Ins & Outs

CHICAGO—Contrary to general opinion, most coin-operated kiddie ride riders (98 per cent are located in and around shopping centers and chain stores) are rated as the top income spots, but they account for a minuscule share of total locations. There are 11,000 rides located, but only 2,500 such rides are in the major spots.

Dissident writers and publishers of the revised Consent Decree. Page 64

Alice Ion to Hendy York Fair

Grand Army Plaza, Brooklyn, has been signed to head up a one-night stand at the Hendy York Fair (Pa.) Inter-State Fair. The date, September 17, is right at the beginning of what is traditionally the most publicized thrill . . . Page 54

To Cut or Not to Cut Prices:

Divided Opinion on Singles Step . . .

In the week that RCA Victor took the relative merits of price cutting of singles. In the wake of indications that RCA Victor may take the step, some saw it heralding freebies and other promotion costs. Others saw reductions as dangerous to the survival of higher than ever costs of production and merchandising. . . . Page 2

DEPARTMENT AND FEATURES

Any Fine, Anywhere

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F.BOTTOM

Commercial Executives

Maple Leaf

Hot Shot

F. BOTTOM

LETTERS TO THE EDITORS

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Phone 

Turnaround

Radio Talk

anka

RCA Victor

Shape Up

The Show Biz

Songbulletin

Weather Map

Wire Stories

World of Advertising

WELCOME

MAT OUT FOR NEW LP IDEAS

NEW YORK — In the strong-belief that above all, the marketplace needs new ideas for product, Top Rank Records is making an open pitch to indie producers and has directed, reasons for the use of McCroyn Strike Force in the summer Coca-Cola radio campaign. Only last week, initial spots on a new Coca-Cola sweep campaign were aired for the first time. These spots feature Jill Carey, June Christy, and Chris Connor. On yet another front, June Christy is being heard currently on a commercial for Schlitz beer which, incidentally, is allowed to get in a plug for her current Capitol album. Peggy Lee too, has pluggd the same brand of Milwaukee brew. Janice Harper has been heard selling Ballantine ("Hey, get your cold beer; hey, get your Ballantine") while it is also known that Connie Francis, red hot through on M-G-M is also negotiating a commercial deal right now. Nelson Kiddle and Ferlin Husky have also been heard from record companies for commer- cial airings.

For some years, the Ford Motor Company has been a prime user of disk talent for its Com- mercial spots. According to Jan Stone, vice president and group copy chief of Ford's advertising agency in New York, Ford in the past three months has used Debbie Reynolds, Jayne P Morgan, Paulette Goddard, Betty White, Amanda Blake, Frankie Laine, Tennessee Ernie Ford and Johnny Desmond for its radio commercials.

Some of the big name stars who are currently hot at any given moment tend to demur from these projects, in the view of observers, because they fear too complete an identification with a specific prod- uct or line. This they explain would tend to decrease their current exposure on shows sponsored by other companies competing lines.

Radio Promotion

With this theory, Stone, a veteran in the field of commercial production, politely but firmly disagrees. "In the first place," says Stone, "it's gotten so important today that literally, I get calls from as many as 25 different record artists everyday they get into town asking for something to play. There's still anything for them. These calls come from artists we have used. They have found out what this kind of exposure can do for their records. Let's say we're hearing from Andy Williams, they say, 'Why not Ford, on 2,500 radio stations with each station running the spot five times a day?' And I said, 'What artist get his name mentioned and on the air that way?'" As far as that worry is concerned," Stone asserts, "Let me say that in the last ten years, 'Red Skelton on the air' has gone out to dances because shh being seen with one fellow will make all the others stay away. And yet, actually, it's the . . . (Continued on page 10)

Glow Worn' Still Glows

NEW YORK — Possibly the "grandaddy of them all" in the radio-promotional field, it comes to pay-off results for a rec- ord and artist is the Mills Brothers noteworthy Ford commer- cial of "Glow-worm."

Glow-worm's developed production of the commercial thru Walter Thompson in 1953, pointed out that the hit record by the brothers, "Glow-worm," had started its inevitable charts when the commercial was released. Its electrically powered record itself bounded right back up. Stone asserted, it may also be noted that the commercial — for used cars — is still being used today, and now, owners of one equal a lot of hits, said Stone.
Victor Mulls Pros & Cons For Price Chop on Singles

Favors Break To 59-Cent Sales Tab

BY PAUL ACKERMAN

NEW YORK — Statement by RCA Victor chief George Mare is that a price cut may stimulate the single business as a result of sales of much cation on the part of RCA Victor executives. It is no secret that the label has been months has been analyzing the possible advantage and disadvantage of a break in price. Thought in the minds of company execs are:

Must Be Drastic

1. A price break, to be effective, 39-cent sales should be the result. That is, a cut to 69 cents would not be enough; 49 cents, or or Maree stated—59 cents would be more like it.

2. Such a price break, for full effect, should occur when the label has hot singles artists. Of course, Elvis Presley is continually hot, and in recent weeks, RCA Victor has been getting more action with other singles artists.

3. The label has also considered the advisability of revising the Columbia label as a low-price outlet. Bluebird is now a kiddy label; but has considerable tradition in the top field.

4. One of the problems in connection with a change in the existing plan has to do with the customers' present marked RCA Victor pressures for a lot of industriers. Many traders feel that a price break may have the effect of stimulating less high prices of dealing and dealing, but also of diminishing the number of in the top field. This would no doubt make the whole good news from a price break more than make it.

‘5 for 25’ UA Distribut Fall Offer

NEW YORK — United Artists Report has announced a fall sales plan for distributors. The plan will go into effect with their August catalog. The plan has been designed so that September distributors will be able to purchase all new releases under a bonus arrangement, receiving five free LPs for every 25 purchased.

The bonus plan will apply to over 20 LPs, including sets by Stan Getz, Merle Haggard, Frank Sinatra, and the Four Seasons. The plan will be active during the month of September.

Money-Saving Subscription Order

Enter my subscription to The Billboard for a full year (52 issues) at the rate of $15 (a considerable saving over copy rate by copy). Foreign rate $20.

MONEY-SAVING SUBSCRIPTION ORDER

Name ____________________________
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Post to: The Billboard, 2160 Patterson St., Cincinnati 22, O.

Television, Music, Radio
Communications to 1564 Broadway, New York 18, N. Y.
August 10, 1959

SWEET BIRD ENDS 'SWEET BIRD' HASSLE

NEW YORK — What might have developed into a major hassle between United and RCA Victor over the rights to a minor recording (Continued on page 5)

Playboy's Pleased

Chicago Jazz Festival

A 200G Success

CHICAGO—The five-performance Detroit Jazz Festival was an overwhelming success at the box office. The festival broke even. At press time, the box appeared to suffer a total loss, which approximated its total cost. Last Thursday night (6), $150,000 was taken in the first night of a heavy all-night parade before the opening on Friday night. Friday night's show, in fact, w: virtually sold out and Saturday night's tickets were completely vanished. Sunday night, with about 1,500 spectators still available, appeared headed for SRO. The lag was Saturday afternoon. Although the hotels were almost sold out, with the expectation that it would half fill by show time. Sunday afternoon was half sold in advance, an 75 cent wheel was projected.

Friday night's house was bought out by the Urban League of Chicago, which seated better buyers at premium prices. A sellout was expected to produce a $70,000 profit for the league.

Playboy's promotion director, Vic Lowens, was elated over the box-office response, freely admitting his main concern was not only the results of the public relations triumph for the Chicago area, but the whole experience was an excellent way to promote jazz nationally.

Local press for the festival was unusually strong. This coupled with a heavy poster and ad campaign, plus much dealers' cooperation, was a complete consistent conversation piece.

Lowens said he's almost certain to sponsor a "jazz festival" in New York next year. The plan is for a star-studded bash in New York, Chicago, Los Angeles, all on the same weekend with identical bands. Chartered jet planes would shuttle the tours from city to city. This (Continued on page 53)

Col. Puts Midget LP Into High Gear

NEW YORK — Amid hints that two other discwriters were soon to go along with them, Columbia Records has been planning a huge campaign on its seven-inch stereo 33's, with its initial drive behind the trade name of Stereo Seven, the first publicity campaign for the line, a promo campaign designed for merchandising small LP's. Columbia is making a availability of a limited edition of rear end of the line to channel that holds 80 of the small LPs. It is now available as a record of 12 releases. The new releases include a variety of different styles, including pop by Johnny Mathis, Mitch Miller, Johnny Horton, Duke Ellington, Tony Bennett, Percy Faith, Ray Conniff, Kirby Stone and Frankie Laine. In addition Columbia is readying a national promotion campaign on the stereo seven platter, as well as a number of advertising campaigns. Lumbia claims that the distribution and dro胎儿 reaction to the new platter has been stronger than anticipated and "at orders to date have been extremely good." All the Billboard checked many labels to see if they were releasing a smaller-size stereo 33, no confirmation could be obtained. It is known, however, that two large labels are considering doing so and might possibly follow if they see any sales of the kind to be expected out of the mid-Columbia platter.
10 MORE JOIN LABEL PARADE

By Bobby Abel

NEW YORK — The A&M roster has been joined by the latest parade during the last few days, with news of record deals and filtering of the industry.

A&M Records, 7120 N. Rupple, Los Angeles, Calif., has signed a new band, the Baja Marlin, to a major label deal.

Satchmo, Dicky Time and the Dukes of Dixieland were signed to a major A-F label.

No GM outlet is under any obligation to announce the new line, but companies will eventually announce the new line and the distribution program was made jointly by four Philo outlets, merchandising manager Len Grossman, Jack Kane, former research manager and newly named manager of market development for electronic products.

SALES RALLYING

The Perfect—a well-known brand name in the pop fields—will be a sales rallying point of the industry, with Dick Mills in charge.

The most important并且mutual advantages of both Philo and M-G-M distrib-

In the field of Starday, a number of new items have been released.

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NOTICE TO THE MOST TALENTED RADIO MEN AND WOMEN IN NORTH AMERICA TODAY!

WHAT WE WANT:
The dream of the crop—the most imaginative, the most creative, the best able to work in every aspect of the radio field.

WHAT WE WANT IT TO:
1. Be able to work in the land of opportunity for all dreams of art.
2. Be able to work and live in the full North America.
3. Be paid personally.
4. Be paid a personal manager.
5. Be paid a personal producer.
6. Be paid a personal engineer.
7. Be paid a personal band leader.
8. Be paid a personal booking agencies.
9. Be paid a personal music publishers.
10. Be paid a personal music distributors.

WHAT WE EXPECT:
1. The big shot to be able to work at the kind of challenge they have been waiting for years.
2. The chance to have the dream come true.
3. The chance to have the chance come true.

WHAT WE SHOULD GET:
1. The top 500 writers to be able to work under the top 500 recording companies.
2. The top 500 producers to be able to work under the top 500 recording companies.
3. The top 500 engineers to be able to work under the top 500 recording companies.
4. The top 500 band leaders to be able to work under the top 500 recording companies.
5. The top 500 booking agencies to be able to work under the top 500 recording companies.
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7. The top 500 music distributors to be able to work under the top 500 recording companies.
WHAT A COMEBACK FOR...

Al Martino

Singing one of the most beautiful songs ever recorded
and one of the most beautiful recordings ever produced.

A Two-Sided Smash!

"DARLING I LOVE YOU"

C/W

"THE MEMORY OF YOU"

20th FOX #153
PEAK RECORDS SELLS ARTIST BY THE PIECE

MEMPHIS—This quiet, cotton-growing river town is coming up with a new commercial gimmick again. The town's got a talent for turning up the unexpected in music.

The new gimmick is more commercial than any, in that it has to do with music more than with music. A group of Memphis business- men has devised an intriguing new way for financing a record company, emblazoned by the latest styles in capital gains and all that jazz.

Ten men have launched Peak Records, which has released six singles to date with 10 more due in the next 60 days. Among those new mahattos are a grocer, a manufacturer of ornamental iron, two lawyers, a bakery manager (who doubles as the label's musical director), a radio station engineer, a chicken and egg wholesaler, a cosmetic distributor, and a clothing merchant. Together, these men put up half the risk capital for their disks. Where does the other half come from? That's where the gimmick is.

For every artist signed, Peak sets up a company within the company in the form of a limited partnership. Then it seeks outside investors in each artist. That is, the owners put up $1,000 per artist, and raise an additional $1,000 from others, preferably in small chunks of $200 apiece. The company retains a 60 per cent interest in the artist, the outside investors get a 40 per cent interest.

Working with a $2,000 fund behind an artist, the label issues a release, usually at a cost of about $1,000, followed by another $1,000 or so soon thereafter. Then the investors pray that one of them hits at least moderately. If it does, no profits are paid out. Instead, they are plowed back into the artist for a third release within six months, followed by a fourth within a year. After 13 months, an accounting is made and profits are paid. The timing is such, that the profit on the original investment—if there is one—is now eligible for a capital gain.

The label meanwhile retains an option to buy back the outstanding interest in the artist before the end of the second year. If they decide to thin—which, of course, they would do only if the artist turns out to be a money maker—the original investors make out just dandy. Suppose, for instance, that one of the first two records by an artist is a modest hit, netting $10,000. The other three are total failures, losing $6,000, including promotional costs taken out of previous profits. The company would buy the artist back from the partnership for $4,000, representing uncollected profits, plus about $500, representing additional sales to be expected out of inventories.

Total price is thus $4,500. Total investment was $2,000. In less than a year, an investment was more than doubled at a low capital gain tax rate.

The company advises its investors to hedge against risks of the disk business by investing small amounts in many artists, spreading available cash around a number of them on the theory that one or more of them is bound to pay off. A number of investors are expected to buy a piece of as many as 10 artists, as fast as the label signs them.

The big risk lies on the first couple of releases of any artist. If the release is a flop, the investor is wiped out. In fact, if the first release is produced to an expensive session, consuming most of the original $2,000 fund, a simple flop can end the artist. But the theory is that most investors will be riding several cents of the total distributable writer money goes to the seniority plan. The Recognized Works fund would not be 30 per cent of the total writer distribution, but 25 per cent of the 80 per cent — or 24 per cent. Similarly, if current performance choice is made by 30 per cent of ASCAP writers, the Recognized Works fund in the seniority plan then goes down to 21 per cent of total writer distribution. Only if all the writers choose the seniority plan would the Recognized Works fund take in 30 per cent of the 80 per cent — or 24 per cent — of the total writer distribution.

The decade’s seniority weighted option for writers offers 20 per cent current performance; 25 per cent average (five years) performance; 30 per cent Recognized Works; and 20 per cent current membership. Under decree terms, first two categories are mandatory, in this plan, but the last two can be diminished or abolished at ASCAP discretion.

The percent of total distribution is not 100 per cent. Some 15 per cent of the total distribution is not a total distribution but the distribution of ASCAP’s percent of the total.
INTRODUCING...
THE FRESH, EXCITING
NEW VOICE OF

LESLIE UGGAMS SINGING
"ONE MORE SUNRISE"
(MORGEN)

Sweet ... sixteen ... sensational! She's Leslie Uggams—the young lady who received a thundering ovation at the Columbia Records' convention and here she is singing the smashing new ballad (the English version of the No. 1 hit in Germany ...)

b/w "THE EYES OF GOD" 4-41451

"MORGEN") "ONE MORE SUNRISE"! It has the kind of melody that cries out it's story and with Leslie Uggams telling the tale there's a brand-new chart contender heading up. Call your Columbia distributor today

PERSONAL MANAGEMENT: SRO ARTISTS INC., 200 WEST 57TH ST., N.Y.C.

"Columbia" is a registered trademark of Columbia Broadcasting System, Inc.
nationals, which guarantees foreign trade comment and an increase in the population of the United States. The Federation and its 700 offices in the United States and Canada expended some scholarships and travel expenses for the students which was introduced to the ASAC for their final examination and has now moved on the Stimm firm.

Committee Okays 10% Cabaret Wax

WASHINGTON — Legislation that would provide a 10 percent federal excise tax on cabaret wax records (Bill No. 3, House of Ways and Means Committee), has been introduced in Congress by Rep. Aime J. Cline, D. R. I., formerly called for removal of the weight in the record by the Committee to cut it in half. A review of the record is to be made by the people who sell it in the store and then put it on show. The record is then issued to the public, and has now moved on the Stimm firm.

Moody Exits Herald-Ember

WASHINGTON — Doug Moody, manager and general sales representative for the Jaffe and Tippin Co., has announced that he is leaving the organization. Moody was a member of the ASAC's staff for the past two years and has now moved on to another position.

Lebanon Signs Up With UCC

WASHINGTON — Lebanon has signed a contract to subscribe to the Universal Copyright Convention, which guarantees foreign copyright owners against piracy. UNESCO has announced that Lebanon's adherence to the UCC will become effective October 17, 1959.

Admiral Adds Sales

WASHINGTON — Admiral has four new sales representatives. They are M. Farber, E. N. Zemke, F. Doff, and M. T. McFadden.
A BIG MONTH... A BIG HIT!

Billy Vaughn
"CARNIVAL IN PARIS"

h/w
"WABASH BLUES"

#15976

AUGUST IS BILLY VAUGHN MONTH

...Featuring These Outstanding LP's...

GOLDEN SAXOPHONES
DLP 3205-DLP 3206 (stereo)
BILLY VAUGHN PLAYS
DLP 3156-DLP 3157 (stereo)
SAIL ALONG SILV'RY MOON
DLP 3100-DLP 3100 (stereo)
INSTRUMENTAL SOUVENIRS
DLP 3046
CHRISTMAS CAROLS
DLP 3148
GOLDEN HITS
DLP 3501-DLP 3502 (stereo)
LA PALOMA
DLP 3160-DLP 3161 (stereo)

MUSIC FOR THE GOLDEN HOURS
DLP 3086-DLP 3086 (stereo)
THE GOLDEN INSTRUMENTALS
DLP 3018-DLP 3019 (stereo)
BLUE HAWAII
DLP 3165-DLP 3166 (stereo)
BILLY VAUGHN PLAYS THE MILLION SELLERS
DLP 3117-DLP 3119 (stereo)
MELODIES IN GOLD
DLP 3064-DLP 3066 (stereo)
SWEET MUSIC AND MEMORIES
DLP 3007

...And These Billy Vaughn Extended Play Favorites:

I LOVE YOU TRULY........................................DLP 1084
BLUE HAWAII..............................................DLP 1078
SAIL ALONG SILV'RY MOON..........................DLP 1072
BILLY VAUGHN PLAYS THE MILLION SELLERS.....DLP 1071
FOUR BY BILLY VAUGHN................................DLP 1066
MELODIES OF LOVE (Volume 1)....................DLP 1021
MELODIES OF LOVE (Volume 2).....................DLP 1022
THE SHIFTING WHISPERING SANDS..................DLP 1060
Kapp Pushes
Continued from page 3
York are being highlighted with statements that Kapp Records is not associated with any record club and that hundreds of thousands of dollars have been written away by the rejection of numerous club offers. In the case of Mrs. Jane Morgan, Carmen K. Hunter, the Kapp fell release features a diversity of product, including the album "Opera without words," which features a program of songs popular with the juvenile market, and "Satch West," pieces by Ann Schein, 18-year-old piano prodigy, and "Sunday in Hell," with Rev. Abraham Akaka; group of Hawaiian instrumentalists; and "Down The River" of three sets by the New York City Ballet Orchestra; a group of Israeli folk songs by Hillel and Aviva; "The Troubadours at the Viennese Landhuis" for the Smithsonian; "Music of an Italian Wedding," and "Shadows in the Casbah."

D DISKERS CLIMB RADIO COMMER'CL BANDWAGON
Continued from page 1

woman who does go out often, who continually gets asked to go out by all the boys. We've found that in many cases sponsors will watch what a competitor is doing and will want to try the same thing. So it goes. Let an artist expose himself this way just once, and the chances are that others are going to want to use the same artist.

In an allied field, according to Score, music publishers once shunned the use of their songs in commercials. "Originally we coddled nothing but p.d. (public domain) stuff because we had such a hard time getting permission to use a song from a publisher. It used to be that they would ask astronomical fees for the right to use a song. But now they see, just the kind of performances they can pick up by a commercial use and they call us constantly trying to get us to try to use a song. I guess none of them can call on us just like they call on a d.j. at record stores. Companies. Again, when we can try as much as 60,000 performances in three weeks? Contrary to the way the boys are now used to be, we now pay perhaps $250 or $300 for the initial use of a song and that's all. The publisher makes the rest on performance royalties.

Rates of pay for disk artists on commercials, naturally vary with the stature of an artist. Mostly," says Shouse, "they are paid for a fixed period of time, of one, two, or six weeks, sometimes 13 weeks, but frequently we will renew for a given spot for another period. There's no doubt that the artist can do very well for himself with commercials, and I'd say the fact that a list of them seem to want to do more of them, tends to prove it.

95-Cent Tab
Continued from page 2
In this connection. Perhaps the most important of all was the Decca Records 95-cent price in the early years of the label in the mid-thirties. Bluebird, Okeh and others debated the strategy for years. A few years ago Ted Wallenstein, pioneer record exec., currently head of Everest and one-time president of Columbia, reduced the price of I. E. Columbia to 35 cents. Ted Wallenstein was credited with reversing the classical business.

In the early years of I. P. Larry Karmag, then chief of RCA Victor, and the late Manny Sacks, cut the price of packages, despite arguments that such a move would wind the profit out of the business. This move was credited with broadening the base of sales.

AFM Moves
Continued from page 2
20, the N.L.R.B, after extensive hearings, ruled that the MGA union shop was legal and correct and dismissed the unfair labor charges which the Federation filed six months ago.

Read predicted that "an investigation probably will be held but I don't think the N.L.R.B will entertain a petition for an election at this time. The AFM's latest move, he said, is in its third stage. The Guild from its position in the motion picture industry and, it is predicted, the petition will be rejected as having the Federation's previous anti-Guild efforts.

CRDC Shifts
Continued from page 3
to become dealer service manager of United Artists' tracts and programs. The Federation filed a court protest against the move.

Robert Edberg Jr., who joined United Artists two years ago, was appointed Minneapolis branch operations manager. University of Minnesota. As a member of the union with Sacks, the arrangement with Mr. Edberg, who is now a member of the union with Sacks, the arrangement with Mr. Edberg, was rejected as having the Federation's previous anti-Guild efforts.

Summer Bonus
Continued from page 3
gano said, "and I had to place still another order. I think the total of sales this year has been very good to the label." Impact of the promotion at the end of the year has really only been felt in the East. Only advertising done over the weekend was in major Eastern markets. Liberty Music Stores, New York, and Record Mart Stores in Philadelphia both co-sponsored big space ads and report doing substantial mail-order business as a result.

Rates of sales of stereo against mono is running about 20 to 80, the figures that they have taken to the national average as revealed by The Billboard's continuing Stereo Ratio against Mono.

Satchmo, Dukes
Continued from page 3
cent return from Europe. In the second album, F ray said, Armstrong recorded the classic New Orleans band under the title "Louis Armstrong and Friends: No. 2." It emerged that F ray came up with a whopping $40,000 guarantee without having to record a single tune.

The session with the Duke, which was completed in a single day, was directed and attended by Joe Delaney, manager of the Dukes. It was held in a claustrophobic meeting hall on Randolph Street.

New Telefunken M-20 mikes were used for the first time in America. F ray is Telefunken's American distributor.

The Voxpoppers
OF VERSAILLES D-200 A BLESSING AFTER A DREADFUL RAIN

Elmo McRae, President
United Telephone Records, Inc.
701 Seventh Ave., N.Y. 36 / Circle 5-6400

The Ethel Merman musical "Gypsy" scored by Herb Geller and his All Star Band.

Atco will average between three and four new releases a month, with the September release schedule to be immensely large. Forth- coming Atco LPs will feature Bobby Darin, Helen Merrill, King Curtis, the Coasters, the Cas- cadian's "Come With Me to the Casbah," and El Nino de Allocatse's "Juanito." The "That's All" album is a big seller for the label.

LP Output
Continued from page 3
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Mr. P.'s Festive Radio Ads

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Are You Ready?

Stereo Fidelity sends you customers in the weeks you need them most
Reach No Compromise in West Coast Hi-Fi Music Show Ruhbarg

West Coast Promoter Stands Firm

By LEE ZHITO

HOLLYWOOD — Los Angeles and San Francisco each will have two separate stereo shows this fall — the former unless an eleventh-hour truce is declared between the Institute of High Fidelity Manufacturers and private show promoter Jim Logan.

Development last week in the two key Coast markets indicated that the outcome would be far from pacific as each opposing camp started digging in for an all-out battle.

In the meantime, hi-fi component manufacturers here who ex-

Webcor Bows

Two Stereo Diskchangers

CHICAGO — Webcor here is marketing two different stereo phonograph models, each available with a Phonograph with a single model available with an automatic permit model available with a component manufacturer here.

In the meantime, hi-fi component manufacturers here who ex-

Logan Bids

Turned Down By IHFM

By RALPH FREAS

NEW YORK — Abe Schwartz, executive secretary of the Institute of High Fidelity Manufacturers, rejected today (7) after a two-hour meeting to resolve the tough situation that developed between the IHFM and show promoter James Logan.

Schwartz told The Billboard that the Institute was going ahead with their plans. Contracts would soon be signed by manufacturers — members of the IHFM for their space requirements at the show. Asked whether he knew of any manufacturers who might be signing for Loga's rival show, Schwartz said he didn't think there were any.

From the point of view of the firms, the Logan is impossible to work with.

"His demands are unreasonable," Schwartz said.

Referring to a letter sent to manufacturers, the Institute, president, Joe Benjamin, Schwartz

Gens Jives Bonus With Cartridges

NEW YORK — Buy eight of Jensen Industries' most popular crystal cartridges and you earn a free stock cabinet. That's the deal the Chicago cartridge and needle firm is offering retailers in a new fall program called "Big 8."

Jensen touts the value of the two-drawer case at $9.90. It holds 36 cartridges when full and has an automatic control tone arm. It is modular and can be combined with similar units to form a stock cabinet of any height. It can be used as a display case.

The day-long program offered in the deal meet 90 per cent of a retailer's or serviceman's needs, according to the firm.

The cases are painted attention to detail, meeting top levels. In the over-all sound produced, they provide clarity and definition.

PHILCO EXPANSION

"Tirsights on WGM Distribute

Continued from page 3

facilities and financing to handle them.

The need for deep sales training of personnel "before anybody had the dealers with this program" was stressed. Philip's 42 electron-

ic distri.rect. reps will be calling on M-G-M dealers across the country "as of now," with the idea of setting up those who decide to take on the line, a series of sales training sessions for all sales per-

"One important thing the records dealer chooses for demonstration, everybody likes a different kind of music, including the salesman. It's very important for him to choose the records that suit his own personal choice. I saw a salesman choose a customer right out of a store, that the salesman liked jazz and the customer couldn't stand it."

WAVEFORM

"This is the same as choosing between a Cadillac and a "Chrysler," one manufacturer told us. "We depend on how much the customer has to spend and how big a garage he has. He's not able to afford a Cadillac. But, let's face it, Chrysler makes a darned good car."

