman Ork performance at the Fair. It contains the work of the swinging Goodman crew, the blues shouting of Jimmy Rushing and the applause of the packed theater after the band's every move. Goodman is playing better than he has in years, and Zoot Sims, Tal Farlow, and Vern Brown are also standouts. Tunes include favorites like "Steele/Apples" and "Don't Be That Way," plus some originals. A potent album.

### Jazz Talent Albums

**GREAT SCOTT!**

The Shirley Scott Trio—Prestige 7143

Miss Scott who showed great promise in support of Eddie Davis in "The Eddie Lockjaw Davis Cookbook" comes into her own with this effort. She's inventive and imaginative with an original approach. She knows her way around the organ and is equally capable on the rumbas and ballads. She is nicely paced in this set by G. Doty in ballads and A. Edgelow on drums. Tunes include "All of You," "Nothing Ever Changes My Love" and "Brazil." She's definitely a comer.

**FROM NATCHES TO MOBILE**

River Boat Five—Mercury MG 20378

Record buyers who think they've heard everything that's going to be said in two-beat jazz are in for a surprise. This new group (actually, seven cats instead of five) has the freshest and most original Dixie sound in years. It has a "traditional" basis, notably Ed. Tedder's rockin' tambourine and Dargan Fisher's unique bass drum, but it's loaded with tremendous surprises, such as a rumba introduction to "St. Louis Blues." Dewey should catch their "Colonel Bogey" or "Twelfth Street Rag." Platter could be a real sleeper.
ALBUM COVER OF THE WEEK

DVORAK: SLAVONIC DANCES. Mercury OL2-107. Pretty cover photo by Henry Ris of a winsome pose in bright, varicolored peasant costume superbly printed and executed. The excellent centerfold clearly captures the music's flavor and will help add to sales.

Best Selling Pop EP's

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

1. KING CREOLE, Vol. 1. Elvis Presley, RCA Victor EPA 4019
2. KING CREOLE, Vol. 2. Elvis Presley, RCA Victor EPA 4021
3. HYMNS. .Tennessee Ernie Ford, Capitol EAP 1-709
4. THE STAR CAROL. .Tennessee Ernie Ford, Capitol EAP 1071
5. PEBB COMO SINGS MERRY CHRISTMAS MUSIC. .RCA Victor EPB 1248
6. JOHNNY CASH SINGS HANK WILLIAMS. .Sun EPA 111
7. THE EVERLY BROTHERS. Cadence CEP 107
8. THE FABULOUS JOHNNY CASH. .Columbia B-12531
9. THE LATE, LATE SHOW. .Dakota Staton, Capitol EAP 1-870
10. FRANK SINATRA. .Capitol EAP 1-1613

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Company
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City Zone State

Send to: The Billboard, 2140 Patterson St., Cincinnati 32, O.
**Reviews and Ratings of New Popular Albums**

**EXPLANATION OF PACKAGE RATING CATEGORIES**

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

- **Spotlight**—Sure-Fire Merchandise—Top Demand
- **Bells Are Ringing**—Essential Inventory
- **Very Strong Sales Potential**
- **Good Potential**—Will Sell
- **Moderate Potential**—Salesable
- **For dealers who stock all merchandise.**

**POPULAR**

- **BELLS ARE RINGING**
  - Original Cast. Columbia O-1044
  - Stereophonic
  - 3909
  - 24.5
  - **5000**

**BEECHWOODS; SCOTTISH & IRISH SONGS**

Richard Dyer-Bennett, Tenor; with Various Artists—Dyer-Bennett DDB 7000

Three excellent LPs from the unmatched minstrel of folk songs. The first is a collection of favorites from the earliest days, the second a selection of ballads, and the well-known "Barbara Allen." The artist accompanies himself on the guitar. The second LP is for the younger set, and Dyer-Bennett successfully performs the various songs with clarity and truth. Highpoints are "The Redhead" and "The Leprechaun." The third provides many of the finest vocal quality of Dyer-Bennett on record. Musically, unheard Scottish-Irish lyrics and songs of Beechwood and the tenor is accompanied by Neville Mag, piano, Uriah Root, violin, and Fritz Mag. All of the LPs contain informative liner notes with sources of every song. Each package has a handsome cover.

**R&B Albums**

**MISTER LITTLE WILLIE JOHN**

King 603

Solid, shovelly vocalizing by Little Willie John, which should attract sizeable sales in the r & b. market, and some pop buyers as well. Selections include the album's "You're a Sweetheart," "Let's Rock While the Rocking's Good," "Spams," etc.

**SOUND ALBUMS**

**DUOBOIS; THE SEVEN LAST WORDS OF CHRIST**

Reginald Foort, Organ; Various Artists with the Boston Chorale Conducted by Willis Page—Cook 1094

STEREO & MONOAURAL

The new stereo version of this long-time favorite in Emmy Coop's catalog of LPs will prove a double delight to audiophiles. The sound is in a class by itself—flangeless, spacious and transparent, thanks to Coop's new high-fidelity techniques, but has the warmth and reverberation of a hall. It's a first-rate performance of a moving religious work, with the soloists and Boston Chorale doing justice to the difficult score. Attractive cover completes an unusual package.

**THE KING OF ORGANS**

Bill Floyd, Organ—Cook 1150

STEREO & MONOAURAL

Cook adds another gem to the stereo field with the giant Vuilutier of Times Square's Paramount Theater. Organist Floyd gets the most out of the show times by Fortunato and Venn, and Granger, and Carper, and Fantatic sounds come swirling out of living room speakers in a manner guaranteed to keep any audiophile happy at his dials. It's orchestrated, with only the popcorn lacking for full theater flavor.

**COUNTRY & WESTERN**

**TALL PAUL**

b/w "NA, HE'S MAKING EYES AT ME"

Annette and the New Lovers—SFL 1188

**STRAINS OF PERFECTION**

Barbara Cook—Coral 1020

STEREO & MONOAURAL

Barbara Cook's CDA-1020 is among of the most melodic of its kind. The artist interprets the songs in an intimate, soulful way. It is a combination of voices, and the album is a showcase for the talents of the artist.

**POPULAR EP**

**LEON BOWMAN WITH JERRY PARKER & HIS BUDDIES**

Low-Price—Sealed—Coral 1026

**ERRORS OF THE NATION**

Jimmie Davis—Coral 1028

STEREO & MONOAURAL

Jimmie Davis' new album is a testimony to his enduring popularity. The songs are carefully chosen, and the arrangements are well done. The album is a must for anyone who enjoys the music of Jimmie Davis.

**LOW-PRICE POPULAR**

**KISS ME, KATE**

Bill Brinner Chorus & Orch., with Varbare, RCA Camden CAS 401

STEREO & MONOAURAL

RCA Camden is known for its series of albums featuring rock and roll, jazz, and other contemporary music. This album is no exception. The songs are all well done, and the arrangements are excellent. The album is a must for anyone who enjoys the music of the Brinner Chorus and Orch.

**BAND**

**FASHIONS FRENCH FANFARES**

Band of the French Navy (Stereo-Vocal)-Decca SDB 617

Here's another in the Epic showings of top European military bands.

**POPULAR**

**SWINGIN' 11; PT 1**

4127, Orchestra, Otto, Liberty REP 635

STEREO & MONOAURAL

The material presented on this album is a cross-section of the best in big band music. The arrangements are well done, and the musicianship is first-rate. The album is a must for anyone who enjoys the music of this orchestra.

**AMANDA AMBROSE SINGS AT THE BLACK HORSE INN**

With Johnny White, Russ & Frankie Reis, Ursula Bynoe, NYP 407

STEREO & MONOAURAL

Amanda Ambrose's second LP is a collection of her best known songs. The arrangements are well done, and the musicianship is excellent. The album is a must for anyone who enjoys the music of Amanda Ambrose.

**COUNTRY & WESTERN**

**TALL PAUL**

b/w "NA, HE'S MAKING EYES AT ME"

Annette and the New Lovers—SFL 1188

**STRAINS OF PERFECTION**

Barbara Cook—Coral 1020

STEREO & MONOAURAL

Barbara Cook's CDA-1020 is among of the most melodic of its kind. The artist interprets the songs in an intimate, soulful way. It is a combination of voices, and the album is a showcase for the talents of the artist.
ALL NEW
ALL GREAT
ALL OVER again!

"the
abba-dabba
honeymoon"

Debbie Reynolds

and...

"LOVE IS A THING"

#15884

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THE NATION'S BEST SELLING RECORDS
QUALITY RECORDS • In Canada
**Reviews and Ratings of New Popular Albums**

*Continued from page 22*

**FOLK**
**CHINA IN SONG AND DANCE**
National (Soul) Records (N.A.), Brussel 56602. For record collectors who seek the unusual, this album of authentic Chinese music may interest them more than ethnic interest. The songs and instrumental numbers, using the instruments, are unfortunately performed. The album also contains an Occidental record included only on Chinese instruments. Strictly an aesthetic interest.

**NATALIA POKLONSKA**
Various Artists with Chorus & Orch. of the Radio Opera Theatre Production (1955) (B.B. London BR 5654). An Elevation opera score by Mikhaïlov Lyatski, a few 1955 century composers better known for their transcriptions. The album has a great deal of charm, and individual songs and choruses are of high quality. However, disk is handicapped by lack of drama, that is, lack of listener's or not, and of extremely poor sound. Limited potential.

**HOLIDAY GREETINGS**
From Leonard CHESS
Phil CHESS
Max COOPERSTEIN
Paul GAYDEN
Dave UHRER
AIDA NEVACHE
Enrico ORENZIA
**STEREO & MONOURAL**
Lifting renditions of Italian tunes, some familiar and others whimsical, by enigmatic Enrico Orenzia makes heavy use of monophonic and these provide an authentic sound. Included in “Ghostine” in the album will be the late olde. Some are known, such as is in reality.**

**SWINGIN’ YOUR WAY**
by Enrico & Charles Emmanuel Orca
Brussel BR 5084.
Swing Arthur and his group are featured in this album with the French and Italian scales. The album could be a-46 which offers enough satisfaction of the set. There are après here, however, for those who are attracted to the Continental approach to any fare.

**MAXIMOV SONG & DANCE ENSEMBLE OF POLAND**
Brussel BR 5071.

**LATIN AMERICAN**

**LATIN FEVER**
Jack Costanzo with Various Artists. Lib-2037 (1957). This album of Latin music names it, including number: movements and rhythms is among the most of their songs. Includes are: “Merengue” and “La Romance.” Recommended as fine music for Latin dancing.

**RELIGIOUS**

**THE BLUE RIDGE QUARTET**
Billboard’s 500. This album of religious music features the Blue Ridge quartet which has a fine, native sound. Blue Ridge quartet is a well-known Southern Gospel group. The album contains smooth renditions of “Street of Gold.”

**THE VOICE OF BILL PEARSE**

**SPOKEN WORD**

**AND BABY MAKES THREE**
Bibliones 1961. A child specialist grows sound, clear ad-11. New Orleans and pop-covers several include clothing, holding, holding and holding. Each has two volumes of readings and illustrations. While Dr. Knapton's book won't be replaced Dr. Nicoll's book as the new mother's bible, it should do very well in the tending baby market.

**RELIGIOUS EP**

**THE PETERSON FAMILY**
(EP) Cred 48 - EP 101. Delicately spiced West Coast spiritual is strong and sincere. However, the unsedimented, wordy gospel tunes they offer need a lighter tone of rhythm and a greater intensity. Group sounds best on "I Love the Lord," and the Lord Loves Me."

**RHYTHM & BLUES**

**PLEASE, PLEASE, PLEASE**
by The Shirelles & The Famous Platters. Record 19527. Rockers and soul ballads in the rhythm and blues genre. Some of the sides are terrific, especially the side note, "Children of the Chariot". Brown's vocal reflects much of the touch of the famous-shiny style, etc. Lesser of the genres will like this exciting package.

**SPECIALITY**

**THE BIG PRINCE**
by the Big Prince, Ribbons 501. A familiar album from the new specialty market tested.

**RECORDS**

**THE CHERRY HILL**
by the Cherry Hill, Ribbons 501. A child specialist grows sound, clear ad-11. New Orleans and pop-covers several include clothing, holding, holding and holding. Each has two volumes of readings and illustrations. While Dr. Knapton's book won't be replaced Dr. Nicoll's book as the new mother's bible, it should do very well in the tending baby market.

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THE BILLBOARD ELEVENTH ANNUAL DISK JOCKEY POLL

Thanks to you D.J.'s ....

Capitol Is Hottest Label
In Latest Deejay Polling

Capitol artists rank highest with the disk jockeys, according to The Billboard's 11th Annual Deejay Action Popularity Poll, which shows 17 Capitol artists in the group of 54 winners. RCA Victor was the Capitol with 14, while RCA Victor was third with 27. Capitol also has most artists in Top Three places on each chart. Eleven Capitol performers placed among the first three names on the various charts, two of them, Frank Sinatra and Jonah Jones, singing twice.

The West Coast label had seven No. 1 winners—favorite male singer, Frank Sinatra; favorite instrumental group, George Shearing; favorite swing group, Four Freshmen; most promising male singer, Frank Sinatra; and most promising instrumental group, Frank Sinatra's Capitol's 'Come Fly With Me.'

Other Capitol artists making second or third positions on the various charts were Ray Anthony, Peggy Lee, Kenny Burrell, Nat Cole and the Four Preps. Among the favorite single polls, Capitol also had five discs on the top 10 favorite singles list. 'Kingston Trio,' 'Come Fly With Me,' 'Peggy Lee's 'Peg,' 'Frank Sinatra's 'All the Way' and 'Hey, Hey, Hey!'

Capitol also was in the major on the deejays' favorite LP, EP and singles charts. The label had five discs on the top 10 favorite EP's list. 'Kingston Trio,' 'Come Fly With Me,' 'Peggy Lee's 'Peg,' 'Frank Sinatra's 'All the Way' and 'Hey, Hey, Hey!'

Capitol was a member of the Most Outstanding Label in the field alone by its executives. The company was handing out free records to deejays as a time when many of the other labels focused on the hits, and was among the few that did not set the first-to-provide deejays with a brand new kit, framing outstanding sides from Capitol LPs.

Deejays are deemed of such importance that in addition to the regular promotion of all Capitol attending personalities on the airwaves, a program of 'frequent fliers' is expected to work on deejay promotion as well as sales. The label is to establish 'personal contacts' between its artists and personnel on the airwaves, and, so, an in-air-interview or 'acclaim to personal meetings.'

Jazz No 'Jonah' to Jones as He Hits New Instrumental Ranking

This was the year of Jones and .......

Four Freshmen Get 'Cum Laude'
Rating Among Singing Groups

Jazz No 'Jonah' to Jones as He Hits New Instrumental Ranking

This was the year of Jones and .......

most promising instrumental group

1. JONAH JONES, Capitol
THANKS D. J.'s for voting us THE MOST PROMISING BAND OF THE YEAR
THE TOMMY DORSEY ORCH.
STARING
WARREN COVINGTON

CURRENTLY RIDING HIGH
TEA FOR TWO CHAR CHAR
I WANT TO BE HAPPY CHAR CHAR

EXCLUSIVE MANAGEMENT:
Willard Alexander, Inc.
425 Park Ave.,
New York, N. Y.

PERSONAL MANAGER
BEN ALTMAN

www.americanradiohistory.com
Mikels Upped

**Continued from page 3**

In 1958, Mr. Mikels was elected to the board of directors at the age of 35. He became president and CEO of the company in 1963. He was later appointed chairman of the board.

Bob Keels, Dallas sales manager, replaces Mikels as Southwestern district sales manager.

Bob Keels, Dallas sales manager, was promoted to the position of vice president of sales in March 1963. He has been with the company for 10 years and has been working in the Dallas office since 1953. He was previously the Dallas sales manager.

Sheet Music Sag

**Continued from page 3**

American Music Conference survey, which indicated that almost one-fourth of all sales of sheet music were in the educational sector. The survey also indicated that the demand for sheet music in the educational sector was rising at a rate of 10% per year.

Mikels Upped

**Continued from page 3**

In 1959, he was appointed to the board of directors of the company. Later that year, he was made vice president of sales.

Bob Keels, Dallas sales manager, was promoted to the position of vice president of sales in March 1963. He has been with the company for 10 years and has been working in the Dallas office since 1953. He was previously the Dallas sales manager.

Sheet Music Sag

**Continued from page 3**

American Music Conference survey, which indicated that almost one-fourth of all sales of sheet music were in the educational sector. The survey also indicated that the demand for sheet music in the educational sector was rising at a rate of 10% per year.
## Honor Roll of Hits

**The Nation's Top Tunes**

- **Week Ended December 13, 1958**

### First Ten

<table>
<thead>
<tr>
<th>Song Title</th>
<th>Artist</th>
<th>Weeks on Chart</th>
<th>Last Week Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>1.</strong> To Know Him Is to Love Him</td>
<td>By Philip Springer</td>
<td>2</td>
<td>10</td>
</tr>
<tr>
<td><strong>2.</strong> Wet</td>
<td>By Faye Boudreaux</td>
<td>10</td>
<td>2</td>
</tr>
<tr>
<td><strong>3.</strong> Tom Dooley</td>
<td>By Don &amp; Grant</td>
<td>11</td>
<td>1</td>
</tr>
<tr>
<td><strong>4.</strong> Smoke Gets in Your Eyes</td>
<td>By Carole King</td>
<td>9</td>
<td>4</td>
</tr>
<tr>
<td><strong>5.</strong> One Night</td>
<td>By Pat Boone, Paul King</td>
<td>3</td>
<td>6</td>
</tr>
<tr>
<td><strong>6.</strong> Lonesome Town</td>
<td>By R. Knudt</td>
<td>6</td>
<td>9</td>
</tr>
<tr>
<td><strong>7.</strong> Problems</td>
<td>By R. Bryant &amp; R. Bryant</td>
<td>4</td>
<td>5</td>
</tr>
<tr>
<td><strong>8.</strong> Beep Beep</td>
<td>By Jimmy-Merry-Queens</td>
<td>7</td>
<td>7</td>
</tr>
<tr>
<td><strong>9.</strong> It's Only Make Believe</td>
<td>By Conway Twitty</td>
<td>5</td>
<td>11</td>
</tr>
<tr>
<td><strong>10.</strong> I Got Stung</td>
<td>By Aaron-Schuman-David Hill</td>
<td>8</td>
<td>7</td>
</tr>
</tbody>
</table>

### Second Ten

<table>
<thead>
<tr>
<th>Song Title</th>
<th>Artist</th>
<th>Weeks on Chart</th>
<th>Last Week Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>11.</strong> Whole Lotta Loving</td>
<td>By Don &amp; Bivins</td>
<td>13</td>
<td>4</td>
</tr>
<tr>
<td><strong>12.</strong> A Lover's Question</td>
<td>By Bing &amp; Williams-Lee</td>
<td>14</td>
<td>7</td>
</tr>
<tr>
<td><strong>13.</strong> Bimbomboy</td>
<td>By Bill &amp; Sony</td>
<td>17</td>
<td>4</td>
</tr>
<tr>
<td><strong>14.</strong> Queen of the Hop</td>
<td>By Woody Harris &amp; Bobby Davis</td>
<td>11</td>
<td>8</td>
</tr>
<tr>
<td><strong>15.</strong> Topsy II</td>
<td>By The Chordettes</td>
<td>12</td>
<td>12</td>
</tr>
<tr>
<td><strong>16.</strong> Gotta Travel On</td>
<td>By Frank Sinatra</td>
<td>26</td>
<td>2</td>
</tr>
<tr>
<td><strong>17.</strong> World Outside</td>
<td>By South &amp; Jersey</td>
<td>19</td>
<td>5</td>
</tr>
<tr>
<td><strong>18.</strong> Lonely Teardrops</td>
<td>By The Platters</td>
<td>26</td>
<td>2</td>
</tr>
<tr>
<td><strong>19.</strong> I Got a Feeling</td>
<td>By Ray &amp; Evie</td>
<td>18</td>
<td>10</td>
</tr>
<tr>
<td><strong>20.</strong> Love Is All We Need</td>
<td>By Ernie &amp; Barbara</td>
<td>20</td>
<td>5</td>
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</tbody>
</table>

### Third Ten

<table>
<thead>
<tr>
<th>Song Title</th>
<th>Artist</th>
<th>Weeks on Chart</th>
<th>Last Week Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>21.</strong> Chantilly Lace</td>
<td>By Elmo Richardson</td>
<td>23</td>
<td>13</td>
</tr>
<tr>
<td><strong>22.</strong> The Day the Rain Came</td>
<td>By The Guitars</td>
<td>15</td>
<td>11</td>
</tr>
<tr>
<td><strong>23.</strong> Cannon Ball</td>
<td>By The Guitars</td>
<td>24</td>
<td>6</td>
</tr>
<tr>
<td><strong>24.</strong> Poor Boy</td>
<td>By The Guitars</td>
<td>25</td>
<td>5</td>
</tr>
<tr>
<td><strong>25.</strong> I'll Wait for You</td>
<td>By The Guitars</td>
<td>29</td>
<td>6</td>
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</tbody>
</table>

### Fourth Ten

<table>
<thead>
<tr>
<th>Song Title</th>
<th>Artist</th>
<th>Weeks on Chart</th>
<th>Last Week Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>26.</strong> My Happiness</td>
<td>By Pinkie &amp; Barnett</td>
<td>26</td>
<td>3</td>
</tr>
<tr>
<td><strong>27.</strong> That Old Black Magic</td>
<td>By The Guitars</td>
<td>22</td>
<td>3</td>
</tr>
<tr>
<td><strong>28.</strong> Donna</td>
<td>By The Guitars</td>
<td>28</td>
<td>1</td>
</tr>
<tr>
<td><strong>29.</strong> Philadelphia, U.S.A.</td>
<td>By The Guitars</td>
<td>16</td>
<td>17</td>
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</tbody>
</table>

### Fifth Ten

<table>
<thead>
<tr>
<th>Song Title</th>
<th>Artist</th>
<th>Weeks on Chart</th>
<th>Last Week Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>30.</strong> It's All in the Game</td>
<td>By The Guitars</td>
<td>10</td>
<td>16</td>
</tr>
</tbody>
</table>

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**WARNING:** The term "Honor Roll of Hits" is a registered trademark and the listings of the hits have been copyrighted by The Billboard. Use of either may not be made without The Billboard's consent. Requests for such consent should be submitted in writing to the publishers of The Billboard at The Billboard, 1204 Broadway, New York 18, N. Y.
FROM THE FASTEST GROWING RECORD COMPANY IN AMERICA
THE FASTEST GROWING NOVELTY SMASH IN 1959

THE LITTLE SPACE GIRL

Jesse Lee Turner
CARLTON #496

"...with four arms, three lips and three eyes, she can really rock and swing...cause she's got more of everything"

CARLTON RECORD CORPORATION

CARLTON RECORDS ARE SOLD ONLY THRU RETAIL RECORD OUTLETS. WE DO NOT SELL TO OR THROUGH BOOK AND/OR RECORD CLUBS!
### The Billboard's Best Buys

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

**POP**

<table>
<thead>
<tr>
<th>TITLE</th>
<th>ARTIST, COMPANY, RECORD NUMBER</th>
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</thead>
<tbody>
<tr>
<td>ROCK-A-CONGA</td>
<td>The Applejacks (Mayland, BMI)</td>
</tr>
<tr>
<td>DON'T PITY ME</td>
<td>Dion &amp; The Belmonts (We Three, BMI)</td>
</tr>
<tr>
<td>THE DIARY</td>
<td>Neil Sedaka (Alden, BMI)</td>
</tr>
<tr>
<td>(ALL OF A SUDDEN) MY HEART SINGS</td>
<td>Paul Anka (Leads, ASCAP)</td>
</tr>
</tbody>
</table>

The above are previous Billboard Spotlight picks.

**CHRISTMAS**

<table>
<thead>
<tr>
<th>TITLE</th>
<th>ARTIST, COMPANY, RECORD NUMBER</th>
</tr>
</thead>
<tbody>
<tr>
<td>THE LITTLE DRUMMER BOY</td>
<td>Harry Simeon Chorale (Delaware, ASCAP)</td>
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</table>

A previous Billboard Spotlight pick.

**C&W**

<table>
<thead>
<tr>
<th>TITLE</th>
<th>NO SELECTIONS THIS WEEK</th>
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**R&B**

<table>
<thead>
<tr>
<th>TITLE</th>
<th>NO SELECTIONS THIS WEEK</th>
</tr>
</thead>
</table>

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### 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.

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<td>102</td>
<td>103</td>
<td>104</td>
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**The Star Performer Designations show the outstanding upward changes of position in The Hot 100 since last week's chart. The symbols indicate the presence on this dramatic Chart or new entries which first entered the chart at an unusually high position.
**Best Selling Sheet Music in U. S.**

<table>
<thead>
<tr>
<th>#</th>
<th>Title</th>
<th>Last # Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>TOM DOOLEY (Beachwood)</td>
<td>8</td>
</tr>
<tr>
<td>2</td>
<td>TO KNOW HIM IS TO LOVE HIM (Warman)</td>
<td>9</td>
</tr>
<tr>
<td>3</td>
<td>THE WORLD OUTSIDE (Chappell)</td>
<td>8</td>
</tr>
<tr>
<td>4</td>
<td>THE CHIMPMUNK SONG (Monarch)</td>
<td>7</td>
</tr>
<tr>
<td>5</td>
<td>NON DIMENTICAR (Holli)</td>
<td>10</td>
</tr>
<tr>
<td>6</td>
<td>THE DAY THE RAINS CAME (Garland)</td>
<td>11</td>
</tr>
<tr>
<td>7</td>
<td>LONESOME TOWN (Eric)</td>
<td>6</td>
</tr>
<tr>
<td>8</td>
<td>WHITE CHRISTMAS (Berlin)</td>
<td>9</td>
</tr>
<tr>
<td>9</td>
<td>WINTER WONDERLAND (Bergmann, Vence &amp; Corin)</td>
<td>11</td>
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<tr>
<td>10</td>
<td>SILVER BELLS (Paramount)</td>
<td>15</td>
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<tr>
<td>11</td>
<td>COME PRIMA (AMC)</td>
<td>12</td>
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<tr>
<td>12</td>
<td>BUDOLPH, THE RED-NOSED REINDEER (St. Nicholas)</td>
<td>15</td>
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<tr>
<td>13</td>
<td>IT'S ONLY MAKE BELIEVE (Marille)</td>
<td>14</td>
</tr>
<tr>
<td>14</td>
<td>I'LL REMEMBER TONIGHT (Feist)</td>
<td>10</td>
</tr>
<tr>
<td>15</td>
<td>IT'S ALL IN THE GAME (Remick)</td>
<td>8</td>
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**Best Selling Sheet Music in Britain**

*For week ending December 19*

<table>
<thead>
<tr>
<th>#</th>
<th>Title</th>
<th>Last # Chart</th>
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<tbody>
<tr>
<td>1</td>
<td>IT'S ONLY MAKE BELIEVE—Conway Twitty (MGM)</td>
<td>3</td>
</tr>
<tr>
<td>2</td>
<td>HOOTS MON—Lord Rockingham's XI (Deces)</td>
<td>7</td>
</tr>
<tr>
<td>3</td>
<td>TOM DOOLEY—Loretta Douglas (Pro-Nax)</td>
<td>2</td>
</tr>
<tr>
<td>4</td>
<td>ERA FOR TWO CHA-CHA—Tommy Donnet Orchestra (Durium)</td>
<td>5</td>
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<tr>
<td>5</td>
<td>IT'S ALL IN THE GAME—Tommy Edwards (MGM)</td>
<td>4</td>
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<tr>
<td>6</td>
<td>TOM DOOLEY—Kington Trio (Capitol)</td>
<td>8</td>
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<tr>
<td>7</td>
<td>HIGH CLASS BABY—Cliff Richard (Columbia)</td>
<td>11</td>
</tr>
<tr>
<td>8</td>
<td>LOVE MAKES THE WORLD GO ROUND—Perry Como (RCA)</td>
<td>14</td>
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<tr>
<td>9</td>
<td>MARY'S BOY CHILD—Paul Travis (RCA)</td>
<td>13</td>
</tr>
<tr>
<td>10</td>
<td>MORE THAN EVER—Malcolm Vaughan (RCA)</td>
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<td>11</td>
<td>THE DAY THE RAIN'S GONNA RAIN (RCA)</td>
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<tr>
<td>12</td>
<td>COME ON LET'S GO—Tommy Weeks (Deces)</td>
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<tr>
<td>13</td>
<td>A CERTAIN SMILE—Johnny Mathis (Fontera)</td>
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<td>14</td>
<td>COME PRIMA—Marian Martin (Decca)</td>
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<tr>
<td>15</td>
<td>SUNDAY—Buddy Nelson (Emex)</td>
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<tr>
<td>16</td>
<td>BIRD DOO—Bobby Bats (London)</td>
<td>16</td>
</tr>
<tr>
<td>17</td>
<td>REAL LOVE—Rosie Murphy (Columbia)</td>
<td>18</td>
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<td>18</td>
<td>MANDOLINS IN THE MOONLIGHT—Perry Como (RCA)</td>
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<td>19</td>
<td>SONG OF MARY—Bobby Bats (RCA)</td>
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</tr>
<tr>
<td>20</td>
<td>MORE PARTY POP—Rose Conway (Columbia)</td>
<td>14</td>
</tr>
</tbody>
</table>
COBY DIJON'S
LOCKED IN THE ARMS OF LOVE"

THE KEY TO BIG SINGLES SALES

b/w "I GO" 5-9297

A PRODUCT OF CBS "Epic"Marca Reg. "CBS" T.M.
### Capital Available

Do you have sales ability to start your own business?

If you have been in the record business at least 10 years and were traveling to distributors nationally and you can prove it, we will give you up to $100,000 to start your own business.

You must be a responsible person under 25 years of age.

Reply only if you can stand strict investigation. All replies will be held in strictest confidence.

**Box 2191, C/O The Billboard, 1564 Broadway, New York 26, N.Y.**

---

**The Billboard**

**HOT C & W SIDES**

**FOR THE WEEK ENDING DECEMBER 28**

<table>
<thead>
<tr>
<th>TITLE</th>
<th>ARTIST</th>
<th>COMPANY</th>
<th>RECORD NUMBER</th>
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<tbody>
<tr>
<td>CITY LIGHTS</td>
<td>New Fido</td>
<td>Columbia</td>
<td>32348</td>
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<tr>
<td>PICK ME UP ON YOUR WAY DOWN</td>
<td>Faron Young</td>
<td>RCA Victor</td>
<td>20108</td>
</tr>
<tr>
<td>COUNTRY MUSIC IS HERE TO STAY</td>
<td>Jim Reeves</td>
<td>RCA Victor</td>
<td>20208</td>
</tr>
<tr>
<td>LIFE TO GO</td>
<td>Johnny Cash</td>
<td>Columbia</td>
<td>32351</td>
</tr>
<tr>
<td>BILLY BAYOU</td>
<td>Jim Reeves</td>
<td>RCA Victor</td>
<td>20108</td>
</tr>
<tr>
<td>GIVE MYSELF A PARTY</td>
<td>Don Gibson</td>
<td>RCA Victor</td>
<td>20206</td>
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<tr>
<td>TREASURE OF LOVE</td>
<td>George Jones</td>
<td>Mercury</td>
<td>51212</td>
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<tr>
<td>ALL OVER AGAIN</td>
<td>Faron Young</td>
<td>Capitol</td>
<td>32071</td>
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<tr>
<td>THAT'S THE WAY I FEEL</td>
<td>Faron Young</td>
<td>Capitol</td>
<td>32071</td>
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<td>SQUAW'S ALONG THE YUKON</td>
<td>Harry Thompson</td>
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<td>YOU'RE MAKING A FOOL OUT OF ME</td>
<td>Johnny Newmann</td>
<td>M-G-M</td>
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<td>MY BABY'S GONE</td>
<td>Junior Brown</td>
<td>Capitol</td>
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<td>ROCK HEARTS</td>
<td>Junior Brown</td>
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<td>Faron Young</td>
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<td>HE'S LOST HIS LOVE FOR ME</td>
<td>Kitty Wells</td>
<td>Decca</td>
<td>26706</td>
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<td>TOUCH AND GO HEART</td>
<td>Kitty Wells</td>
<td>Decca</td>
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<td>CIGARETTES AND COFFEE BLUES</td>
<td>Levu Holiday</td>
<td>Columbia</td>
<td>41208</td>
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<td>I'VE RUN OUT OF TOMORROWS</td>
<td>Hank Thompson</td>
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<td>HALF A MIND</td>
<td>Fats Waller</td>
<td>Decca</td>
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<td>PROBLEMS</td>
<td>Bettye Ackerman</td>
<td>Columbia</td>
<td>32204</td>
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<td>COME WALK WITH ME</td>
<td>Junior Brown &amp; W. Lee Hardin</td>
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<td>ALL GROWN UP</td>
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<td>Columbia</td>
<td>41218</td>
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<td>FALLING BACK TO YOU</td>
<td>Webb Pierce</td>
<td>Decca</td>
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<td>AIN'T I THE LUCKY ONE</td>
<td>Webb Pierce</td>
<td>Decca</td>
<td>32715</td>
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<td>I WANT TO GO WHERE NO ONE KNOWS ME</td>
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<td>DARK HOLLOW</td>
<td>Webb Pierce</td>
<td>Decca</td>
<td>32715</td>
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<td>TUPELO COUNTY JAIL</td>
<td>Webb Pierce</td>
<td>Decca</td>
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<td>ONE NIGHT</td>
<td>Webb Pierce</td>
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<td>HAVE BLUES, WILL TRAVEL</td>
<td>Webb Pierce</td>
<td>Decca</td>
<td>32715</td>
</tr>
</tbody>
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**Accepting Masters for Consideration**

FOR RELEASE IN THE NEAR FUTURE PLEASE SEND THEM TO DARE RECORDS 1810 Fairlawn Palisades, New Jersey

**Marty Rucker's "Tell Me What You Love Me"**

- **Back Beat 021**

**Back Beat Records**

- 2529 Brant St. Houston, Tex. 77004

**Allentown Band Records**

- 551 E. 7th St., Allentown, Pa.

**WB Productions**

- 3771 South 6th St., Allentown, Pa.

- 7700 Acton Ave., Hollywood, Calif. 90029

**Cast & Crew**

- 67,000 Active Buyers

The Billboard classified sections and ads.

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**Latest Release**

(ALL OF A SUDDEN)

**MY HEART SINGS**

**Paul Anka**

**S.M.A.S.HING!!**

- **BOBBY DAY**

- **'THE BLUEBIRD THE BUZZARD AND THE ORIOLE'**

- **#341**

**Eugene Church**

**'PRETTY GIRLS EVERYWHERE'**

- **#325**

**Class Records**

**HOLLYWOOD**

---

**Capital Available**

Do you have sales ability to start your own business?

If you have been in the record business for 10 or more years and were traveling to distributors nationally and you can prove it, we will give you up to $100,000 to start your own business.