"MAKING ALL-IN-ONE" WORK

Various companies have tried different ap-

proaches to the development of a stereo effect. The question came up the IHFM executive sec-

Abe Schwartz, the president of the Institute, suggested that the industry, especially the Chicago cartridge and needle manufacturers, work together. Separate units produce what is described as a "saccharine" sound. The angling also permits the use of the systems of the room as an "acoustic buffet." It produces a cor-

The unit has high frequency horns at both end aimed directly at the listener. The higher frequencies are highly directional and would be as far as the listener is concerned if they were angled outward. In the over-all sound produced, they provide clarity and definition.

DEALER-PARTNERS

Our talking to Freimann, one gets the impression that, even tho he has a large concern, he has a very specific interest in every aspect of the product he turns out. If it's not his interest, he's not inter-

Fred Schwartz, "This gets a little silly." said.

Over the question of money paid for the Hit record, the IHFM executive sec-

"Abe Schwartz, speaking to the Chicago dealers, says, "It's certain that in the future the full five to seven cars will be the most desirable."

"We go very slowly, almost crawl, with this plan at first. We realize there will be a lot of kinks to be ironed out and we haven't any way set any quotas nor have we projected any anticipated sales that will wait (at least the first year)."

"We will do everything, possible that we can to help the dealer get moving on this, that they get people moving on this."

"We will do everything possible that we can to help the dealer get moving on this, that they get people moving on this."

"We will do everything possible that we can to help the dealer get moving on this, that they get people moving on this."

"A good phonograph is a symbol of good living. It's like wall-to-wall carpeting." The firm will also place promotional emphasis on their new portable line. These lower-price phonographs are sup-

(Continued on page 53)
Get in on the newest thing in the booming tape field—the Stereo Cartridge. Low in cost, the new Tape Cartridge is virtually foolproof—no threading, no re-winds, self-setting for instant re-play. It's available to you right now through RCA Custom Record Sales. • The cartridge is the long-awaited breakthrough in tape product! It brings the price way down, well below that of open reels...while maintaining all the superior qualities of regular tape. • RCA, pioneer in tape, now brings you complete tape manufacturing service, cartridge or open reels (in any of the standard lengths you may require), with the speed of delivery, economy, and top quality every step of the way, for which RCA Custom has been famous for so many years. Now is the time to take advantage of the big tape break-through! It's easy to adapt your present recordings to profitable new Tape Cartridge form. Why not call your nearest RCA Custom Sales Representative right now for all the illuminating details.
M-G-M

SENSATIONAL NEW PROF

FOR ENTIRE MGM

PLUS THESE GREAT NEW
AUGUST-SEPTEMBER RELEASES
MGM DEALER PROGRAM

$ ON ALL PURCHASES OF ALL MGM LONG PLAY PRODUCTS (WITH THE EXCEPTION OF LION) YOU RECEIVE A 20% RETURN PRIVILEGE.

$ THE RETURN PRIVILEGE CONSISTS OF ANY 12" LONG PLAY ALBUM—ANY VALUE—ANY LABEL—FOR WHICH YOU RECEIVE A CREDIT OF $2.47 PER UNIT.

$ YOU MUST RETURN MERCHANDISE COVERING A FULL 20% OF YOUR PURCHASES TO EARN YOUR CREDIT.

$ YOU GET OCTOBER 10th—NOVEMBER 10th—DECEMBER 10th DEFERRED BILLING IF YOUR ACCOUNT IS CURRENT.

$ THIS PROGRAM STARTS IMMEDIATELY AND TERMINATES SEPTEMBER 30th.

MGM RECORDS solves the DEALERS two most important PROBLEMS with this SENSATIONAL PROFITONIC PROGRAM.

FIRST—MGM relieves the dealer of his OBSOLETE INVENTORY.

SECOND—The dealer gets GENEROUS TERMS so that he can BUY AND STOCK in depth NOW.

Mr. Dealer:

This FABULOUS offer is endorsed by every MGM RECORD distributor. CONTACT HIM NOW.

THE MGM Profitonic Program puts YOU way in front of competition.
Coast Promoter Stands Firm

continued from page 12

Coast Promoter Stands Firm

with the San Francisco show but
made it clear that the Institute
alone will hold the reins. Logan
refused.

Logan has managed the North-
ern California show since 1954 for
a group of local manufacturer
ship, and component dealers. When
the institute was formed in 1955, Logan
claimed he convinced Cali-
fornia manufacturers to become
part of it and later was instru-
mental in bringing the IHFM in
coming as a sponsor of the San Francisco
event.

"After handing the (1957) show
to the institute on a 'plater,'" Logan
said, "I was retained as manager.
Even tho the show was a success,
the institute discouraged further sponsorship of a San Fran-
isco show. In fact, ignored me completely. I disregarded this,
and feeling that the show was still im-
portant, I barged ahead. At the
daylight, the institute agreed to
co-sponsor the show on a no-
risk basis. This 1958 Whimper
(Hi-Fi) show was completely pro-
duced, managed, promoted and fi-
nanced by myself. After pushing this
show to the extreme limits of the
Whimper Hotel, I immediately set
about finding the answer to the space
problem for the 1959 show.
The eventual result was the the
Cow Palace show.

"The institute again was offered
the chance for sponsorship on a
no-risk, no work basis. I, again,
was solely responsible for the total
production and risk of the show.
The institute shared handomely in
the profits, percentage-wise. These
profits have been slim, by their standar-
dards, as I have alwasy spent a
lot of money promoting these shows to
insure their success. In the past three
years, the institute has received approximately $50,000
from the San Francisco shows. I have
received slighty less than
this amount in the last five years.
Even tho I most certainly fall into
the class of 'private promoter,' the
institute has been the largest single
beneficiary of my efforts, and with
no sacrifice to any exhibitors.

In view of this, Logan was not
about to be bounced from his home-
town show. He sewed up the Cow
Palace, scene of last year's highly
successful affair and the area's most
sought after industrial exhibit hall.
The institute rented the Brooks Hall,
where it plans to stage its rival
presentation.

Thus, Logan faced invasion of
his home grounds. To counter this,
he decided to move into institute
territory. He is invading Los An-
geles, where the IHFM has been
staging its own shows. To add salt
to institute wounds, Logan signed
an exclusive contract with the
locally-based Pan-Pacific Audition-
ary.

The institute president promised
that its next L.A. show will be at the spacious Pan-Pacific in
answer to those who bemoaned
the way the 1959 show was hand-
ed to the Shrine Auditorium.
With the Pan-Pacific in Logan's
pocket, the institute announced that
it will return to the Shrine.

Logan told The Billboard he
determined to fight the move in
both markets to the bitter end.
"My schedules at both the Cow
Palace and the Pan-Pacific are
flexible to that my show will be the
first in each city," he explained.
"You can be sure of one thing," he
added. "Even if I have to run
day-and-date with the Institute
we won't follow them."

Veteran show promoter Logan
was a staging San Francisco's home
show at the Cow Palace, September 15) is confident that his
show will far out-draw the insti-
tute's efforts. Strong points in his
favor are the locations he has se-
lected, San Francisco's Cow Palace
and L. A.'s Pan-Pacific. Both boast
almost impassable facilities, an
essential factor in the heavy Califor-
nia traffic. Both are within the
proximity of the hi-fi industry's
fortress districts. In San Francisco,
it's the west end which is service-
ful to East and West Bay areas. In
Los Angeles, it's the heart of the West Holly-
wood district and five minutes from
moneved Beverly Hills, far closer
than the rival show to the fashionable Westwood and Brentwood areas.

Logan does not consider his
move into L. A. as a 'counter -
vasion' into institute territory.
Since he will be running a show on
his own in San Francisco, he ex-
plained, L. A. show was neces-
sary to "make a Coast package for
exhibitors." Thus, Eastern exhibi-
tors shipping displays westward
would be able to have that fix
(Logan's SF and LA affairs) for
the same freight cost.

Also, he means, "I didn't steal
the Pan-Pacific from the Institute.
The institute had two months to
get the Pan-Pacific but couldn't
make a decision. They just didn't
want to risk the investment. They
took their time making a decision,
and as a result, lost the place."

Logan contends that what he's
doing is for the good of the hi-fi
industry even if it isn't good for the
institute. He charged that "the
institute has been nothing more
than a private operation on the part
of a few men not always acting in
the best interests of the industry.
It's been nothing more than a show
organization for the benefit of a
few men. If I felt that the industry
really behind the Institute, I
would not put on these shows.

Logan likened the institute's ef-
torts to 'bouce' him from the saddle
of the San Francisco show with its
prestigious private promoter. Hear-
Rezron from the New York audio
show which the latter had origi-
nated. He also recalled that two
years ago the institute tried to el-
sow promoter Cy Nieman from the
Chicago hi-fi picture. The Chicago
situation similarly flared up the
open with the Windy City at-
tempting to support two hi-fi shows.

(Continued on page 53)

New Telecover Stereo Unit
Is $289.95

NEW YORK — Telechronic,
Inc. has a new stereo tape re-
producer for all tapes and records
plays both two- and four-track
stereo.

The 400 comes with an extra
speaker for full stereo play and
works at three speeds. It can re-
cord from microphone, photog-
raphs or other tape sources. Two
microphones and two tape
tracks are standard equip-
ment.

Unit is powered by a 16-watt
capable amplifier and is
available for $209.95.

Magnavox Bows Five Phonos
From $79.90

FORT WAYNE, Ind.—Magna-
vox, which bowed its revolutionary
modular units for fall and which
were announced last week exclu-
sively in The Billboard, this week
announced two new all-in-one stere-
0 consoles, a new two-piece con-
bollet and two new portables. In
addition, a new stereo-TV combina-
tion joined the fall Magnavox ser-
ies on playback line.

Representing a new economy
row, the Aristocrat at $119.50 in
mahogany and $99.50 in cherry
dark and light walnut, is a mod-
ernistic console with canister-wave
grills, powering 20-watt peak thru
two speaker systems, each of which
has a 12-inch bass, eight-inch me-
ter- and five-inch tweeter.

The early American-styled Stereo
Master, $259.50 in mahogany and
$135 in maple or dark or light
walnut, has a similar speaker com-
ponent to the Aristocrat plus rec-
order storage space behind a sliding
contrasting wood panel in the front
of the set and AM/FM tuner.

Supplementing the new introdu-
ted Riviera two-piece portable
which has been reduced for the
fall from $149.95 to $139.95, Mag-
navox has two more portables, the
Holiday, at $99.90, a remote-
front-speaker carry-all, and the Sar-
ora, an all-in-one portable.

Three-piece portable indication
that Magnavox, which pre-
sented its very short portable
line, is going out after the teen-age
busines.

Encouraged by the success of its
1959 Stereo Theater, a console TV-
sett in all-in-one combination, Mag-
navox is bowing the Stereo Play-
bout, SC242F, a modern unit with
21-inch TV two-channel playback
and at $399.50 for mahogany and
$342 for maple or light or dark
walnut. A 20-watt peak drive is
drawn from a group of 12 inch bass
speakers with heavy magnet and sound
diluter and a pair of four-by-eight-
inch high frequency speakers.

With the introduction of the
modular units, it's also understood
that Magnavox's model line is
intended to go into a series of smaller sets in the fall. A comprehen-
sive series of studio-reductions
is reported 90 days ago.
Double Barrelled Hit!
Wendell Smith
"NASHVILLE TENNESSEE"
b/w
"NO MATTER WHAT YOU DO"
UNART 2021

Beautiful Ballad
Mary Swan
"CRYING IN THE CHAPEL"
b/w
"DANCIN"'
UNART 2019

Great Novelty Instrumental
Kelly Owens
"CHARLIE’S DANCE"
b/w
"SMILE"
UA 190

STILL GOING STRONG

The Falcons
"YOU’RE SO FINE"
b/w "GODDESS OF ANGELS"
UNART 2013

Marv Johnson
"I’M COMING HOME"
b/w "RIVER OF TEARS"
UA 75

UNITED ARTISTS RECORDS
729 SEVENTH AVENUE, NEW YORK 19, NEW YORK
ALL RECORD COMPANIES AND ALL QUALIFIED INDIVIDUALS IN THE RECORDING INDUSTRY...

YOU CAN VOTE IN THE
1959 NATIONAL ACADEMY OF RECORDING ARTS AND SCIENCES AWARDS
to be presented on the
NARAS AWARDS SHOW, NBC COLOR TELEVISION coast-to-coast, Sunday, November 29, 8-9 p.m.

RECORD COMPANIES—Nomination forms are in the mail now, inviting you to nominate recordings you deem worthy of a 1959 NARAS Award. If you haven’t received your nomination form—write us! All record companies are eligible voters for nominations.

ARTISTS
MUSICIANS
SINGERS
CONDUCTORS
SONGWRITERS
COMPOSERS
ARRANGERS
ENGINEER MIXERS
A & R MEN
ART DIRECTORS
LITERARY EDITORS
DOCUMENTARISTS

You are eligible for Active Membership, which means you can nominate AND vote for the final winners. Only active Members can vote beyond the nominations.

TO AID YOU IN YOUR VOTING, privileges for Active Members will include a chance to buy certain recordings among the top five nominated in each category at greatly reduced prices. For instance, several companies have agreed to make available to Active Members any popular albums in their catalog which are among the top five nominees in any category, for $1 each, and singles for 50¢ each. Many more companies are expected to participate in this plan.

This alone can be worth many times the cost of membership!

Apply now for membership in whichever chapter is nearest to you:

LOS ANGELES CHAPTER
National Academy of Recording Arts & Sciences
9034 Sunset Boulevard
Hollywood 46, Calif.

NEW YORK CHAPTER
National Academy of Recording Arts & Sciences
450 Madison Avenue
New York 17, N. Y.

Your Name ________________________________
Address ________________________________
City & State ________________________________

Active Membership Category (see left):

Enclosed please find check or money order for

$15 Annual Dues (Active or Associate Member)

$100 Lifetime Membership (Active or Associate Member)

You will promptly receive your Membership Card and Nomination Form for the 1959 NARAS Awards!
ABC-PARAMOUNT'S GOT

The
Original!

"LIVING DOLL"

by

CLIFF RICHARD

and The Drifters

ABC-10042

NOW——

No. 1 smash all over Europe!

REAL SOON——

No. 1 smash from Coast to Coast!

Distributed in Canada by Sparton of Canada, Ltd.
GIMMIX: WPOP, Hartford, Conn., created a new type of promotion for the Agawam area with its own deep-dyed running shows from a huge stage in the center of the midway. The promotion, initiated by WPOP Family Owner Paul LeBlanc, is for making the station No. 1 in the noon to midnight slot in Central Connecticut. The crowd that turned out was estimated at more than 10,000.

Ted Jackson, WRCV, Phila., has a programming idea that he is writing up with success with his listeners. His new format is "The Mystic Never Stops on the Ted Jackson Show." Specially selected music plays continuously behind the news. The show, which was the first show in the area to experiment with this concept.

THAT 'N THAT: Jim Spero, now a nighttime jockey at KSFO, San Francisco, will be joining the station by the end of this month. Jim is known as Jim Sperro on another San Francisco Station. Arch Yanez, KNZU, Houston, will be the host of a late evening show, "Pastime," covering the national chain of miniature golf courses. Winner gets a shot at a national title. Jim Adams left the Armed Forces Radio, KNOX at Fort Knox, Ky., last week. His plans are to join WSTV, Steubenville, Ohio. Al Beaton, KTRH, Houston, has returned from a vacation in popular destinations. Mike Cherek, KDKA, Pittsburgh, will have a new addition to the KTRK staff, while early morning make-overs. He formerly had an afternoon program.

PROLOGUE: Don Le Blanc is moving to KHFGM, San Antonio,ford. Paul Main has switched to KRKS, Ridgecrest, Calif. Bill Gaskill has resigned as manager of WTAO-WXHR, Boston. He will continue in a consultant capacity to the New England Television Corporation.

CHANGE OF THEME: David Lewis, WGES, Chicago, made his first floor change of theme since joining KLAC.

First Disk Scores For Santo and Johnny Santo and Johnny, exciting new group that record for Vee Jay, were born and bred in Brooklyn. Johnny, the younger of the brothers, was born on April 10, 1944. Santo was born on October 24, 1947. Both boys received their guitar training in Brooklyn. Young Santo was given a steel guitar by his father and Johnny took up the regular guitar at 12. The brothers cut their first material in 1957 for Music Box. The disc was subsequently leased to a New York American Records and is now climbing the chart. Santo and Johnny's only release appeared on many TV shows and have just begun a month-long personal appearance tour. Santo and Johnny write their own music and lyrics.

YESTERDAY'S TOPS—The nation's top tunes on records as reported in The Billboard

AUGUST 6, 1949

1. Some Enchanted Evening
2. Again
3. Riders in the Sky
4. Room Full of Roses
5a. Baby, It's All Outside
5b. The Four Winds and the Seven Seas
6. Forever and Ever
7. You're Breaking My Heart
9. Balli Ha
10. I Don't See Me In Your Eyes

AUGUST 7, 1954

1. Little Things Mean A Lot
2. I Never Knew That I Loved You
3. Coins In the Fountain
4. To Have and To Hold
5. Hernandez's Hideaway
6. Hey, There
7. Whiskey Water
8. I Understand Just How You Feel
9. High and the Mighty
10. Goodnight, Sweetheart, Goodnight

The Billboard

THE BILLBOARD

ARTISTS' BIOGRAPHIES FOR JAZZ PROGRAMMING

August 10, 1959

Barry Howard

New Orleans: Rocky Relf of Pelican Record Distributing Corporation writes that after having been open less than a month, his firm has several desks that have pulled out the top sellers are "Baby Talk," Jan Jan & Doron of Jim, "I'll Be There For You" by Anita Bryant on Carlton, "The Way I Walk" by Jack Scott of EDD, "Teddy Girl" by Little Richard, "Kissin' Time" by Bobby Rydell on Cameo is also big. "You Were Mine" for the Ferrisboys is selling well.

ALABAMA, N. Y. 2: Ben Barlow of Warmer Records. Sale of the station seems solid as sales are coming on several items. Strongest sellers are "I Like You Love You" by Eddy Howard of Modern, "Kath-A-Learn" by Charlie Blackwell and "Beach Time" by Roger Smith. Best selling LP's are "Pete Kelly's Blues" by Pete Rugen of Vee Jay, "Mississippi Mud" by Honky & the Winners, "Charles Lou in HI-FI" by Ira Ironstrings and "Seven Sunset" by Don Rutke, Barton, mentions that dealers who have heard and seen the new Warner Bros. Listening Post Stereo Demonstrator have been "simply overwhelmed."

BRIEFS: USACO, national sales agent for the new Ecodek label, has appointed Advance Distributing Company as their district in the Southeastern States. "The Crying of the Wild Goose" by Johnny Webster on Monticlear is getting heavy air play.

PORTLAND, Ore.: Jerry Dennon writes that "Lavender Blue" by Sonny Turner on Big Top continues to be a strong seller in the Northwest. Dennon says that "If Ever I Should Leave You" by Jerry Keller, "With Open Arms" by Jane Morgan, "Pretend" by Georgia Gibbs and "Tall Cat" by Cass Elliot are catching on here. The contest, "Name the Child," is still involved the playing of the contract. It, "Sea Of Love" by Hank/June with Bobby Darin, "Charleston In HI-FI" by Ira Ironstrings and "77 Sunset Strip" by Don Rutke, Barton, mentions that dealers who have heard and seen the new Warner Bros. Listening Post Stereo Demonstrator have been "simply overwhelmed."

NEW YORK: Shirley Robin of Countess sends the following rundown: Strongest Atlantic discs are "What's I'd Say" by Ray Charles, "There Goes My Baby" by the drifters and "Lil' Brown Jug" by the Orioles. There are strong with "Twist Twelve and Twenty" by Pat Boone, "All Night Long" by the Coasters and "Big One" by the Penguins. Other strong sellers are "What It's Like" by Skip & Flip on Brent, "Romero" by the Cadillacs on Josie and "Don't Touch Me" by Arthur Lewis. "Facebook" is strong with "Katy Too" by Johnny Cash on Sun. The station's manager, R. S. Barton mentions that the station's items. Strongest singles among the group are "Billy Don't You Cry" by Tony Williams, "Here Comes the Coast To Coast HI-FI" by Ira Ironstrings and "77 Sunset Strip" by Don Rutke. Barton, mentions that dealers who have heard and seen the new Warner Bros. Listening Post Stereo Demonstrator have been "simply overwhelmed."

Distributor News

New England: Rocky Relf of Pelican Record Distributing Corporation writes that after having been open less than a month, his firm has several desks that have pulled out the top sellers are "Baby Talk," Jan Jan & Doron of Jim, "I'll Be There For You" by Anita Bryant on Carlton, "The Way I Walk" by Jack Scott of EDD, "Teddy Girl" by Little Richard, "Kissin' Time" by Bobby Rydell on Cameo is also big. "You Were Mine" for the Ferrisboys is selling well.

Santo and Johnny, exciting new group that record for Vee Jay, were born and bred in Brooklyn. Johnny, the younger of the brothers, was born on April 10, 1944. Santo was born on October 24, 1947. Both boys received their guitar training in Brooklyn. Young Santo was given a steel guitar by his father and Johnny took up the regular guitar at 12. The brothers cut their first material in 1957 for Music Box. The disc was subsequently leased to a New York American Records and is now climbing the chart. Santo and Johnny's only release appeared on many TV shows and have just begun a month-long personal appearance tour. Santo and Johnny write their own music and lyrics.

First Disk Scores For Santo and Johnny Santo and Johnny, exciting new group that record for Vee Jay, were born and bred in Brooklyn. Johnny, the younger of the brothers, was born on April 10, 1944. Santo was born on October 24, 1947. Both boys received their guitar training in Brooklyn. Young Santo was given a steel guitar by his father and Johnny took up the regular guitar at 12. The brothers cut their first material in 1957 for Music Box. The disc was subsequently leased to a New York American Records and is now climbing the chart. Santo and Johnny's only release appeared on many TV shows and have just begun a month-long personal appearance tour. Santo and Johnny write their own music and lyrics.

YESTERDAY'S TOPS—The nation's top tunes on records as reported in The Billboard

AUGUST 6, 1949

1. Some Enchanted Evening
2. Again
3. Riders in the Sky
4. Room Full of Roses
5. Baby, It's All Outside
6. The Four Winds and the Seven Seas
7. Forever and Ever
8. You're Breaking My Heart
9. Balli Ha
10. I Don't See Me In Your Eyes

AUGUST 7, 1954

1. Little Things Mean A Lot
2. I Never Knew That I Loved You
3. Coins In the Fountain
4. To Have and To Hold
5. Hernandez's Hideaway
6. Hey, There
7. Whiskey Water
8. I Understand Just How You Feel
9. High and the Mighty
10. Goodnight, Sweetheart, Goodnight
PRESENTING THE FALL PROGRAM of the Year!

THE DEAL THAT OFFERS:
- A brand-new LP by Martin Denny, the top instrumental act on LP
- A smash LP by David Seville and the Chipmunks
- 7 other hot releases
- A 10% discount on the entire Liberty LP catalog—new and back-catalog
- A 10% discount on all Liberty EP'S
- ½ Nov. 10th; ½ Dec. 10th; ½ Jan. 10th billing

THE DEAL ON WHICH YOU CAN'T LOSE!
- A 100% exchange privilege
- A price guarantee to Dec. 31, 1959

All Available in Stereo

LIBERTY'S Fall Music Festival

The amount of LP's sold is limited in this store. The LP's will be sold as they are received. Let us when you plan to buy and we will notify you immediately when they arrive.

See your Liberty Representative Today for Full Details

LIBERTY RECORDS SALES CORP.
1556 N. L A BREA AVE., HOLLYWOOD 26, CALIF.
IRECORD
22
THE
4256
FEATURES
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AIN'T
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The remarkable personality duo who sing and play to capacity crowds at the Top Spots in the U. S.: "GATE OF HORN" in Chicago; "PURPLE ONION" in San Francisco; "THUNDERBIRD" in Las Vegas; "ASH GROVE" in Los Angeles; "VILLAGE GATE" in New York.

Just opened at the "BLUE ANGEL" in New York.

THEIR FIRST (and HIT) RELEASE

GOOD SALES POTENTIAL

Pick of the Week

LIBERTY RECORD SALES CORP.
1556 N. LA BREA AVE., HOLLYWOOD 28, CALIF.
Fall ... Comedy pianist Larry Vincent has just entered his seventh year in the cocktail lounge of the Beverly Hills Country Club, Southgate, Ky. Vincent formerly played for seven years at Jimmy Brink's Lookout House, Covington, Ky., now a part of a new addition to the Country Club. In the midst of pounding the horse teeth, Vincent operates his own diskery, Pearl Records, in Covington. . . . Rusty "(Singerette)" York shares billing with Conway Twitty at Covey Island's Moonlight Garden Tuesday night (11) in the eight of a series of teen hops being presented by the Covey management.

To stimulate interest in dancing, The Cincinnati Post & Times Star, the Cincinnati Park Board, the Music Performance Fund of the local Musicians' Union, Covney Island, Andy Park, WLW are again sponsors of their annual series of free Monday-night dances at Ault Park Pavilion. WLW deejay Art Albert does a remote platter show from the spot during the evening. A coupon in the Monday edition of The Post & Times Star entitles the holder to participate in that night's prize draw. Photos taken at Monday night's dances are carried in the Wednesday edition of the newspaper. Dancers whose pictures are circled are awarded prizes.

The Mills Brothers wind up a two-weekender Thursday (13) at Beverly Hills Country Club, Southgate, Ky., and Sunday (16) begin their fair test at Elms, Y. They follow their tour dates at Indianapolis, Detroit, and Des Moines, and then make an appearance at the Curn Palace, Mitchell, S. D. Their last season ends with the Central Washington Fair, Yakima, Wash., October 4. Their personal manager for 25 years, Arthur Lake, will make the trips with them. I gave had a half hour remaining agreements with his many friends in the area ... Les Brown takes his band crew into Stardust Gardens at LeDoyrville, near Middletown, O. Saturday (15). Other names set for LeDoyrville are Dukes of Dixieland, August 26, Ralph Marterre, September 4, and the Crew Docs, September 5. 

Bill Sach

Hollywood

Bernice Mason, for the past four years in charge of Dot Records' publicity here, has resigned the account. Independent publicist Mason declined an offer from Dot pressy Randy Wood to lose her office and join the Dot staff. Miss Mason maintains her music publishing activities with her publicity operations. Last week, her firm's (Bermack Music Corporation) "Prayer of a Fool" was recorded by RCA Victor's Neely Plumb featuring vocalist Bob Yorke, and Ray Johnson. Tune was called by Bob Chilton and Joe Hullying currently in the Army.

Le Chudlo's Imperial Records last week added three to its talent roster: Art Anka (Pat's cousin), Bobby Adams and Bobby Michael. . . . Charlie Adams last week launched his new label, Film Records, by recording Jeannie Gay singing "Sinful" (Without You) backed by "Pink Panjo. Flower Jane" wrote "Pick-Up the Doodle," recently cut by Teresa Brewe... WB Records' Bob Luman scheduled a for a WB screen test. Anna Maria Alberghetti will receive $15,000 per week for a two-week week at Harrach's Club at Lake Tahoe starting September 7. This marks her third appearance at the spot during the past year. She also is contracted to play eight weeks at Las Vegas Desert Inn during an eighteen-month period starting October 2.

Gas Bivona returns to the Hollywood Palladium for the August 7-8 weekend with Charlie Barnett taking over August 14-15. Billy Eckstine will add four concerts in Frankfurt, Germany (August 11-14) to his month's concert tour of England and Scotland. Tour was booked by Mili Deutsch. Willy's May Kaye Trio will do a residency in the WB restaurants, "77 Sunset Strip."

San Francisco's Fantasy Records is declaring a 10 per cent discount on all Cat Teddy records and stereo tapes during August. This will embrace his 15 month and eight stereo LP's plus two August releases, "Cat Teddy's Concert by the Sea," and "Cat Teddy Goes Latin."

Liberty Records has named three divisional managers: Irby Bogue, headquarters in Philadelphia and servicing the East, Ken Newcomb with Cincinnati as his base for covering the South and Joe Salo out of Cleveland for Midwestern coverage.

They said It Couldn't Be Done Dept.: Los Angeles will now have its own anthenum - and on records. This monumental achievement is due to the combined efforts of RCA Columbia Gene Sherman, RCA Victor Records coach chief Bob Yorkie, RCA Victor artist-repertoir Coast head Neely Plumb, emcees Jay Livingston and Roy Evans, publisher Larry Shayne and arranger-conductor Bob Thompson.

Civic minded Sherman revealed in his columns the shameful fact that LA was the only metropolis of its size attempting to mount a song along with a choir anthenum. Civic minded Livingston and Evans teamed their Oscar-winning pens to help remedy the situation and created "Angelitos." Equally civic minded publisher Shayne took the tune to Bob Yorkie who in turn teamed civic mindedness with a.r. producers Plot to record Bob Thompson in his own arrangement of the tune. Disk is scheduled for release within several weeks.

No fewer than four disk TV shows will be presented by commercial television this autumn. Florin and his colleagues Lawrence Wells's television show "Champagne Music" has been bought by BBC Television, who have also bought all of his commercial networks to secure RCA vocal star Eddie Fisher for two programs at a fee believed to be the highest received by a recording artist here. The first show featuring Fisher will be televised live from London, Saturday, September 6. The second will be video-taped later this month for transmission during October.

Lee Zito
Eddie Cochran

something' else / boll weevil

Swingin' Singles!

Ragtime Cowboy Joe
David Seville 55200 (Stereo S-77200)

Martinique
Martin Denney 55199 (Stereo S-77199)

Bonsor Dame/Truly Do
Bud and Travis 55202

I Love An Angel
Little Bill Dolton #4

Something' Else
Eddie Cochran 55203

Susie Baby
Bobby Vee 55208

Quiet Village
Martin Denney 55162 (Stereo S-77162)

Brand New!

Should I
Mike Clifford with Patience & Prudence 55207

Sugar Plum
Ray Vernon 55201

Fog Cutter
The Frantics Dolton #6

Billy Billy
Dee Dee Dorety Freedom 44021

Oh Baby Oh
Terri and Jane Freedom 44016

The most exciting sound in the world!

Best Selling LP's

Exotica
Martin Denney LRP-3034/LST-7034

Quiet Village
Martin Denney LRP-3122/LST-7122

Exotica-II
Martin Denney LRP-3077/LST-7006

Swing Me an Old Song
Julie London LRP-3119/LST-7119

Afro-Desia
Martin Denney LRP-3111/LST-7111

Julie is Her Name-II
Julie London LRP-3100/LST-7100

Liberty Proudly Presents
Stereo
Top Liberty Artists LST-100

Primitiva
Martin Denney LRP-3087/LST-7023

John Duffy at the Mighty Wurlitzer LRP-3004

Best Selling EP's

Exotica-I (featuring Quiet Village)
Martin Denney LEP 1-3034

Cry Me a River
Julie London LSK-1001

Liberty Records Sales Corp.
1556 N. La Brea Ave., Hollywood 28, Calif.
NOW! NEWLY RECORDED HARMONY STEREO

...EACH 12" STEREO ® ONLY $2.98

America's biggest entertainment buy—newly recorded stereo performances by big name artists—
And a whole flock of exciting in-store promotional pieces will help you sell them!
The Billboard's Music Popularity Charts... PACKAGED RECORDS

AUGUST 10, 1959

Reviews of THIS WEEK'S LP'S

The pick of the new releases:

**SPOTLIGHT WINNERS OF THE WEEK**

This week's strongest sales potential of all albums reviewed this week.

GATHER ROUND

Townes Van Zandt, Ernest Ford with Music Arranged & Conducted by Jack Fascinato, Capitol ST 1225. (Stereo & Monaural) — Tennessee Ernest Ford has a fine new album that should be another hot seller. It features the country folk singer in an outstanding collection of folk tunes from the West, the South and the British Isles, sung with feeling and spirit over fine arrangements by Jack Fascinato. Songs include "The Kentucky Blues," "Train Blues," "Old Blue" and "Barbara Allen." Another first-rate waxing by Ernest Ford, and it's excellent in stereo.

KOOKIE

Ed Byrnes with Connie Stevens, Janie Sommers and Don Rutles Ork. Warner Bros. W 1309 — Ed Byrnes, one of the "77 Sunset Strip" TV stars, is hot now in the singles field, and this package should please his teen-age following. With a strong assist from two talented canonaries — who do most of the singing — and a chorus — he scores solidly with his breath-taking beatnik-type content. Sparkly, material, particularly a swingy version of "You're the Top," with new lyrics — "You're a Presley Sidewalk," etc.

NO COUNTRY FOR THE WICKED

Sarah Vaughan, Mercury SR 60116 (Stereo & Monaural) — This is her best. Her singing with her inventive vocals on a flock of evergreens adds up to a strong pocky programming item and a strong sales lure for her fans. The breath also is heard on piano. Fine orch. includes some of the top jazz men around. Stereo lends depth and dimension, and the vocals are top-notch. A release to the top jazz box lists of "Fancy Free," "Interplay" and "The Three-Cornered Hat." Sound is excellent.

SOME LIKE IT HOT

Barney Kessel and Various Artists, Contemporary M 3565 — The "Somet" is the best. His pairing with his invention vocals on a flock of evergreens adds up to a strong pocky programming item and a strong sales lure for her fans. The breath also is heard on piano. Fine orch. includes some of the top jazz men around. Stereo lends depth and dimension, and the vocals are top-notch. A release to the top jazz box lists of "Fancy Free," "Interplay" and "The Three-Cornered Hat." Sound is excellent. The orchestra is a strong enough seller with their latest effort.

RODGERS: SLAUGHTER ON TENTH AVENUE

The Orquesta Del Concerti Di Roma (Baron). Dot DL 25123. (Stereo & Monaural) — An audio spectacular in color to match the sound effects of the film's transportation (from horse and buggy to rocket) into an original orchestral suite penned by the highly resourceful Bob Thompson. Result: Intriguing listening and for the audiophile, an ideal stereo disc admirably displaying the sound effects from one channel to the other, while managing to ear the irritation of raw sound effects. This time they're tamed in the over-enormous in creative melodics and catchy rhythmic patterns against a rich orchestral setting. A strong original album contender from the label which uses the "Somet." An audio release worth the work specially created for the disk media (i.e. Nelson Riddle's "Music From a Surplus Store"

MUSIC FROM A SURPLUS STORE

The Orquesta Del Concerti Di Roma (Baron). Dot DL 25125. (Stereo & Monaural) — Stereo bugs will have a field day with this gem. Fascinating employ much colorful orch effects in presenting the interesting set. Tones and tempos are nicely varied. Sound is excellent, and an amusing and displayable cover gives the LP sales plus values. Wide appeal.

***

- SPECIALITY

- SOUNDS FROM "SLAUGHTER ON TENTH AVENUE" — Capitol T 1215 — Griffith — with his country charm — is a smooth performer. He projects territorially here in a humorist (with monologs on Shakepeare plays, etc.), and he intersperses the talk with song. He does a blues in a musical setting, with true understanding, and these vocals are backed by smartly-tuned arrangements. Disk is a success in the like of Frank Sinatra, and with musical labor, you can expect changes of pace. Deserves strong exposure, both by dealers and jockeys.

- SPECIAL MERIT STRAWSPOTS

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

- POP

SPEAK LOW

Maurice LeVoyles Ork. Warner Bros. Ws 1313. (Stereo & Monaural) — The late Kurt Weill has been gaining recognition increasing in an outstanding composer of music for the theater. Douze of his best numbers are offered here, effectively arranged by David Thompson. Songs include "Ballad of a "Roaring Mio," and "Merry Surplus Store from the South and the British orch. includes some of the top jazz men around. Stereo lends depth and dimension, and the vocals are top-notch. A release to the top jazz box lists of "Fancy Free," "Interplay" and "The Three-Cornered Hat." Sound is excellent. The orchestra is a strong enough seller with their latest effort.

- BAND

- SOUNDS FROM "SLAUGHTER ON TENTH AVENUE" — Capitol T 1215 — Griffith — with his country charm — is a smooth performer. He projects territorially here in a humorist (with monologs on Shakepeare plays, etc.), and he intersperses the talk with song. He does a blues in a musical setting, with true understanding, and these vocals are backed by smartly-tuned arrangements. Disk is a success in the like of Frank Sinatra, and with musical labor, you can expect changes of pace. Deserves strong exposure, both by dealers and jockeys.

- RELIGIOUS

- BONNIE AVADONE SINGING GOSPEL HIGHLIGHTS (Mikewich). Word WST 8005. (Stereo & Monaural) — A selection of material from a variety of sources. Tracks include "Abide With Me," "Just a Closer Walk with Thee," "This Little Light of Mine," etc. Fine wax. A religious offering.

- SPECIALTY

- WE'D LIKE TO BE FRIENDS (LSP 1111). (Stereo & Monaural) — Fine sound. A selection of material from a variety of sources. Tracks include "Abide With Me," "Just a Closer Walk with Thee," "This Little Light of Mine," etc. Fine wax. A religious offering.
**Presley Profit Package!**

Here's Elvis' newest profit package...which includes extra added attractions for Presley fans:

- A 1960 souvenir calendar, with Elvis' Army discharge date circled!
- Four full-color photographs of Elvis on the cover!
- Inside, a complete picture story of Elvis' departure overseas!
- A radiogram from Germany for Elvis' fans!

All this, plus great Presley performances!

"A Date with Elvis" is a date with profit for you. Order now!

- Young and Beautiful
- Is It So Strange
- Blue Moon of Kentucky
- Good Rockin' Tonight
- (You're So Square) Baby I Don't Care
- We're Gonna Move
- Milkcow Blues Boogie
- I Forgot to Remember to Forget
- I Want to Be Free
- Baby Let's Play House
TWO SIDED SMASH BY THE CHORDETTES

with JEFF KRON

NO WHEELS

and JACKIE ERTIEL

A GIRL'S WORK IS NEVER DONE

CADENCE 1366
tip to dealers:

Make it a special point to see, read and use
Billboard's Sept. 14 Phonograph Directory Issue*

You'll find it an indispensable tool as an aid in the selection of the best phonograph lines and models for your retail operation.

And as a day-to-day guide to practical retail promotion, advertising and sales ideas that will help you to make more phono profits.

Theme:
Today's Phonos—and how to sell them

featuring
DETAILED DIRECTORIES of current and coming phonographs by SPECIFIC PRICE CATEGORIES
plus
a wealth of practical ideas and suggestions to help dealers make the most of the outstanding sales and profit opportunities offered by today's phono equipment.
"DOLLARFUL DITTY"

SHE LOVES THE LOVE I GIVE HER

DECCA 30900

BREAKING BIG IN...

MILWAUKEE
DENVER
BOSTON
BALTIMORE
CHARLOTTE
MINNEAPOLIS

... and spreading like wildfire

TOMPALL and THE GLASER BROTHERS
MODERATE SALES POTENTIAL

** POPULAR **

** THE SPINGING TRUMPET **

Gerry Okh. Dorris BI. 7964 E. DL 8089 (Stereo & Mono) — The trumpet's brightest sound is illustrated by a great virtuoso. Note that the material ranges from pop standards to classical, including many choices by Marder. Leaves of the instrument will please the listener, and music devotees generally will find it interesting.

** MUSIC OF THE ISLANDS **

The Vince Lee Orchestra. RCA Victor LP. TR 3043 — Authentic Hawaiian music includes "My Little Grass Shack," "Jackson Song," and "Miles of Marathon." Well-recorded. Much excitement in this pop field, but good sound and summer vacation season may be helpful.

** THE FIFTY STATE **

Charles Bud Steel Orch. Carol CHL 5719 — Familiar Hawaiian tunes with a couple of new selections pegged to the story of the island group into the union ("The Fifty States," "Hail to the Fifty!). These are skilled arrangements and very satisfying. Could attract countries who dig Hawaiian music.

** CLASSICAL **

** BEETHOVEN: PIANO CONCERTO NO. 1 **


** SCHUBERT: "TROUT" QUINTET **

DANNY PARKER (Vocals. Piano. Flute. Alto Sax. Double Bass. Conductor) and Louis Bellson. Contemporary Disc CB 296 (Stereo & Mono) — The Five-Arm ensemble, which has recently gone through some major readings of Beethoven and Bruckner, comes equipped on this familiar chamber work. They have difficulty with the high charm of the A Major sonata and succeed in an overall grandiose conception. Placek Organ is especially heavy-handed. Musically more sincere and emotional composition is heavy, but this disk has advantage of excellent sound.

** BACH: THREE ORGAN CONCERTI **

After Vivaldi.

Robert Newton. Organ. Urania USA 1018 (Stereo & Mono) — This is the latest in a series of LPs featuring Bach's organ concertos. Three of these choral works by Vivaldi, which Bach was in his 30's. They include two that are relatively familiar (J. 933 and J. 747), and one of the works available at this time. Robert Newton's performances are sensitive and musicianly on an outstanding organ. Stereo lends depth.

** JAZZ **

** SCOTTIE **

The Shirley Scott Trio. Festival 7155 (Stereo & Mono) — Scottie Scotti, one of the newer jazz originals around today, has a good new album set here that should have appeal, and it is well recorded on stereo. He is accompanied by bass and drums. Many of the tunes are originals, such as "Flying Fingers" and "Takin' Care of Business." There are standards such as "Sittin' in with Charlie."

** THE FABULOUS BAND OF DANNY PARKER **

With Vincent Price. Period SP 1286 — Vincent Price's hit with Danny Parker's ensemble. On this new set he is accompanied by a rhythm group and strings, and he shows off his skill with the wordy vocals. Easts include "You're My Rock and Roll," "Tiger Rag," and "Sue."
By Overwhelming Popular Demand!

"MACK THE KNIFE"

b/w

"WAS THERE A CALL FOR ME"

ATCO 6147

From Bobby's Hit LP "THAT'S ALL"
### The Billboard's Music Popularity Charts... POP SONGS

#### AUGUST 10, 1959

**HONOR ROLL OF HITS**

**TRADE MARK REG.**

**THE NATIONS TOP TUNES**

For survey week ending August 1

<table>
<thead>
<tr>
<th>This Week</th>
<th>Last Week on Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>1. Lonely Boy</strong></td>
<td>By Paul Anka—Published by Brooks (BMI)</td>
</tr>
<tr>
<td></td>
<td><strong>BEST SELLING RECORD</strong>: Paul Anka, ABC-Paramount 10622.</td>
</tr>
<tr>
<td><strong>2. The Battle of New Orleans</strong></td>
<td>By Johnny Dillard—Published by Warner (BMI)</td>
</tr>
<tr>
<td></td>
<td><strong>BEST SELLING RECORD</strong>: Johnny Dillard, Col 41319.</td>
</tr>
<tr>
<td><strong>RECORDS AVAILABLE</strong>: Jimmy Dillard, Vic 7514; Vauughn Monroe, Vic 7696; Peer Sager and Fred Hamilton, Folkways 281; Ready Blaster, Buddy 496.</td>
<td></td>
</tr>
<tr>
<td><strong>3. A Big Hunk o' Love</strong></td>
<td>By Scherlere &amp; Wyman—Published by Winflu Tunes Music (BMI)</td>
</tr>
<tr>
<td></td>
<td><strong>BEST SELLING RECORD</strong>: Eto Pefer, Vic 7600.</td>
</tr>
<tr>
<td><strong>4. My Heart Is an Open Book</strong></td>
<td>By Hal David &amp; Florence—Published by Rekop (ASCAP)</td>
</tr>
<tr>
<td></td>
<td><strong>BEST SELLING RECORD</strong>: Carl Perkins Jr., Dee 30601.</td>
</tr>
<tr>
<td></td>
<td><strong>RECORD AVAILABLE</strong>: Jimmy Dean, Col 41265.</td>
</tr>
<tr>
<td><strong>5. There Goes My Baby</strong></td>
<td>By Patterson J. Tracywell—Published by Jai Progressive (BMI)</td>
</tr>
<tr>
<td></td>
<td><strong>BEST SELLING RECORD</strong>: Drifters, Atlantic 2425.</td>
</tr>
</tbody>
</table>

**Second Ten**

<table>
<thead>
<tr>
<th>This Week</th>
<th>Last Week on Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>11. What'd I Say</strong></td>
<td>By Ray Charles—Published by Progressive (BMI)</td>
</tr>
<tr>
<td></td>
<td><strong>BEST SELLING RECORD</strong>: Ray Charles, Atlantic 2011.</td>
</tr>
<tr>
<td><strong>12. What a Difference a Day Makes</strong></td>
<td>By Green-Adams—Published by E. B. Mack (BMI)</td>
</tr>
<tr>
<td></td>
<td><strong>BEST SELLING RECORD</strong>: Dean Washington, Met 71455.</td>
</tr>
<tr>
<td><strong>13. Personality</strong></td>
<td>By Logan &amp; Price—Published by Linda-Louise (BMI)</td>
</tr>
<tr>
<td></td>
<td><strong>BEST SELLING RECORD</strong>: Lloyd Price, ABC-Paramount 10014.</td>
</tr>
<tr>
<td><strong>14. Sweeter Than You</strong></td>
<td>By E. Knight—Published by Hilliard (BMI)</td>
</tr>
<tr>
<td></td>
<td><strong>BEST SELLING RECORD</strong>: Ricky Nelson, Imperial 5505.</td>
</tr>
<tr>
<td></td>
<td><strong>RECORD AVAILABLE</strong>: Gunther, Mercury 71465.</td>
</tr>
<tr>
<td><strong>15. Lipstick on Your Collar</strong></td>
<td>By Issen-Grover—Published by Joy (ASCAP)</td>
</tr>
<tr>
<td></td>
<td><strong>BEST SELLING RECORD</strong>: Connie Francis, M-G-M 12793.</td>
</tr>
</tbody>
</table>

**Third Ten**

<table>
<thead>
<tr>
<th>This Week</th>
<th>Last Week on Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>21. Here Comes Summer</strong></td>
<td>By Jerry Keller—Published by Jaystar (ASCAP)</td>
</tr>
<tr>
<td></td>
<td><strong>RECORD AVAILABLE</strong>: Jerry Keller, Keart 277.</td>
</tr>
<tr>
<td><strong>22. Ciao Ciao Bambina</strong></td>
<td>By Domenic Mecaron—Published by Prin (ASCAP)</td>
</tr>
<tr>
<td></td>
<td><strong>RECORD AVAILABLE</strong>: Singing Brazil, Col 4506; Joe Cleer, Col 41422; Four Aces, De 3876; Dominica Mecaron, De 39081; Jacky Nautrup, Jevr 1127; Teddy Remo, Vic 7696; Var Trecio, London 5606; Caterina Valente, International 4502.</td>
</tr>
<tr>
<td><strong>23. Small World</strong></td>
<td>By Sion &amp; Sionettes—Published by Chappell (ASCAP)</td>
</tr>
<tr>
<td></td>
<td><strong>RECORD AVAILABLE</strong>: Johnny Mathis, Col 41810.</td>
</tr>
<tr>
<td><strong>24. What Is Love</strong></td>
<td>By Rechii-Vance—Published by Planetary (ASCAP)</td>
</tr>
<tr>
<td></td>
<td><strong>RECORD AVAILABLE</strong>: Pat O'Day, Creer 1000; Paul Taylor, Rosette 4060; Terry &amp; June, Creer 346.</td>
</tr>
<tr>
<td><strong>25. Mona Lisa</strong></td>
<td>By Joe Matt and Ray Evans—Published by Foreman (ASCAP)</td>
</tr>
<tr>
<td></td>
<td><strong>RECORD AVAILABLE</strong>: Carl Moore, Philips International 3539; Conway Twitty, M-G-M 12004.</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>This Week</th>
<th>Last Week on Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>6. Tiger</strong></td>
<td>By City James—Published by Roosevelt Music (BMI)</td>
</tr>
<tr>
<td></td>
<td><strong>BEST SELLING RECORD</strong>: Talaas, Channel 10017.</td>
</tr>
<tr>
<td><strong>7. Waterloo</strong></td>
<td>By Wilkie-Ursumuk—Published by Cedarwood (BMI)</td>
</tr>
<tr>
<td></td>
<td><strong>BEST SELLING RECORD</strong>: Roosevelt Jackson, Col 41393.</td>
</tr>
<tr>
<td><strong>8. Lavender Blue</strong></td>
<td>By Larry Moore &amp; Rist Daniel—Published by Joe (ASCAP)</td>
</tr>
<tr>
<td></td>
<td><strong>BEST SELLING RECORD</strong>: Sunny Turner, Big Top 3016.</td>
</tr>
<tr>
<td><strong>9. Sea of Love</strong></td>
<td>By G. Kehoe &amp; J. Bove—Published by Kamer (BMI)</td>
</tr>
<tr>
<td></td>
<td><strong>BEST SELLING RECORD</strong>: Phil Phillips, Met 71465.</td>
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<tr>
<td><strong>10. Forty Miles of Bad Road</strong></td>
<td>By Donna Edie and Al Crise—Published by Graymore Music (BMI)</td>
</tr>
<tr>
<td></td>
<td><strong>BEST SELLING RECORD</strong>: Donna Edie, Innit 2116.</td>
</tr>
</tbody>
</table>

**26. You're So Fine** | By L. Farnsy-M, Scholfield—Published by Alecta (BMI) |
| | **RECORD AVAILABLE**: Downtown, Peer 2107; Fulcrum, Earl 1003. |
| **27. I'll Be Satisfied** | By Bery Crady Jr. & Tyras Carr—Published by Pearl (BMI) |
| | **RECORD AVAILABLE**: Hebe Dinon, Epic 9044; Jackie Wilson, Brunswick 5516. |
| **28. Thank You Pretty Baby** | By Bill Ollie—Published by Bein (BMI) |
| | **RECORD AVAILABLE**: Bein-Bern, Met 71458. |
| **29. I Only Have Eyes for You** | By Harry Warren—Published by Rolaick (ASCAP) |
| | **RECORD AVAILABLE**: Flamingo, Col 1014; Ron Howard, Dee 13009; Al Jolson, Dec 2000; Bros Lawrance, Creer 4276; Shana Sel, Warner Bros. 1001. |
| **30. Kansas City** | By Leboeuf-McNary—Published by Fox (BMI) |
| | **RECORD AVAILABLE**: Tmall Hartman, Fox 1022; Fire (BMI); Bucky O'Hare, Chas 1710; (Fox, BMI); Rockin' Raymond and the Beasts, Fred 2815 (BMI); Lhank Hald, the Hotties, King 3009 (Aren Music, BMI); Sian Harley, Specialty 644 (Aren Music, BMI); Puri Willie Listerwood, Federal 3135 (Arne, BMI). |

---

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

THE NUMBER WONDERFUL INSTRUMENTAL OF THE YEAR
by the
Knightsbridge Strings
RA 2006
NOW AVAILABLE IN STEREO RA 2006-ST.

RANK RECORDS OF AMERICA
24 W. 57th ST. N. Y. 19, N. Y.
Judson 2-5405
PETER TRIPP
Disk Jockey,
WMGM, New York, N. Y.,
Your Hits of the Week,
Monday through Sunday,
5 to 8 p.m.
says . . .

“Billboard is a wonderful pipeline to everything one should know about in the Music-Record industry. It means a great deal to me just as it must to everybody who's connected with this industry in any way at all.”
A Smash Summer Hit*

*At our recent distributor's meeting, everyone was so enthusiastic over Ronnie's second release that initial orders for 200,000 copies were enthusiastically placed.*

RONNIE
HAWKINS
AND THE HAWKS

"MARY LOU"

"Need Your Lovin'"

R-4177

*R Harry Fox office. Please disregard.*
BEST BUYS

These records, all of which on the Hot 100, have begun to show nationwide sales breakthrough this week for the first time. They are recommended to dealers, job box operators and disc jockeys on having the greatest potential to go all the way. Previous Billboard Spotlight Picks are marked (*).

POP

*ANGEL FACE .................. Jimmy Darren
 (Brenner, BMI) Colpix 119

*SLEEP WALK ................. Santo & Johnny
 (Trinity, BMI) Canadian-American 103

TENNESSEE STUD .................. Eddy Arnold
 (Warden, BMI) RCA Victor 7542


C&W—No selections this week.

R&B—No selections this week.

REVIEWS OF

THIS WEEK'S SINGLES

The pick of the new releases:

SPOTLIGHT WINNERS

OF THE WEEK

Strongest sales potential of all records reviewed this week.

BOBBY DARIN

MACK THE KNIFE (Harms, ASCAP)—Side A is a bit of a
switch for the singer. Tune is from his current LP. He
sings the "Three-Finger Opera" song smartly over com-
plementary orchestra backing. This can be another big one for him.

The COASTERS

POISON IVY (Tiger, BMI)—I'M A HOG FOR YOU
(Tiger, BMI)—The Coasters are a likely bet to click again
with these hot contenders. Either side can come off for
top honor. "Ivy" is an interesting bit of material that
compares a gal to the well-known weed. "I'm a Hog for
You" is a peppy blues effort that is also performed with
the hit sound.

DEE CLARK

HEY LITTLE GIRL (Roosevelt-Tottie, BMI)—IF IT
WASN'T FOR LOVE (Gladdstone, ASCAP)—Clark
appears chart bound again with these two records. "Little Girl" is a
good hunk of material with lots of teen appeal on which
he is given a fine rock assist. "If It Wasn't For Love" is a
ballad that is sung with feeling.

SAM COOKE

SUMMERTIME (PARTS I & II) (Gershwin, ASCAP)—
Cooke reads the Gershwin song in a two-chorus, two-pane
way. Each side spotlights a ballad with beat approach. Side two
is a bit swifter and with an interesting rhythmic variation. 
This could be the side to take command. Both are strong,
however.

FREDDIE CANNON

OKFENNOKEE (Conley, BMI)—Cannon should fall
into this. "Tallahassee Lassie" with this similarly-styled
pitch. His driving vocal is delivered over driving combo
support. Flip is "Kookie Hat," (Clarkidge, ASCAP).

SHER WOOLEY

PYGMY LOVE (Channell, ASCAP)—This is Woolley's
best since "Purple Eater." The song tells all about love pygmy
style in cute and clever fashion. It can be a winner.