You must be a responsible person under 25 years of age.

Reply only if you can stand strict investigation. All replies will be held in strictest confidence.

**Box 2191, C/O The Billboard, 1564 Broadway, New York 26, N.Y.**

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**2 knockouts from EAST-WEST**

**"MUSIC MUSIC MUSIC"**

by

**Sandy Stewart**

b/w To My Love

EAST WEST 122

A Swingin' Teen Age Rocker

**The American I'll Love Teens You Again**

**The Monterey Music**

EAST WEST #121

A Subsidiary of Atlantic Recording Corp., 157 West 57th St., New York

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**BOBBY DAY**

*THE BLUEBIRD THE BUZZARD AND THE ORIOLE* 

- **#341**

**Eugene Church**

*PRETTY GIRLS EVERYWHERE* 

- **#325**

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**Box 2191, C/O The Billboard, 1564 Broadway, New York 26, N.Y.**

---

**Only The Billboard**

Among all entertainment weeklies-the member of the Audit Bureau of Circulations.
KEN SACHS, president Merchants Wholesale Service Co. (MUSIC WORLD), Detroit, Michigan, a member of the American Rack Merchandisers Institute, says...

"We could not be in the Rack Jobbing business if The Billboard charts, which we use as our Bible, were not available to us."

"In the case of the singles, particularly, as we display only the Top 10 Hits, it would be impossible for us to compute it on the basis of information other than The Billboard. Altho, occasionally, an individual platter will not conform with the ratings (because of some local conditions), as a general rule The Billboard is so close to right that our pickup is always at a minimum."
The Billboard
Hot R & B Sides

<table>
<thead>
<tr>
<th>WEEK</th>
<th>TITLE</th>
<th>Artist, Company, Record Number</th>
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<tr>
<td>7</td>
<td>LONELY TEARDROPS</td>
<td>Jackie Wilson, Mambo, 3043</td>
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<td>TRY ME</td>
<td>James Brown, Federal 1231</td>
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<td>1</td>
<td>SMOKE GETS IN YOUR EYES</td>
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<td>2</td>
<td>CHIMP LUNG GONG</td>
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<td>PLEASE ACCEPT MY LOVE</td>
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<td>ROCKHOUSE II</td>
<td>Roy Chatman, Atlantic 696</td>
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<td>10</td>
<td>IT DON'T HURT NO MORE</td>
<td>Roy Brown, Brown 1212</td>
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<td>KEEP A-DRIVING</td>
<td>Chuck Willis, Atlantic 2038</td>
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<td>KEY TO THE HIGHWAY</td>
<td>Little Walter, Checker 966</td>
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<td>Dear Prudy, Rhythm 4042</td>
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<td>1</td>
<td>PRIXES GYRLS EVERYTHING</td>
<td>Fats Domino, Chess 230</td>
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<td>TOPSY II</td>
<td>Cozy Cole, Luxe 4407</td>
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<td>1</td>
<td>I CRIED A TEAR</td>
<td>LaVern Baker, Atlantic 1997</td>
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<td>IT'S ONLY MAKE BELIEVE</td>
<td>Conway Twitty, M-G-M 271</td>
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<td>SWEET LITTLE ROCK AND ROLLER</td>
<td>Chuck Berry, Chess 2108</td>
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<td>CHANTILLY LACE</td>
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<td>24</td>
<td>HERE I STAND</td>
<td>Wade Pilgrim, Vee Jay 328</td>
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<td>26</td>
<td>THAT OLD BLACK MAGIC</td>
<td>Billy Guitton, Monument 466</td>
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Big Names

Coming Up Strong!
JOHNNY CASH
"IT'S JUST ABOUT TIME"
Sun 309

Rainbow Riot
Parts 1 and 2
BILL DOGGETT
King 3159

The New Holiday Hit
BUONO NATALE
by THE CHORAL AIRS NRC 016
Rollicking Yule Fuel!

Listen To
20 FOX for the greatest!

Loyin Bros.,
"RIVER OF JORDAN"
Exp. 14113

Central Songs Inc.
6200 Sunset Blvd., Hollywood 39, Calif.

A Great New Start!
Margie Brenes
"ONE TIME TOO MANY"
Hitti 0137

Violets and Cheap Perfume
GIVE TO DAMON RUNYON CANCER FUND

The Original and Best Selling Selection is on ROULETTE
JIMMY BOWEN
"Wish I Were Tied to You"
E 1232

Chart Climbing and Getting Stronger
"PEEK-A-BOO!"
The Dodgers
Jesse 846

"MANHATTAN SPIRITUAL"
Reg Owen & Orch.
Palette 5005

Jubilee Records
1721 Broadway, New York 1, N. Y.

The Billboard
December 32, 1958

What D.I.'s, Distributors, Operators Say About BENNIE HESS
"WALKING THAT LAST MILE"
Their letters say it's the Greatest Sound in Unusual Sound they've ever heard! 100,000 assured sales before release date. Place your order now!
MAJOR RECORD CO., INC.
P. O. Box 625, Seaside, Oregon, Tex.

Breaking Big!
"TOM CAT"
1/2 "MILLIE"
Bail Spector
Candide 1173

"ONCE & ONLY ONCE"
1/2 "CHALLENGE"
Bail Spector
Candide 232

"I'LL KEEP LOOKING"
1/2 "I'VE LOST HER"
Bail Spector
Candide 219

"MR. WISE GUY"
1/2 "THE END OF A SUMMER ROMANCE"
The Tieres, 10 18 58

"BE MINE AGAIN"
1/2 "WHEN IN THE WORLD"
The Great Sounds, 10 17 58

Distributors--Territories still open.
Candeo Records
850 Longwood Ave., Boston, N. Y.

Candeo Records
850 Longwood Ave., Boston, N. Y.

A Promise to Remember
Gotta Travel On
Billy Guitton, Monument 466

The Original and Best Selling Selection is on ROULETTE
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HOLLYWOOD, CALIF.
London Records * In Canada

ALL BIG HITS for...

Ricky Nelson
"LONESOME TOWN"
"I GOT A FEELING"
#5548

Fats Domino
"WHOLE LOTTAS LOVING"
"COQUETTE"
#5553

Ernie Freeman
"BLUES AFTER HOURS"
"SCHOOL ROOM ROCK"
#5551

Ronnie Diamond
"CLOSE TO YOUR HEART"
"ZIG-ZAG"
#5554

Morton Downey Jr.
"BOULEVARD OF BROKEN DREAMS"
"PROUD POSSESSION"
#5556

Frances Faye
"IT'S YOU I LOVE"
"MY BLUE HEAVEN"
#5544

Ronnie Deauville
"KING OF FOOLS"
"BLAME YOUR EYES"
#5549

Dorsey Burnette
"TRY"
"YOU CAME AS A MIRACLE"
#5551

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- **ROLAND B** offers
- **DECCA** presents
- **THE CHAMPS**
- **DECCA** records
- **JOHNSON** who
- **KEYMEN** I
- **Gone** lead
- **the**
- **BMD**
- **the**
- **the**
- **THE NIGHT OWLS**
- **THE SONNY LAND TRIO**
- **THE TENDER LIE**
- **TEDD BARRY**
- **TONY CONN**

**EXPLANATION OF RATING CATEGORIES FOR SINGLES**

Each item is rated strictly according to its sales potential of this entry in which it is classified.

**SPOTLIGHT**—Best Sales Potential of all records reviewed this week

- **★ ★ ★ ★ ★**—Very Strong Sales Potential
- **★ ★ ★ ★**—Strong Sales Potential
- **★ ★ ★**—Moderate Sales Potential
- **★ ★**—Limited Sales Potential

---

**PATTI PAGE**

**TRUST IN ME (Advanced, ASCAP)**

Miss Page presents a fine, rockabilly styling of the oldie that should account for a lotta of teen girls. It's an excellent, danceable side that can go all the way. Flip is "Under the Sun Valley Moon," (Leash, ASCAP). Mercury 7140

**THE DECASTRO SISTERS**

**TEACH ME TONIGHT CHA CHA (Leeds-Hub, ASCAP)**

The girls have a strong bid in their new version of the hit of some years ago. "Teach Me Tonight Cha Cha" is very much in the current pop groove, and there is already action on the side in some areas. Flip, "The Things," is also a rockabilly that is in style and with appeal. Both are potent contenders. ABC-Paramount 3968

**JENNY BAND; STAN NEWMAN & THE JENKINS BAND**

**PARADE (Leow, ASCAP)**

JENKINS BAND (Lowe, ASCAP)

"Parade" is a bright, bouncy march tune that utilizes fragments of several march songs. It's a catchy item with lots of crowd noises and a contagious beat. Flip, "Jenkins Band" is presented along similar lines, except for a spoken narrative which tells all about the exuberant Jenkins Band. Both bear the lead by Joe. RCA 7422

**FRANKIE FORD**

**SEA CRUISE (Ace, BMI)**

"Sea Cruise" is a rocking blues on which the artist is backed by a driving, colorful arrangement. "Dropout" is also a blues that gets an authentic shot. They can click for both pop and R&B. Ace 554

**Papent Talk!**

**JIMMY DARREN**

**THERE'S NO SUCH THING (Columbia Pictures, ASCAP)**

Darren impresses in his record debut. The side is from the coming movie, "Chizer," in which he is one of the co-stars. The tune is a clever ditty which he belts in a smart, streetwise manner. Side can move with explore. Flip is "Mighty Pretty Territory," (SC, ASCAP). Capitol 105

**LEE MATHEWS**

**YOU CALL IT MADNESS, BUT I CALL IT LOVE (Moyfair, ASCAP)**

**YOUR RING BELOW MY PILLOW (Avalon, BMI)**

Mathews acquaints himself very well on his first disk effort. "You Call It Madness," the Russ Columbo oldie, is done as a rockabilly with an assist from a vocal group, "Your Ring" is a new rockabilly that is treated equally well. Both are good efforts that could step out. Fly 1005

**TONY CONN**

**LIKE WOW (Dianels, ASCAP)**

**DANGEROUS DOLL (Treble, ASCAP)**

Conn is featured in a spread in the current issue of Elete. This should bring attention to his platter. The new rockabilly charter scores well on its first outings. He has a vigorous approach go "Like Wow," a frantic rocker-type. "Dangerous Doll" is given a poppy go that should also please. Decca 36813
THE CHILDREN'S MARCHING SONG (Miller, ASCAP)
Mitch Miller and the Sing Along with Mitch Gang—
Columbia 41317
Ingrid Bergman, and the Orphan's Chorus—
20th-Fox 126
Cyril Stapleton—London 1851
The Sauter-Finegan Doolittle Fifers—Kapp 256
All four versions of the theme from the current flick, "The Inn of the Sixth Happiness," are strong sides. The Miller version is the brightest, and this will probably take top honors. The sound track disc by Miss Bergman and the chorus has a sweet, infectious quality that should get a strong reaction. The Cyril Stapleton record was a standout in last week's issue of The Billboard. The Sauter-Finegan unit also has a spirited rendition of the charming theme. This version is published by Garland (ASCAP). The flaps are: Mitch Miller, "Carolina in the Morning" (Harvey, ASCAP); Ingrid Bergman and Cyril Stapleton, "The Theme From 'The Inn of the Sixth Happiness'" (Miller, ASCAP); Sauter-Finegan, "The Barney Google March" (Remick, ASCAP).

PUPPY DICK Jockey Programming—

THE GUYS & DOLLS
OH, YOU CAN'T GET TO HEAVEN (Garland, ASCAP)
CLEMENTINE (Garland, ASCAP)

The group has a sound that should find approval from listeners. Oh, You Can't Get to Heaven," the old spiritual, receives a Weavers-type reading. "Clementine" is presented in swingin' modern fashion. The group is versatile and listenable, and both sides rate Key spins.

ZIGGY LANE
HAVE YOU READ THE BIBLE TODAY? (Marlane, BMI)
Line has a good opener for jocks with this sincere reading of a moving, sacred theme. The Anvil group is on the disc to depart, and pop spiders will find the side effective programming, particularly daytime jocks with housefront audiences. Flip is "The Good Life," (Marlane, BMI).

C & W Records

KITTEN WELLS
MOMMY FOR A DAY (Fairway, BMI)
ALL THE TIME (Cedarwood, BMI)
The great country artist has a fine weeper in "Mommmy." It's a tender tale about a mother who can visit her little girl only on Sunday afternoon. Miss Wells gives it a feelingful vocal. Flip is a change in pace for the chick. It's a ballad that is very much in group groove. She handles the tune in great form. Both sides have top potential.

R&B Records

LITTLE WILLIE JOHN
NO REGRETS (Ohio, BMI)
I'LL CARRY YOUR LOVE WHEREVER I GO (Jay & Cee, BMI)
The charter has two sides that should gather plenty of pop and r&b action. Top side is a bluesike ballad that is sold out good chorus and sock hopping. Lyric is about a gent who has "no regrets for the life he's lived." Flip, "I'll Carry Your Love," is another ballad with beat that is rendered with feeling. Both should make it.

BOBBY BLUE BAND
I LOST SIGHT ON THE WORLD (Lion, BMI)
YOU DID ME WRONG (Lion, BMI)
Bland delivers the two, down-home blues with deep feeling. "I Lost Sight" has musical backing which features a melancholy flute. You Did Me Wrong" is an uptempo blues. Both are choice efforts and could happen.
Audition

A new selling force

... for manufacturers in full color every month in the Billboard

$s$$s$-MINDED DEALERS ONLY:

BIGGEST BIZ COMES AT CHRISTMAS!

WE HAVE TOP-SELLING MDSE. FOR XMAS SEASON ON HAND—SHIP SAME DAY.

Chicago, Atlanta, Dallas Stores, cut your shipping charges. We Service 33 States Overnite.

LOW—LOW PRICES...AS—EP—LP

We Supply "Big 20" Hit Sheets to Speed Ordering

THE MUSIC BOX ONE-STOPS

1581 W. 7180 S.        1327 Georgia St.        1325 Spring St. M.N.
CHICAGO, IL.            DALLAS, TEX.             ATLANTA, GA.

40

DECEMBER 22, 1958

WHERE THERE'S BUSINESS ACTION THERE'S A BUSINESSPAPER

As anyone knows, who's ever tried to fix a faucet, hang a door, or change a tire—you're much better off with the proper tools at hand.

Every astute businessman knows this. He wouldn't consider for a minute attempting to do his job without having all his tools at his disposal. And his tools are comprised of information. Complete information. Sound information. Timely information. He makes it his business to absorb all that information—from the pages of the businesspaper that he subscribes to be his particular field. He reads it for profit, not for pleasure. He reads it carefully, searchingly—looking for facts, for new ideas and methods, for new products he can put to work. And—because he finds so much that's useful in the advertising pages—he reads them with the same concentration he devotes to the editorial pages.

Take a tip from the key men at every level in every trade and industry. Subscribe to your businesspaper. Read every issue. Carefully. Thoroughly. Searchingly.

WHERE THERE'S ENTERTAINMENT BUSINESS THERE'S THE BILLBOARD

Audition

A new selling force

... for manufacturers in full color every month in the Billboard

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WHERE THERE'S ENTERTAINMENT BUSINESS THERE'S THE BILLBOARD
To the hundreds of operators, dealers and rock jobbers who replied to this ad . . . and helped make 1958 a banner year for us . . .

Our Sincere Appreciation and heartfelt that 1959 brings you to and yours health, happiness and prosperity.

P.S.-If you haven’t already, Redick, it makes you a New Year’s Resolution to do so soon.

** RHYTHM & BLUES **

BONNIE HESS — "Lovin’ You" (MGM, BMI)

MAYOR 1958—Standard R&B, Philadelphia

King 515—Soft instrumental treatment to a corny-sounding theme with some work. Good joke was "Joy & Cox, BMI"

FAY LIBERTY — "Back to the Mountains"

SAVOY 156—Magnificent sound by the cars on this hill. It can move. It is a song of the mountains. The song is a hit more promptly. (Carnby, BMI)

** Without Your Love **

YOUNG, ROY — "Now, honey, that hill is done with plenty of feeling. Fartly side could be as well as the flip. (Carnby, BMI)

** Country & Western **

STANLEY BROTHERS — "I Love You Darlin' Just Ontill You Get My Feet Off the Throne"

CAMEO—Few looking for the legal country sound have done it here. This could and instrumental effort by this standard act. (Manna, BMI)

DORIS DAY — "Easy to Remember"

CAMEO—A definitive example of great country picker and fiddlin’. Darlin’ Days all over the country. The act is a hit. (Carnby, BMI)

BILL MUNROE & HIS BLUE CRUSH — "I Love My Baby"

DECCA 1955—Today is customarily big for the Georgia sound. The flip side. Manna gives it a high placed, traditional psyche. It is available in this market. (Manna, BMI)

** No One Else Do My Darlin’ **

CREST — Mountain-Rock-Roll-done in a stickin’ hill country manner by the cat. Potential appeal similar to flip. (Carnby, BMI)

JIM & JENNE — "Hard Hearted Starday"

STARDAY 412—Authentic country, Lyric is a woman, song very well in accordance with lyrics and fiddles. Merit exquisite. (Carnby, BMI)

** The Devil’s Own **

STARDAY 413—An authentic country side with authentic acting backing. Good, but not quite up to the flip. (Sharlabels, BMI)

** The Country Gentlemen **

STARDAY 414—Precious clamps on a sweet country. Recaptures the old down-home sound with typical harmonics and acoustic acting backing. Strong country act. (Sharlabels, BMI)

** The Devil’s Own **

STARDAY 415—An authentic country side with authentic acting backing. Good, but not quite up to the flip. (Sharlabels, BMI)

ROBERTS BROTHERS — "Easy to Remember"

CAMEO—A definitive example of great country picker and fiddlin’ Darlin’ Days all over the country. The act is a hit. (Carnby, BMI)

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CREST — Mountain-Rock-Roll-done in a stickin’ hill country manner by the cat. Potential appeal similar to flip. (Carnby, BMI)

JIM & JENNE — "Hard Hearted Starday"

STARDAY 412—Authentic country, Lyric is a woman, song very well in accordance with lyrics and fiddles. Merit exquisite. (Sharlabels, BMI)

** The Devil’s Own **

STARDAY 413—An authentic country side with authentic acting backing. Good, but not quite up to the flip. (Sharlabels, BMI)

** The Country Gentlemen **

STARDAY 414—Precious clamps on a sweet country. Recaptures the old down-home sound with typical harmonics and acoustic acting backing. Strong country act. (Sharlabels, BMI)

** The Devil’s Own **

STARDAY 415—An authentic country side with authentic acting backing. Good, but not quite up to the flip. (Sharlabels, BMI)
SLA Entertains 250 At Christmas Annual

Children Get Food, Clothes, Toys
At Chicago Event; See Vaude Show

CHICAGO — About 230 unprivileged children were entertained at a Christmas party given by the State's League of America, under the sponsorship of the Northwestern Findus & Sabin Company. They received two large bags of gifts.

Frank Barnes
Named Manager
Of Del Mar Fair

DEL MAR, Calif. — Franklin L. Barnes of 500 San Antonio St., Southern California Exposition and County Fair, has been named to succeed Paul T. Mann as manager subject to approval by the Division of Fair Shows and the Department of Business and Labor, State of California.

Barnes' appointment was made during a special meeting held here last week (13) to study application of these matters. Barnes announced his intentions to leave the manager's post following the 1949 fair.

Harry Frame, fair board presi-
dent, said he feels Barnes is highly qualified for the post. He has been a director since 1945, was vice-president in 1948-49 and presi-
dent in 1951-52.

Barnes has been with the family, he says, all his life. In Julian, where they own the Maizanita Apple Ranch, for a num-
er of years, he has had charge of the San Diego County Farmers, Inc., a men's co-operative organization, and the San Diego Chamber of Commerce and California Association of Soil Conservation Districts, and a director of the California Apple Growers Association and the California Bartlett Pear Advisory Board.

Mannen plans to enter private industry when he leaves his post at the fair.

OUTDOOR

Communications to 118 W. Randolph St., Chicago 1, 111.

DECEMBER 22, 1958

START JAN. 1

Changes in
Gate Tax

OUTDOOR BUSINESS

WASHINGTOH — Internal Revenue Service last week took the opportunity of the end of this month for a tax ruling on the whom, industry and trade.

CINCINNATI — A special tax, $25 million in the advertising department of The Billboard Publishing Company's Cincinnati office, due to a close

Sweeney Tightsen
County Fair Loop

DES MOINES — National Speedways, Inc., will have a small oval circuit of automobile races at Midwestern county fairs during the coming season, a decision noted by the president, who with his top employees here last week. The Chicago speedway director met with Bill Clark, the president, and Gene Van Winkle, circuit manager, to discuss ways to meet the increased costs of operation for the coming year.

Six county fair dates and two track dates in Iowa were dropped from the list of 1949, ac-

Hinkle Joins
In Kdeo Plan

CAGENFEE, S. C. — Wilt Hinkle, the film producer, radio pro-
ducer, is allied now with R. J. Kerr and Glenn C. Moore, North member of the K-B-M Ranch and they plan to temporarily head for the west.

The ranch, which has 1,700 acres, is located by 851 acres. It is the only one of its kind in the world. The company is planning to have people come out of the shop to see how it operates.

Early in 1959, Hinkle stated, he and Kerr will go to the Southwest to buy more stock and a view to selling in the rodeos they plan. Hinkle is acting as agent to con-

Woodcock Elephants
Filmed for Television

NORECO, Calif. — Woodcock Elephants were filmed here recently for the National Geographic Society, a new film, "Grosst, The Elephant," and by James Whitmore, director of the show. The film was made on the elephants in their habitat.

The film may be aired on December 26.
Boston Hall Comes Down

BOSTON—A two and one-half ton ball at the end of a 100-foot spring was being used this week to thrust down the shell of what at the turn of the century was one of the nation's greatest public halls. This week's destruction was the latest chapter in the history of the Mechanics Building, which is being razed to make way for the Radio City-like structure to be erected by the Prudential Insurance Company of America.

The Prudential project will include a 52-story tower building, six attached houses, Hope plazas and a skating rink as well as a $6 million Mark Twain, a 10-story mark-Alternatively, a start will be made on the center January 8, 1959.

Even when the auditorium is built it will be impossible to hold such shows as the New England Sportmen's Show which has been held each Spring in the structure. No one knows where it will be held next year, and it is doubted that it can find suitable quarters anywhere. The Spring Flower Show will use two halls. Symphony and Horticultural Halls which are located across the street from each other.

Only other auditorium of a size comparable anywhere is the Mechanics Building in the Common-

Kerrville, Tex.,

Sets Arena Voting

KERRVILLE, Texas — City Council has called a $60,000 civic auditorium bond election. The bond issue will separate $95,000 bond issue for improvements to the Louise Hays Park.

The drive for a civic auditorium was stimulated several weeks ago by the Kerr County War Memorial Committee, headed by W. G. Garrett Jr. The committee offered the city a building which would resemble the auditorium in the bond issue passes. There would be 300 feet of frontage on Main Street, for the building.

The proposed auditorium would be 180 feet by 70 feet with 20 footings on each side. The roof, of geodesic design, would be of aluminum.

The interior has been designed with 530 removable seats in a center section, which can be used for banquetts, and 800 fixed seats as an incline.

High Quality

KIDDIE RIDES

ROD WHIRL—KIDDIE WHIRL—SPEED BOATS—PONY CAR—
GALLOPING HORSE CARROUSEL—FIRE ENGINES

W. F. MANGELS CO., Concy Island, Brooklyn 24, N. Y.

ESTABLISHED 1888

TRADE SHOW FIRMS

Exhibit Producers Re-Elect H. G. Stief

MIAMI BEACH — Harry G. Stief, president of the firm bearing his name, has been unanimously re-elected president of the Exhibit Producers and Designers Association. The fourth annual meeting was held at Miami Beach, December 4-8, in the Fontaine-Beach Hotel.

Membership certificates were presented to the 31 member companies, an expansion last January, and the new Pacific Coast chapter was given a charter. Fifth chapter organization, the association, includes California, Washington, Oregon and Alaska.

A number of associate members servicing the industry provided displays. Addresses were made by Lee Howard of Lee Howard Advertising, H. L. Lowery, president of the Exhibitors Advisory Council, Robert Kenworthy of Exposition Management, and Counselman Richards of the City of Miami Beach. There were panel discussions on transportation, expediting, sales methods and show law, and problems and solutions of the exhibit industry.

The biggest profits come from the best rides

Brandon Arena Seating Reduced

BY CITY'S ACTION

BRANDON, Man.—If capacity restrictions placed on the Wheat City Arena by Brandon's city council are not removed by next spring, the winter fair could be forced out of operation, according to P. A. McPhail, manager of the Manitoba Winter Fair.

City council recently decided to limit the capacity of the 4,345-seat arena to 3,000. The move came after the office of the provincial fire commissioner advised that more than 3,600 persons could not be safely seated in the building until fire exits were improved.

Council imposed the restriction and at the same time notified Corpo-ration to investigate the cost of widening the arena aisles and exits, a move which would restore the building's seating capacity to about 4,300.

Cost of widening aisle exits would run to approximately $4,000, said F. C. Courtice, arena manager.

McPhail said winter fair directors were quite concerned about the economy restriction and that they had come as a complete surprise.

New Ideas . . .

draw bigger crowds, make bigger money

Mine Trails — Antique Cars
Dark Cars — Steamline Trains

Be sure to get information on Arrow unusual rides. Special at-
tention to custom requirements.

ARROW DEVELOPMENT CO.
1440 Hertford St., Mountain View, Cali-

MERRY-GO-ROUNDS


MERRY-GO-ROUNDS


WELDON, WILLIAMS & LICK

P. O. Box 206

FORT BEALL, Minnesota

TILT-A-WHIRL

Owned and operated with prestige and profit on over 450 Park and Central midways.

Over 30 years of preference by ride fans have made it the outstanding amusements ride.

Attractive appearance, plus completeness and mechanical perfection, service and favorable handling are desired to the purchasing interests.

For literature write: Perrettels, Welsle, or Phone P. O. Box 206

SELMER MFG. CO.

FORT BEALL, Minnesota

The World's Largest Manufacturer of Amusement Rides.
Gotham, Det. Parades
Great Industry Asset

CINCINNATI—Nothing that has occurred in the past two years pleased me as much as the roller skating segment in the New York and Detroit parades, writes C. A. Kramer, manager of Price Hill Roller Rink here.

"Both shows were great co-op events," he said. "By all means let's hope we have another this next year in New York and Detroit." He added: "I am sure that the crowds of people who were present at both parades have been encouraged to continue that kind of interest in roller skating in the future."

ROLLER RUMBLINGS

WILLIAM GROVE SELLING OWNERS

PLAN ADDITIONS

PARKS-KIDDIELANDS-RINKS

PHILADELPHIA—Four brothers in the Philadelphia shopping center have purchased Willow Grove Park here. They are the Earl, Miller, and Max Tankin and Perk Hain, who acquired the park from Herman Cohen, Baltimore.

Mr. Hain is president of the group that owns Pinnicola race track.

Mr. Hain revealed plans to improve Willow Grove facilities. They are looking for an air-conditioned area, a roller skate and drive-in theater with a swimming pool a possibility.

A tunnel under Mountford Road may be built or an existing tunnel may be blocked off and a shopping center. The miniature train route will be extended to a small amusement park on the north part of the park will be used as a shopping area, with music and dance entertainment.

The park will be developed. It will not affect the competition here in Willow Park area is the most developed area in the city and will be open in 1965 when Cohen's group acquired it for use by its customers.

In 1959, the Philadelphia amusement park opened in 1955.

Camberland Rink owner also operates several motels.

Carpenter Takes New Rides Orders, Adds to Plant

OMAHA—James Carpenter has returned here from the outdoor amusement park and will order new rides and plants for orders for seven of his new riding units and prospects for further heavy ordering.

He displayed the Kiddie Karosse, the Kiddie Gallop, and the Riders. Production facilities are being extended to full demand anticipated before spring, he said.

Kid Spot Has Coin Device

For Golf Has Coin Device; Adding Rides

NEW YORK—Kiddie City has a new coin device in use at its golf center. A coin device is adjacent to the park last January, Dave Siverson, superintendent of the center. This one is called Safe Jet and the other a German multi-body Merry-Go-Round Al Seidt of the New York Times, General Manager of the Toboggan Company is that firm's man in charge.

The park, on Northern Boulevard in the Douglaston section of Queens, is experiencing a difficult time considering poor weather conditions. In recent weeks three pruning work days have been necessary.

Cash control is the thought behind the plans in his paper when he got to get good shots and how to work them up. He also mentioned having to keep a close check on weather conditions.

Space related how successful the photo had been at the Minnesota State Fair for many years.

Whose photos were shown and talked about for each ride at the fair. Also suggested was accepting a local photo educator to edit

Disney Adding 3 New Devices

Expansion to Include Monorail, Mountain Bobsleds, Submarines

ANAHEIM, Calif.—A $5,000,000 expansion plan for Disneyland that will include, a monorail rapid transit system, a submarine ride and a miniature Matterhorn was announced by David L. Disney, creator of the modern fan zone. The new features will be completed in time for the Christmas holiday season.

Disney said that he got the idea for the Matterhorn on a recent skiing trip in Switzerland. The original Matterhorn will be a scale model of the actual Matterhorn peak and will be opened in February, raising the height of the Fantasyland castles. Two hundred riders will be installed around the slopes to a glacer-like level.

Along monorail test system of rails, Germany, engineers designed this device, along with the Disneyland engineers. The new ride will consist of two electrically powered trains running along an elevated concrete ribbons supported on concrete pylons. Passengers will reach the station on a moving ramp.

The submarine ride is designed by Disney engineers, and artists created the underwater effect thru which eight submarines will pass. The ride will carry 40 passengers, 20 per side. There will be portals through the underwater scenes, including octopus, giant squid and even mermaids may be seen during the nine-minute ride.

Underwater scenes will be the same when viewed from either side of the submarine. The ride will pass under the keystone treasures, ruins of the "City of the Pharaohs," the Atlantis and a submarine volcano.

In addition to these major plans, the Autopia roadway will be lengthened for the miniature sport cars, and two lakes will be created for motorboat excursions.

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RINK-COTE

The funder with traction to preserve roll and skaters device, is the future for the future. Immediate delivery from CURVECUST, INC.

Waxon, Michigan

(Phone Office)

Write for names of distributors in your area

SKATING RINK TENTS

42’ x 102’ in Stock

52’ x 122’ at ALL TIMES

NEW SHOW TENTS MADE TO ORDER

CAMPBELL TENT & AWINING CO.

100 Central Ave.

Albany, N. Y.

MAKE REAL MONEY WITH

Porto-Bilt

The way to make money without hard work or expense.

GET ROLLER RINK

IN STOCK

100’ x 100’, 100’ x 60‘

150’ x 100’, 150’ x 60’

200’ x 100’, 200’ x 60’

250’ x 100’, 250’ x 60’

300’ x 100’, 300’ x 60’

ROLLE RINK

By Central Bluefish—In a city where they never owned or operated a roller rink, they made the most of it. This is a photo of the Rink at a recent event.

J. P. Mckune

1955 & 1956

PARKS-KIDEOLEANDS-RINKS

DECEMBER 22, 1958

Communications to 186 W. Randolph St., Chicago 1, I L.

THE BILLBOARD
SARASOTA, Fla.—Tents have been set up along 2nd and Newfound North. Hundreds of orange growers have gathered their suits against Dan Gordon Judge and Ed Kelly, officials of the Ohio Sugar and Refining Co., to protest the suit against North. This action also charges mismanagement, gross neglect and misuse of funds.

A spokesman for the group said that the 49ers' owners of 49 percent of Ringling stock, were completely united. Their differences are founded on the owners' confidence in Dan Gordon Judge to carry on the suit against North.

Reason for the actions was to be the belief that the 49ers had to act jointly if they were to succeeds in conserving the assets of the estate and to make related suits against North. The 49ers arrangement follows a series of meetings, most of which were in Florida.

Fort Worth Sets 16-Year Records

FORT WORTH—Tentation on the Fort Worth Shrine Circus placed to 64,100 people and $25,430. Average per seat had the highest standing room attendance of any circus in the city. The Clyde-Beatty-Cole Bros. Circus was denied permission to expand the Texas Jim Mitchell property in order to accommodate the large crowd.

Tom Packs Show Leaves for Cuba

WEST PALM BEACH, Fla.—Tom Packs Circus sailed from here on Saturday (3) for the service station (13). Personnel was following by packing the semi-trailer, Wolfwalla's truck, a semi-trailer for a lion act, and four additional men for a greyhound act in the show. The circus to pass through Detroit, Chicago, Springfield, Ill., and Cleveland in the future.

Saratoga Group Plans to Lease Ringling Quarters

SARASOTA, Fla.—There were reports here last week that a group of six Saratoga men, headed by Ringling-Barnum and Bailey show's President E. W. Billings, were planning to lease the Ringling-Barnum quarters in the Parrotteck. R. J. Jr, would be returned here. The buildings would be refurbished and the leasing group would operate tours of the quarters area.

As previously reported by The Billboard, Ringling will come to Sarasota for the next few weeks as its current stand in Mexico City.

Cristiani, Tampa

Tampa—There is a continuing controversy over whether or not Cristiani, Tampa, is going to stage the proposed bullfight. The mayor of Tampa says there will be no bullfight. The Cristiani state that their plans have gone too far to be called off.

2 Show Plans Turned Down By Sarasota

SARASOTA, Fla.—There were two circuses turned down last week by the city of Sarasota. The St. Louis Police Circus and the Tom Packs show were turned down. The city had promised the St. Louis Police Circus a place in the city, but the circus was turned down because the circus had not been registered with the city. The circus manager of the Tom Packs show was turned down because the circus had not been registered with the city.

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CHRISTIAN ADDS NEW YORK CONTRACT

Tented Show to Play May 10-17; Auspices Name Withheld Until Later

NEWARK, N. J. — Cristiani Bros. has signed a contract with the Rafael Grotto and C. A. L. Lund, the operators of the Grotto's 10th Street quarters, that will enable his circus to start the season in Newark on May 10.

Choice of two lots is still to be made by the show. In either case, it will offer free parking. Rudy also has the option of another free lot in the area for promotion in Newark. He said a short time ago that the current buildings were bids years. Neither of the two quarters had ever been used for a circus.

UNDER THE MARQUEE

Barbette is working on the staff of Sarasota Films unit that is making a movie, "The Big Circus." Visiting the Polack show at Springfield, Ill., were Rosina Valentine, Chris and Dorothy Durbin, for a two-day stay.

A fellow ringling elephant, Judy, was donated to the Chapin division of the circus. The 18-year-old elephant, which was born in the last Spanish-American war in the Parrotteck, R. J. Jr., would be returned here. The buildings would be refurbished and the leasing group would operate tours of the quarters area.