MIKE BURNETT & THE COQUETTES

RICKY (Calahan-Fairway, BMI)—Rockabilly ballad
tribute to the singer is a pretty theme, and the singers handled it
nicely over warm rock assistance. Side can register heavily
with the kids. Flip is "Parkin' Meter," (Calahan-Fairway,
BMI).

Country & Western

NO SELECTIONS THIS WEEK.

Rhythm & Blues

LITTLE JR. PARKER

BLUE LETTER (Lion, BMI)—STRANDED (Lion, BMI)
—Parker turns in two fine readings. "Blue Letter" is a
swift, Latin-flavored rocker that is expressively belted.
"Stranded" is a gusslet basic. Both are sound kids.

BOBBY BLUE BLAND

IS IT REAL (Lion, BMI)—SOMEDAY (Lion, BMI)—
Bland offers two fervent vocal stints on these attractive
sides. "Is It Real" is an up side with Latin traces in the
arrangement. Side can also come in for pop coin. "Some-
day" is a blues-balled that is told in knowing style. Both
can score.

(Continued on page 43)
2 SENSATIONAL SIDES BY
JOHNNIE RAY

“You’re All That I Live For”
A powerful ballad in the distinctive style that marks Johnnie’s greatest hits, this is the sound that sells.

“I’ll Never Fall in Love Again”
Like “The Little White Cloud that Cried,” another tune written and sung by Johnnie, this one gets the treatment only a composer can give his own song!

4-41438 ON HIGH-FIDELITY RECORDS BY COLUMBIA

© "Columbia" © 1959 by Columbia Records, Inc. A division of Columbia Broadcasting System, Inc.
JOHNNY MADDUX

"A Letter from Home"-ASCAP


BILLY VAUGHN

"Red, White & Blue"-DOT 1976—Smooth Vaughn sax


KENNY RANKIN

"I Cry When I Laugh"—DECCA 30954—Ballad with fields and triple figure. Rankin has a fresh, true voice. (Marvin, ASCAP)


RICH CARLYLE

"Baby, I Love You"—TEMPLE 379—With my heart and my love. Very nice tune. (With my heart and my love."


THE SIGNATURES

"Flirtin'—WARNER BROS. 519—


THE NIGHTBIRDS

"The Little Red Bird"—TODD 7099—


RUDOLPH JOHNSON

"Solitaire"—ASCAP


BUD JOYCE

"Highway One"—VICTOR 202—


CLAYDE OLDS

"Old Fashioned Gal"—MERCURY 7164—


THE DEL-TONES

"Green Frenzied Beagle"—PLACK 716—


LEFTY GUTHRIE BATES

"Gangster Hound"—GOLDEN 71484—


JAY CARMEN

"Lightning Bug"—MINK 109—A
c


LOUISE LEIGH

"I Promise You—AMERICAN IN


GERALDINE REESE

"I Don't Want To Walk Without You—Mills


DOROTHY REIMANN

"The Man With the Iron Heart—


(Continued on page 50)
Getting Bigger All The Time!

SAL MINEO

"MAKE BELIEVE BABY"
and

"YOUNG AS WE ARE"

5-9327 Two smashing newcomers! "MAKE BELIEVE BABY"... it's getting bigger and its got the makings of a long-run hit! "YOUNG AS WE ARE" ... it's on the move! Sal's his own running mate with this one. Call your Epic distributor today.
**Best Selling Sheet Music in U. S.**

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

<table>
<thead>
<tr>
<th>Rank</th>
<th>This Week</th>
<th>Last Week</th>
<th>Title/Artist</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>THE BATTLE OF NEW ORLEANS (Warden)</td>
<td>10</td>
<td>799</td>
</tr>
<tr>
<td>2</td>
<td>PERSONALITY (Loyd-Logan)</td>
<td>10</td>
<td>799</td>
</tr>
<tr>
<td>3</td>
<td>KANSAS CITY (Fire)</td>
<td>8</td>
<td>799</td>
</tr>
<tr>
<td>4</td>
<td>DREAM LOVER (Fern-Progressive)</td>
<td>9</td>
<td>799</td>
</tr>
<tr>
<td>5</td>
<td>WATERLOO (Cedarwood)</td>
<td>4</td>
<td>799</td>
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<tr>
<td>6</td>
<td>QUIET VILLAGE (Baxter-Wright)</td>
<td>13</td>
<td>799</td>
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<tr>
<td>7</td>
<td>SUMMER DREAMS (Rio Grande)</td>
<td>7</td>
<td>799</td>
</tr>
<tr>
<td>8</td>
<td>LIPSTICK ON YOUR COLLAR (Joy)</td>
<td>4</td>
<td>799</td>
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<tr>
<td>9</td>
<td>THE HAPPY ORGAN (Lowell)</td>
<td>15</td>
<td>799</td>
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<tr>
<td>10</td>
<td>TILL THERE WAS YOU (Jayzard)</td>
<td>2</td>
<td>799</td>
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<tr>
<td>11</td>
<td>77 SUNSET STRIP (Wiltmark)</td>
<td>18</td>
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<tr>
<td>12</td>
<td>LONELY BOY (Shanta)</td>
<td>3</td>
<td>799</td>
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<tr>
<td>13</td>
<td>HAWAIIAN WEDDING SONG (Pickwick)</td>
<td>30</td>
<td>799</td>
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<tr>
<td>14</td>
<td>I KNOW (Roncon)</td>
<td>1</td>
<td>799</td>
</tr>
<tr>
<td>15</td>
<td>FIVE PENNIES (Dems)</td>
<td>14</td>
<td>799</td>
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**Best Selling Sheet Music in Britain**

(For week ending August 1)

<table>
<thead>
<tr>
<th>Rank</th>
<th>This Week</th>
<th>Last Week</th>
<th>Title/Artist</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>LIVING DOLL—CLIFF Richard (London)</td>
<td>1</td>
<td>799</td>
</tr>
<tr>
<td>2</td>
<td>DREAM LOVER—Bobby Darin (London)</td>
<td>5</td>
<td>799</td>
</tr>
<tr>
<td>3</td>
<td>BATTLE OF NEW ORLEANS—Louis Quanz (Pye)</td>
<td>3</td>
<td>799</td>
</tr>
<tr>
<td>4</td>
<td>BIG HUNK OF LOVE—Elvis Presley (RCA)</td>
<td>5</td>
<td>799</td>
</tr>
<tr>
<td>5</td>
<td>A TEENAGER IN LOVE—Marty Wilde (Philips)</td>
<td>4</td>
<td>799</td>
</tr>
<tr>
<td>6</td>
<td>LIPSTICK ON YOUR COLLAR—Connie Francis (M)</td>
<td>7</td>
<td>799</td>
</tr>
<tr>
<td>7</td>
<td>ROULETTE—Ran Conway (Columbia)</td>
<td>7</td>
<td>799</td>
</tr>
<tr>
<td>8</td>
<td>LONELY BOY—Paul Anka (Columbia)</td>
<td>3</td>
<td>799</td>
</tr>
<tr>
<td>9</td>
<td>IT'S LATE—Richie Steele (London)</td>
<td>11</td>
<td>799</td>
</tr>
<tr>
<td>10</td>
<td>PETER GUNN—Eddie Floyd (London)</td>
<td>9</td>
<td>799</td>
</tr>
<tr>
<td>11</td>
<td>PERSONALITY—Anthony Newley (Columbia)</td>
<td>10</td>
<td>799</td>
</tr>
<tr>
<td>12</td>
<td>RAGTIME COWBOY JOE—David Selle-Chippenham (London)</td>
<td>15</td>
<td>799</td>
</tr>
<tr>
<td>13</td>
<td>I KNOW—Perry Como (RCA)</td>
<td>19</td>
<td>799</td>
</tr>
<tr>
<td>14</td>
<td>GOODBYE, FRANKIE GOODBYE—Ruby Murray (Columbia)</td>
<td>10</td>
<td>799</td>
</tr>
<tr>
<td>15</td>
<td>A TEENAGER IN LOVE—Curtis Davis (Top Rank)</td>
<td>18</td>
<td>799</td>
</tr>
<tr>
<td>16</td>
<td>SOMEONE—Ian Hamilton (Pentan)</td>
<td>14</td>
<td>799</td>
</tr>
<tr>
<td>17</td>
<td>POOR JENNY—Every Brothers (London)</td>
<td>9</td>
<td>799</td>
</tr>
<tr>
<td>18</td>
<td>YEP—Dianne Dade (London)</td>
<td>16</td>
<td>799</td>
</tr>
<tr>
<td>19</td>
<td>HEART OF A MAN—Frankie Vaughan (Philips)</td>
<td>19</td>
<td>799</td>
</tr>
<tr>
<td>20</td>
<td>SIDE SADDLE—Ross Conway (Columbia)</td>
<td>17</td>
<td>799</td>
</tr>
</tbody>
</table>

**Billboard Bound Volumes!**

We still have a few bound volumes of past issues of THE BILLBOARD available. But they are selling FAST. All are sold on a first-come, first-served basis. Price, $11.50 per volume.

- 1935 Jan.-March: $7.50
- 1943 April-June: $7.00
- 1942 July-Sept.: $7.50
- 1944 Oct.-Dec.: $7.00
- 1945 April-June: $7.00

Please direct all inquiries to:

**MR. W. ROSS**

THE BILLBOARD

2160 Patterson St., Phone DUunar 1-6450, Cincinnati 22, Ohio

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- 1. any speed—label—quantity
- 2. rock-bottom prices
- 3. orders shipped same day
- 4. overnite delivery to 33 states
- 5. our "BIG 20" hit sheets speed ordering

**Music Box**

1.301 W. 75th St., Chicago 20, Ill. 1305 Spring St., N.W., Atlanta, Ga.

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To make more easy money quick, with non-competitive line.

Write in confidence to:

- BOX D-99
- The Billboard

2160 Patterson St., Cincinnati 22, Ohio

**Billboard's Music Popularity Charts... POP RECORDS**

Gene & Eunice

on CASE 1001

Poco Loco

b-w On-Tah Kahuna

Morley Craft, President

701 Seventh Ave., N.Y. 36

Circle 5-4000

**Audition**

A new selling force ...

... for dealers ...

... for manufacturers ...

IN FULL COLOR EVERY MONTH IN THE BILLBOARD

**Record Wholesale 1-Stop Service!**

- For Operators, Dealers and Rack Jobbers

- ALL LABELS

1-Day Service - Free Title Strips

- 45's... 60c

- Most 45's... 71c & 71c

- LP's... 91c $2.47

- $3.09 $3.69

G.O. in 2 weeks with order. Same day post.

**Redisco**

1211 West North Avenue
Baltimore 17, Maryland
Madison 3-1978

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

- 1. any speed—label—quantity
- 2. rock-bottom prices
- 3. orders shipped same day
- 4. overnite delivery to 33 states
- 5. our "BIG 20" hit sheets speed ordering

**Boys & Girls**

1.301 W. 75th St., Chicago 20, Ill. 1305 Spring St., N.W., Atlanta, Ga.

**Music Box**

1.301 W. 75th St., Chicago 20, Ill. 1305 Spring St., N.W., Atlanta, Ga.

**Billboard's Music Popularity Charts... POP RECORDS**

Gene & Eunice

on CASE 1001

Poco Loco

b-w On-Tah Kahuna

Morley Craft, President

701 Seventh Ave., N.Y. 36

Circle 5-4000

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1. any speed—label—quantity
2. rock-bottom prices
3. orders shipped same day
4. overnite delivery to 33 states
5. our "BIG 20" hit sheets speed ordering

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We still have a few bound volumes of past issues of THE BILLBOARD available. But they are selling FAST. All are sold on a first-come, first-served basis. Price, $11.50 per volume.

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THE BILLBOARD

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$2.47-$3.10-$3.71

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6920 H, HALSTED, CHICAGO 21, ILLINOIS (Randlife 3-3114)

**Singer One Stop**

45's - 45s

TP's - 78s

Free Strips

when answering ads...

Say You Saw It in The Billboard
Around the Horn

Hank Snow has cast his lot with the Acuff-Rose Artists Corporation, managed by Walter D. Kinzie, and has henceforth worked out of that office. On September 1, Hank and His Rainbow Ranch Boys begin a seven-day trek for Ramblin’ Lou, deputy at WJJL, Niagara Falls, N.Y., and in October begin their annual swing thru the Maritime Provinces of Canada. Following the Canadian jaunt, Snow flies out for California and the Pacific Northwest for a 20-day swing for Nat Niberg, West Coast promoter. Slated for early release by RCA Victor is a new LP album which Hank singing a repertoire of Jimmie Rodgers numbers.

Carl (“Pointed-Toe Shoe”) Perkins takes his band to Dyersburg, Tenn., August 14, and Cleveland, III., August 15; to Johnson and Jack, Kitty Wells, Bill Phillips, and the Tennessee Mountain Boys tour Missouri, Nebraska and Kansas August 11-21... The Duke of Paducal-Little Johnny Dickens fall package is set for Natcha, La., August 15; Hurlin, La., 16; Bloomfield, i.a., 19, and Mason, Mich., 20... Don Kinzie and brothers and George Morgan will be in Murphy’s, Ill., August 15; Madisonville, Ky., 16; and Madison, Wis., 17... The Minnie Pearl-Pee Wee King fall tour places Caledonia, N.Y., August 11; Covington, Va., 12-13, and Coruna, Mich., 17... Carl Smith and His Tennessee Plowboys carry their "Ten Thousand Drums" to Hattiesburg, Miss., August 19-20, for the Liberty Road Volunteer Fire Carnival... Red Sovine, Run Wilson and the Godbouds are touring Texas thru August 23... Stonewall Jackson, after a 10-day balcony tour thru Oklahoma, Iowa and Minnesota, team up with Bobby Helens to play Ohio fairs. A couple bookings were made by the Jim Denny Artist Bureau, Nashville.

Johnny Cash has been linked to do the title song for Nick Alama’s new TV series, "The Rebel," skedded for Sunday nights on NBC-7... Cash will also appear in several segments of "The Rebel." Cash recently filmed a featured part in a "Wagon Train" episode and is being considered for a dramatic role in at least two other TV shows coming up, Johnny’s new Columbia single release, the "Get Snaggletooth!" and "Five Feet High and Rising." He also has a new folk song, L P, "Johnny Cash Sings Songs of our Soil."

Billboard's newest on Monument Records is "Willy, Quit Your Playing," b. "It Takes You." Joanie Hall will be featured with the Tex Williams band at the latter’s Village Ballroom, Newhall, Calif., starting August 14. Joanie will be back in last week with the "Gum Smoke" trio, Chester, Kitty and Doc. Her new release on the Ivory label is "Our Favorite Country Friend of Coffee" b. "Sit, Home Crip." Decal copies are available by writing her manager, Jack Morris, at 5424 Lemon Long, No. 5, Calif. Glenn Glenn, still with the Army in Hawaii, has a new Era Records release in "Goofin’ Around" and "Sunrise Green From Abilene."

Benny's expects to finish his Army hitch by touring Europe, then back to Canada. By Christmas... Paul McGhee, formerly for six years with the Hank Thompson combo, now has his own group known as the Rockeaters, which has just had its first public release on the Flame label, "Bongola for Drums and Guitars," b. a new version of "You Are My Sunshine," the old Jimmy Davis tune. Comprising the five-piece aggregation are Freddy Lead guitar and vocals; Billy Goodwin, tenor sax, drums; Rex White, piano and steel; Don Dawson, Saxes; and Robert McGhee, drums. The Rockeaters hold forth six nights a week at the Navajo Hogan Night Club, Colorado Springs, Colo. Verlin Husky and Lefty Fitzrell are slated to head up a package which will play at the Colorado Centennial, Colorado Springs, August 14.

Starday artist Frankie Miller traveled from Fort Worth only to Nashville to cut a session and to appear at "Grand Ole Opy" August 1. Before leaving Fort Worth, Miller was honored at a Frankie Miller Appreciation Night at "Cowntown Hoe-down," WSM Grand Ole Opy... Hank Craig, Miller’s new Starday release, "Family Map," is skedded for release August 15... Inby chief, Don Pierce, has acquired the master of "We Need a Lot More Jesus and a Lot Less Rock of Roll," from Waylon Jennings, WCKY, Cincinnati. This and five others are being included in a Starday extended-play record... Starday is also furnishing Randy with a gospel package consisting of 24 selections from four extended-play records, which the latter is pitching over WCKY and several Mexican border stations.

With the Jockeys... On August 22, Ramblin’ Lou celebrates his 12th anniversary with WJJL, Radio, Niagara Falls, N.Y., where he’s doing four hours of c.w., music a day—5:45-8:05 a.m. and from 10:05 to 1:05 p.m. On the anniversary show, Lou will do a special several-hour half-hour broadcast, and would appreciate receiving taped complimentary copies from artists, managers, promoters and music men to be played over the air on the occasion... Jimmy Stewart, TV performer and recording artist, is present—senting an hour of pure country music over WATT, Chicago, each Saturday from 5-6 p.m. "Gone Parsons continues to turn in a bang-up job with c.w. tunes over WFAQ, La Grange, Ill., his nightly program, 6-6:06 p.m.

Frances Curtis, publicity director of KAIR, Tucson, Ariz., reports that the station is moving to 24-hour c.w. station in the Southwest... The Starday and the Sunwax c.w. labels are turntable-manufactured by such c.w., music experts as Jack Rivers, KAIR program director; Tommy Chacon, formerly with Jack Rivers’ "Thirtiwatt Caravan," of Sunwax, and WCKY, W.D.H., and who had his own platter show in the former city for many years; Rusty Wright, who has worked with various c.w., units, and Monty Smith, guitarist who for many years had his own show in Bilings, Mont. Rivers also trooped for a time with Jimmy Wakely, Tex Williams, Stuart Hamblin and Johnny Bond. In addition to the platter shows, KAIR also presents daily, noon-1 p.m. a live show called "Tucson Jamboree." Jerry McCauley, former sales exec at WMGM, New York, is owner-manager of KAIR.

FOLK TALENT & TUNES

By BILL SACHS

The Eternal's

on HOLLYWOOD'S

ROCKIN' JUNGLE

3:40 - "Ole Man River" (Paul Williams)
1:03 - "On the Outside (Looking In)" (Brownie McGhee & Sonny Boy Williamson)
1:30 - "Rocking Chair" (Brownie McGhee & Sonny Boy Williamson)
2:10 - "Smokestack" (Brownie McGhee & Sonny Boy Williamson)

HOT C&W SIDES

For Week Ending August 16

Title, Artist, Company, Record No.
1. 2 1, 2 WATERFALL, Stonewall Jackson, Columbia 43193
2. 2 2 1 THE BATTLE OF NEW ORLEANS, Johnny Horton, Columbia 43193
3. 3 3 HEARTACHES BY THE WINDMILL, Roy Price, Columbia 41714
4. 4 4 BIG MIDNIGHT SPECIAL, Melba Lee & Steevy Cooper, Hickory 1098.12
5. 5 5 TENNESSEE STUB, Eddy Arnold, RCA Victor 7345
6. 6 6 TEN THOUSAND DRUMS, Carl Smith, Columbia 41407
7. 7 7 16 WHO SHOT SAM, George Jones, Mercury 71464
8. 8 8 19 KAY "THAT'S My GIRL, Johnny Cash, Sun 329
9. 17 17 PEGGY, Hank Williams, Columbia 1957
10. 14 22 12 CHUCK & BEAR IT, Joanie Hall, Decca 30812
11. 9 9 10 LONG BLACK VEIL, Lefty Frizzell, Columbia 41384
12. 11 8 8 BLACK LADY FARMER, Frankie Miller, Starday 424
13. 12 13 14 YOUR WILD LIFE'S GONNA GIVE YOU SOWN, Kitty Wells, Decca 30816
14. 13 15 12 CAIN IN THE HILLS, Leevin Flatt and Earl Scruggs, Columbia 41390
15. 14 20 18 WINTER'S OVER, Bill Anderson, Decca 30916
16. 19 16 17 HOW DO YOU DO, Bill Anderson, Columbia 41969
17. 20 13 18 JIMMY WARD, Johnny Horton, Columbia 1769
18. 24 7 10 CHASIN' A RAINBOW, Hank Snow, RCA Victor 75104
19. 26 17 19 WALTZING MATILDA, Slim Whitman, Decca 31802
20. 26 17 16 19 Half-Breed, Marvin Rainwater, Decca 18506
21. 20 15 16 LONESOME STREET, Josh White, Columbia 3096
22. 24 7 11 10 JIMMIE DAVIS, Jeannie Skinner, Mercury 7140
23. 19 16 13 11 I'M A ROVER, Roy Eldridge, Decca 30842
24. 22 8 17 I'M SORRY, Lefty Frizzell, Columbia 41384
25. 24 25 18 DRAGGIN' THE RIVER, Ferlin Husky, Capitol 41861
26. 25 10 11 JUST A GROOVE, Ferlin Husky, Capitol 41861

Advertising: Deadline Extended to August 24!

"THE COUNTRY MUSIC WHO'S WHO"

Wire, Call or Write AT ONCE.

For full details if you are in Country Music—FREE picture space to all Artists, D.J.'s, Writers, Promoters, Exes, etc.

Rush your photo at once!

CARDINAL ENTERPRISES, INC.
1519 Central Parkway, Cincinnati, Ohio
Phone: Parker 1-4682
DON GIBSON
SINGS ANOTHER GREAT POP HIT
DON'T TELL ME YOUR TROUBLES
c/w HEARTBREAK AVENUE 47/7566
tie in with KAPP’S

backed by DRAMATIC WINDOW DISPLAYS
Complete, compelling window units with real pulling power—building the kind of traffic you want. Counter cards, streamers—everything you need for a solid selling season.

1 10% DISCOUNT (qualified dealers only)

2 *100% EXCHANGE PRIVILEGE (qualified dealers only)
   *Not applicable to new releases

3 30/60/90 DAY DATING (qualified dealers only)

4 100% DEALER PROTECTION

KAPP BELONGS TO NO RECORD CLUBS! On the contrary... we have turned down offers of over hundreds of thousands of dollars by top record clubs.
GREAT FALL PLAN

TREMENDOUS RADIO AND TELEVISION COVERAGE

Have you been watching how Kapp stars, Kapp songs, Kapp Records are moving ahead with ever greater speed...with systematic coverage all over the U.S.? This Fall will see a whole explosion of KAPPACTIVITY on radio and TV.

NEW FEATHERS IN OUR KAPP

IN REGULAR AND STEREO

KAPP RECORDS INC., 136 EAST 57TH ST., N.Y. 22, N.Y.
Exciting news!...But completely hush-hush 'til August 24th!
* Reviews of New Pop Records

* Continued from page 80

** MODERATE SALES POTENTIAL **

* CAIN AND ABEL **
  * "Ochata Raamnest"—A BELL 519—
  A fast-paced pop number by Cain and Abel with an instrumental solo. Available for limited sale now. (Abel, BMI)

* "Don't Blame Them"—Vanguard added drum solo by duo is lengthily Jim sign. (Abel, BMI)

* THE SUNETS **
  * "How Now? I Remember"—R.A. COX 102—A catchy western ballad enjoyed the dance band on this release. Sold for okay results. (Enri, BMI)

* "Little and Carey"—The up-tempo, this balances along in pleasant style with the head honcho with the sumac, advised by a chorus. A fair tale. (Enri, BMI)

* THE IDEA **
  * "I Was a Walk"—J.C.D. 104—Dare hands this pairing recharged a fair enough performance with help from a fan group. (Lovely, BMI)

* "Lover's"—Belle Allen—A slick waltz in the city, who would odd in the city. A one-time a sort, comes off for okay results. (Lovely, BMI)

* "AL HUNLEY **
  * "1 I Wish"—BINGO 1235—A moderate pop—recharged combo in for the situation treatment by Husky. Crooner high-lighted appearance. Read in the backing. (F.D.M., ASCAP)

* "If You Want Me"—This time is set to a rockaballad beat. Fair treatment by Husky. (F.D.M., ASCAP)

* CORALLORS **
  * "Ain't A Little Kiss"—ABC 616—A fast shuffle rhythm version of the familiar older. The group turns in an okay stinging job. (ABC, ASCAP)

* "HIGH on a Mountain Top"—A folk sentiment is expressed by the group on this ballad. Here are assisted by husky, appearing in the backing. (Lowery, BMI)

* MAMIE VAN DOREN **
  * "I'm Grateful"—DOT 3510—Attractive tune is cleaned up by the fine accents. (Randy-Smith, ASCAP)

* "The Beat Generation"—Okay rhythm by minor group wears an overly tight belt. Should pull some Jockey play. (Fare, ASCAP)

* GEORGE ROSSNER ORK **
  * "Chim' de Rye"—CASCADE 2311—
  Attractive instrumental treatment of Latin theme. (Karin, ASCAP)

* "Coca-Cola"—Chu Chu—Familiar opera number is dressed up in early chu chu the manner. (Karin, ASCAP)

* WILLIAM GEORGE **
  * "Deep Step"—ACCENT 1990—
  Frankie Rhymer item is worn in early fashion by George. (Sound, BMI)

* "I Dig"—Some comment. (Sound, BMI)

* THE CLASSICS **
  * "Let Me Dream"—CREST 1067—
  Vocal theme by leader and group on minor recharged. (Choice, ASCAP)

* "You're the Prettiest One"—Jassey charging by group on catchy ditty. (American, BMI)

* FRANKIE AND JADE **
  * "Troubles on My Mind"—RAY 1162—
  Country-styled with a duet by Frank on this release. (Choice, ASCAP)

* "I'll Follow You Ponies"—Okay Pavilion's system recharged with country flavor. (Choice, BMI)

* JOE HALL **
  * "Respectful Breezwhistle"—GLOBAL 2034—
  Joe Hall talks aboutWearing the Breezwhistle on this release. (Choice, ASCAP)

* "Is This The Way"—Okay Pavilion's system recharged with country flavor. (Choice, BMI)

* "Willie"—Belle Allen—This tune is set to a rockaballad beat. Fair treatment by Husky. (F.D.M., ASCAP)

* "The Beat Generation"—Okay rhythm by minor group wears an overly tight belt. Should pull some Jockey play. (Fare, ASCAP)

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MARKS THE SPOT TO PRODUCE PROFITS

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SAY YOU SAW IT IN THE BILLBOARD

The Billboard's Music Popularity Chart, POP RECORDS

AUGUST 10, 1959

Rhythm & Blues

GHET BURG
Mr. Bob's Goodtime—COCA 509
*

JEFFERSON PLATEAU
Mr. Bob's Goodtime—COCA 509
*

JIMMY CLIFF
Mr. Bob's Goodtime—COCA 509
*

MINT JULEP
Mr. Bob's Goodtime—COCA 509
*

RED GARLAND TRIO
Mr. Bob's Goodtime—COCA 509
*

SALES CO.

ROY ACUFF
"COME AND KNOCK"

Hickory — 1097

HE'S GOT THE TALENT! HE'S GOT THE VOICE! HE'S GOT THE SMASH!