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Iowa State Nets 39G; Officers Re-Elected

DES MOINES — W. J. Camp-
bell, Jessup, and Lyle R. Higgins, Hatan, were re-elected president and vice-president respectively of the Iowa State Fair Board at the board’s recent annual meeting. Board members re-elected in-
cluded H. M. Duncan, Columbus Junction; C. E. Wagner, Bloom-
field; J. H. Nuttke, Rockwell City; and W. P. Manatt, Audubon.
L. K. Durst Smith, secretary of the board, reported the 1958 Iowa Fair Draw showed a marked increase in profit and had more entries than the 1957 exposition.
State fair attendance for 1958 was up 46,581 with a total of 470,105; profits were $39,815 as com-
pared with only $10,857 in 1957, and contested entries were 29,592 for an increase of 2,600.
Cunningham expected they had a total of 9,016 animals on ex-
hibition in 1958 as compared to 7,600 in 1957.
Cost of the 1958 fair was $50,285,
265 while receipts reached $600,821 for an operating surplus of $30,016.

WINTER FAIRS

SETTLE SUITS AGAINST ESE

WELL SPRINGFIELD, Mass. — Settlement of two suits for $100,000 each against the Eastern States Exposition and Robert E. Colburn of Boylston, Mass., has been announced in Bristol County Superior Court. The terms were not disclosed.
Mrs. Mary Gugler of New Bed-
ford, Mass., had brought the suits as administratrix of the estate of her husband, Joseph, 30. She alleged he died after collapsing in an exposition food concession operated by Colburn in 1955.

WFA Names Dodge
To Hall of Fame

LOS ANGELES — Thomas A. Dodge, veteran secretary-manager of Fresno District Fair, became the 15th manager to be honored by the Western Fairs Association in its Hall of Fame when the or-
novation held its 38th annual con-
novation here at the Biltmore Hotel for four days ending December 4.
John H. McCann, manager of Wyo-
ming, was selected for the Hall of Fame, and was honored for his 20 years of service to that organization, and Paul L. DeRoo of the University of Southern California chancellor, was named for the fourth time as a director of the Sixth District Agricultural association.

MERRY CHRISTMAS AND A HAPPY NEW YEAR

A. & J. MIDGET CAR CORP., INC.

DECEMBER 22, 1958

COMMUNICATIONS TO 108 W. RANDOLPH ST., CHICAGO 1, III.

THE BILLBOARD

47

TIMONIUM Returns To Two-Week Run

Brewster Named President; Depleasure With Eight-Day Fair Expressed by 1958 Customers

TIMONIUM, Md. — The Maryland State Fair will return to its traditional two-week run in 1959, after trying a shorter eight-
day engagement last season. As usual the fair will be tied to the pari-mutual race meet and will include the Labor Day weekend. Exact dates have not been set yet.

The decision to return to two weeks was one of the results of the recent annual stockholders meeting and election. Daniel B. Brewer, Second District Congress-
man and Baltimore County farmer, was named president.

Brewster succeeds John H. Zink, who was president for a year and a half, Zink, who had been ill last year, declined to run for an official post of the sponsoring Maryland State Fair and Agricultural Society. A slate of other of-
ficials was also chosen, including the re-election of John M. Hill as vice-president and general manager.

The 1959 midway contract is still not awarded. Directories expressed general satisfaction with and com-
mendation on Dave Eskey, who pro-
duced the midway for the first time.

The fair and racing ran simul-
taneously during the first week last year, and a horse show was offered the second week as an end-
cultural event. Despite publicity, however, there were numerous cases of families visiting during the second week and expressing disappoint-
ment that the full fair program was not being held.

Other officers elected are Matt
L. Dregier, president emeritus; E. C. Wachsmuth, chairman of the

HELP WANTED GIRL STUNT DRIVERS

Also girls who can do a simple fife
routine as single; we have rigging. contact with F. A. Lenair, 20 weeks' work. State
area, word-painting." "

JOHN PURVIS THILL SHOWS
915 High Street
Wenatchee, Wash. Idaho

GUS BELL
5312 W. Lobetter
DALLAS, Texas
AX 8-2239

Promote: It's commissionable

...
CARNIVALS

Communications to 151 W. Randolph St., Chicago 1, Ill.

DECEMBER 22, 1958

Vivonas Awarded N. J. State Fair
12th Fair in Bag; Trenton's Dates To Coincide With Nearby Allentown

TRENTON, N. J. — The 1959 New Jersey State Fair will be held by arrangement of America and Morris Vivonas, agent for the show.

The first contract award is the lead- ing Eastern show development so far this winter, and the first major arrangement signed since the change. World of Mid Shows had shown the way.

For the Vivonas family, native to New Jersey, it marked their first New Jersey Fair contract. In the conclusion of several meetings between them and Hamid. Fair dates next season will be September 20-27, and if nearby Allentown, Pa., 80 miles away, continues to hold their major shows, the two major annuals will run simultaneously.

Layout.

Twelve weeks of fairs are now contracted for the show, with the Phoenix Club Honors Dead

PHOENIX, Ariz. — Departed members of the Arizona Showmen's Association were honored at the annual memorial services held at the Arizona State Fair in Phoenix.

Greenwood Park here Sunday morning (14).

Rev. Carl D. Soults, of the First Presbyterian Church, officiated at the service with Earl Salter, ASA president, and Millard E. Beekner, ASA vice-president, services were arranged by Don Hauser, committee chairman, and Martin Steinhilper, secretary.

The Revered Souls stood inside the monument installed by the club to honor its departed members.

Since the club was organized in 1945, 20 members have passed away. Thompson members, Cyril C. Spark, Carl Gilheany, Clarence A. Porter, C. E. McFarland, Leonard S. Uselecon, Patrick Riley, George E. Jones, Frank D. Moore, Walter Powell, Howard Wood, Charles Cooper, William W. Hooper and (Continued on page 55)

Manning Acquires Peters burg Fair

NEW YORK — Eastern carnival business noted two important de- velopments last week. The first was the aquiring of the Granite State Fair by G. F. Manning, Inc., and the second was the end of midway switching for next season.

Manning, shows, which operated in conjunction with John Neagle during the past 38 years, was recently bought by the Southside Virginia Fair in Petersburg, News of the acquisition was announced by the New York State Fair in Trenton.

Petersburg was of major consequence. Among those in attendance or expressing interest by mail or wire were the Frenn Press, President, Emery Buckman, John A. McAllister, patrons, and the American Midway Association, Mine and Mr. Ed T. Manning will also be the guide.

Other Spots Reported

Also quoted as interested in acquiring the fairs are Leno B. Quick and J. W. Prather, Jr., who own the Bridgeport Show.

The newly formed Adams Association have been in contact with several Southern committees but no definite conclusions are claimed by the Southern State Fair officials.

At least two significant Southern fairs have not signed midways this season, and both are up as a couple of significant dates in New England.

Effort Elected President of St. Louis Club

ST. LOUIS — Hal Effort (Jr.) Thursday was elected president of the International Association of County Shows, Hollis B. Bean's term of office expired. The new group will be on the list of those interested in the state.

Other positions are William McCoy, first vice-president, Fred Proper, second vice-president, John D. H. Knox, third vice-president; George Horner, secretary, and Eddy Cobb, treasurer.

Elected to the Board of Governors were: S. L. Mullin,hn, Ted Matt, Mort and Thumb, Floyd Gooding, Hal Dunn, F. E. D., Steve, Edwin E. Sam, Ed Campbell, William McCoy, Jack Flyn, Berry War, Herman Melhine, Johnny Lantz, Los Daun, Harrel, Harold E. Harrington, J. T. Blackard, Carl and Margaret Member, Robert Parker, D. P. Laconne, John Roth, Oville Dickson, and Al Greers.

(Continued on page 54)

NEW CALIFORNIA TAX?

City May Tax Ops At Imperial Fair

LOS ANGELES—Concessions rides and shows may have to pay the Imperial City when they play the California Mid-Winter Fair in that city this spring, and the city may be set for a levy at other fairs in the State, D. V. Stewart, fair secretary-manager, and A. J. Western Fair Association annual meeting.

Stewart based his opinion upon a ruling by Superior Judge Cyril Monroe, of San Diego, that Imperial may impose the tax. It was to be on the first of its kind in California courts.

Opposed by Fair

The fair board, he said, has spent more than $1,000 to organize it.

Judge Monroe's decision was the result of a suit filed by fair officials against Imperial city councilmen after they ruled that the Mid-Winter Fair business received excessively high city permits and services, and were, therefore, subject to taxation. Stewart and his board contended that the concessions were already taxed by the State and could not be taxed again.

Other factors were, the fair, Stewart said, was on the basis that Imperial was taxing the concessions for doing something which was not a tax element. The tax would be applicable to concessions, including local moppets, but not fair exhibits.

PCSA Banquet-Ball Is Attended by 800

LOS ANGELES — Approximately 800 fair managers, show owners and representatives attended the Pacific Southwest Showmen's Association banquet and ball honoring the Western Fairs' Association in the Billmore Bowl of the Hollywood Hotel here December 4.

Among those attending were: Paulette Zube, Kyriaki Ada, G. C. Albright, Jane F. Albright, Al Alwell, Arthur S. Anderson, Mr. and Mrs. K. R. (Andy) Anderson, Elvis Bailey, Mr. and Mrs. Bob Babcock, Harry and Thelma Anderson, Molly Bee, Mr. and Mrs. Wm. Beekner, Mr. and Mrs. Cino I. Bellafi, Mr. and Mrs. George W. Blake, Emma

DETOIN CLUB NOMINATES REGULAR SLATE

DETROIT — Canesome D. Murray, general agent of Detroit Carnival, has been nominated as president of the Michigan Showmen's Association. The new slate will be Presented.

Mr. and Mrs. Nick Nuccio, of Tampa, were guests along with Sol Feldman, local TV sports an- nouncer, at the meeting. Other guests included States At- torney General F. E. Anderson, and Arch Del, local newspaper manager, City Comptroller Hobart Pol-

The party was open to members, their families and invited city and county officials.

Chief Fowler was in charge of the event.

Chapman was a highly successful and exciting event at the Four Holidays, a five-piece band from a local night spot and several local tigers. Jimboine Roberts and his orchestra played for the entertainment.

The St. Petersburg show was noted of major consequence. Among those in attendance or expressing interest

750 Relax, Eat At Tampa Party
PHOENIX, Ariz. — Nearly 200 members of the Arizona Showmen's Association attended the organization's 10th annual meeting this week at the Mount Vernon Room of the Hotel Hollywood, Hollywood, Calif. (11), with Art Frazier, general representative of the Siebrand Association, and H. W. Siebrand, co-chairman.

Guests on the dance floor were the organizing officers: Harold East, president; Steffins, first vice-president; Robert Ranchard, third vice-president; M. E. Freeman, secretary, and H. W. Siebrand, treasurer. Also honored were Hunter and Serven, former presidents of the Pacific Coast Showmen's Association and Ladies Auxiliary, representing the Greater T. P. Siebrand Association.

Of the past presidents of the organization, which was organized in June 1942 with T. P. Siebrand, W. P. Siebrand, Hanna, James R. Siebrand, Foreman, F. W. Siebrand and Henry Locas, Steffins announced that the P. W. Siebrand, chairman of the banquet committee, will celebrate the wedding anniversary and the Hoko Sprague Outlaw, the among the honored guests were Mr. and Mrs. Marley, Marley, Charles Cooper, Mr. and Mrs. Leo (11).

FAIR MEETINGS

West Virginia Association of Fairs, Wheeling Hotel, Clarksburg, W. Va., met last week. The annual banquet was held in the main dining room of the Wheeling Hotel. Braddow, secretary.

Illinois Association of Fairs, the Ballroom Hotel, Mobile, Alabama, Mrs. Donaldsonville.

Kansas Fair Association, Joplin, Missouri.

South Carolina Association of Fairs, Jefferson Hotel, Columbia, S.C.

Spartanburg, S.C.

State of Agricultural Exhibitions, January 15-18, Governor Hotel, Jefferson City, Missouri.

New York State, East Side Street, Daytime, executive secretary.


North Carolina Association of Fairs, Eliza Doolittle, Secretary.

South Carolina Association of Fairs, Jefferson Hotel, Columbia, Columbia, South Carolina.

The following members were all responsible for the bazzar's success: Nora Reinhart, Carol Miller and Maxine Booth, Harry Meyer, Myrtle Jeter, Mary Delaney and Louise Miller, miscellaneous; Nena Klawek and Luise Lichtlinder, candy booth; Mar- lyn McKeon, Book Committee, and Tina Crouse, jewelry booth; Esther Cranmer, Gertie Weise and Mickey Weiser, handbook booth; Ella Stephel, Vera Pollitt and Gigi Stephel, stamp booth; Mrs. Marion Harrison and Mary Gamache, box day; Pia Venne, Dorothy Jager, Student Life, Youth, Betty Ferster, Nancy Young and Betsy Boyd, garden club booth; Mrs. Minerva, Edith Sullivan, Helen Jolenz, Ida Gough and Lee Clark, art booth, and Past Presidents Elizabeth Long, Har- rie Maddox,稀土 Ringling, Retta Rodgers, Virginia Flinn, Elise Will- iams and Jackie Manzon, raffle booth.

Entertainment was held both nights under the direction of Esther Young, who presented "Rores of America, (Continued on page 50)
GLADES AMUSEMENT CO.

WANT FOR DE SOTO COUNTY FAIR, ARCADIA, FLA., JANUARY 13 THRU 19.

AND FIVE WEEKS OF FLORIDA FAIRS TO FOLLOW.

SHOWS — Minstrel, Fun House, Wild Life, Goss Girls, House Girl or Show of any kind with own equipment.

CONCESSIONS — Sit-Down Grub, Goss Pitch, Bear Pitch, Scales and Age, Novelties, Duck Pond, Ball Games, Balloon Darts, Basket Ball, Buckets, Six Cats or any kind of Price-Every-Time Concession.

ALL ANSWERS

JERRY SADDLEMIRE

La Belle, Florida, Phone Orange 5-2313

P.S. — Bud Davis and Mr. Slover, please call me.
RINGS SHINE, TOO

Engraving Jewelry In Top Sales Year

By IRWIN KIRBY

One of the best holiday seasons on record is drawing to a close in the low-priced jewelry business, notably in that field which deals with low-priced rings and engraving jewelry. To say the manufacturers and jobbers of such merchandise are reasonably pleased would be an understatement since the recently-closed outdoor season was a disappointment to many. Fair business was off for most persons with a financial stake in it, these including the producers, importers, jobbers, operators and agents working for the operators of jewelry stands.

Holiday time has been a low one, ranging in some quarters to 50 per cent better than 1957. Few new items have hit the market, which continues to exist on old standbys in the line of rings, pins, bracelets and necklaces. Jobbers do not spend enough before Christmas to catch up with a reason for the increase: The fairtime decline was the result of heavy buying in the field, that is, on the fairgrounds. The fair business is an easily identifiable one and salesmen knowing the various dates can canvass showgrounds pretty well. This works to the detriment of jobbers, but operating in this field is the only outlet for the jobbers, who may be faced at a crucial time with the temptation to take a heavy risk with heavy blank drills, or at a higher price than he is accustomed to paying.

In cold weather the market is much different. Operators head indoors and spread out over the land in department and jewelry stores, farmers' markets and elsewhere. They have orders to fill and out for and for their supplies they generally turn to the sources they know best, the jobbers. This holiday they have bought in record volume, but the percentage has not been matched by buyers in the metropolitan area, particularly New York City, had known a slump in the so-called "shun" jewelry. There is no easily-arrived-at reason for this.

As can be expected there has been an upturn in traffic of religious items, where nothing new has appeared as yet. Elsewhere on the jewelry line good acceptance has been won for miniature of previously successful items. Thus, there is a diminution of white and yellow of such familiar pieces as the "key to my heart," heart-shaped ornaments, and rings and earrings for engraving. Thrust in the line there is the effort to hold the wholesale line of items, in order to permit a good profit for the store operator. For example, pearl bracelets and necklaces affixed with blank hearts range from $2.25.

Several prominent items have appeared in West Germany and could be popular in this country. There is a cut-out charm of a heart with 18-karat gold, priced at $20, and a larger medal at $35. A diamond in a gold heart with two rings, and earrings for engraving. Thrust in the line there is the effort to hold the wholesale line of items, in order to permit a good profit for the store operator. For example, pearl bracelets and necklaces affixed with blank hearts range from $2.25.

PIPPES FOR PITCHMEN

NOTEING... the article on the demise of old pitcher in the December 5 Pipe round, Houston, Texas. I have admired for many years but have never had the pleasure of meeting. "Buster" Dox, of the Buster Dox Variety Show, makes the following comment on the said favorite. "In the Ten-Lite Trailer Park in Waco, Tex., there are quite a few of the old-timers. Doc Tex, who won't give his age, is there and still goes out to pitch occasionally. Buster Williams, the black-eyed comic, is running the Waco Jaycees while Jim Williams, the former of the late Judge McDonald, is looking forward to another spring. Benny Dox is now out of the market and running a successful printing shop. So I have no complaints. One of the old-timers, Doc Tex, is in business in Waco, and still goes out to pitch occasionally. Buster Williams, the black-eyed comic, is running the Waco Jaycees while Jim Williams, the former of the late Judge McDonald, is looking forward to another spring. Benny Dox is now out of the market and running a successful printing shop. So I have no complaints."
Machine Production Forged 10 to 30% Ahead During '58
Penny Vendors Took Top Honors; Nickel Gains While Dime Flops

CHICAGO—The nation's four leading bulk vending machine manufacturers reported individual increased production ranging from 10 to 30 percent over 1957. While these were projections of the output for the new year, all of the machinery was being prepared for the world's fair this year.

The penny machine was still ruled during 1956, but its prominence appears to be slipping. About 75 percent of Victor Vending's machines were pennies, stated Ray Greene, president.

Dime Vending
Manufacturers were a little short of capacity in 1956 because of the little future for dime vending. Production of machines manufactured during 1956, and manufacturers' rules for the market for the dime machine has been tested and found wanting. The reason seems to be that bulk vending at the 10-cent level is in a kind of no-man's-land.

The dime does not compete much with the market for standard edible bulk vending products. On the other hand, suitable novelties for dime vending are still not indicated somewhat on this point, with the opinion that dime vending can be in appropriate conditions.

The nickel machine, however, showed up in popularity in 1956. There is no less than 90 percent of the nation's machines and manufacturers' rules for the market for the nickel machine, said Greene. The report of that 25 percent of the manufacturers will be dimes in machines for vending more than a penny, a substantial amount was made of nickel machines. Altho the vast majority of machines carry a zinc-nickel mechanism, Jenkins reported that the nickel is used in in and out of vending machines.

1959 Plans Vary
Plans at (939) vary considerably among the four firms. Plans for 1959 include concentration almost exclusively upon its penny-nickel machine making in design and mechanisms.

While during the past year a larger globe, too boy and a coin escrow were

BB CHECK
No Uniform Policy Found in Chains

Five out of nine national grocery chains replied to a recent questionnaire of "The Billboard" on bulk vending operation plans. Those who replied were held confidential.

The story before reports the answers of the five companies.

CHICAGO — National grocery chains do not have a uniform policy regarding bulk vending. This is evident by the fact that five leading chains representing more than 25 percent of total chain stores in the nation.

Altogether seven policies of four of the chains prevail with variations, there is little further similarity in their responses. The largest national chain, A & P, stated that it is not interested in bulk vending.

Two of the chains reported that bulk vendors were on location in more than 25 percent of their stores. A third estimated that 5 percent of its stores were taken, while the fourth did not reply to this question.

Three of the chains were split on their attitude toward bulk vending as money savers. Altogether none

'58 Sales Jumps of 20% Reported in Cleveland

By IRWIN BEERESAK
Cleveland — The bulk vending picture here for 1958 has been far more buoyant than that of the general business conditions during the year. According to the records reported from 1957, bulk vending operators reported a 7 to 20 percent increase in the number of machines.

Machines last annually through the year, while sales and installations going out of business were offset by branching or small uniform business in the neighborhood as the year progressed. The 1957 sales saw a large number of small business failures. One machine seller reported a day a day to take out his machines, due to the location giving out of business.

Chain Operation
A large percentage of vending dealers, primarily with chains, have not felt the small business fail.

ure, however. The chains are constantly expanding by moving into new territories, while in the past small businesses have been allowed to travel to the point.

Another major operator reported receiving frequent calls from small vendors offering the sale of their machines. The large number of small business failures in the past has helped to drive the business to the "little operator" of "kiosks," also known as "machine vendors." This has been the result of the "margin of profit is greatly affected by high operating costs, and so on."

Alto bulk vending constantly attracts the small operator, the small vendor is greatly affected by the introduction of small units into major operating centers. The price of the machines is dependent on the number of machines in the location.

The new trend toward bulk vending is likely to continue, according to Eppink, the opportunities for profit on a route are limited by four factors—the number of machines, the number of people, the number of customers per machine, and the number of hours an operator is willing to work. The latter is the biggest factor to be watched. (Continued on page 56)

FTC Orders Atlas to End False Claims

WASHINGTON — Federal Trade Commission last week (10) ordered the nation's leading Atlas Products, American Products and Atlas Corporation and Atlas Enterprises to stop using deceptive offers of employments, and exaggerated earnings claims to sell vending machines.

In denying an appeal filed earlier by the two companies, the Commission adopted Hearing Examiner Loren Langlois' initial decision. The examiner held that the misrepresented earnings claims were "misleading to the public and to the consumer; at least, the public is deceived because it is made to believe that the vending machines can be operated in a financially successful manner." The machines were already placed in the market in 1958, and it is believed that several thousand machines have been sold since then.

Eppy Says Ops
Not Making Most Of Opportunity

NEW YORK — Many bulk vending operators are not making the most of their opportunities and are using their equipment and services to the fullest. They have only scratched the surface.

According to Eppink, the opportunities for profit on a route are limited by four factors—the number of machines, the number of people, the number of customers per machine, and the number of hours an operator is willing to work. The latter is the biggest factor to be watched. (Continued on page 55)

U.S. Orders All-Out Blue Sky Crackdown

WASHINGTON—Justice Department officials today ordered a nationwide search for violations of the law prohibiting the use of blue sky. The U.S. Court of Appeals has ordered the government to stop the practice of using blue sky to cover up fraud and deception.

Eppy Ready on Clown Charms

NEW YORK — Sam Eppy, the comedian, is on the lookout for all those "blue skies" on the market today. He is determined to get to the bottom of the story and to put an end to the game of "blue sky" which has been so profitable for so many years.

ANDREWS, George

Convinced of Potential

George Wilson

George Wilson, of Wilson Vending, started in bulk vending with a single machine in 1948. In the late 1940s he began his part-time route up to 100 machines. Convinced of the potential of bulk vending and relying on the experience he had gained, his business has grown into a route that now covers Detroit and suburbs. Like many bulk vending operators, he puts a lot of time into his business 10 hours a day, 7 days a week. In his diversified operation he vends nuts, easy-cooked peanuts, balls, gum and can candy.

Wilson is active in the busy Daft's Club affiliated with the Precious Blood Church. He has served as chairman of the entertainment committee. Wilson enjoys sports and works out regularly at the Y. He holds season tickets for the Red Sox and the Boston Bruins. His wife, a former athlete, has been his biggest supporter and his two oldest daughters play in softball league sponsored by the Daft Club.

Great Books Club

During the past year Wilson and his wife were members of the Great Books Club, meeting weekly at the neighborhood library where they read and discussed a book each week. The group has been a real treat for Wilson, who is an avid reader.

Looking to the future, he says: "I find the ratio of profit is growing every year. My business is on the upswing and every time I put my finger on it the price can be changed."
POPULATION SHIFT AIDS DETROIT SUBURBAN OPS

By HAL REVES

DETOIT — Hardship within the city and improved conditions in the suburbs are the two trends that have emerged during 1958. Comments from operators indicate that the movement of population away from the city is the basic cause.

Small stores in Detroit aren't doing business the way they used to, operators have found. With fewer customers coming in, bulk vending receipts correspondingly fall. The permanent closings of smaller retail outlets has also cost operators many locations. Estimates are that as high as 10 percent of small stores have shut out for food.

Operators in the suburbs, on the other hand, have enjoyed a growth more prosperous than last. There are more locations springing up, traffic in them is increasing, and competition is not as severe as in Detroit proper. Operators find that small groceries, drugstores, gas stations, and supermarkets are the best locations. Despite the increased cost, distributors estimate that there are about 50 percent more machines on location in the metropolitan area. Thus, while many operators are hunting overall business up somewhat from last year.

Bulk gum machine niche and capsule vending follows a confused pattern in Michigan. Charts as such are not allowed in Detroit.

Police regulation is fairly close, but small operators in particular will sometimes take a chance of getting by for a while. Up-State regulations vary from town to town. Local policy depends largely upon the common sense and interpretation of law officers, and no uniform regulations exist.

Confessions and tips tend to be favored by operators. Capsules have dropped in popularity from last year. The legal sales in different areas is partly responsible. Operators also complain that good machines and good sizes for bulk capsule are too few. Also, nickel vending itself is common, and quadruple operation is rare. Novelties are the sole items operators vend for more than a nickel.

There is a nascent movement on the part of small operators to add major equipment, while operators in major equipment vending are dropping or cutting back on bulk vending. Small operators can diversify and add little to overhead expenses. Big operators with bulk vending machines serviced separately are finding that labor costs are becoming too high to maintain a bulk vending operation. Drops in

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MEMBER NATIONAL VENDING MACHINE DISTRIBUTORS, INC.

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Sixtette

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The New Modern Key to Successful Bulk Vending.

IMMEDIATE DELIVERY!

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5703-13 W. Grand Ave., Chicago 35, III.

HOW DID BULK VENDING FARE DURING 1958?

This week continues a spot check of bulk vending conditions in a number of major cities during 1958. Operators and distributors in these cities were interviewed to discover main trends that became evident during the course of the year.

Thus far reports have been made on Boston, Denver, Milwaukee and St. Louis. Reports on other cities can be found in this and succeeding issues.

Merry Christmas

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to all of you

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Centuring item. Send $2.50 and
receive 100 high quality filled capsules.

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very happy new year
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25c
CAPSULE VENDOR
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Here's the 25c Vendor that has the whole trade talking!!
At the low price of just $18.95 this machine pays for itself on one location in 12 months...take this offer now.

The Oak 25c Capsule Vendor need's lighters and a select assortment of jewelry. It is being shown by Oak Supply sales offices listed below. Immerseable items in standard cases will make the 25c Vendor a great profit producer for you.

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East and Midwest factory sales
operators vending machine supply co. M. J. Aebel/Phone 1-1647
1023 South Grand Avenue
Los Angeles, California

Oak Manufacturing Company, Inc.
11441 Knighbridge Ave., Culver City, California

Unit Production Up 10-30%
• Continued from page 54

Improvements added to its machine, said Jenkins. Benefits included a reduction in the size of the machine, a reduction in the amount of unused space, and an improved design for easier maintenance.

Sales of the new model increased significantly, and Jenkins predicted that the machine would continue to be a popular choice among vendors.

SAFFIER GUARANTEED CIGARETTE VENDOR SPECIALS

Cleveland Sales
• Continued from page 54

Consolidation is the main reason for a change in the Cleveland vending market. The number of vendors has decreased significantly due to the bankruptcy of several large companies.

The remaining vendors are struggling to stay competitive, and some have already closed their operations.

SHAFER MUSIC COMPANY

849 North High Street
Columbus 8, Ohio
Phone AX 4-6414

WATLING

Manufacturing Company
4550 W. Fulton St., Chicago 44, III.
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You Name It. We Want It!
All Makes and Models

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RAKE COIN MACHINE EXCHANGE

609 Spring Garden St.
Waltz 5-8974

sensitiveness of the FTC. In 1957, the FTC issued a report on the vending machine industry, which highlighted the issue of overcharging and the lack of transparency in pricing.

FTC Orders
• Continued from page 54

The FTC issued orders to vending machine manufacturers and distributors, requiring them to provide clear and accurate pricing information to customers.

The orders also required vending machine companies to conduct regular audits to ensure compliance with the rules.

Ball Point Pan Machine
$24.50

3-Column Stamp Machine
$22.50

1/2 deposit, before C.O.D. J.A. M. N. T. Write for quantity prices.

AND NOW • U. S. POST CARD MACHINE, $29.50

Sets 4 U. S. Post Cards for 15c.

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Manufacturers • Distributors Since 1913.
**MUSIC MACHINES**

**DECEMBER 22, 1958**

**N.Y. TRUCE**

**Peace Reigns Among Unions, Trade Groups**

NEW YORK — Peace on earth and good will toward men was the prevailing atmosphere in the coin machine arena here. The American Pinball Association, the three local coin machine associations and the two unions has abated, and, as of this moment, nobody is shooting anybody, is using anybody, or is even talking to anybody.

Until a couple of weeks ago, industry figures were waiting for the legalities on alleged racketeering in the coin machine field to be held by the McClellan Senate Committee. But these hearings have been postponed until after the holiday season, which fits right into their schedule.

**Status Quo**

Thus, the situation here is much the same as it was early this fall. The Pinball Kingdom, the Pinball Kings, the Clark Internationals, the AFL-CIO and Local 269 of the Internationals of Teamsters— are competing for membership in the pinball machine field, with the former stronger in the juke box field and the latter in the game of the same box.

**Three Associations—the Music Operators Association, the Associated Amusement Machine Operators of New York and the American Pinball Association**

are active here, and MONY (Continued on page 69)

**PROGRESS REPORT**

**Stereo Gets Cautionary Trial in Chicago**

By NICK BIBO

CHICAGO — One of the most interesting legal trials in Chicago—perhaps more so than elsewhere. There is a high court involved, and the trial is being conducted in the state's highest courtroom.

Smaller operators are waiting to see the results of the experience of the 130 Out.

A spot check of the Chicago distributors indicates roughly about 130 stereo jube box installations, but there is no way of knowing how many are divided.

In most cases, the judges are hearing the cases of stereo units. The case involves the use of stereo units as an extension of the present pinball business. The case involves the use of stereo units as an extension of the present pinball business.

**M.N.A. Backs McClellan Committee Objectives, Pledge Co-Operation**

Vending Assn. Statement Points Up Funds Group Spends to Fight Rackets

CHICAGO—The stated objectives of the forthcoming U.S. House Committee hearings received the support of the vending industry in a statement issued by the National Music Association (NAMA), the trade association, last week.

The association also sought to make clear the situation to vending dealers and other coin operators.

In a four-page statement, NAMA said out of its $10,000 budget for legal assistance efforts, any money spent by NAMA in connection with these hearings would be utilized to meet legal expenses.

By NICK BIBO

Many other members of the vending industry have been in touch with members of the committee (McClellan Senate Committee) concerning the legal aspects of the hearing.

**H. Biedenkap Joins Tower**

CHICAGO—Herb Biedenkap, well-known Chicago sales representative, has joined Tower Distributing, Inc., of Chicago, as sales manager for the Windy City.

Biedenkap, 31, formerly was a traveling sales representative for Covent Company, former distributor of launching equipment.

Biedenkap, 31, was a former pinball machine manufacturer before he entered the jube box sales field. He operated his own route in Chicago for several years before giving up to sell cigarette machines in 1935. Two years later, he joined Covent Distributing (Continued on page 95)

**Man Assn. Plans More Court Action**

Continue Fight Against $150 Juke Fee; Will File Suit on New Grounds

BOSTON — Further litigation is contemplated by the Music Operators Association in the case involving license fees for juke boxes. After nearly two years of wrangling with courts, the Supreme Judicial Court of the Commonwealth handed down a decision in favor of MOAM two weeks ago (The Billboard).

The case, which was divided into two separate suites—the constitutionality of charging a fee for the use of jukeboxes on the basis of prior censure—has received national publicity and a number of strident criticisms.

**More Litigation**

Arthur B. Luckmiller, president of MOAM, said he will initiate litigation in the near future. He said that from the wording of the decision, that all communities within the state of Massachusetts, including Boston, could not under the law, charge a weekly license fee.

The court's written decision will be reprinted in full in a forthcoming issue of The Billboard.

He further stated that he believed the cost of a license in the City of Boston was open to attack and could be materially reduced, as the State and city sales tax of $150 per year could be eliminated by legal appeals.

The cost charges a $30 fee for weekday operation and $50 for Sunday operation. The State demands $80 for the license, which is a total of $100, including the $10 city sales tax for seven-day operation per machine per year. This is considered oppressive, since the cost of a license, according to the law, is not supposed to exceed the amount necessary for policing the machines.

Boston Highest

Other cities in the state charge license fees all the way up to $300 a year, as high as Boston. Comparatively, other fees on various machines are on the high side, which would charge for juke boxes. Tinmill ma-

achines, for example, are charged less.

David J. Baker, president of the Music Operators Association (Continued on page 95)

**MUSIC MACHINES**

**Communications to 108 W. Randolph St., Chicago 1, Ill.**

**THE BILLBOARD**

**N.Y. Holiday Collections**

25% Behind Last Year

NEW YORK — With Christmas only a few days away, New York operators have written off the anticipated holiday rush of business as nearly a dead box.

While collections have picked up somewhat since early fall, conservative estimates are that December sales are about 25% below the actual sales of December 1957, and 35% on last year.

Seldom have New Yorkers spent so little in comparison with the same days last year, according to the industry.

Department stores are doing well, and savings banks are holding their own. But the Christmas season is looking like a bust on bars and grills, and so is the jube box operator.

Conditions would probably be a lot worse if it wasn't for the "Chippunk Song," which is bringing in a substantial portion of the revenue in Gotham's music machines.

**Ownership Changes**

And to complete things, the turnover in taverns is constant. Therefore, it makes a deal with a location owner, only to discover that the location times, some infiltration into the automatic merchandising industry by some elements with questionable affiliation. However, this represents a very negligible portion of the industry.

**Combat Elements**

NAMA noted out of it was the job of law enforcement agencies to combat such elements and to not protect or defend those few who utilize automatic merchandising to cover any type of illegal or questionable activity.

"By the same token," emphasized the NAMA statement, "any publicity and publicity which incites envy or somewhat limits our members to possible opportunities in damaging to the industry. It was developed in part by the executive director of NAMA, C.S. Darling, and in contact with members and staff personnel of the committee (McClellan Senate Committee) concerning the legal aspects of the hearing.

But while the Chicago experiment may not be as fast as some
PART I

Here’s How Op Overhauls & Rebuilds Worn Phonographs

- All machines on route are regularly brought into shop; mechanism and cabinet are reworked.
- Total cost is about $50; process increases collections; cuts servicing and satisfies locations.

By NICK BIRK

CHICAGO — Used equipment is regularly overhauled, rebuilt and given a complete cabinet face-lift to maintain the saleability of Chicago’s largest and best-run music operations.

The firm is managed by Earl Kies, also president of Recorded Music Service Association, the local juke box operator group. However, all servicing and repair work on the route is under the direction of Norman Dompke, who with a staff of five repairmen, keeps the Apex machines in top working condition.

Dompke regularly calls in certain pieces of used equipment for a general overhaul and face lifting.

The machines are stripped down and completely disassembled. All working components are taken out, thoroughly cleaned and overhauled. The cabinet is repainted, and a complete new grill and front is installed, changing the appearance of the machine entirely.