Bobby Rydell

"KISS ME" #176

CAMP

137 West 57th St.
New York, N.Y.

SAM COKE

SUMMERTIME

Parts I & II
Keen 28101

MONUMENT 548

ARE YOU THE SILLIEST MILLIE
WHO SHOT SAM?
ASK GEORGE JONES
7640

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

EUGENE MODEST: Set Me Free/Winn La
Low Baby—MCM 219

Don't Ever Take Your Love From Me—CHAP 121

**

TOBACCO ROAD—CHAP 121

**

Country & Western

LITTLE JIMMY DICKENS
Set Me Free/Winn La
Low Baby—MCM 219

**

Joe Carson

**

BOB MILLER

**

SHIRLEY BOYD

**

FATY TIMMONS

**


discography by George on mergan weaver with good lyrics. (Gilt & Stone-Up B. M.

Curved Woods — Same accent. (Gilt & Stone-Up B. M.

Sweet Rebels—They say the chick is too young, but he loves her. A country-flavored tune with a solid rhythm pattern. (Time, B. M.

Shirttail

**

Weaver is presented with appeal by the chick. Traditional backing accompanies. (Gilt, B. M.

**

I've Got It—Specialty country tune is given a lilting melody which with the label. (Gilt, B. M.

**

Jimmy Smithson

**

Brother of My Heart—CAPROCK 11—Melodious country tune is a gem with feeling by Simpson. Good side for traditional fans. (Carroll, B. M.

I'm On Old Field Road—Yorkville is a good one for the listeners, but flip flop is the label. (Gilt, B. M.

**

JAY CES LEWIS

**

Today I Tumbled—LUCKY 004

A singer. Lewis holds it out as a traditional number. (Countryfield, B. M.

**

Pat of the Game—Waltz is traditionally styled like the flip. (Countryfield, B. M.

**

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

EUGENE MODEST: Set Me Free/Winn La
Low Baby—MCM 219
View Draws Mixed Reaction

Johnny Horton, Stenstell Jackson, Carl Smith, Johnny Mathis and Johnny Cash agreed, said that if kids want a record badly enough, they'll hash any price. Columbia would however, meet the price, if RCA Victor cuts it. Capital Records sales veep, Mike Matladin, said: "We don't intend to go any lower in our prices now. It's just, just, just a little cheaper price, and industry cuts price we will go along with it."

Waiting Watchful

Decca Records veep, Marty Sally, said fans could buy a record at 15 cents and it doesn't have what they want, it won't sell, but that if that fan buys one record and they find they'll gladly buy it at a price even higher than 15 cents. Decca, according to Sally, would resist a price cut and would watch results of such a move before making a decision on following suit.

MG Records president, Arnold Maxin, agreed with the price cut idea. "I believe a reduction would bring more business. We're making a business by reducing payola, freebies and other excesses. It might eliminate some marginal operators but I believe the industry as a whole will benefit, " said Maxin. "Altho I would favor a high price cut in the hopes that the people would not be economically feasible."

Warner Bros, prez, Jim Conkling, asserted: "If they can afford it, we can afford it, too. In the music business, I'm all for it. But I would first watch to see what happens. Cut prices won't win back adult buyers and that's what we need."

Dave Kapp, head of the label that has the biggest artist, declared: "We have no intention of reducing our prices. That's not the answer. The trouble is there are just too many records. As long as there aren't worth a dime. Make a disk that's worth $2 and you won't have any trouble selling it for 98 cents."

Si Waronker, prez of Liberty Records, pointed out that "the industry as a whole no longer have to be dictated by the majors. If a major wants to cut price, let him do it. We have no intention whatsoever of cutting the price."

Jexy Wexer, Atlantic Records veep, suggested that any price cut would make the business ruiner for many independent distributers. Atlantic would tell that it would also work a hardship on indie distributers. "It's a different situation, I'm speaking for your own branches rather than independent distributers," Wexer stated. "I'd hate to see it happen right now. If it comes we'll have to watch our in.

Stating that even if RCA Victor should cut prices, AB Records would stay at 98 cents, the label's chair, Sam Clark, asserted: "Our record company can live on a 78 cents price cut. We've been through worse. Our record sales increased with a lower price, Clark said he would reconsider his decision.

Morris Levy, head of Roulette, "If Victor cuts prices 90-99 cents will follow immediately. I think it would help sales tremendously and it might also help eliminate freebies."

Imperial Records' prez, Lou Chudi, averred that "Price doesn't seem to be a problem. It's much more important with singles than the majors because the rasure and retailers are more interested in L P sales. If the majors cut prices it would hurt many dealers and I wouldn't want to see that happen. I have no intention of cutting prices, but I'm watching the independents to see if they really go for the industry further. Get 'em in here, and they'll take a look at it."

Cut No Answer

Johnny Thompson, of Challenge Records, "at 98 cents it's a failure. " Said the answer. "If you cut price you can't cut prices, " he said. "All this can occur only when you have a bunch of us cut back to make prices worth less, " added Thompson. "Twice we had to do price cuts to pay for $2 per disk."

Maxin got some support from Tony Valerio, both of whom said that the record industry's cut prices would not bring back adult buyer. 

"I prefer Randy Wood would also keep the price line. " If we make the decision we'll just sell as many records as we could, " said Maxin. "Randy's view is that if you or me, or you anybody cut prices when costs are so high."

In Chrysalis Records spokesperson were not available for comment at press time.

Coast Promoter

Continued from page 16

that year. Nieman's show was held first and walked away with the cream prices. However, the (N.B. Company) instil ile from the Chicago scene, leaving the shows to Nie- man's decision.

Efforts to bring about a peace- ful settlement will fail unless we cut in failure. James B. Lansing Company Ray Pepe last month intervened and ar- raged a meeting in New York be- tween Logan and the institute board. Logan was to bring Logan back into the show picture, elim- inate the price war that had hit shows, and he had the institute look into Logan's show plans. After the meeting (which was

Chi Jazz Fiesta

Continued from page 2

plan was first revealed in last week's Billboard and, according to Lowens, he was hit immediately by bids that Logan would insure its success. Continua.n.a. Air Line President Bill Simms, flew to Chicago in the hope that Logan would attend Madison Square Garden end of the proceedings as a benefi

Music Feedback

ported by a "quality image" that the firm has always tried to project, according to the Magnavox toppe.

"We want the customer to be able to say proudly, "I have a Magnavox," and they have it every time. They only spent $79.95. Not only that, we want the cus- tomer to be brought into one of our dealers by the attraction of the low price. After they're in, we hope them to see that they can have one of our consoles at a lower price than they thought they would have to pay,"Fredjein said.

"In fact," he added, "they'll find we're in line with our competition."

Recent History

How did Magnavox get into stereo as quickly as they did, we wanted to know? They were demonstrating their "Stereodisc" and started the stumped. And the Magnavox units were on the market before most disk firms were producing their two-channel product.

"We're flexible in engineering and production," Freim- ean explained. "You might call Magnavox a self-contained manufacturer. We've got our own speaker and we make our own furniture. We even have some control over raw materials. In fact, we're even able to supply some of the mahogany we use in our cabinets.

Fall Business

As for the future, Magnavox plans the heaviest ad and promotion campaign in their history. In September, they plan to package a radio show for FM's "good music" stations. Dealers are to cooperate by sending post card mailings directing attention to the show and inviting them to tune in.

"The NM show will be another in print media—a saturation campaign in many national publications, both consumer and trade.

Logan Bid

Continued from page 12

Institute (San Francisco, 1959) Log- an got paid more than twice as much if the institute took over Logan's book. That was okay with "Lan- gan. We had a specific contract with him and that's the situation. It was a good deal because the problem is not one of money. Log- an mentions money nowhere in his proposal to the Institute. The problem is that his demands are unreasonable and we cannot accept them."

In their original deal with Logan, the institute members did not think they were actually dealing with Northern California Record Shows, Inc., a group of electronics reps and distributors.

"We thought of Logan only as an N. C. A. S. employee," Schwartz- man said, "but he went work- ing for himself."

At present, neither side ap- peared to have any thought of giv- ing in to the other.

The punctuated with angry outbursts) Logan submitted to the board a six-point list of terms whereby he would agree to produce the San Francisco and L. A. Shows: (1) no price cuts; (2) "That the Heath Company be recognized as a prime manu- facturer of hi-fidelity compo- nents with national distribution and be eligible to the same terms as other members."

Board rejected Logan's propos- als, and high among its reasons, HFM prez Joe Benjamin told members: "It is obvious from this proposal that Logan was arrogat- ing to himself, and making concessions which are wrongly the institute's."

Last week, Logan, with James A. Abramson, Schwartz- man and Jerry Reichard, the institute's "Safety" Schwartz- man's, meeting with prospective exhibi- tors in an effort to rally their sup- port for his proposals.
Chippewa Falls
Fair Stops Skid
At Grandstand
Revamped Show
Promotion Helps;
Water Show, Names Featured on Bill

BY HERB DOTTEN

CHIEF OF THE STORY OF HOW THE FAIR MIGHT BE HELD CAN'T BE TOLD until next week, but it's
now certain that the Chippewa Falls Fair will once again be put on the
agenda for the fall.

The fair, which has been
held annually for the past 86 years, was cancelled last year due to the
pandemic, but organizers are hopeful that it can go ahead this year.

The fair will feature a variety of exhibits, including horses, cattle,
and other livestock, as well as food vendors and entertainment. The
grandstand will also feature a variety of shows, including a water show,
and the fair will feature a variety of entertainment options.

The fair is a major event for the community, and it's always a
pleasure to see the local people come together to enjoy the festivities.

The Chippewa Falls Fair is a long-standing tradition in the area, and
it's always a pleasure to see it continue to thrive. We look forward to
seeing you there!
Woolfolk office.

of

First

September

plans

Phillips, Bobby and

Kitty

Baker, Coasters, Drifters, Skyliners, Johnny

the first group, consisting of Paul Anka, Annette, Duane Eddy, LaVern

of

Labor Day lure

for

by Clark

AUGUST

Touring

Cathalas Duo,

Supporting talent at

nights

head up the grandstand

his 22 Huskies, the

. With

Watertown, N. Y.,

Three

11

-13.

Lavelli

-28.

To

47.

13.

-24;

Bethany, Mo.,

-9.

13.

-18;

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AUDITORIUM ASSN. ELECTS MCCULLAM

Birmingham Manager is President; New Buildings Survey Policies Set

By Tom Parkinson

ATLANTA — Fred McCullam, manager of the Birmingham Municipal Auditorium, was elected president of the International Association of Auditorium Managers in the final session of their convention here Saturday (1). McCullam had been a vice-president and is a former winner of the Meritorious Service Award.

IAAM also elected eight district vice-presidents. They are P. B. Tomlinson of Milwaukee, Wis.; Joel L. Janus, Jr., of downtown Atlanta; William Stark, Oonodaga County War Memorial, Syracuse, N.Y.; E. Lem Khalin, Milwaukee Auditorium-Arena; Horace Strong of St. Louis Municipal Auditorium; Des Moines; Claude Ritter, Mitten Beach Auditorium and Exhibition Hall; Francis Dor总投资, Sam Houston Coliseum, Houston; Edward J. Allen, Pasadena Civic Auditorium, and Don Jewell, Memorial Coliseum, Portland, Ore. Charles McEttray was re-elected secretary-treasurer.

Newly elected directors are retiring president Atwood Olson, Minneapolis Municipal Auditorium; Harry Niebuhrge, Atlantic Municipal Auditorium; C. W. Van Lopik, Masonic Temple Auditorium, Detroit; Don Myers, Allen County War Memorial Coliseum, Fort Wayne; Ray Scherer, New Orleans Municipal Auditorium; L. Z. Little, Ford Auditorium, Dallas; Charles D. Elder, Municipal Auditorium, and Win Hansen, Long Beach Municipal Auditorium.

Next Cities Set

The convention confirmed New Orleans as the site for the 1965 convention and selected Milwaukee for 1966. It agreed to call next meeting a conference instead of a convention was defeated.

In another section the convention voted against a set of five amendments which would have spelled out requirements for appointment to the new building consulting committee. The amendment had been proposed by Nathan Podoloff, of the Hamidts.

Instead, the convention accepted a board of directors’ four-point statement. The directors provided that the committee’s fees would be set by the directors and that payment would be made to the association; that the directors would determine the size and number of members to be made to the members of the new building committee; and that copies of surveys made by the consultants will be sent to the general membership.

Convention and exhibitors were guests of the Coca-Cola Com

ROGERS, RODEO PULLS 98,200 AT SALT LAKE

SALT LAKE CITY. — The Days of ’47 Rodeo, featuring Roy Rogers, Dale Evans and their troupe, pulled a total of 98,200 here July 18-25, most of the night performances being sellouts.

The record was held in the Utah State Fair Coliseum and was said to double the gross of any previous rodeos in this city.

A-H DELIVERS 18TH MOUSE TO AL KUNZ

NORTH TONAWANDA, N.Y. — Allan Henschell Company has delivered its 18th Mad Mouse, this one to Al Kunz. Heth Shows, George Moses, sales manager of the ride firm, announced. Production of the device has been stepped up to one where a week is coming out of the plant, he added.

The Mouse rides are now located at the following five Pennsylvania locations: Bell’s Amusement Park, Tunkhannock; Frontier Village, Oklahoma City; Oklahoma City Municipal Auditorium, Oklahoma; Heritage Beach, Calif.; Marshall Hall Amusement Park, Bryans Road, Md.; Melro Park, Melro Park, Calif.; Oak Amusement Park, Portland, Ore.; Revere Beach, Revere, Mass.; Peppermint Park, Houston; Zoo Park, Columbus, Ohio; and Chain of Rock Amusement Park, St. Louis.

Mouse rides are on the roads with Olson Shows, Crafts 20 Big Shows, 20th Century Shows, Powell Shows, Golden Days of ’47 Shows, and Heth Shows.

SECOND BLOWDOWN HITS KELLY-MILLER, Minn. Good

ATKIN, Minn. — The second blowdown in less than two weeks struck the Al G. Kelly & Miller Bros. Circus here Monday (13) night. Driving rain and tornado-force winds hit the big top about 9:30 p.m. and the three-quarter house was safely outside when the tender Plaza House, where management had decided on a John Robinson, but the web number was on when the big wind came out of the West. The big top, seat wagons, the big wagons and blues were damaged. The cookhouse, 67 miles away in Closter, N.J., was also damaged in the storm. Some of the big top’s big wagons, including canvas for the following day. A three-quarter house had been recorded for the matinee here in extremely hot weather.

Col. Harry Thomas has returned to the show from the hospital. He was in a head-on collision at Sacred Heart, Minn., July 24 and was hospitalized for a head injury.

The show is planning to make its biggest business of the season so far on its tour of Minnesota.

An afternoon-only New Sunday (3) and Giant Rapids, Minn., produced (1) two capacity turn-outs for the matinee. Park Rapids (31) accounted for two more capacities. Detroit Lakes Special show (30) was the first of the board and 1,200 patrons attended the matinee and about 1,000 people were on hand at night. Two half houses caught the tender at Wadena and one at Delavan.

Second Blowdown Hits Kelly-Miller, Minn. Good

A-Kal Delivers 18th Mouse to Al Kunz

FRED MCCULLAM

pany at a dinner party at the Pink- mont Driving Club in Atlanta Fri- day (3). They were guests of the trip to be made to the association.

Convention and exhibitors were guests of the Coca-Cola Com-
AMUSEMENT PARK OPERATION

M-G-Rs Were Wedding Gifts, "Healthful! 50 Years Ago"

OLD MERRY-GO-ROUNDS have been in the limelight recently. At Spokane, the Navigator's ornate Merry-G-Round, built by the late Charles J. D. Looff, has passed the 50-year mark. Park owner Lloyd Vogel figures the machine has circled 20,000,000 times, carried 500,000 people and given out 200,000 pairs of brass rings, while the 54 horses have made 120,000,000 leaps. The Merry-G-Round was a wedding gift from Looff to his daughter. Looff was Mrs. Vogel's grandfather.

And in North Tonawanda, N. Y., Bob Beauch, Allan-Herschell sales manager of Every Boy's Magazine offering Herschel-Spillman Improved Riding Galleries. Those rides, it said, "frequently" won from $8,000 or $10,000 yearly in profits. "Brings in hundreds of dollars daily," said the ad, "admits a big-paying, healthful business. Just the thing for the man who can't stand indoor work or is unable to do heavy work." Tom Parkinson

Plan Huge Utah 'Dinosaur Park' For Next Year

VERNAL, Utah—A scenic 120-acre park featuring 16 full-scale, life-like dinosaurs under construction in Eastern Utah's Uintah Basin near here will open to the public next year, according to Don Libman, organizer of Dinosaurland, Inc.

The group plans to include concessions and amusement facilities at the spot and also educational supplies. The dinosaur models are being constructed by Robert H. Porter, professor of sculpture and industrial design at the University of Utah, largely of colored fiberglass and will be placed in series, probably in a natural setting so nearly as possible the natural habitat of the prehistoric beasts. The plot will eventually cover 160 acres and display over 100 animal reproductions.

Johnson Plans Western Town At Texas Park

SAN ANTONIO—Jimmy Johnson, owner of Playland Park, has announced plans for the construction of a full-scale, eight-acre Western town to adjoin the park. He told city officials Friday that he does not know when such an attraction might be built. The town, to be designed by Peter Wolfe, would possibly be offered as a free attraction, he added.

NAAPPB Seeks New Members

CHICAGO—The National Association of Amusement Parks, Pools and Beaches membership campaign is now on and membership chairman Robert Guenther has urged everyone to invite someone into the association. Those accepted by the Membership Committee prior to September 1 will be eligible to attend the fall meeting at the Canadian National Exhibition at Toronto, September 9-10. New members also will receive the printed proceedings of the 1958 outdoor convention and be eligible to attend the 1959 convention November 29-December 2, secretary John S. Bowman pointed out.

Is Slip Ballroom's Fault? Conn. Park Denies Onus

BRISTOL, Conn.—Whose fault is it when a balcony patron slips and is injured? The question has been aired many times and apparently to be an evergreen. Now it crops up again in Bristol where a woman dancing with her husband took a fall at Lake Compounce. She asks $37,000 in Superior Court; injuries and shock allegedly were sustained May 4, 1958. Her husband asks an additional $2,000.

In this case the patron claims her attorneys that the park was negligent in allowing an alcoholic with a blood alcohol level of 0.14 per cent under the condition of the ish. On the other hand, the park replies it was her fault and not the park's, and that she assumed risk of danger upon going on to the floor.

2d Theme Park For New York In Early Discussion Stage

NEW YORK—A second theme park for Gotham, exceeding the big Franklin D. Roosevelt project now underway, is in the discussion stage for the former New York World's Fair site. British people have been talking with George Hamid Sr. about the possibility of his heading the corporation that will own and operate his son and with Parks Commissioner Noree, and will decide by October 1.

Expenditure of $25,000,000 is envisioned. A site of 2,000 acres is available, fully prepared with lagoons, lakes, streets, sewers, electrical outlets and parking, all the remains of the World Fair. A number of theories have been mentioned in the preliminary talks. One element would be a permanent toy factory.

Schott, McSwigan, Henninger Visit Carroll's Riverside

Ed Schottt, Cincinnati Coney Island's president, off on a sightseeing trip to inspect some of the other well-known amusement parks, said that his biggest concern will be a careful inspection of Eddie Carroll's fabulous new improvements at Riverside Park, Agawam, Mass., and the new park near Boston. Other recent visitors to New England were Brady McSwigan and Carl Henninger of Kennywood Park, Pittsburgh. Both are high in praise of Carolina Pay, New Jersey, and Long Island themes. The date for the opening of the new park near Boston is April 25 however the exact opening day will be determined by the weather.

Deer Park Opens At Sandusky, Ohio

SANDUSKY, Ohio—Ohio's first permanent roller coaster, built by the Johnson Plans Western Town At Texas Park park near routes 24 and 25, was opened by B. T. Tilyou, of Steeplechase Park, Long Branch, N. J., who is said to be in the park's management.

Tilyou, who was appointed to the management of the park by the late R. T. Tilyou, of Steeplechase Park, Long Branch, N. J., who is said to be in the park's management.

KIDDIE BUGGY RIDE

The Kiddie's Delight

For Sale

ROTO-JET

AND BOOMERANG RIDES

Both in Perfect Operating Condition

For Sale complete with Compressor, Motors and a specially designed New Tires which was constructed at a cost of $29,000.

Both rides now in operation at Palisades Amusement Park. Can be sold for $15,000 complete or possession can be taken otherwise. Phone: Whtnew 5-1000 or write: PALISADES AMUSEMENT PARK

Eliminate

GATE-CHASERS

"Invisible" HAND STAMPING LIKE seen only under BLACKLIGHT Lamps and only at the PALISADES Amusement Park. Foolproof at Low Cost & Simple to use. One dime makes 1000 copies. Complete Kit from $35. Send for FREE viewing.

STROBLCITE Co., W. 49, Jacksonville, 11.

The Billboard

SHOW NEWS

August 10, 1959

National Rides

CENTURY FOX KIDS RIDES

KIDDIE FERRIS WHEELS

PARK COASTER

HORSE & BUGGY

JOLLY CAT

AMERICA

THE STEEPLECHASE

HAMMERS MILL & SHUTTER COASTER

FRAGILIDAYS

AMUSEMENT PARKS

120 Acres

AMERICA

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AMUSEMENT DEVICE CO.

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Beaumont Ups Auditorium, Pool Rates

BEAUMONT, Tex. — The city recently reported that it would increase the size of the pool and auditorium facilities at the new community center. The pool rates have been raised from 25 to 30 cents for adults and from 10 cents to 15 cents for children. Rentals for the City Auditorium have ranged from $35 to $40 a night, but now will be $100 for non-commercial and $200 for commercial users. The rental rates formerly ranged from $50 to $160 per night.

Evansville, Ind., To Get Mesker Open-Air Theater

EVANSVILLE, IND. — Operation of the Mesker Amphitheater will become the exclusive responsibility of the municipal government in 1962.

Leo Warren, Evansville attorney and secretary of the Mesker Civic Opera, Inc., and Mesker Musical Amphitheater, Inc., disclosed that the city will inherit the building when a 10-year lease expires this year.

The site, which was recently moved from the Speck College, will be operated by Ben Moore Scholars, who established the buildings in 1953.

Construction in 1950 along architectural lines suggested by the recreation centers of Ancient Greece, the amphitheater has been operating at a loss from the beginning.

3 Dates Added To Schedule of ‘Watercade’

NEWARK, N. J. — Fortunes for “Holiday Watercade” have been fixed for the upcoming and a couple of repeat dates have been added, the Watercade folks said.

Bernie Gentman, general reporter, reported adding Twin Falls, Idaho; Spokane, Wash., and the Merced County (Tex.) Fair.

Twin Falls, August 16-19, is the first franchise of the Watercade committee formed to construct an amusement park. Judge Dean Mose and Mr. Wills are association heads.

The Fire Department is sponsoring the date in the Speck College, for which manager Benjamin Moore signed in negotiations.

The show is moving completely by train, with all equipment in one baggage car. It was represented at the Atlanta convention of the International Association of Auditorium Managers.

Renew Offer At Salt Lake For Coliseum

SALT LAKE CITY — Harry Geld and Sidney Fox renewed their offer to construct a multi-purpose building recently before a joint city-county committee meeting. Goubo and Fox stated that they are prepared to begin construction immediately. They feel that the area needs such a facility to lure tourism to the area.

The site being considered is the Salt Lake Valley. All the speakers agreed that the facility should be outside the center of the city. One speaker stated that the facilities handle can avoid any conflicts that the hotels and motels of the city can accommodate.

HOUSTON — The Houston Shrine Circus will be November 18-21 at the Texas World Lopp, general chairman.

COTTON CANDY A PROBLEM?

Not when you use the new WHIRLWIND

This is the ONLY machine in the world which will make cotton candy, without the use of any syrup or sugar, in a clean, sanitary manner. Equipped with the famous "Kandy King" cotton candy machine. SAVE $25.00 on the purchase price. Special offer of stand and floss machine—$8.00 t.f.o.b. factory, Toledo, Ohio.

“A new idea in concession equipment that’s a genuine crowd-pleaser. All cotton candy stand designed to create the biggest interest possible. Equipped with the famous "Kandy King" cotton candy machine. SAVE $25.00 on the purchase price. Special offer of stand and floss machine—$8.00 t.f.o.b. factory, Toledo, Ohio.

“KANDY KING”

$400.00 f.o.b. factory, "KANDY KING"

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BEAUMONT, FEE

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Exclusive Spring Suspension

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Yes, Poppers has everything for profit-seeking confectioners... All Roly poly, Whitekone, Rocket and Purple Light, Snowball, Bing, Cotton Candy, Apple, Candy, Cotton Candy Apple, other Sugar Candy Specialties, all Equipment, all Supplies, all types of Supplies.

WRITE TODAY FOR NEW PRICE LIST.

Note of the famous

ALL-IN-ONE

Poppers Supply Co. of Phila.

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PHILADELPHIA 22, PA.

24 Hour Phone Service

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WANTED

Wanted Domestic and export distributors for exclusive franchise to sell internationally known Snowball and Bing snowballs. Must be established firm with active sales organization covering the entire U.S.

For details write

Electric Candy Floss Machine Co.

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Flint, N. J.

Snow Ball

Ice Shaver

A Style and Size for Every Need

for full particulars.

CRAWSHOW MACHINE CO., INC.

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Flint, N. J.

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MIDLAND POPCORN COMPANY

MINNEAPOLIS, MINN.

Tobacco 9-0454

MANAGEMENT PLANS MORE TRAVEL

A TRIP TO EUROPE is in the plans for Jerry Burns, San Angelo (Texas) Coliseum, and Mrs. Burns. They go next summer.... Harry Draper, Kingman Auditorium, Nashville, is just back from a tour around the world. He was in New York trying to sell the show.... Claude Ritter, Miami Beach Memorial Auditorium, was in the presence of several others. He showed slides of his tour and explained his novel idea of combining pictures with recordings of the show.... Paul Bodof, Coca Cola (N.C.) Coliseum, and Nathan Podoloff, New Haven (Conn.) Arena, were amongst the several IAA members who attended the Arena Managers Association session at Atlantic City a week later.... Francis Deering was back on deck this time as manager of the Houston buildings. He was away for a year as an auditorium business man in the same city.

Joe Dobos, a popular member from Vancouver, B. C., was planning to go to Atlantic City and elsewhere in the East before returning home.... Audrey Fleming, Atlanta State Coliseum, Montgomery, was making the most of her first time, and reported the death of Tom Reid, former manager there.

IAAM Veterans Missed

B. W. RICHARDSON, Richmond (Calif) Memorial Auditorium, took a bit part way to the IAAM convention at Atlanta, but missed connections cost him the gain in time.... Claude Ritter, Miami Beach Memorial Auditorium, had a long缠曲 line for his bill of attractions. This sign, or marquee, constitutes one wall of the curved building in which the manager’s office, locker rooms and other space were located.

I am always out to get the biggest showing of crowds, but this year the arena returns for a week and draws 10,000 people a day on the opening day. He just returned from a week-end of showing attractions but also dances, conventions and sales meetings. One appliance manufacturer has booked the arena for a week-end of meetings of 500 persons a day during all of November, 1960.

In addition to the Shell, Honolulu now has a Civic Auditorium, privately owned during its name, and it seats about 4,500 persons. Henry Kaiser owns the Kaiser Dome arena, which is part of hotel facilities at Waikiki Beach. Two high school auditoriums complete the picture.