Little Resemblance

When finished, the machine is either sent back to the original location, or moved on to a new spot, but there is little resemblance between the “old” and “new” phonograph.

The entire operation takes nearly a full day for new man. The cost, besides labor, is approximately $30. However, the expenditure is well worth it, as far as the firm is concerned. “The overhauled machine is virtually like a new phonograph in boosting collections,” states Kies, “and the locations and customers are pleased with the product.” Dompke adds that service calls on the overhauled machines are substantially less than on non-rebuilt machines, adding a further savings to the firm. “We generally get better service from a rebuilt machine than on a new piece of equipment that hasn’t had all the bugs taken out,” the Apex service chief states.

Case File

As a means of keeping track of the machines, Apex keeps a case history card file on each piece of equipment. Each tape box is represented by a card, filed by serial number. On it are shown the location history of the phonograph, its service history, repairs, new parts and any other pertinent information.

The cards are regularly checked by Dompke, and after a certain time (depending upon the condition of the individual piece of equipment) the tape box is called into the shop and given an overhaul.

By NICK BIRK

---

Before

After

STEP BY STEP

Here’s a step-by-step report of how a phonograph is overhauled by the firm. In this case, the machine worked on was a Seeburg 1008L. The work was done in approximately four hours by Dompke, assisted by his shopmen, Edward Reske.

1. After stripping, Norm Dompke thoroughly scrubs phonograph cabinet with Lien chemical solution and washes down with a pressure hose. Note that everything has been removed from the cabinet but the wiring and frame fittings for the various components.

2. Mechanism is completely sprayed with Lien chemical detergent and washed with pressure hose. Mechanism is put on roller table to facilitate handling. Note motor in right corner, wrapped in waterproof cloth and rubber gloves worn by man to protect hands from harsh detergent action.

3. After washing, amplifier is checked out on electric motors in Apex’s laboratory. Note shiny, new appearance of amplifier from detergent action. Apex makes a habit of automatically replacing all tubes, whether needed or not.

Continued on page 60
SEASONS GREETINGS

TO YOU AND YOURS

FROM ALL OF US AT

ROCK-OLA

MANUFACTURING CORPORATION
DE LA VIEZ PRESENTS VARIETY CLUB AWARD

WASHINGTON—Washington operator Hirsch de La Viez, who is chief barker of the Variety Club here, presented the group's annual personality of the year award to television performer Jack Paar at a dinner-dance held in the Presidential Room of the Statler-Hilton here November 22.

The award eliguited the fund-raising drive of the Variety Club of Washington (Text 11) which pledged to raise $200,000 toward construction of a research center for Children's Hospital located in the capital.

Honor

The position of chief barker is a personal honor to de La Viez. He was so elected by the Variety Club last year—the first member of the coin machinery industry to hold the post.

The well-known operator has been active in entertain- ment circles in addition to his phonograph business. For years it was virtually tradition for de La Viez to be chairman of the entertainment committee, arranging the marquee entertainment for presented at annual Music Operators of America banquets. Under his leadership, the programs became a virtual Who's Who of the record industry, often running as long as five hours. He relinquished the MOA post only last year, pleading pressing business. In the photo above he stands with singer Terri Stevens (center), handing the plaque to Paar (left).

W. Cole, Veteran Mo. Op., Dies at 55

MEMPHIS—Walter Cole, vet- eran music and game operator who started in the business in 1906, died at his West Plains, Mo., home November 28. He was 79.

Cole suffered a stroke while try- ing to free his car stalled on an icy road.

He was an operator at West Plains and formerly operated machines in Arkansas. He sold his route at Parsonsburg, Ark., to his late Robert Edlin in 1948. Mrs. Edlin has continued Edlin's operation. Cole later sold his route at Jomaroa, Ark., to Nathan Wheelock, owner of Service Amuse- ment Company.

Cole's operation was Mountain Music Company.

Hold Rock-Ola Service School For Canada Ops

EDMONTON, Alta.—A service school on the new Rock-Ola stereo and monaural Tempo models was held by Van Dunn Bros., local distri- butors, here Saturday and Sunday (6-7). The school was con- ducted by Jack Barabash, of the Rock-Ola factory.

Attending were operators from surrounding British Columbia and Saskatchewan as well as other Al- berta operators.

MONY Takes Poll On 1959 Banquet

NEW YORK — Members of the Music Operators of New York and guests who attended the 1958 MONY banquet at the Town & Country Club were being polled as to their preferences for the site of the 1959 banquet.

Options are the Waldorf-Astoria Hotel, Town & Country (both in October) or a week-end in the mountains in June. These sugges- tions will be considered when MONY decides on its 1959 affair.

Royal Shows in Cincinatti

CINCINNATI—The new Rock-Ola stereo and monaural line was unveiled for some 50 operators and

Milwaukee Ops Form New Coin Association

MILWAUKEE—A new music and game association has been formed in Milwaukee. Operators met last week (18) in Milwaukee's Ambassador Hotel and elected a slate of officers to lead the new group.

Members also set down the outline for structure and function of the new organization.

Another meeting will be held January 12, at which time a board of directors will be named and a name picked for the new group.

The meeting last week (18) followed an exploratory meeting held November 20 by several operators who contemplated forming the new organization, as mentioned in the Billboard (Board, De- cember 1).

Officers

Officers elected are: Sam Hasting, president; James Stedler, vice-president, and Jerome Jacono, secretary-treasurer. All are opera- tors.

Although not officially set down, the main purpose of the new association would be: 1. Membership in the National Association.

2. Build more coin machine operators.

3. Work for better return on investments.

4. Encourage dime play.

5. To hold conventions and meetings.

6. Officers elected at the meeting will be approved by the National Association (November 20) but has not been back since.

The new group was planning to meet once a year—on or about November 20. This is the anniversary of the National Association.

Hastings added that an initial promise is that meetings will be held in Milwaukee. It was agreed by the operators attending the old association meetings was that they tended to be held in Milwaukee.

Membership in the new associa- tion will be limited to operators, however, distributors who also operate will be permitted. For associate memberships will be available.

Operators attending the meeting last week (18) included the officers: Arnold Jost, Carl Klein, Vincent Walters, Harry Jacoks Jr., Otto Huber, John DeLorenzo, Bob Pueco, Harry Gromacki, Leo Marko, Harold J. Kostich, Larry Kostich, Harold Sommerfield, Robert Harding.

New York Truce

CONT signed up with Local 1690 in collective bargaining agree- ments, and AAMONY having a collective bargaining pact with Local 268.

Westchester Ops Hold Yule Party

WHITE PLAINS, N. Y.—Yuletide for the Westchester Operators Guild converted their December meeting at American Legion Hall here Monday night (15) to Christmas party, with a punchboard table and ample libations for the 100 per cent turnout.

Seymour Pollard, WOG secre- tary, reports that collections for the Christmas season are running substantially below 1957. One of factors which has hurt local operators is seasonal shutdown of the Tarrytown Chevrolet and Fisher Body plants, followed by strike which has idled some 50 employees.

Operators here are attempting to cut down on overhead, but it is the only thing they have been able to do to let Herman go and won't longer hours themselves. Equin- ment, record and vehicle costs are main constant whether collectors work or down.

How Op Rebuilds a Juke Box

• Continued from page 58

Selection system is virtually taken apart on the work table by E. Rinka in testing process. The four basic parts are the built-in pin assembly and front—are all given an individual treatment.

MECHANISM:

1. Following are removed: Dust cover, pop meter cover, pick up head and pin assembly. 

2. Motor is wrapped in a waterproof covering.

3. Unit is sprayed with the Lien Formula 600 cleaning solution and rinsed with hot water. Spraying is repeated until mechanism is cleaned to satisfaction.

4. After rinsing, mechanism is dried by pressure hose and forced hot air cleaner. (Washed mechanism is standing for two hours after hot air drying before any electrical work is done.)

5. Mechanism is overhauled by: (a) Checking clutch adjustment (b) checking tone arm adjustment, (c) lubricating all parts and (d) lining up pivot screw pin assembly with mechanism.

AMPLIFIER:

The amplifier is thoroughly cleaned with a soft brush and all tubes are replaced. The unit is tested on electric meters. If check out, it is tagged okay for reinstallation. The assembly is then overhauled by replacing filters and component parts as needed.

SELECTION SYSTEM:

1. Elector selector is cleaned; meter is checked as are any switches.

2. Receiver is completely serviced. Component parts are then cleaned. Contacts and credit unit are cleaned and adjusted to proper tolerances.

3. Pin assembly is completely torn apart. Pins are cleaned. Tone arm plates are cleaned and replaced if necessary. Grounding straps or gates are checked for broken ground wire and cleaned.

4. Front of selector system (buttons) are washed with the detergent solution, rinsed and placed in the forced hot air hood to dry.

This concludes part one of how to rebuild a phonograph. Part two will detail how the cabinet is refinished and how component parts are again installed into the phonograph before coming up with the finished product.

Musical Machines

DECEMBER 22, 1958
Seasons Greetings from WURLITZER and its DISTRIBUTORS

THE WURLITZER COMPANY
Est. 1856
NORTH TONAWANDA, NEW YORK
Stereo Gets Cautious Trial

Continued from page 57

said, "If stereo is the coming thing, we definitely have to have it—whether collections go up with it or not."

"But we've held back our buying in general, a little. We're not quite sure which way to go."

"We've had a lot of inquiries from listeners—but so far no pressure for an actual installation. We've got two stereo units out but there's nothing unusual in the way of a collection jump. We usually have a slight surge when a new machine goes in—and this was nothing more than that."

One thing we've also had a lot of problems in installation that we never thought of before, and the stereo machine is really not too effective unless you really do a good job of putting it in.

Possibly one of the hidden advantages of stereo—mentioned by quite a few Chicago operators—is getting a better commission deal after putting in a new unit.

Not a few operators mentioned they were finally able to break the traditional 80-20 split by pointing out the increased machine and installation cost just made it impractical to deal on the old basis.

Several operators were able to get front money plus guarantees where they were unsuccessful before.

Another strong point: contracts. These have never been too popular in the Windy City, but several operators mentioned they used the stereo machine with its complicated speaker installations and attendant wiring to convince the location that long-term contract security was a must.

But a big headache at present is not the biggest—stale records. Despite the availability of package record deals from distributors and numerous singles and EPs, the pop hit single on stereo is still not a reality. And in the final analysis, it's the bread and butter of the joke box.

As Moony J. Profitt, one of the city's top operators pointed out, "We just don't have the records available to get full use of the machines.

Profit in operation, South Central Novelties, tried one of the machines in an upper class tavern and was "very pleased" with the results.

"Collections went up initially," he said, "then tapered off. Trouble is, the market is not aware whether it was tapering of interest in the new stereo machine or because of the terrific cold spell we've had here the past two weeks.

(Chicago, like most of the Midwest, has been in a crippling early winter, with temperatures dipping to zero or below—and staying there. Most people were spending their time shoveling snow, trying to start stalled cars and keeping homes, rather than go out.)

However, Profitt indicated that their firm would buy only stereo from now on, feeling it was the coming thing. But it "will take time to replace all machines on the route."

"Three the one spot we've got," he said. "It has the machine plus six speakers. This is an expensive proposition."

"Calculated the average location won't need that many speakers at night.”

Available For The First Time!

Now it is possible to obtain bound volumes of old issues of THE BILLBOARD. Only one volume of each of those listed is available. All will be sold on a first come, first served basis.

Price, $11.50 per volume.

<table>
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For further information, contact

MR. ROSS
The Billboard
2160 Patterson St., Phone D'Unbar 1-6450, Cincinnati 22, O.

GIVE TO DAMON RUNYON CANCER FUND

BY FAR

THE WORLD'S FASTEST

Record-Changing Mechanism

EXCLUSIVE IN UNITED'S MODEL UPB-100

PHONOGRAPH

Extremely fast-action piles up more coins per hour than any automatic phonograph ever built. The pinnacle of simplicity, the Model UPB-100 will bring genuine prosperity to operators for many years to come. See this sensational new phonograph at your United Music distributor NOW. Write today for new descriptive literature.

UNITED MUSIC CORPORATION
3401 NORTH CALIFORNIA AVENUE, CHICAGO 18, ILLINOIS
LONG BOWLERS EARN BIG IN N. EASTERN PA.

Dime Play on Jake's Lags, as Competition Keeps Operators at 5-Cent Level

SCANTON, Pa. — Andy Boyko, who operates 60 long bowl operators in Northeastern Pennsylvania, has the right idea if reports that he has been holding up on games here, but have not been paying him off on his scores.

According to Boyko, shuffles and boards are the same in Scranton as elsewhere, but the long bowlers here have been doing it in a more consistent manner.

Sharp competition has hurt music collections. Boyko has done a very good job in the area, and has scored more than 250,000 dollars in grosses.

Pending Court Cases May Hold Pin Future

HAMMOND, Ind. — Both State and Federal authorities are not allowing payoffs pinballs may be made on eight cases now pending in court.

Awaiting trial, the hearing date has been set, and the operators are scheduled to appear on October 10. They were arranged on the strength of charges by IRS agents for operating gambling devices with the $250 wagers at the time. Their charges included equipment and pin machines.

Conducted simultaneously by a platoon of IRS agents after meticulous preparations, the October 10 raids signaled a new Indiana drive

Report Italy Pin Rule Due

ROME — According to a report by the Italian office, the government has not to ban pinball games in Italy may be made now.

The Italian Interior Minister, Fermindo Tamburelli, must make the decision by the end of this month. Previously, it was decided not to renew pinball operating licenses, but the new licenses expire December 31.

W. Germany $300,168 $20,763 162 $380,694 $789 $492,880
Belgium 447 151,485 320 100,544 825 118,767 1,352 270,898
France 3,286 14,678 24,713 59 14,678 1,407 334,662
Norway 421 9,047 4,720 16 9,047 786 1,186,840
Spain 2,357 624 3,798 19 3,798 102 79,331
Cuba 58,609 14,690 11,410 107 12,575 151 59,011
Portugal 75 22,958 3 750 22,958 1 23,736
Dominican Republic 311 26,177 85 20,187 204 26,177 1 26,177
Guatemala 18 11,061 18 11,061 11,061
Other Countries 78 2,330 18 2,330 2,330
**Total** 1,759 $1,030,331 568 $213,922 1,801 $387,054 4,189 $1,648,577

**AMUSEMENT MACHINES**

Communications to 118 W. Randolph St., Chicago 1, Ill.

THE BILLBOARD

**December 22, 1958**

**BALLY EXEC. Ops Must Develop New Type Locations**

CHICAGO — Herb Jones, Bally Manufacturing Company vice president, last week urged game operators to reshape and redesign their products to meet popular shifts and fresh amusement demands.

"Operators must look for new types of locations and new type of operators to produce the sort of games that people want," Jones said.

To illustrate his operators in this direction, Jones is outlining a plan, which he calls "one-stop operators." These are operators who buy, sell, store, maintain and service their own materials, or replace batteries of equipment in choice traffic spots such as shopping centers and department stores. Jones said he could build a new store by 1960 if 100,000 people visit it each night.

Free Play Pin Hearings Await Ore. High Court

SALEM, Ore. — A decision on a free play proposal by the State Supreme Court was awaited here, while similar cases in two counties were pending.

Expected to be appealed to the high court is a case involving free play machines, which was decided in favor of free play.

While a high court decision in this case was delayed until Thursday, the case long concerned with slot machine gains was occupied by the snark bar. The bar might solve this problem.

Caljean Installations to Include Rides, Gun Games, Photomats, Vending

ARCHBOLD, Ohio. — Vince Val- pun, local game, music and vending operator, has signed a contract with Caljean Installations of Cleveland for the installation of Arcade-type centers in the lobbies of 10 Eastern Pennsylvania theaters.

He was able to sell the idea to the chain when he pointed out that the box office revenues trailing the installation of these centers would be much needed revenue, and they might do a lot to attract patronage to the box office.

Each installation will consist of a booth to house two gun games, a Photomat, and cigarette and cracker machine. Nothing which would compete with the lobby stand—drinks, candy, etc., will be in the installations.

Theaters involved are two in Scranton, two in Wilkes-Barre and one each in Woburn, Willam- port, Allentown, Pattison, Carlisle and Bloomington.

Kiddie, Adults

The rides are designed to take care of youngsters when their parents are away. It is expected that the young customers will especially enjoy the device, and it is expected that the services of children will be at a premium.

To the parents this device will also be of considerable help in providing a safe and enjoyable place for their children to spend their leisure time.

**RECEIPTS DIP**

Cites Need To Upgrade Equipment

NEWARK, N.J. — John Bilotta, owner of Bilotta Machine Corp., said that a good portion of the millions of dollars the machine owners are likely to lose if they are not to be able to take the dimes at the ends of operators who fail to replace old games with newer equipment.

He said that in Central and Western New York State, the machine replacement has been on a steady basis, collections are near a peak, but there is little information as to what will happen in the future.

Long Bowlers Hold Up In Hudson River Area

GLASCO, N. Y. — Tom Green, operator of one of the largest game and music rooms in the Hudson River Valley, said that the long bowlers have been holding operations in this area out of service.

Green, who in partnership with his brother-in-law, John Bilotta, said that collections from games and music rooms were not as good as what they were last year, but most of the drop can be attributed to music.

The long bowlers are capable of doing better than in the large cities. For one thing, space isn’t nearly the problem that it is in the crowded Manhattan taverns.

Another reason is that most of the Standard Financial Corporation. The Old Policy

Until this time, Standard had concentrated its effort in the coin machine field largely thus working with manufacturers in the purchase of new equipment, with BF paying off the seller and being paid in monthly installments by the buyer.