Statehood has meant a shot in the arm for everything in Hawaii, and the auditorium was no exception. Plans have been inaugurated. The arena and concert hall have been discussed for two years and would be built without Statehood. But as the 50th State, Hawaii will get them open quicker. Purinton believes. After attending the IAAM convention in Atlanta, he was to make other stops around the country, all designed to get information about design and operation of new arenas and auditoriums.

Managers Plan More Travel

"The only way to really execute the plans is to travel," said Larry Ringstaff, Dallas Chamber of Commerce, to the IAAM and the art of the art. "The only way to really execute the plans is to travel," said Larry Ringstaff, Dallas Chamber of Commerce, to the IAAM and the art of the art.
FOUR-EXHIBITION MANAGEMENT

Texas State Adds New Horse Show to Schedule

DALLAS—The State Fair of Texas will further expand its broad attractions program this year by the addition of a horse show that will offer $34,840 in premiums.

The show will present three different series of shows with judging scheduled for Grand National, Open, and Junior horses. Premiums, pinion awards, featured in previous shows, will continue to be spotlighted.

The opening event will be the new $2 million Coliseum which will seat 7,000. The new show is a member of the American Horse Shows Association and will be managed by Ray W. Wilson, fair's livestock manager. Donald Mitchell is to be constant manager, and J. Glenn Turner, fair vice-president, will supervise the show.

Ohio State Plans Hobby Contest for 60-Year-Olds

COLUMBUS, O.—A hobby contest for senior citizens 60 and over will be inaugurated at this year's Ohio State Fair.

Rowland Bishop, fair manager, said that the craft exhibit will be held August 18-September 4 in the fair's new $24,000 Arts and Crafts Building.

Cash and blue ribbons will be awarded for top entries in ceramics, jewelry making, macramé, potting, quilts, bookbinding, paper-making, mosaics, table tops and accessories, painting, plastics, woodworking and wood carving.

Only important ruling is that the project entered must have been done by the exhibitor when he or she was past the age of 60.

'Oldest' County Event Makes Changes, Improves

BATH, N. Y.—The Steuben County Fair, which lays claim to the title of "The Oldest County Fair in the United States," has made a number of improvements and changes in operation this year, according to J. Victor Faustini, fair secretary.

Fair has closed sheep exhibits to its county. Major plant improvement has been blacktopping the midway. Faucett disclosed that all livestock and commercial exhibit space has been sold, the first time this has happened in years.

Farm, Home Bomb Shelter Exhibited by Middletown

MIDDLETOWN, N. Y. — Last month Governor Rockefeller announced a project plan for all homeowners in New York State to have bomb shelters, and the county was one of the 17 counties in the New York State Fair is having a bomb shelter on among its displays.

The Irvinink Valley Grange No. 1550 is undertaking the project, with Mrs. Bertie Runnalls, of Cuddebackville, in charge. They will show a 17x17x17 home farm and home with sandbag protection, three-day food supply, first aid and other items recommended by Civil Defense. Fair dates are August 8-16.

Altamont Kid Zoo Busto, Irate Patron Builds It

ALTAMONT, N. Y.—The Sunflower Fair has turned its most disabling failure into a top attraction, entitled Your McDonald's Farm. The advertised Farm Animal Zoo was only a gains hen and a rabbit last year, after a farmer arrived with the oats: stock turned around when he saw the hen was provided.

Mrs. Barbara Sanders, of Schenectady, was so enraged she insisted on taking charge of the exhibit, which had turned out to be nothing, as the hen and rabbit escaped into the woods during the fair. She had staged animal displays as a city program—a total loss.

Under her supervision a 70-foot building has been erected with indoor outdoor pen built to permit penning. A wide variety of grown and children's names have been assembled, president fair Don Frederick says. Dates are August 17-22.

Music to Play Big Role in Wisconsin State Run

MILWAUKEE—As a result of a recent contract with the musicians' union, the Wisconsin State Fair will have more music on its grounds and in its exhibits during Fair Week. A $10,000 pact, signed with the American Federation of Musicians, will permit high school band contest and one military band a day on the grounds.

W. M. (Bill) Masterson, fair manager, said that terms were "very amicably worked out" with the musicians' union. In order to hold in band contest last year, the fair had to hire a 35-piece band for $250 in addition to the $350 that was paid to the band. This year will be used in 10 performances of the Ringling Circus and seven of the Tennessee Ernie Ford show. A 30-piece concert band will play from a portable stage near the administration building.

Seymour, Wis., Chalks Up New Fair Records

SEYMOUR, Wis.—Despite rain on three of the first four days, the Outagamie County Fair wound up here July 19 with a new attendance mark and the second best grand stand record on record. In addition, ride and show receipts on the Gold Bond midway hit a new high.

Mike Burns, veteran secretary of the event, which is located in the heart of the Dairy State's vacation area, disclosed that over 26,000 paid single admissions were clocked. In addition to this there were season passes yet to be accounted for. Strength of the fair was shown by the fact that 1,500 more paid their way in this year than in '58 when there was no rain interfered with the run.

The grandstand gross was 65 per cent over last year. The Red Foley TV show, in for one Wednesday and two Thursday evening shows, pulled three sellouts. Earl Newberry's Turn of Thrills, in on Friday, usually a slow night, almost filled the stand. And a GIAC-TABESC show, featuring Snooky Lanson, the Harmonicos and the Manhattan Rockets, filled the grandstand the first show on Saturday evening and had a three-quarter house full. The Deser 6 p.m. rain on Sunday evening, another three-quarters grandstand turned out.

OTTAWA GIVEAWAYS: CAR A DAY, HOUSE

OTTAWA — The annual street parade and big giveaway program are two of the pegs on which high attendance is being hung by the Central Canada Exhibition. Covering a nine-day spread (Sunday excluded), the fair gets rolling on Friday, August 21.

Comfortably entrenched in the 5,000-attendance class, the CCE in recent years has increased its daily '50s and 300 by a considerable margin and has expanded backwards from its former Saturday opening, thus adding a day to the schedule.

The parades commence parties at the Hill Arena and winds thru Ottawa streets to the Lansdowne Park show grounds.

On the giveaway sides are the Exhibition Display Home and eight new automobiles, one awarded every night. Included are two Chevrolets, two Fords, a Pontiac, Dodge, Meteor, Chevrolet sedan, and one used truck. The U. S. Air Force Band will make freesandhill appearances four times daily.

J. K. (Jack) Clarke, general manager of the Ottawa exhibition, said a water sports program will be held at an Esther Williams pool located between the McEathy and Central buildings. Demonstrations are scheduled daily from 2:30 to 4:30 and 7-9 p.m.

In the modern H. H. McEathy Auditorium, Lloydminster, Sask., Appoints Fair Mgr.

Lloydminster, Sask. — Alfred Mannel has been named secretary-manager of the Lloydminster and District Agricultural Exhibition Association, Ltd. and secretary of the Lloydminster and District Chamber of Commerce. Mannel recently returned from the Royal Canadian Mounted Police after having been in charge of the cool rooms and refrigeration.

Elkhorn, Man., Fair Adds Dual Building

ELKHORN, Man. — Built by volunteer labor, a 50 by 176-foot exhibition building has been built in time for the 66th annual Fair. It will be used by the Elkhorn Agricultural Society in the summer and in the winter it will house three sheets of curling ice for the Elkhorn Curling Club.

1959 SNO-MATIC

Revolutionary, New Snow Shaver

Shoveling will never be the same again. The "SNO-MATIC" snow shaver has been patented. Built to do the job right for five hours a day, it is the most practical, efficient, automatic, 15 HP motor shaver about 750 pounds per hour. All others are seen here before it. Either a Sno-Matic or a "new model" will not sell you order years.

ONLY $325.00

GOLD MEDAL PRODUCTS CO.

CINCINNATI, OHIO

Shooting Galleries

Shooting galleries are supplied for English and Western Type Calibers. Write for new catalog.

B. W. TERPENING

127-119 Marine St.......Octavio Park, Calif.

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Novelty Pitchmen for Fall Fairs

Burlington, Iowa

SIOUX FALLS, S. D.

Aug. 29 thru Sept. 2

From the Midwest's Largest Call Center

CALL TO ORDER TODAY

For more information contact

FIA-F-E- R-O-W-K-S

209 South Dakota Ave.

"The Nation's Pool Pitchers"

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Prizes to $100,000

WACO, TEXAS

THURSDAY, JUNE 26

AUGUST 10, 1959

THE BILLBOARD SHOW NEWS

FAIR-GIVEAWAYS:

CAR A DAY, HOUSE

Eight Autos Awarded During Fair Week;
2-Day Circus, 6-Night Revue, No Stunters

Building will be a new TV set-up, with daily coverage of the fair over CBS television from a studio in the building.

With Mirro World Shows retains the midway function. The Barnum-

Carruthers office is producing the night grandstand revue, featuring Far West's "Horsemen" starting Monday. First two days will have a circus show, second Thur show will have been eliminated.

New York and the

NEW YORK CITY

New York's largest scrap book fair, 2,000 rooms, all with both live radio and televisions in day, Medinah Palace open all night. Direct assistance to Pennsyl-

vania Station, Facilities from 100 to 1200 banquet rooms, meetings, three all-

sandwiched restaurants.

FAIR GIVEAWAYS:

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Shoveling will never be the same again. The "SNO-MATIC" snow shaver has been patented. Built to do the job right for five hours a day, it is the most practical, efficient, automatic, 15 HP motor shaver about 750 pounds per hour. All others are seen here before it. Either a Sno-Matic or a "new model" will not sell you order years.

ONLY $325.00

GOLD MEDAL PRODUCTS CO.

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Aug. 29 thru Sept. 2

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"The Nation's Pool Pitchers"

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Prizes to $100,000

WACO, TEXAS

THURSDAY, JUNE 26
TOM PACKS CLICKS IN PITTSBURGH
Show Will Play Repeat at Wichita;
West Virginia Tows Tab Increases

CLARKSBURG, W. Va.—Tom Packs Circus played to increased business in Pittsburgh and came off well in West Virginia stands.

- Packs stated that he holds the contract for the play for the Shrine at Wichita, Kan., and the dates will be September 17th to 19th. The advertised report was published last week. The Packs show holds a long-term pact with the Shrine at the ball park there. R. (Steve) Hutson is general manager of the Packs. The date plans to use several acts booked from Kansas City for the Shriners.

- This will augment other Packs acts and Packs equipment and staff if he can.

- At Rockford, Ill., Howard Grade made it clear his show did not claim the Wichita date and that his camels and elephants had been booked by Packs to play Wichita Date.

- Pittsburgh Up 15 Per Cent

At Pittsburgh, the Packs show played at the Coliseum and had 2,000 on opening night and 3,800 on second night and 6,064 on third. Saturday afternoon scored a crowd of 10,100, according to local sources. The advertised report is tagged a 15 per cent increase over last year.

- Wheeling, W. Va. (27-29), had crowds of 5,000, 7,000, 9,000 and 8,000 at the 10,000-seat Stadium. This represented business which equalled last year’s record score, the show reported.

- Clarksburg, W. Va. (3), had light crowds; a rain storm. Same thing happened to the date here. Parkerburg, W. Va. (31-3), was one-day stand last year and drew 10,450 while another 1,500 were turned away. This year the day total was 13,790 admissions.

- Zell Closes In Michigan

CRYSTAL LAKE, Mich.—Zell Bros. Circus closed here last week. The show had been framed about three months ago by cover date with Ben Koch, Knoxville, Ill. The show had been a very good one and the state personnel had been notified beforehand that it might close if its business did not improve.

- MIDGETS WANTED

NOTION PICTURE ACTORS,
Male and Female.
Dwarfs needed also.
Send Photo & Bio. Air Mail
Box #237
The Billboard
1564 Broadway
New York 36, N. Y.

- 3 PHONE MEN

SALAMEN
UPC's and BANNERS
Still Frew, Dan Willey, Wayne Carr, coll. at
Salt Lake City, Utah
Holt South
Syracuse, Utah

- 5 PHONE MEN

WANTED FOR Telephone Battle-Color Show. Circus opens at Des Moines, Iowa, on Oct. 15. Send 25 cents to cover expenses. Tel. Max 7011, Des Moines, Iowa. Only men need apply.

- CIRCUS TROUPING

BY JON FRIDAY

WATCH RICE LAKE, Wis., this week for opposition between Adams-Sells and Kelly-Miller circuses. Adams, fresh from an encounter with the Woodcock Elephants has been with the Barnes & Bailey Circus since closing their show at Fair Grove, Mo., last week. Kelly-Miller will work the Beatty show along the familiar and successful swing that takes it across the South to Texas and then back along the Gulf to Florida. The show plans to finish its 1959 season with eight performances of Ringling-Barnum, which plays there on a campaign with the Beattys.

- Clyde Bros.’ Circus, in Rockford, Ill., last week, will idle this week so far as the title is concerned, but the performance will work Fort Dodge, Iowa, for the Barnes-Curtis show. There has been disention reported between the Barnes-Haller show, and Clyde Bros has made overtures with a view to joining another show. Hagen Bros.

- Clyde Bros. will be opening Elmhurst, Ill., where no show has appeared in about seven years. Two of Clyde Beatty’s Irons went into a fire during the act at the Rockford show. One of the cats was bleeding at the mouth afterward.

- Win Danielson, P Baldock Bros.’ Circus, organized since May, exchanged visit at the Lawrence, Kan., show. Wally Newbury, now organizes on the beach at Santa Cruz, Calif., during the San Jose, Calif., show, as of date. The Flying DePauls, six-foot African antelope, which closed a month earlier with the Blackpool Tower Circus in England, visited the Pack in Rockford, N. Y., last week, and the show was appearing at the Riverside Hotel.

- Felix and Amelia Adler were in Chicago last week to promote the opening of the “Big Circus.” On opening day, Performance was closed under the famous stage name stunts and unusual animals. Felix and Amelia Adler were in Chicago last week to promote the opening of the “Big Circus.” On opening day, Performance was closed under the famous stage name stunts and unusual animals. Felix and Amelia Adler were in Chicago last week to promote the opening of the “Big Circus.” On opening day, Performance was closed under the famous stage name stunts and unusual animals.

- Joe Hartman, of the Paul Kelly shopping center unit, was nuked again at Janesville, Wis., by the same insane that attempted to break his heart at Appleton, Wis., last week. Mr. and Mrs. Joe Kelly, who reside in the Gil Gray Circus last week and is working in Hollywood.

- Charlie Boss, on the Buzz, of the Buzz, and New York, is in the Gil Gray Circus and is working in Hollywood.

- Joe Durrett and his wife, Bitsy, are in the Buzz, and New York, is in the Gil Gray Circus and is working in Hollywood.

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FOOD AND DRINKS

Peanut, Carmel Corn, Soft Drink Units Shown

ST. LOUIS — A pack merchandiser for hot peanuts in the shell has been introduced here by O. P. Pack Company. The counter unit, made of steel and lettered in red, brown and tan over a white band, is designed to stimulate rapid turnover. Up to 94 standard bags can be stored inside and there is a top gallery that displays larger bags. There is a cooling part, according to the manufacturer, and the unit is guaranteed against defective workmanship and materials for one year. The warmer utilizes two lamps, 24 or 40 watts for heat.

Automatic Carmel Corn Maker on Market

CHICAGO — An automatic carmel corn maker, together with a pre-packaged mix, was introduced here by the Automatic Carmel Corn Company of this city. The combination is said to offer a full range of caramel corn flavor and mixing machine. A packaged prepared mix, which includes all the ingredients, makes a four-pound batch of caramel corn. According to the manufacturer, this results in one simple operation that one sales girl can handle. The pre-packed mix will be added to the lines of Victor Products Corporation.

Large Floor Model Drink Maker Introduced

HAGERSTOWN, Md. — A self-contained, all automatic, soft drink dispense, and a new ice maker, which is designed to be added to the lines of Victor Products Corporation. The large dispenser, which is built on rollers, is said to have an output of up to 900 drinks per hour. It handles two, three or four products and each drink is said to be poured at the cold temperature. Unit is 23½ inches wide by 265 inches long by 44 inches in height. Capacity is 240 pounds.

Features of the four tap dispenser include removable ice plates, water drains under plate, detachable cup platforms, large ice capacity, temperature control, automatic, hand or automatic fill, automatic or manual drains, automatic clearout, automatic generation and smooth action.

CARRILLO SET FOR SHOW AT PAN-AM GAMES

CHICAGO — Leo Carrillo, TV’s Pancho, will be one of a giant stageful of the present and past Pan-American athletes participating in the Pan-American Games to be held here this month.

The show will be held in Stadium B on the campus of the University of Chicago.

Carrillo was selected by a committee headed by Irwin Kupcinet, local newspaper columnist. On the committee are David Wallentzen, Balaban & Katz, Ernie Fast, AGVA, Harry Gray, Musicians Protective Union; Morris Lipsey, Music Corporation of America; and Fred Williamson, Associated Booking Corporation.

The show was prepared by Station WCET, Cinemation, multimedia television studio. It was erroneously reported that station officials and a number of people who would eventually see the film under a program exchange tie-up with the Pan-American Games Association.

CHAMPIONS TOO

Roller Rink Conclave Skedded for Little Rock

LITTLE ROCK — The 1960 American Amateur Roller Skating Championships and convention of the Roller Rink Operators’ Association of America will be held here in T. H. Barton Coliseum. The conclave will be held for eight days starting July 23.

The Coliseum will install a new $11,000 maple floor for the event.

Senior Peace is Sidereal

DETOIT — Fred W. Peace, Sr., founder and co-owner of Waldo Lake Amusement Park, Walled Lake, suffered a mild heart attack and is recovering at Cottage Hospital. Group Projects, Inc., whose son, Fred, Jr., is co-owner in the park interests, is a veteran builder of Roller Coasters and other rides, and a past president of the American Association of Amusement Parks, Pools & Beaches.

MERRY-GO-ROUNDS

1959 Jumping Carousels in 3 standard sizes—kiddie, 20 ft., teen-age, 30 ft. adult, 32 ft.

Large Goliath, specialty order.

Also KIDDIE RIDES, Ferris Wheels, Airport Ride, Water Slide, Boat Ride.

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ENCHANTING EFFECTS.

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MERRY-GO-ROUNDS

SHOOTING GALLERIES

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6. DON HANNA, Siebold Bros.' Shows.
7. TONY LEWIS, Collin & Wilson Shows.
8. MRS. AL KUNZ, Helt Shows.
9. BLACKLEY JONES, Combos Combined Shows.
10. R. FREDERICK, Art B. Thomas Shows (No. 1).

Compiled By: HOWARD BOTHWELL, Owner

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For Sale: 120 x 160 foot with 10 ft. sidewalk. Visa/Amex-019.

SHOW RATES

FOR SALE OR TRADE

Three 1958 model Allan Hendrick 20 ft. Mice-Coast, Aluminum: two are air cooled and one is gas. Cost $3,000 for all or $1,500 for trade for Ferris Wheel, or what have you.

Call GA 4-2895

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170 South Orange Blossom Trail, Orlando, Florida

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Allan Hendrick, 20 ft. Mice-Coast, Alpine Mice-90 ft. with kitchen shop. All Mice are in excellent condition. Have had little use on each and are not the kind especially tough goers. Inquire with Mr. H. C. Kirk or booker at H. C. Kirk, 410 South Orange Blossom Trail, Orlando, Florida. If you are going to buy an amusement Equip. in Florida you can be assured of honest treatment. Florida is a city where honesty meets its biggest challenges. Nevada, New York, New York, New York.

SHOWS FOR SALE


Carnival Shows:
- Atlanta: See Carnival of America.
- New York: See New York City.
- Chicago: See P. L. King Bros.'

Legitimate Shows

Manic Man, Th: (Shubert) Chicago, Ill., indefinite run.


Emoshrp: Spring Green, Wis.

Endy, David B.: Timonium, Md.

Evans United: (Fair) Columbia, Mo.; Idaho, 10-12.

Fair Time: (Fair) Merced, Calif.; Idaho, 11-16; (Fair) Plymouth, 28-30.

Fleischman: (Fair) Ogdala, Neb.; Idaho, 10-12; (Fair) Ogallala 14-20.

Franklin, Don: (Fair) Bar Y: (Fair) Claysville, Pa.; (Fair) Independence, 11-14.

G. & B.: (Fair) Broussard, (Fair) Belknap, 11-12; (Fair) Mansfield, 9-11.

Hale's Shows of Tomorrow: *W. T. Hensley, 10-14; (Fair) Weeping Water, Neb.; Idaho, 11-14; (Fair) Auburn 15-20.

Hansen, Bill: Alberado, Tex.; Idaho, 11-12.


Hannah Am.: *Har Lange: (Fair) Claysville, Pa.; (Fair) Hopwood, 11.


Heart of America: *Jack Wilson: (Fair) La Crescent, Kan., 11-12; (Fair) New City, 11-13; (Fair) Goodland 17-23.

Heth: *Mrs. A. Kanaz: (Fair) Altamont, Ill., 11-12; (Fair) Springfield, 15-20.


Hoff, Bette, No. 1: (Fair) Ellsworth, Ill., 11-13.

Hoff, Bette, No. 2: *Wm. H. Brookes: (Fair) Belvidere, Ill.; (Fair) Decorah, 11.

Howe, Rl: (Fair) Madison, 11-16; (Fair) St. Louis, 10-16.

Hunt Co.: *James HANSON, R. G., (Old King Co.), 10-18.

Kirkwood, ORRIS A.-Rose, Austin, 16-20.

Kirkwood, George: (Fair) KIRKWOOD, 15-20.

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One of the many comments received from our readers about SHOW NEWS

Mid-South Fair

PHOTO BY 64 SHOW

Mr. Herb Dorton, Outdoor Editor
The Billboard
186 West Randolph
Chicago, Illinois

Dear Herb:

Congratulations on the brand new format of Outdoor Show News in the BILLBOARD. We believe this new layout will go a long way toward encouraging all of us interested in any specific phase of the outdoor business to get a more comprehensive view of all phases. This in itself should go far toward giving each of us a more sympathetic understanding of the other fields closely related to our own. For instance, we believe fair managers should keep up with what's going on in the Amusement Park and Arena-judgment field, as well as in the fair and carnival business. We further believe that the feature sections, such as "Talent on the Road", "Show Places", "Fairs Exhibition Management" and the like, are a most valuable addition to the magazine.

We know the new format must represent a tremendous amount of thought and study on your part, as well as on the other members of your staff, and we would hasten to tell you that we believe this new lay-out will receive enthusiastic acceptance from all those interested in outdoor show business.

Sincerely,

O. W. Vyznoski
Manager

Owings End

THE FINAL CURTAIN

BAILEY—Jewel T., 64, showed up at his home near Lufsum, Ark. He was a director of Crawford County Fair Association, Lumsford, for several years.

FOLEY—John Joseph, a former director of State Fair of Texas, Dallas, July 30 in Dallas following a heart attack. Surviving are his widow, three sons and two daughters. Burial in Calvary Hill Cemetery, Dallas.

MINER—Alma B., wife of H. B. (Bert) Miner, manager of cooking Amusement Company No. 5, August 5 in White Cross Hospital, Columbus, O., after confinement of weeks. Burial August 11 in Ogdale Cemetery, De Land, Fla.

ODDI—Joseph, marched with Charles Hodges' Side Show in Willow Grove (Pa) Park, August 3 in Arlington (Va.) Hospital of a liver ailment. Survived by his widow and several brothers and sisters. Body was cremated and ashes buried in New York.

REID—Samuel T., carnival concessionaire, suddenly July 50 in St. Louis. Survived by his widow, Jeanette. Services August 1 and burial in Shawnee's Rest Memorial Park Cemetery, St. Louis.

SMITH—Jane Anderson, wife of Dr. Ralph E. Smith, president of the Pacific Coast Showmen's Association, suddenly July 26 in Arcadia, Calif.

STARK—Miller H. (Abie), formerly with Dodson World's Fair and Beckerty and Gerety shows and in recent years government employee, August 1 in St. Louis. Survived by his widow, Alma, and two stepsons. Services August 4 and burial in National Cemetery, St. Louis.

TONG—Harry L., 75, vice-president and legal counsel of the James E. Strauss Shows, July 31 in Elmina, N. Y. (Details in Carnivals section.)

MARRIAGES

SHEDD-ALFORD—Airman 1/c Thomas B. Shedd, 25, nepos, and Dorothy Leontyne Ford, formerly of the Parroff Trio, July 25 in Pascagoula, Miss.

Kisadops Finds Mouse Doubles

Dipper Gross

MORTON, Pa.—A Schiff Wild Mouse ride has been installed at Herbe Youtie's Playtown Park here, and it is out-grossing all other units in the Kiddieland, Youtie reported.

Another result has been to double the business done by the park's Little Dipper. Youtie reasoned that this increase came from parents who are adopting it as a calm ride after seeing the Mouse. Tickets for the Wild Mouse are 25 cents and neither trip our book tickets are accepted for it.

CALIF. STATE FAIR STICKS TO 50 CENTS

SACRAMENTO—Admission to the California State Fair & Exposition will remain at 50 cents, despite the rise and fall of the dollar's value, H. C. Maginn, State Fair board president, said here.

"The 50 cents general admission price is one of the best bargains of the year in entertainment," he said. "While children under 12 are admitted free to the fair, those under 16 will be admitted without charge on opening day, September 2. It will also be Children's Day."

Maginn said that to fair's 50-cent price had been in effect for 50 years, or since 1909, despite the ups and downs of the dollar's purchasing power.
Olson Ahead of ’58

At Chippewa Falls

Mad Mouse Scares Thumping Grass; Dancing Waters Jumps for Two Stands

Chippewa Falls, Wis. — Paced by the Mad Mouse, the Olson Shows opened to a good Kid’s Day at the Northern Wisconsin District Fair here Tuesday (4), hit normal business and rallied strong the last half of the six-day run, was up a few percentage points over last year, with the three big days still to come.

The Mad Mouse piled up thumping grooves each of the first three days and a few more points on the biggest groover on the madow. The kiddie-land snagged second money.

A Dancing Waters band was added and operated by Alfred G. Osborne, Pueblo, Colo., worked under the Olson banner. It also will be part of the show at the Kentucky State Fair in Louisville.

The Olson Shows sparked here as the result of much new paint applied just before the late opening, and will go into the Illinois State Fair, Springfield, Ill., the first of the State fairs on its route, also bow and remain on the ballroom tour. It will be managed by Gene Vaughan.

Fort Williams Ahead of ’58 For Royal

Claxton Tops Units; Show Train Sets Record 800-Mile Run

Fort William, Ont.—After a record run to the Canadian Lakehead Exhibition here, Royal American Shows immediately got busy and have run up good grosses Thursday (9) through the end of the six-day run. To that point, ride and show grosses were up 10 per cent.

The three-section train, on its move from Regina to here, over 800 miles, rocketed up the fastest time since the show has been playing this fair. Show closed in Regina on Saturday night. Despite a two-hour difference in time, Wally Cobb, trainmaster, his assistant, Ray Milton, and their crew had the first section here at 5:30 a.m. on Monday; second at 2:40 a.m., and the third at 9 a.m. (Continued on page 73)
CONCESSIONS: Juice and Crank, Bean and Class Pitch, all Hanky Panky openers. Little Kim, two Buck Agents, a/o. (Terry) Anderson, two Buck Agents. (Bud) Rosenthal, two Buck Agents. (Johnny) Ballard, two Buck Agents. (Jackie) Newman, two Buck Agents. (Rudy) Bertelli, two Buck Agents. These are the people theрошender will offer these concessions to. All Buck Agents have the opportunity to purchase them. The Buck Agents will be offered a variety of items, including food and beverages. These concessions will be available for purchase during the event.

WANTED: Need 2 college size Concessions Stands, 1 Pizza Stove. Also for sale: 8 twin beds, 1 refrigerator, 1 freezer, 1 kong, 1 table, 1 set of china, 1 set of silverware. All are in good condition and can be seen in person. Contact: Mark, (330) 555-1234. Delivery is available.

STOCK TICKETS:

<table>
<thead>
<tr>
<th>Stock</th>
<th>Price</th>
<th>Description</th>
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</thead>
<tbody>
<tr>
<td>500</td>
<td>$1.50</td>
<td>General admission.</td>
</tr>
<tr>
<td>100</td>
<td>$2.50</td>
<td>Reserve admission.</td>
</tr>
<tr>
<td>50</td>
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<td>Special admission.</td>
</tr>
<tr>
<td>10</td>
<td>$5.00</td>
<td>VIP admission.</td>
</tr>
</tbody>
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THE TOP SHOWS:

- The Bluegrass Boys
- The Highwaymen
- The Charlie Daniels Band
- The Oak Ridge Boys

CONCESSIONS: Beer, wine, soda, popcorn, cotton candy, hot dogs, and more.

WANTED: General State Sales. Can show farm house (Mrs. Vollmer, Yorkville, or wife).

BILL HAMES SHOWS

- The Oak Ridge Boys
- The Charlie Daniels Band
- The Highwaymen

TOURS:

- Bus tours to New York City, Philadelphia, Washington, D.C.
- All tours include transportation, meals, and admission to shows.

WANTED: General State Sales. Can show farm house (Mrs. Vollmer, Yorkville, or wife).

EMBRY'S EXPOSITION

- This week: Knoxville, Pa.
- Future shows:
  - Nashville, Tenn.
  - Chicago, Ill.

ROBERTS BUGHT JERRY'S RIDES

McMurry is a Side Show talker....

CARNIVAL CONFAB

- Continued from page 65

- Mrs. Al Kuntz, writing from Reihs, reports that Patsy Youngblood, of Linton, celebrated her 16th birthday recently and baked a cake for her friends. - Dot and Delores Whitley, of Southside, and Edith Whitley and Minnie Martin, of New Upland, were among the guests at a birthday party for Elsie Murphy on July 21.

- Mark Bates, of Winterset, is the son of Mr. and Mrs. F. W. Bates, both of Winterset. He is attending school in Winterset and plans to go to college in the future.

- The Winterset Hospital Auxiliary is planning a bake sale to be held on August 24th at the hospital.

- The Eclipse Rodeo at Logan, Utah, entered the Capell midway. The show is expected to be one of the biggest of the season.

- Thirty day's notice will be given upon expiration of the lease.

- Mrs. Al Kuntz, of Winterset, and Mrs. H. P. Meeks, of Winterset, are both nurses in the hospital.

- Mrs. Al Kuntz, of Winterset, is the daughter of Mr. and Mrs. F. W. Bates, both of Winterset.

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COLEMAN SEeks
Rebound From
Booneville Rain

BOONEVILLE, N. Y.—Rain set the Coleman Bros. Shows back a few days at its fall fair here, but an added kids' day was expected to re-establish business. Business was okay on Thursday afternoon (8).

Friday was turned over to the kids with a free gate and three-for-25 tickets, after rain spoiled the original day. The day after a good Monday, rain fell the following day, cleared up until 4 p.m., then fell again, causing a spotty attendance.

Coleman, strong advocate of the free grandstand show, has all but two fairs on his route trying this mode of operation. He figures in terms of extra spending money and in change with a free grandstand show being held, the patron is not held as firmly to his seat as if he had paid for it.

The result is greater traffic on the midway during show time, and less stalling around, waiting for the grandstand crowd to spill out. At Martin, the show here, a strong lineup of acts, including Prof. George Keller's wild animals.

Jack Ruback
All Set for Fair Route

FAIRBURY, Neb.—After 16 weeks on the road, Jack Ruback's Alamo Exposition Shows has entered its 14-week route of fairs with most of the rides and equipment sporting new coats of paint.

Show's Skooter scored well at the Chicago World's Fair. The Rube-Bingo, under Joe-Fay Reynolds, left for two weeks to play fairs at Davenport, Ill. and Des Moines, Ia., and will rejoin for the Sidney, Ia., rodeo.

Buddy Delano joined as Wheel foreman and Gordon Meade came on with his short range. Charles Cumberland and Herman Reynolds have added several new riders. Mr. and Mrs. Garrett joined with balloon darts. Kitty Kelly spent a week vacationing with her family. Albert Wright, legal adjuster, is back from a quick plane trip to Alabama.

Youngsters have been busy with birthday parties and lots of swimming.

C. W., Gooding
To Play at
W. Va. Fair

CHARLESTON, W. Va.—The Celin & Wilson Shows with units of the Bass Amusement Co. will provide the midway at the Southern West Virginia Fair, Charles E. Hunt, secretary-manager, disclosed. Fair is September 2-7.

According to Hunt, the fair zone will be one of the largest to play this part of the country.

A new store building, store room and public rest room are being added this year. Next year a number of steel buildings will be constructed for livestock and other exhibits.

CUMBERLAND VALLEY SHOWS
“NOTHING OLD BUT THE NAME”

FAIRS
Wanted for the Largest and Best Free Fairs in the State of Tennessee

Gallatin, Tenn., Aug. 10-15
Tracy City, Tenn., Aug. 17-22
 Cookeville, Tenn., Aug. 24-29
Crossville, Tenn., Aug. 31-Sept. 5

CONCESSIONS: All legitimate Concessions and straight sales open. No flats, Alibis or Gypsies.

SHOWS: Can use any good Family Type Shows with own equipment.

RIDEs: Can Place Fair-Square, Rocket or any other Rides not conflicting.

Remaining fair: Dalton, Ga., Sept. 28-Oct. 3; Summerville, Ga., Sept. 5-10; Fort Payne, Ala., Oct. 12-17.

All replies to LAVOY WINTON, 4/e Fairgrounds, Gallatin, Tenn. Phone 1849.

BOB HAMMOND shows

WANT for the following route of Fairs and Celebrations

BUSH SPRINGS, OKLA., MELDON EXPOSITION, AUG. 15-22

WINSLOW, OKLA., AMERICAN INDIAN EXPOSITION, AUG. 15-22

ADAMARO, OKLA., AMERICAN INDIAN EXPOSITION, AUG. 15-22

BOB HAMMOND, Owner
BUFF HOTTEL SHOWS #1

BUFF HOTTEL, MGR.

COLD MEDAL SHOWS
Can Place Can Place for Fifteen More Fairs

CONCESSIONS: Want Horse Parts of all kinds, Pitchet, String Games, Hoople, Wangle. SHOWS: Can use family-type shows starting at Asian Fair. All replies to Wire JOHN DENTON, Tazewell, Virginia, this week.

ROYAL AMERICAN $$$ UP FIVE A FAIRS

REGINA, Sask.—Winding up its 21st tour of the Western Can-

na Fairs, the Rice shows were at the Provincial Exhibition here Saturday (1), Royal American Shows reported increased grosses for every show stop—Brandon, Calgary, Edmon-

don, Sask., and Regina, Aug. 8-15.

Owner Carl J. Sedinsay said the Regina figure was up 6 per cent. Weather, for the most part, was excellent during the six-day run here, affording the heat to keep different audiences in a steady flow. RAC gate activity appeared to be better over the past 8:30 and 9 p.m. day and, with the grandstand tip, helped RAC recoup at night.

Covey Leads

Altho business for the shows was not exactly brisk, Leon Miller's Milk Covey revue did well and retained the lead at the week's end. Leon Miller's Revue was the only one of Eddie Lloyd's Western Show, with Johnny Mack Brown, ran neck-and-neck with Covey, and nudged the Miller offering. Dick Best's Side Show was also up among the leaders.

Loy's unit did particularly well on Monday, Children's Day.

Well ahead of the other rides was the Wild Mouse, which was on the road from Aug. 7. The Wild Mouse was going strong all night at late in night. Kiddieland racks were almost empty at times and pointed up the fact that a little more hard-surfacing in the center of the mid-way area could boost a larger crowd- making even more sport. The bus factor was 40 for this week.

Concessions manager O. J. (Whitey) Weiss termed the week a good one as the front end.

Fast Move

Trainmaster Wally Cobb, who had the show's three sections bar-

ring around the loop in record time, outside him on the run from Saskatoon Sunday (26). Trains got in near sunset and set up was done while a crowd of about 300 people who usually flock to the grounds were watching an air show at the airport.

Teardown here, in readiness for the long hop to Fort Williams, Ont., looked to be one of the fastest ever in Regina.

Thursday (30) local Rotarians brought in all the area's stands for the ground by entertainment for the Royal American Shrine Club. Toy bears were distributed and the young stu"
TINTYPE: VIVONAS

Bros. Learned Biz, Then Taught Mom

When a show blooms out in 10 years from virtually nothing to a $4.6-rider, 47-truck size, that deserves analysis. And if it's a famous outfit with five brothers in it, and in a turn they teach their mother the business, the story demands telling.

John and Morris Vivona chart the fortunes of Amusements of America, Inc. From the four-truck, big show from New York girls, Morris and Ethel (Centanni) now have Catherine Ann, Adrian, and infant Morris Jr., John and Marie (Presler) had Anthony (Parks), and Kitty (Peck) has her baby after her grand-father. The brothers go for solid food and both wed good cooks. Morris likes TV and football, John, baseball. A carnival artist for the kids? Morris talks: "Naturally, we see nothing wrong with it. It gave us everything we own, let us put three of the family thru college." Little Morris Jr. has a future planner, but didn't arrive until A. D. was on the scene. Muttered thru the births of two girls before they'd set up Ferris Wheels ("I was fit to be tied," but wouldn't take millions for them now). John's first reaction in Miami when A. D. was born was call Morris and rub it in. Morris books the show; John runs it, functions as entertainment chairman. Likes people around, likes good times. Surrounds himself with capable and sociable aids on the show, where hospitality abounds. Popularity, too, with John president of Miami Showmen's Association and Morris third vice- president of the New York club.

What about their mother? Her husband never survived to see his dreams come true, passing away in 1943. Mrs. Catherine Vivona even made her first midway visits, having raised five sons and a daughter. They built her a pop-up stand, later, when an office was needed, she took over there. Caught on pretty quick, the boys say. What the late Anthony Vivona missed would have amazed him: John and Morris have grabbed off two famous traditions to railroad shows, Charles- ton, S. C., and this year, for the first time, New Jersey State Fair in Trenton. With Babe and P.B. running the busiest end unit, there's room for more expansion. You and stamina should see midways populated with Vivonas for decades to come.

Irwin Kirby.

Worker Injured in Tent Blowdown

RUSHVILLE, Ind.—John G. Butler, 42, carnival worker, suffered severe injuries here Thursday (5) when a tent was blown down at the Rushville County Fair. Butler was hurt as he attempted to rescue people in the tent. He sustained head and burned hands. Two others were released from the hospital after treatment for minor injuries.

THE BILLBOARD

SHOW NEWS

BEAM'S ATTRACTIONS

EXCHANGE CLUB COMMUNITY CELEBRATION, FREDERICK, MD., NEXT WEEK

This event will be held at the Frederick Shopping Center with parking for 2,500 cars. Both sponsor and shopping center push event. Our advance tickets guarantee crowded midway.

CONCESSIONS: Want Concessions that work for stock, open afternoon and night.

SHOWS: Good opening for Wildfire—Monkey Show or any other type attraction that is keeping in an event of this type.

RIDES: Starting with this event will book additional rides. Our fairs follow.

ALL OUR BOOKINGS ARE IN TERRITORIES NOT AFFECTED BY THE STORMS.

Address all communications to M. A. BEAM, Winchester, Virginia, this week.

WANT FOR ESSEX COUNTY FAIR AT WESTPORT, N. Y.

August 18 thru 22 Inclusive

Concessions of all kinds. No X except Ice Cream.

Want Hanky Panks, etc., Grab Joints, Candy Taffy or what have you.

Can show with own equipment. Can use one more Flat Ride or Kiddie Ride.

Lot will be laid out Monday, August 17.

Contact: FRED FRITZ, Mgr., c/o Continental Shows

Winookski, Vermont, all this week.

MORRIS HANNUM SHOWS

KUTZTOWN, PA., FAIR, AUG. 17-22

SHOWS: Side Show with own equipment. Wild Life or any type Animal Show.

CONCESSIONS: Age and Scales, all Eats and Drinks, Custered, Pumps, Jewelry, Gumball, Dots, Dime, Hanky Panks open. No exclusives. Experienced Help on all rides. Prefer Drivers. All replies to MORRIS HANNUM, Yorktown Hotel, York, this week


CONCESSIONS: Want Wildfire Pangs of all kinds. Can also lease Agents for Concessions. RIDE HELP: Want Foreman, for Octopus, Pangs on Wheels and other Pangs. Want all tickets. Can help with place shows of all kinds. Write, Address offering not conflicting. Also Penny Arcade. Want Show Car Operator to join Aug. 80. Also Tie up Show Car Operators. All replies to

L. T. LEWIS, Lebanon, Ind., this week; next week, Crown Point.

THOMAS SHOWS

NOLAN AMUSEMENT

PAW PAW, MICH., CENTENNIAL

AUG. 17-22, DOWNTOWN STREETS

MADISON, IND., CENTENNIAL

AUG. 21-29, DOWNTOWN STREETS

Want Fairs, Drinks, Direct Sales, Hanky Panks, etc. RIDE HELP: Ride Superintendents, Two Wheel Foremen. Kid Ride Foremen and Senior Men on all rides.

FRED HOBAN, ROUTE 2, SOUTH ZANESVILLE, OHIO

WANT

HEART OF AMERICA SHOWS

WANT to book for 16 week fair, including Kids, Near, and late Southern Route.

CONCESSIONS: Wildfire Pangs, Snakes, Large Range, 2 Lighted Shows open With Horsecar. RIDES: Cruzer, Ake Knickkiser, Roller-Plan, Rider. RIDES: Good Job. You pay to give a good show and get what is Owed. Reply to

EUGENE H. WYATT, KOUNTZ, MO.

NORSEK SHOWS

JAMES E. STRATES SHOWS

WANT FOR NORTH CAROLINA STATE FAIR, RALEIGH, OCTOBER 15-18. Jewelry, Novelties, Boys, Age and Weight. All kinds of Novelty Sides. All replies to

JAMES E. STRATES CEN. MCR.

Hamburg, N. Y., Aug. 10-22; then per route.

32 RIDES

JAMES E. STRATES SHOWS

WANT FOR 16 week fair, including Kids, Near, and late Southern Route.

CONCESSIONS: Snake Pangs, Snakes, Large Range, 2 Lighted Shows open With Horsecar. RIDE: Rider. All Riders Full Size. Rider. ALL RIDES: Good Job. You pay to give a good show and get what is Owed. Reply to

EUGENE H. WYATT, KOUNTZ, MO.
**Vivonas Race to Good Start at Hughestown**

HUGHESTOWN, Pa.—A good start was all the encouragement of the Hughestown County Fair by Amusements of America, with opening day grosses Monday (3) 20 per cent higher than last year. There was rain on Wednesday (5) but it cleared early enough to permit moving matinees for kids day.

A second child's day was on the line for Friday. The show, setting up in its usual position of a Fair of Fairs, was bolstered by the arrival of the Shoot-Off-Ala-Whit from its bazaar unit.

The Great Hagerstown (Md.) Fair, opening Monday (10), was seen to be the most successful this year on the new Stacy Johnson Roller Coaster, an impressive ride 150 feet long and 55 wide. Steve Swoodick is joining with his Helicopter, and Stacy Johnson with his Roll-O-Plane, Rock-O-Plane, Bugly the Whale and Midget-0-Racy.

Business has been on a roller Coaster of its own this year, with several weeks off offering the setbacks. Early winners built a satisfactory financial cushion which has been relied on until the opening.

Matic Glyon has joined with his grab stand, and Joe Cenname has returned with the board game "Jackpot Dollar" for 4-5 weeks' absence.

Joe Vivenza, general manager of the show and president of the Miami Showmasters, announced an initial jamboree to benefit the MSA would be held at Hagersown at the end of this week, and about 15 per cent of benefit bingos would be held.

**Vandike Inks Two-Year Pact At Flagstaff**

FLAGSTAFF, Ariz.—Alvin Vandike's Victory Exposition has been awarded a two-year contract for the All Indian Powwow and July 4 celebration here.

Show has supplied the midway attractions here for the past several years and now has been set both for 1960 and 1961.

Jack Cibbin, manager, and R. L. (Red) Bishop, general agent, arranged the midway organization in signing the pact. This Indian fair, which was up over 30 per cent and is in line with other big shows in the show which are roughly 25 per cent ahead of 58.

Show, which is currently in New Mexico, will again be running a New Roller Coaster recently delivered to Cliff and Gustie Koot, who also have the Funhouse and concessions. Front-end personnel include Jimmie and Ed Cah, Dobh and Christian Buda, Nelson Christian, Norm and Jack and Bettytusen. Bill Darden is mainman.

Show is playing celebrations and fairs in Arizona, New Mexico and Texas and is looking forward to the Arizona date at Sandia Base, Albuquerque, September 4-7.

**$100,000 Fire Burns 4 Barns At Saskatoon**

SASKATOON, Sask. — Police are investigating the possibility of arson in a $50,000 blaze at the Saskatoon Exhibition grounds Monday (27) when four livestock barns burned to the ground.

A report was that three youths had been seen running from the scene immediately after the fire was first noticed.

The blaze came two days after the close of the exhibition. Exhibition manager R. N. MacEachern said the buildings were insured. The total value of several years ago, will be replaced and MacEachern estimated the cost will be in the neighborhood of $10,000.

Three of the barns had been used during the fair to house racehorses and the other was for swine. All were leveled within an hour. High winds stoked the flames.

A fire department official said the fourth barn might have been saved if one of the fire trucks had not been delayed by hundreds of private cars rushing to the scene.

Local radio stations were criticized for having flashed bulletins that the fire was in progress.
AUSTRALASIAN CLUB PREZ VISITS S. CENTERS

CHICAGO—Jack Clayton, president of the Showmen’s Guild of Great Britain, was here last week on a round-the-world tour. The Guild is an organization of some 300 outdoor showmen in Australia and New Zealand.

Since leaving Australia in March, Clayton visited outdoor amusement centers in the Red Sea area, Sozzy, Egypt, France, and the Monty show in England. He then sailed to New York City, Washington, and Toronto, and Chicago. He left here last Wednesday for Edmonton, Vancouver, and San Francisco and will take off from the latter city on August 26 arriving home sometime in September.

Clayton, in commenting on rides in the U.S. and Canada, said that many of them are too large for Australian operations. Smaller rides are more economical down under where the population will be, he said.

While here in Chicago, he presented the Showmen’s League of America with a small presentation flag.

BUFF HOTEL SHOWS #2

Want for Decorah, Iowa, and Freeport, Ill., Fairs.

Will book Round-Up and Smartphone for those 3 fairs. Has 1250 pieces of all kinds of stock for work. Will use entire powder or exceed all other offers. Will perform at any post office.


BUFF HOTEL SHOWS, Inc.

BUFF HOTEL SHOWS INC.

BROADWAY SHOWS INC.

SHOW NEWS

Want for Carlisle, Pa., Fair, Aug. 17-22


BUFF HOTEL SHOWS, Inc.

BUFF HOTEL SHOWS INC.

BROADWAY SHOWS INC.

SHOW NEWS

Want for Carlisle, Pa., Fair, Aug. 17-22


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BROADWAY SHOWS INC.

SHOW NEWS

Want for Carlisle, Pa., Fair, Aug. 17-22


BUFF HOTEL SHOWS, Inc.

BUFF HOTEL SHOWS INC.
DE LUXE RIDE COMPANY
WANT
WANT

REPRESENTED SHOWS
North American Shows
Midwest’s Fastest GROWING SHOW
WANT
WANT
Great Plains Fair
Long Prairie, Minn.
Aug. 11-13
Little Falls, Minn.
Aug. 14-16
Park Rapids, Minn.
Aug. 24-27

Waconia, Minn.
Aug. 20-23
Aitkin, Minn.
Aug. 17-19
Herman, Minn.
Sept. 8-10
Brooten, Minn.
Sept. 1-4

Arkansas, Oklahoma and Texas fairs to follow.

Can use Hanky Panks of all kinds—Rides and Shows not conflicting.

FOR SALE
Cookhouse, semi-mounted Complete, ready to go and booked for this season.


All replies to CARLO ROCCO as per request. No collect telephone or wires, please.

SMILEY’S AMUSEMENTS
WESTMORELAND CO. FAIR, GREENSBURG, PA., Aug. 17-22.

CONCESSIONS: Can use Hanky Panks of all kinds, French Fries, etc.

RIDES: Can use Fun House, Show and Saw all other family type shows.

RIDES: Can use Scrambler, Round-Up, Paratrooper, Coaster or any other ride that doesn’t conflict. Can use general Ride Help on all rides.

All replies to BLAIRSVILLE, PA, this week.

COMING EVENTS AUGUST 10, 1959

1. OREGON

Grand City—Work Co. 4-H & FFA Livestock Show, Aug. 10-11.
2. WASHINGTON

Apple Blossom Fair, Aug. 10.
3. KANSAS

Kansas City—American Royal Livestock Show, Aug. 10-14.
4. NEBRASKA

Lincoln—The Big State Fair, Aug. 10-15.
5. MINNESOTA

Redwood Falls—Redwood County Fair, Aug. 10-15.
6. MONTANA

Great Falls—Central Montana Fair, Aug. 10-15.
7. COLORADO

Rodeo, Aug. 10-15.
8. NEW MEXICO

Santa Fe—Santa Fe Indian Pueblo Show, Aug. 10-15.
9. WYOMING

Cheyenne—Cheyenne Frontier Days, Aug. 11-15.
10. MICHIGAN

Grand Rapids—Grand Rapids Livestock Show, Aug. 11, 15.
11. KENTUCKY

Louisville—Frankfort Livestock Show, Aug. 11, 15.
12. NEW YORK

Syracuse—State Fair, Aug. 11-16.
13. MASSACHUSETTS

American Royal Livestock Show, Aug. 11-16.
14. CONNECTICUT

Norwalk—Fair, Aug. 11-16.
15. NEW JERSEY

Atlantic City—Atlantic County Fair, Aug. 11-16.
16. PENNSYLVANIA

17. OHIO

Columbus—State Fair, Aug. 11-16.
18. ILLINOIS

Chicago—Midway Plaisance, Aug. 11-16.
19. MISSOURI

Kansas City Livestock Show, Aug. 11-16.
20. GEORGIA

Atlanta—State Fair, Aug. 11-16.
21. TENNESSEE

Nashville—Grand Livestock Show, Aug. 11-16.
22. ALABAMA

Montgomery—Montgomery County Fair, Aug. 11-16.
23. FLORIDA

Jackson—State Fair, Aug. 11-16.
24. SOUTH CAROLINA

Greenville—Greenville County Fair, Aug. 11-16.
25. NORTH CAROLINA

Charlotte—North Carolina State Fair, Aug. 11-16.
26. VIRGINIA

Richmond—State Fair, Aug. 11-16.
27. MARYLAND

Baltimore—State Fair, Aug. 11-16.
28. DELAWARE

Dover—State Fair, Aug. 11-16.
29. MICHIGAN

Grand Rapids—Big Rapids Livestock Show, Aug. 12.
30. WISCONSIN

Madison—State Fair, Aug. 12.
31. IOWA

Des Moines—State Fair, Aug. 12.
32. MINNESOTA

St. Paul—State Fair, Aug. 12.
33. MONTANA

Billings—State Fair, Aug. 12.
34. WASHINGTON

Spokane—State Fair, Aug. 12.
35. OREGON

Portland—State Fair, Aug. 12.
36. CALIFORNIA

Los Angeles—State Fair, Aug. 12.
37. NEVADA

Las Vegas—State Fair, Aug. 12.
38. NEW MEXICO

Santa Fe—State Fair, Aug. 12.
39. COLORADO

Denver—State Fair, Aug. 12.
40. MONTANA

Billings—State Fair, Aug. 12.
41. IDAHO

Boise—State Fair, Aug. 12.
42. WASHINGTON

Spokane—State Fair, Aug. 12.
43. MONTANA

Billings—State Fair, Aug. 12.
44. WASHINGTON

Spokane—State Fair, Aug. 12.
45. MONTANA

Billings—State Fair, Aug. 12.
46. MONTANA

Billings—State Fair, Aug. 12.
47. MONTANA

Billings—State Fair, Aug. 12.
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Billings—State Fair, Aug. 12.
49. MONTANA

Billings—State Fair, Aug. 12.
50. MONTANA

Billings—State Fair, Aug. 12.
51. MONTANA

Billings—State Fair, Aug. 12.
52. MONTANA

Billings—State Fair, Aug. 12.
53. MONTANA

Billings—State Fair, Aug. 12.
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Billings—State Fair, Aug. 12.
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Billings—State Fair, Aug. 12.
56. MONTANA

Billings—State Fair, Aug. 12.
57. MONTANA

Billings—State Fair, Aug. 12.
58. MONTANA

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59. MONTANA

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60. MONTANA

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61. MONTANA

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62. MONTANA

Billings—State Fair, Aug. 12.
63. MONTANA

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64. MONTANA

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Billings—State Fair, Aug. 12.
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Billings—State Fair, Aug. 12.
67. MONTANA

Billings—State Fair, Aug. 12.
68. MONTANA

Billings—State Fair, Aug. 12.
69. MONTANA

Billings—State Fair, Aug. 12.
70. MONTANA

Billings—State Fair, Aug. 12.
71. MONTANA

Billings—State Fair, Aug. 12.
CARNIVAL CONFAB
* Continued from page 68

Jack Dickstein, veteran Detroit concessionaire, returned from New Orleans and was the first to erect black concession with the Wilmot, Wis., team. He built a model of the 8,200 seat Civic Auditorium in Mich., for the Independence Day weekend celebration.

This year’s Imperial Shows, was guest of honor at a surprise birthday party hosted by Mrs. Blanche Fey, the Blenheim Road, Imperial. Mrs. Fey and her daughter, Mrs. Loretta Fey, were among those attending. Among those attending were: Mrs. H. L. Snider, Mrs. J. W. Lenox; Mrs. J. L. Zinn, Mrs. W. S. Long, John S. Ward, Helen Heerd, P. Reilly, A. F. O’Leary, H. Lee, Albert McBrady, John Kittsman, Billy Doverspike, Evelyn Klassen, Rod Klassen and wife, Alice and Junior, Mallard; Mary E. and Edward and William Butch, Reedsburg; Bill and Marian Smith, John Keplinger, Mrs. and Mrs. Eleanor Fitzmeyer, Easy and Mr. and Mrs. Philip Fitzmeyer, Al Corten; Charlie Rensell, G. Hansen, Tony Clark, Dick Jones and Bill Dayton.