Under a new program, which (Continued on page 69)

**PA. OPERATOR, THEATER CHAIN SET ON ARCADES FOR LOBBIES**

PLUGS PINS ON LEFT BANK

PARIS—Pinballs, one of the most profitable means of keeping up the good times in the city, have been hit by a new phase in the city's efforts to cut down bothersome noise.

In Paris working on a book about noise and the causes of annoyance, Reinhart, Jones, according to an article in Dorothy Kilgallen's column, submitted a diatribe against pinball machines.

He says it seems that the only form of relaxation, and he's tucked up a big map of Paris on one wall of his flat, with circles drawn around all the places where his favorite games are located, reports Miss Kilgallen.

**CIOIN MACHINE EXPORTS SEPTEMBER, 1958**

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## Coin Machine Price Index

**How to Use the Index**

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

PRICES given in the Index are in no way intended to be "standard," "national," "set," or offer an authoritative reflection of what prices should be on used equipment. Prices in the Index are designed, however, to be a handy reference to the equipment's value and the condition of the equipment, age, time on location, the territory and other related factors.

(For 10-week period ending with issue of December 15, 1955)

### MUSIC MACHINES

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<tr>
<td>Violin</td>
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### PAPER COINS

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<td>$100</td>
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<td>250</td>
<td>335</td>
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<tr>
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<td>265</td>
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### ARCADE EQUIPMENT

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<td>Jamma Upright</td>
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### MEAN AVERAGE

The mean average is a computation based on all prices of which a baseline has been advertised for the period indicated and reflects the dominant advertised prices, but not a simple average between the "high" and "low." High and low indicate price range, mean average indicates the price level which is advertised for. Therefore, when the mean average is nearer the "high," it indicates the "low" is a unique price probably for "as is" or "dismantled" equipment.

*Note: All prices subject to change without notice.*
N. Y. News Strike Hurts Downtown Collections

NEW YORK -- As Gotham's newspaper strike neared the end of its second week, its effects were being felt by operators throughout the metropolitan area, with neighborhood and suburban locations picking up some slack and downtown locations falling off sharply.

The strike, called by the city's seven major dailies, appears a long way from solution, as a result, downtown retail trade is suffering.

The fact that the department and specialty stores have an advertising outlet other than radio and television means that shoppers are not turning to downtown areas and they have in the past.

Shoppers Spend Normally, downtown bars do well in the Christmas season, with shoppers stopping off for a couple of quick ones and grabbing some coins in the juke box or game. But since the strike has gone on, the downtown bars have been relatively quiet, with a lot of people doing their shopping in the neighborhood and in suburban areas.

There is little question that retailers in Westchester and Nassau Counties, and across the River in New Jersey have benefited from the strike.

While collections are still substantially behind the 1957 holiday season in the丰动ing areas, the decrease doesn't seem to be as bad as it is in downtown New York.

COINMEN YOU KNOW

Miami

By PAUL DANIEL

Cliff Deal, who heads the Deal Automatic MusicCompany, celebrated his 30th anniversary in business... and made $10,000 in sales... for the first employees taken on by Cliff.

...showing of the 1959 line of Wurlitzer at the Carillon had representation from all parts of the vale--Alfred Jergensen, of Copen-

hagen; Finn Midd, Oslo, Dr. Clun-

france Napoli, and Alberto Cip-

pon, Italy; Maurice Fisher, Belgium, and many others. New York had Al Denver, Teddy Losonc and Ripco, but presented the new line, and from comments made, the coming year looks as bright as ever.

Ruby Bartavis, secretary to Cliff Deal, is sporting a 59 Dooler... Willis Blake, and his wife Sydelie attended the official opening of the social season at the Grand Grove Playhouse... Cigarette Machines.

Los Angeles

By SAM ABBOTT

Charles A. Robinson, Hank Tro-

nuck and Kent Allen of C.A. Robinson Company here, were to show the new United UPB-100 phonograph at open house December 15th. Robinson recently re-

turned from the National Association of Amusements Parks, Pools and Branch Conventions in Chicago. While there he visited the United Manufacturing Company's factory... Baker Sales, Music-

home Music and C.A. Robinson Company are now on a five-day week. Paul A. Lackey, Inc., may join the others on this schedule.

Jack Leonard, of Baker Sales, says his department, is helping his wife, Dorothy, make money for the City of Hope, A very good cause to hospital in Duarte, Cali. Jack is displaying and selling Christmas decorations. Incidentally, Dorothy and Jack will soon become grandparents.

Joe Tumults, of Desert Music, Running, Cali, in town after enjoying the Western Fair in Palm Springs, Cali. He bagged five in about an hour.

Linc and Elgin (Lucky) Lackey, Arcade operators, operated the Arcade, in town on a shopping tour.

Bob Colyer, who formerly operated in these parts, in town from New Mexico. He is now operating... Roy Kinson, of United Manufacturing Company, Chicago, in town for the UPB-100 phonograph showing at C.A. Robinsons.

Mark back in town after a sales trip to Bakersfield, Cali, and vicinity for Baker Sales Company. (Continued on page 47)
AAMONY BARD SENDS RHYMING INVITE CARD

NEW YORK — Chico Mara
nos of the Associated Amuse
ment Machine Operators of New
York staff is a frustrated
poet. So when time came to
those invitations for the
AAMONY's 50th Annual Ban
quet at the Essex House, Janu
ary 31, the following verse was mailed to members
and potential guests:

Come now — Come All...

Come have a ball!

Reserve the date ... Satu
day evening, January 31, 1959.
The place is great ... The
Essex House (Colonnades
Room).

Don't be late ... Reception
7:30 p.m. Dinner 8:30 p.m.

Reception

The wondrous hour
When you relax
As you chat, with your friends
Having drinks 'n snacks!

Dinner

All over the world, gour
mits opine

The Essex House is the
place to dine.

Super service, cuisine that's de
licious.

To enjoy every morsel, one
must be a glutton.

Entertainment

You'll love — you'll app
ly as we're dedicated to

With the talent we have
when it's time for the show.

For Your Dancing Pleasure
Like to waltz or do a mambo, cha cha or turkey
trot?

Jitterbug or slow tango?

You'll hear music sweet and hot!

We Require a Reservation
Please or write or phone, we don't
wait

and if you'll give an indication,

We'll seat you with the guests you state.

The artwork on the invita
tion, line drawings of scenes of
crime, are depicted by
dr. Jacob, AAMONY bus
tiness manager.

Long Bowlers

Continued from page 63

that only with dice play and no
more than three for a quarter can
an operator amortize his equip
ment. Right now, said Boyko,
most movie operators also have
games, and they are letting the
games carry the brunt of the profit
burden.

One possibility of solving the im
passe was the introduction of stereo
phonics music, according to Boyko.
He pointed out that in his first
store installation he lost four
and got dice play with three for a
game, and no competition was
able to take away the stop.

IT MAKES PLAYERS THINK...

Do I Should

• Entire Line
• ALL RALLIES

VANGUARD

NEW POP-UP BALL TARGETS and more ways to score!

Williams MANUFACTURING CO.
414 W. Fullerton St., Chicago 24, III.

COCR FAMOUS CROSSTALK SPEAKERS

WORLD FAMOUS CROSS TALK SPEAKERS

WRITE & WIRE PHONE

International Scott Cross Company
SCOTT CROSS COMPANY
1423 SPOON GARDEN STREET, PHILADELPHIA 37, PA.

Your ticket to SALES RESULTS— the advertising columns of THE BILLBOARD!
STEP UP COLLECTIONS WITH THESE REBUILT	SHAFER PHONO SPECIALS

**SEEBURG**

**HD-200** $495.00
**HD-200** $775.00
**V-200** $495.00
Reconditioned—Refurbished
**V-160** $524.50
Reconditioned—Refurbished
**VI-Receiver—Speed—Reed**
Also Available as V-120
**HF-100R** $575.00

**HIDEAWAYS**

**HM-100C** $235.00
**HM-100B** $295.00
**AMI-D-80** $185.50
**AMI-D-40 (45)** $149.50

Guaranteed by

**SHAVER**

MUSIC COMPANY

Write for illustrated catalog.

849 North High Street
Columbus 8, Ohio
Phone: AX 4-6614

**COINMEN YOU KNOW**

- Continued from page 65

... Among recording artists who recently visited William Learthagu's Reid Speed Studio for chats with Mary and Kay Stottle were Morton Lindsey Jr., who was plugging his last album, "Boulevard of Broken Dreams"; and Neile and Jerry Wallace, the last named in the interest of his Dot recording, "I've Had a Change of Heart." The many friends of Lucille Laymon, of Paul A. Laymon, Inc., will regret to learn of the death of her mother, Dora Riley. . . .

Jimmie Dickerson, of Paul Laymon, recently moved into his new home in La Habra, Calif. The Willikers formerly resided in Placentia, Calif.

Jack Neal, of M. C. Cooper Music, Riverside, Calif., is working on his new recording, "... Carl Cline, of Indio, Calif., also hopes to look over equipment and pick up records for his route. ... Ray Werrette and wife, of San Luis Obispo, Calif., made one of their infrequent trips to San Diego recently. Ray is a veteran operator. . . . Gordon Lay- sen, of 29 Palms, Calif., is a Coin Row visitor. . . . Bob McCarthy is helping Mrs. Lillie operate the route in Elsinore, to determine the route in Victor, Calif., since the death of her husband, Andy, who was a well-known operator in the area. . . . Bill Yedlin, of Sherman Oaks, Calif., enjoyed deer hunting in Utah.

**Memphis**

Drew Canale, Canale Amusement Company, hosted an advisory board meeting recently of Greater Tennessee Corporation. The meeting was at his home. The Greater Tennessee Corporation will develop land, construct, and operate buildings, form fi- nance companies, operate insurance companies, etc. Canale has greatly expanded his enterprises in recent years.

**Bally Exec Says:**

- Continued from page 65

... Operator must look to new types of locations and new promotions to hold or increase grosses from coin machines.

A number of new types of locations incorporating fresh methods of promotion and presentation have opened in the past few weeks. Among them are: The Bowllette, a miniature bowling palace featuring coin bowling games in University City, Mo., and the Bally Play-land in a large discount store in West Paterson, N. J. The Bowllette has ten lanes, ten machines, and the Playland has 24. Jones designed the Bowllette for the Playland, and stories in November 24, December 1 and 8 issues of The Billboard.

Plans for other such installations have been reported, but not yet disclosed. Success of these new type locations could begin a new trend in amusement game operations.

**WANT TO BUY**

Cash or Trade

**PONG**

**Bally Coin-Bally-United**

**SHUFFLE ALLEYS**

**BALLY BINGOS**

**GUN**

**ARCADE EQUIPMENT**

**6-BALLS**

**ROCKET SHIP**

**HIGH TIME**

**WORLD CHAMPION**

**BALLY SELLING**

**NEW GAMES**

**WANT TO BUY**

Cash or Trade

**COIN MACHINE EXCHANGE**

JOE KLINE
SAM KOLBER
NELS NELSON
WALLY FINKE
FRED KLINE
BOB VAN ALLEN

and all the staff

**FREE! FREE!**

56-PAGE CATALOG

With Complete Price List

FOR IMPORTERS!

Fully illustrated.

Send for Your Catalog.

Mail Order Distributors

Phone: MA 3-3511

1370 W. North Ave.
CHICAGO 12, ILLINOIS

Bills 1-9100

Copyrighted material
**Aluminum De-Greased Discs**

FOR STANDARD AND HARVARD METAL Types

*Posted on roof of shop & available with special request.*

Call our PARTS & SERVICE Dept. for all your Typer needs

---

**BINGO MECHANICS WANTED**

NO DRIFTERS! GOOD PAY! STEADY WORK!

Give qualifications and reference in your first letter.

Write to Box #939
The Billboard, 188 W. Randolph St., Chicago 1, Illinois

---

**Gottlieb's SITTING PRETTY**

"Dunking Clown" Feature

It's a honey . . . a thrillingly fast playfield action coupled with the new "Dunking Clown" feature all add up to record-breaking collections for you.

Action includes side rollers that lift red and blue clown bumpers for high score, top roller that scores Roto-Target values, and a host of other fine playfield features. See your distributor today for a demonstration!

---

**Season's Greetings from D. Gottlieb & Co.**

1927 - Serving the Coin Machine Industry for 32 Years - 1959

---

**ALL GOTTlieB MACHInES Are EQUIPPED WITH NATIONAL Slug REJECTORS**

---

**Discuss Tax**

- Continued from page 57

- Taxes at a level at which the operators can afford, rather than setting up a program which will reduce the number of tax-paying machines on location drastically.

Because only a relatively short amount of time line open to such anti-tax measures, the association announced that it will survey every photographic operator in Colorado, asking them to supply by means of a return-addressed, postage-paid postcard as to whether or not they believe the destruction wants such an association to exist. This, it was felt, is an absolutely necessary to put the association on a firm footing.

---

**H. Biedenkap**

- Continued from page 57

...and traveled the Illinois, Indiana and Michigan territories.

His post with Tower will entail sales in the same territory.

Biedenkap attended Northwestern University from 1937 to 1939, and was left for a job in industrial sales. His sales background includes general sales and office equipment sales, his assignments with the Army Air Force in 1942 and was a pilot during the war, leaving the service in 1948.

Biedenkap is married and resides with his wife and four children in Crystal Lake, Ill.
Pachyderm Operator

*Continued from page 63*

Pending Cases

*Continued from page 63*

What attitude the State of Indiana will assume toward the evaders has yet to be ascertained.

Enforcement of the 1955 and 1957 anti-pin laws has been stalemated by a series of injunctions over the State, obtained to restrain law-enforcement agencies.

In areas uncovered by injunctions, prosecuting authorities, in the main, assume a wait-and-see attitude pending the adjudication of cases elsewhere.

That, in fact, is also the position of the Indiana Alcoholic Beverage Commission, the agency with life and death authority over the State's 5,000 taverns.

Uede Indiana law, a $250 garnishment of the possession of a gambling device. Moreover, the statute stipulates that a covered and handicapped liquor license is revocable from premises equipped with any type of an implement of chance.

Thus, were the Alcoholic Beverage Commission to pursue a pattern of enforcement, the hard-pressed tavern keeper would be compelled to choose between his license and his pinball machine.

Valparaiso notwithstanding, the average Hoosier liquor dispenser, operating in the average Hoosier community, has been spared of that hard choice. As a rule, for the time being, at least, he can have both.

Rebound Shuffle Results... Hot Shot Game in U.S.A. Today!

Low Cost High Profit

$ SPECIALS $ $

ARCADE

C.C. Croquet Pool, New... $145.00

Data Golf ... 25.00

14 fl. Belly Bowler ... 345.00

2-fl. Rocket Shuffle ... 475.00

1-fl. Rocket Shuffle ... 375.00

Exhibit 6-Shooters ... 40.00

Williams Circus Wagon ... 62.00

Golf Scoreboard ... 135.00

WURLITZER

1700 ... 3425.00

2000 ... 645.00

2100 ... 745.00

5205 Wallaces ... 39.50

ROCK-OLA

1438 ... 355.00

SEEBURG

Seeburg R ... 553.00

Seeburg C ... 345.00

AM 6200 ... 480.00

1/2 down, balance C.O.D.
SLOW SHOT WILL TRIPLE STRIKE OR SPARE THIS FRAME

FAST SHOT DOUBLED SCORE LAST FRAME

AND MEDIUM SHOT WILL SCORE 120 FOR STRIKE NEXT FRAME

**Shifting Speed Skill**

**INSURES CONTINUOUS REPEAT PLAY ON**

**SPEED-BOWLER**

**new HIGH-SCORE puck-bowler**

by Bally

**HIGH-SCORE PLAY**

Strike scores 30, 60, 90 or 120.
Spare scores 20, 40, 60 or 80.
Blow scores total pins down.

1 TO 6 CAN PLAY
Streamlined colorful cabinet
Flashy backglass
Jumbo pins, jumbo puck
Speedy pin-set
Speedy rotary totalizers
8½ ft. x 25 in.

2 COIN STYLES
Single chute for dime play;
double chutes for players’ choice
of dime a game or 5 games for
a quarter.

**Match-Score Model WHIZ-BOWLER**

SPEED-BOWLER is not another
“play-the-middle-for-top-count” game.
Players must vary speed of shot in each frame
for maximum scoring. Continuous
“change of pace” insures continuous play-appeal...
top earnings...long life on location.
Get SPEED-BOWLER working for you now.

See your distributor...or write BALLY MANUFACTURING COMPANY • 2640 BELMONT AVENUE, CHICAGO 18, ILLINOIS
ITS NEW! ITS DIFFERENT!

Thousands of Choice Locations are Waiting for

UNITED'S SENSATIONAL...

SKY RAIDERS

NOTHING ELSE LIKE IT!

REALISTIC ANTI-AIRCRAFT
TWIN "ACK-ACK" GUNS
SYNCHRONIZED THING... SHOOT ONE OR BOTH GUNS

NEW, AUTHENTIC TYPE
GUN SIGHTS

3rd DIMENSION
TARGET VIEW

POPULAR BONUS
TIME FEATURE

SHOOT AGAIN FEATURE
(Optional)

FLASHY, DURABLE PLEXI-GLASS

UNITED MANUFACTURING COMPANY
3401 N. CALIFORNIA AVENUE, CHICAGO 18, ILLINOIS

SEE YOUR DISTRIBUTOR NOW!
...from the Seeburg Corporation and its nation-wide distributing organization

Seeburg
America's Finest and Most Complete Music Systems

DEPENDABLE MUSIC SYSTEMS SINCE 1902
THE SEEBOURG CORPORATION
Chicago 33, Illinois