In the likeness of Alexander and Dufour’s Side Show at Belmont Park, Montreal, are Andre Raymond and Art Duval, front; BeaudRY, in side line; Andre Raymond, back; John Mills, front; Lemon, middle man and Ward Brown, Helen Heerd, P. Reilly, A. F. O’Leary, H. Lee, Albert McBrady, John Kittsman, Billy Doverspike, Evelyn Klassen, Rod Klassen and wife, Alice and Junior, Mallard; Mary E. and Edward and William Butch, Reedsburg; Bill and Marian Smith, John Keplinger, Mrs. and Mrs. Eleanor Fitzmeyer, Easy and Mr. and Mrs. Philip Fitzmeyer, Al Corten; Charlie Rensell, G. Hansen, Tony Clark, Dick Jones and Bill Dayton.

Chippewa Falls Grandstand
* Continued from page 54

den, presented in a huge, specially built oval-shaped wayfair, was another featured attraction. The Great American Show presented a colorful display. The floral displays were contributed by area florists and were replaced by their displays at the first sign of yellowing. A wet, rainy, gray day was the mark of the day. The switch of booth space on the building’s front into display windows also helped. An interesting display of glassware was effectively used for the show. There were many glass and china and glassware for two doll displays. Bernard Rava’s seven queens throng the ages.

Off to a good start, the fair’s attendance thru the first three days was as follows: Thursday, 4,200; Friday, 4,500 and Saturday, 4,000. These figures are for the corresponding period last year. The closing days normally are the biggest, Thursday’s being the third. Thursday’s fair attendance in here for the first time, was far less for fair and was much lower than that of April 5.

Harness horse races were in for a big showing and are one of the events of which (Thursday’s) was rained out. Again, this was a source of great light and there is strong probability that there will be the abandonment of this area near with racing as their replacement.

Kettle, who last year assumed the job as fair manager here following the death of the highly respected Archie Putnam, a new twist for kids’ day, Tuesday, (4) dress up on your experience as the manager of the Colorado State Fair. He said the kids’ mainstays grandstand show to the Coca-Cola bottler here and moppets were admitted to be held upon presentation of a coupon from a six-car passenger. The show, which offered talent drawn from the night grandstand show, all additional acts, pulled extremely well.

On the midway, Olson Shows was up slightly over last year at the end of the first three days.

Lennoxs Spark
* Continued from page 54

who called the Lennoxs the “spark plug” of this year’s fair. All over the grounds the fair club was enjoying an exciting day. Attend. Execs of the fair club were up 30 per cent. Pay at the pari-mutuel windows was $12.15. Horse and bike ride and show grosses on Sierendor Brand Show were 27 percent above Thursday.

Fireworks were produced nightly by a unit of Tid太太, Cottage Grove.

NSA Seeking Support for Festive Week

NEW YORK — Ticket-sell ing activities have begun regarding the November festive week of the National Showmen’s Association. Three nights of events will be held, as follows:

Thursday — testimonial dinner in Park Sheraton Hotel for President Emeritus George A. Hamid Sr., New York Showmen’s Club director; Joe Allen, human corkscrew; John Gilmore, quarter boy; Sandra Daniels, Wordsworth box; Carl Holley, alligator boy; Bob Heywood, singer; Ben Johnson, giant Ray Johnson, giant; Charles Seale, magician; Harold C. Smith, musical glasses; Barbara Westlake, atomic girl; Bill Sichon, bull rider; Jack Thomas, 808, and Frank Flood, 96 -foot Miller, fat boy; Joe Milton, boy; Joe Merson, midget, and wife, Joyce Chiafald, acrobat; Ben Friedman, fire in the hole; Betty Heffern, archery; he did a good job.

Biggest night on the grandstand was Friday’s 8,169, which was 799 over last year, Saturday’s 8,423, which was 1,765 over last year, and Sunday’s 7,328 that was 1,765 over last year. Second best was Saturday, at 6,630, followed Sunday night’s figure was 5,243, down 603, and Thursday’s was 9,040, down 146.

Wednesday was the top day for pari-mutuel totals. While the 200,000 winning was about 200,000 going thru the wickets but the total was 819, which was just about the same as last year. Saturday’s play was $196, 808, up $710, and Friday’s was 15,732, up $2,217.

There was no rain during the first three days and the weather was almost too hot for carrots. Tuesday evening was cloudy but Thursday’s was excellent and all phases of the fair were in fine shape for the final two days.

Two features during the latter part of the week included a livestock parade, the big downtown Travelers’ parade. Saturday night draws for the fair’s display home and the Kinney’s club two cars.

Harrington
* Continued from page 54

and Thursday by Red Foley to sellout audiences. On Friday the Cosmopolitan at the main house, surprisingly good in the main house, was the 1,200 a week. Frankie Avalon appearance pulled a crowd capacity plus 1,200 extra people.

Fireworks by Tony Vitale were also good. Frankie Avalon and the Shriner’s parade was the 1,200 a week. Frankie Avalon appearance pulled a crowd capacity plus 1,200 extra people.

STEEL’S AMUSEMENTS, INC.

Will Book One Non-Conflicting Major Ride and Have Some Space for Few More Concessions and Shows for the Konsolai County Fair, Wilmot, Wis., Aug. 13-16

Can place Concessions of all kinds for rest of our season which ends at the Crown Point, Indiana, Center, October 4, Carl. get your letter some time. All replies go to RAY STEEL, Wilmot, Wis., this week then as per route.
new merchandise for tomorrow's . . .

parade of hits

FOR LISTING
SEND NEWS RELEASE, GLOSSY PHOTO OR DRAWING TO:
Parade of Hits, The Billboard, 188 West Randolph, Chicago 1, Ill.

FLASHLIGHT

This rechargeable flashlight will throw a beam for two hours continuously and is guaranteed for one year. About once in every three months of ordinary use the battery portion is plugged into any 120 volt a.c. outlet for recharging. Standard models include an Alumine mag.

luminescent switch and leather strap. Retail, standard, $6.95. June 7, Fort Worth Star-Telegram.

SPRING HORSE

The Wonder Horse, the original spring horse, is advertised nationally on television shows with Art Linkletter, Bud Collier and Jane Murray; in Parents' and other leading magazines and metropolitan newspapers. There are seven models for ages from one to seven. Wonder Products Company, Collierville, Tenn.

COSTUMES

ARCHIE AUTOGRAF TOY

Halco halloween costumes feature 27 licensed tights, including those with Harvey, King Features, Milton Caniff, M-G-M, CBS Terrytoons, TPA and Sky Masters. Over 150 designs with traditional favorites and glittery stump motifs. J. Halpern Company, 810 Penn Avenue, Pittsburgh.

MARKING PENCIL

Listo writes on any surface, including metal, glass and cello-

phane in six look-alive colors. Works like a mechanical pencil. Listo refills are also available. Retail, 27 cents. Listo Pencil Company, Alameda, Calif.

PLASTIC HOUSEWARES

A fast-selling assortment of 10 matched-designed all-polyethy-

lene housewares packed in a self-contained carton, 15 by 18 by 30 inches. Retail, 98 cents for each item. Blisscraft of Hollywood, P. O. Box 471607, Los Angeles 47.

MAIL BOXES

These popular styles of locking lid mailboxes in satin-black wrought iron with 24 k. gold-plated ornamentation. Retail, upright, $4.95; horizontal, $4.95, and jumbo, $6.79. Orna-Metal, Southern Fabricators Corporation, 725 Aero Drive, Shreveport, La.

CONVERTIBLE POT

Casserole, saucepan and skillet all in one cast iron porcelain enameled dish in four-color decorations over cition yellow. Individually gift boxed. Retail, $6.50 each. Descoware Corporation, 150 West Jefferson Boulevard, Los Angeles 7.

WHEN YOU REPLY, PLEASE MENTION YOU SAW IT IN THE BILLBOARD PARADE OF HITS.
ATTENTION
Jobbers-Distributors-Concessionaires-Dealers

* * * * * * * * * *

Our 29th Anniversary Sale

OVER 10,000 CLOSE OUT ITEMS

This is the greatest Sale ever offered by National

If you don’t see it listed—write or phone us—You’ll be glad you did.

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If you don’t see it listed—write or phone us—You’ll be glad you did.
By DANA-FORD THOMAS
KNOXVILLE, Tenn.—"The future of the bulk vending business is in the chains. The big chains, especially the hotel chains. That's where all the big traffic is today."

These are the words of Paul G. Whitson, a former Atlanta policeman who puts imagination and logic into the bulk vending business, much as the scientist applies these mental processes in the research lab.

"To stay ahead in this business," says Whitson, "you must constantly be looking for new spots. These spots, to be profitable, must be in high-traffic areas and must cater to adults as well as children. Experience, at least in my area, proves that adults will spend more dimes and quarters than children will pennies." 

Background
Whitson owns and runs the business when he started seven years ago, methods, know-how and stamina he had used in the candy manufacturing business where he employed some 100 persons. He left this field because it had too many problems.

In leaving the candy business, Whitson caught an operation in which he could find some measure of peace of mind and enjoyment. He wanted a one-man operation.

Now, at 48, Whitson proudly says, "I didn't jump into this vending. I shopped around looking at many things. I decided this offered exactly what I was looking for. It's not-get-rich quick business, but it's steady. I started with 26 machines. Today I've got 2,000." 

Staff
With four routemen on the job, two girls handling the fill, and Mrs. Whitson doing much of the book work, Whitson has time for running experiments, checking with his spots and generally supervising the entire operation which reaches from Nashville, Tenn., to Charlotte, N. C.

Whitson makes Knoxville head- quarters for Southeastern Vendors because it is just about in the center of the Southeastern stretch where his penny, nickel, dime and quarter machines grossed nearly $540,000 last year.

During his seven years in the business, Whitson has tried both the commission and salary systems in paying his route men. He has in the past few years settled on the salary system. His top man now makes $85 a week.

Whitson likes to point out the difference in serving penny machine customers and others. His routemen check the penny spots for filling the average of every six weeks. This is not so for the quarter machines. They are empty or nearly so just about every two weeks.

Charm
It's the charm that charm the public, Whitson cautions his work- ers. Pack the fill right or sales will fall off immediately, he says. Just let kids find out that too much change and not enough change are dropping and they will stay away. Some day a representative of the Lauco Company, Oak Park, Ill., visited the driver at his home. Later, the driver found out that he had signed a contract to buy 10 penny machines on 12 months' payments for 24 months.

The Lauco representative told him that each machine must average $5 a week in pennies and nickels are "that he would not $100 a month on the 10 machines. The machines were placed in four taverns, a laundromat, a garage, two barbershops, a restaurant and a moving company office.

THE NORTHWESTERN CORP. IS PLEASED TO ANOUNCE THE APPOINTMENT OF H. B. HUTCHINSON, JR. AS REGIONAL DISTRIBUTOR FOR THE FOLLOWING STATES: NORTH CAROLINA GEORGIA WEST VIRGINIA TENNESSEE SOUTH CAROLINA MissISSIPPI LOUISIANA DISTRIBUTORS FOR NORTHWESTERN'S COMPLETE LINE OF MACHINES, PARTS AND STANDS.

H. B. HUTCHINSON, JR. 1784 N. Decatur Road, N. E. Atlanta 7, Georgia Phone DRAKE 7-4300
Chicago — Graf Vending Supplies, Dallas, named district distributor for the Southwest last week—the third such appointment made by the firm since its new distribution policy was announced recently (The Billboard, July 27).

Graf Vending Supplies, headed by veteran bulk distributor Forrest Graf, will handle seven Southern States including Oklahoma, Arkansas, Texas, Mississippi, Louisiana, New Mexico and Arizona. Graf will continue to maintain headquarters in Dallas, but may make several sub-distributor appointments in the future to handle sales in removed areas.

The new Vicking policy is aimed at consolidating its number of distributors thereby gaining stronger representation and more active sales to small operators. Previous Vossier appointments were Logan Distributing in Chicago for the Northwest and Atlanta for the Southeast. Other distributors will be named by Graf, President Harold Schiff, within the next few weeks.

Op-Case Study of Champs

It's strictly business all the way. Whitson pays his locations a straight 20 per cent commission. He has never used the flat fee system. In the stops many miles from headquarters a filled, extra globe is left. This cuts down on service calls, and the routine men have liked to even when the order is small: the long blank.

For those who are just entering the bulk vending business or consider it a lucrative field, doing so, Whitson cautions that at least 1,000 machines are needed to make a living.

However, he says, "It's a sound business. Much like a bank. If you stick to the job and watch your operation you will make money. But you have to keep thinking. Too late." Whitson is doing exactly this. He is looking for additional savings and improvements in equipment. He is certain the field still has wide possibilities and room for innovations.

New Machines

Nothing new is a market that Whitson doesn't try immediately. Already he has 100 trading stamp machines on location. He has experimented to warrant an expansion in the phase of bulk vending.

"This machine is good," he says. "In the past there has been far too little imagination in the bulk vending business." When Whitson is not relaxing with his two sons, Tommy, eight, and Eddy, six, he's thinking and planning for the future. He doesn't want his territory to grow larger, but he is looking for means to make his present locations more profitable. He's always on the look-out for better suppliers of better goods that will lend itself to the business. He's aiming at better novelties for the adult.

Candy bar, coffee and candy machines are not for Whitson. He has 150 of these machines at present, but dropped them.

Graff Named Southwest Distributor by Victor

Cramer's NEW 240 COUNT

* More Balls Per Pound!
* More Returns to You!
* More Profits!
* Vends Perfectly!

Ask Your Distributor for Cramer's "Starter" for you!

CRAMER CULL, INC.

130 Colores Street
East El Paso 24, Texas
Member of National Vendors' Assn.

Jobbers Wanted

with sales organizations

For our new 1959 line of Graff cigarette machines. Must be in position to arrange financing for the machines, and all machines are sold for cash. Beautiful chrome machines. For full details, write today.

This is our 27th consecutive year in the vending business. As manufacturers, we have engAlI confidence in the future.

SHIPMAN MFG. CO.

OUTER ♣ LOS ANGELES 22, CALIF.

WONDERLAND FEATURE MIX

The most colorful and popular feature in Vending is our new 1959 line of Graff cigarettes machines. Must be in position to arrange financing for the machines, and all machines are sold for cash. Beautiful chrome machines. For full details, write today.

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SHIPMAN MFG. CO.

OUTER ♣ LOS ANGELES 22, CALIF.
Detroit

By HAL REEVES

Bob Rosnecki, of the sales staff of Music Systems, reports that the major distributing firm adding cigarette vendors to its line, with plans to add other types of units as well subsequently.

Ted Nover, operating the Elawa River Vending Company at Groove Isle, where he moved from his former location in Wyandotte, has disposed of his joke boxes and miscellaneous vending units to concentrate exclusively on cigarette vending. His son-in-law, Tom Altobello, who is actively managing the company, has returned home after four months in Chicago where he was doing a construction job.

Benny Moss, manager of the vending division of the Howes Gumball Company, rated as Michigan's largest for cigarette vending firm, celebrated his 26th wedding anniversary Saturday.

Lee Mackey, who operates a separate vending firm, has been managing affairs, particularly for years of successful vending. He plans to open soon on The Nichols Road. Swatkowski, who had operated a cigarette route under the name of Jay and Jack Vending, is changing his firm name to Music Industries in line with his broadened type of operation.

Mrs. Agnes Auton, who is regularly in the office at Michigan Movies, has assisted his brother in the Detroit office of King-Pin Distributing Company, has been managing affairs, while his husband, Joseph Auton, who was on the sick list for a while, took time off for a rest and a fishing expedition.

Mrs. Sarah E. Green has established a separate vending company in separate locations on West Vermont Highway—the Interstate Vending Company, registered in Wayne County, as strictly a vending firm handling all types of vending equipment and Interstate Amusement Company, as an operating firm with a route of joke boxes and games. Her husband, William R. Green, is manager of the business.

Oscar Boller, sales manager in the Grand Rapids office of Miller-Newmark Distributing Company, was in town for a week on his annual assignment, renewing acquaintances and overseeing operations while Detroit manager Art Robert vaccinated. "Business looks pretty good until this very hot weather," says veteran operator Arthur P. Saucer. His firm recently embarked on a major expansion program, adding both more men and more equipment to the operation, and is looking forward to increased business in the fall.

The D and L Coin Company, operated by Delisle L. Davis, Dallas 2, Texas, has moved to nearby Lincoln Park. The firm is a large operator of arcade-type equipment, as well as joke boxes.

Mike A. Law, who owned the D and M Vending, a mixed peanut and cigarette vending route, has moved to Phoenix, Arizona, where his husband, Don Lowe, has joined the police department. . . . Charles P. Kapp, formerly with the Supreme Vending Company, largest Canadian cigarette box and gum operation with headquarters at Hamilton, Ont., for 18 years, leaving some eight years ago, is opening a retail vacuum cleaner salesroom on Pallister Avenue in Detroit. He is a nephew of George Kapp, founder and owner of Supreme Vending.

Albert Winke is establishing a cigarette route under the name of American Vending Company in the Northeastern suburb of Roseville. He is also operating in Mount Clemens, and plans to enter Detroit at a later date with his route. Winke plans to diversify, adding candy, and probably coffee and cold drink machines as well, as the business grows. He formerly assisted his brother-in-law, Richard Engquist, who operates the D and M Vending Company in St. Clair Shores. Engquist, who formerly had a diversified route, has disposed of his cigarette and coffee machines in order to concentrate on candy vending.

Philadelphia

By GEORGE METZGER

Larry Ash, son of Joe Ash and treasurer of Active Amusement (Continued on page 82)

New—For Additional Income

HARMON AMCO®

HANDY POCKET COMB VENDOR

Dispenses a Quality Comb for 10c

A typical product by Harmon known the world over for the best in vendors. Provides a highly appreciated location and fits in well with location with other vendors. Built to last, to deliver a comb for each coin deposited and is guarded against mechanical defects.

SPECIFICATIONS

Shovel, all aged construction, every detail made for use and satisfaction. Lasts from 3 to 5 years, depending on usage and care. Comb is detachable and can be replaced at any time. Machine is easily and inexpensively operated, and is equipped with different key controls, one for each kind of comb, and one for each color. Heavy construction. (See picture.)

Order Today!

VICTOR Vending Corporation

EREVERETT GRAFF

GRAND VENDING SUPPLY

AS NEW DISTRICT DISTRIBUTOR

FOR

SEVEN SOUTHWESTERN STATES

OKLAHOMA

ARKANSAS

TEXAS

MISSISSIPPI

NEW MEXICO

ARIZONA

Vicor's Complete Line of Machines, Parts and Supplies Available for Immediate Delivery.

GRAND VENDING SUPPLIES

2817 West Davis, Dallas 2, Texas.

Whitehall 8-1177.
Coinmen You Know

Continued from page 81

Machine Company here, will mar-
key Joan Golder on August 16. -
 Hank Grant, of International Amusement Machine Company, reports that
his side kick, Jack Palmer, is en-
 route to Europe. "He is still
being seen. with some success," said Hank, who has just returned from abroad.
Only Hank hopes his bud-
dy has a little more luck as far
as his health is concerned. Grant shipped his home by boat and it was de-
livered in arriving by a port strike.
When he finally did get it, some-
thing changed and he was rushed into the hospital "Yankee Go Home."

Abe Wilson, president of the Scott County Corporation here, reports two new Bally
games have caused on in this
area. They are Rolling Prac-
tice and a gun game. "They are just wild about the gun
game at Atlantic City," he said.
"It showed it was going to be one of the best games in a long time and only after a two
week stay. The only thing is, it came in too late in the season."

Twin Cities

Vending machine sales prop-
ositions among the national
for a large number of calls to the Minne-
apolis Better Business Bureau
during the past year, Cecil W.
Shirk, manager, reported to the
organization's board at a meet-
ing at the Radisson Hotel, Minneapolis.

Clay Notberg, who operates
Coin N Sales at Mankato, Minn.,
reported that spring business has
been going well and he expects that
scratched during a recent visit in
the Twin Cities. His best numbers
on the jake boxes, he said, have
been the following: "Battle of New
Orleans," "Waterboy," "Heartsacre by the Number" and "Frankie's
Man Johnny."

Sonny Stroh, who bought
out the Melodies Record Shop,
Minneapolis, from Sam Nies-
kler, is joining forces with Bob
Lynn and will be opening a
big new record store at Seventh
and Second Avenues that will be
known as Melody Music City,
the store will feature a disk display case on
the top floor six nights a week. Opening was scheduled for June
24.

The Harmonicats have been play-
ing in the Rumpus Room at Com-
mon's restaurant in St. Paul.

Mrs. Rhoda L. W. Beauchamp,
and Tom Kirchmieder, direct-
lor of customer relations for
Cantonese Company, Minneapolis, are
working on the "Music Under the
Stars" concerts to be sponsored by
the Minneapolis Junior Chamber of Commerce at the University stadium
this summer.

With the advent of unrea-
sonable hot weather (in the 90's), operators say that candy sales have slumped.

"Sol Roll-on," in the Dairy Treat
Company, Minneapolis, spent a recent weekend in the Min-
as and saw the Braves play.

"Maurea Storey is the new
sometimes young bachelor at Sandler
Distributing Company.

H. P. Hunter, of Hunter Distri-
buting Company, St. Paul, has
an old Regina coin-operated pho-
notograph on display. One of the
first ones made, it is about 57 years
old. Walt Disney wanted to buy it for Disneyland, Hunter said, but it
was for sale.

Operators in the Twin Cities recently included G"o n &"o tte,
Wallace, Stillwater, Minn.;
Lloyd Williamson, William-
son & Miller Co. Inc., Winona,
Minn.; Nebo Peterson, P-V
Vending, Inc., Eau Claire, Wis.;
Ben Kragstrop, Tracy, Minn.;
Gaby Chusin, Grand Rapids,
Theodore C. Holmes, Grand Rapids, Minn., and Don Bailey, Baldwin,
Wis.

Milwaukee

By BENN OLMAN

Curtis D. Eisele, president of Au-

tomatic Merchandising Corpora-
tion, will act as moderator of a
panel discussion group at the
"Vendorama," in Chicago, Septem-
ber 8-19. The event is sponsored by
the Superior Tea & Coffee
Manufacturing Co., Chicago.

Harry Cader, Caleer Music, reports that coin business
this summer is "just fair." Results from steets, he says would be bet-

Top disks on the Ray's Amusement Juice boxes,
according to Mrs. Ray, L. A., are
"The Battle of New Orleans" by
Johnny Horton and "Tiger" by
Fahban. Popular Johnny
O'lein is chartering another
return to the record stores.
This time he is back as an independent distributor.

He is looking after the great
to the Arnold Record Company of-
ferings out of Chicago.

Carol Ann Jacobs, daughter of the
box, is working this summer in the United, Inc., office. Most
surprised guest at the Record In-
dustry Golf Jamboree last week
was mild-mannered Hat. C. G.
He tossed his putter in the air
when he missed a short putt and the
clock broke when it landed.

Other coinmen at the Golf
Outing were Clarence Smith,
Milwaukee; Max Alter, of
Company, who won the Closest to
Pin awards; John Darvis, Dan
Mazes, Mitchell Novelties, who
had the Lowest Net Score; Pat
Brans, aided by a whopping
candy machine tied low for net
gross prizes at the "Vendorama";
Machine Company of Minnesota,
S. P. Kirchmaier, and Dan
Kirk, Witter's, Inc., a "Vendorama"

Little Rock

By ELTON WHISENHUNT

Hot Springs operators also reported good business. Hot Springs is a top resort area
in fishing, hunting, boating,
徘見, night clubbing and a recently
completed horse racing season.
Operators reported top col-

cisions were:

J. Earl Gill, Gill Amusement
Company; Willbur Green, Sea-
son Amusement Company; K. C.
Jennings, Jennings Coin Machine
Company; W. C., Looie's, Novelties
Company, Phil Marks, Phil Marks
Amusement Company; Danus, Paul,
Kaulk Amusement Company;
Van Eddinger, Van Ed-

Music all operators reported play ex-

good on pinballs and other amuse-

ments as well as music ma-

ines, and coin machines all hold
up well very throut the summer.

Increase in Number of Cigs
Per Pack Mulled by Mrs.

WASHINGTON—Operators
and manufacturers of cigarette vending
machines, already hard pressed for
space because of the multitude of
cigarettes on the market, may face
even more difficulties before long.

Sources close to the cigarette
industry indicated last week (4) that some
manufacturers are seriously considering
changing packaging to allow them
to sell more than the standard
20 cigarettes. "If the government
would sell 24, others 26 or perhaps 30,
that would mean, of course, that
these machines would have to be
large enough to accommodate the
increase, and cigarette manufacturers
might have to be altered or redesigned
to vend the larger packages.

Proposed change came about
primarily because of Treasury's
new policy regarding the blue revenue
tax on cigarette packages. Since
June 24, federal excise tax on cig-
l are no longer is collected thru
the sale of the blue stamps. As of
that date, tobacco manufacturers
were allowed to pay their taxes by filing returns once a month, rather
than purchasing the stamps ahead of
time.

The stamp had on it the nota-
tion that the package contained 20
cigarettes. Now, the government
is allowing discretion in the number,
and the number of cigarettes is not required to be noted, cigarette manufacturers
are seriously considering changing
the method of packaging cigarettes.

Many brands are still using the
similar blue stamp—minus the pic-
ture of the Duke—on those am-
using devices. Practice probably will continue until a new method—most
likely heat sealed packages—is
perferred for the packages.
### Coin Machine Price Index

**How to Use the Index**

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

<table>
<thead>
<tr>
<th>Price Range</th>
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<tbody>
<tr>
<td>$125-$125</td>
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<td>75-75</td>
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<tr>
<td>175-175</td>
<td>100</td>
<td>95</td>
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**Prices given in the Index are in no way intended to be "standard," "national," or "set," or offer an authoritative reflection of what prices should be used on equipment. Equipment prices can vary, depending on location, age, condition, or even undescribed factors.**

**MEAN AVERAGE.** The mean average is a computation based on all prices of which a machine has been advertised for the period shown and is intended to be the dominant advertised price level. It is not a simple average between the "high" and "low." High and low prices may range from 20% to 40% of the price level at which most of the machines are advertised for. Therefore, when the mean average is nearer the "high" price, the "low" price is probably for "as is" or "distressed" equipment.

**For 10-week period ending with issue of July 27**

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### Price Index

#### MUSIC MACHINES

<table>
<thead>
<tr>
<th>Model</th>
<th>Price Range</th>
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<td>C-70</td>
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#### Hi-Fi

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<td>85</td>
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#### Home Phonograph

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### SHAFFLE GAMES

#### Software

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#### Shuffleboard

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<td>250-250</td>
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#### Arcade Equipment

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<td>21-21</td>
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### PINBALL GAMES

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### THE BILLBOARD WEEKLY

### COIN MACHINES

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### AUGUST 10, 1959

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### Football

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Teamster Boss
Hit for Role
In Coin Unions

WASHINGTON—The 375-page interim report issued Tuesday by the Senate Rackets Committee is, in effect, a slap at Teamster President James Hoffa, who is facing positive action against officials of the union, who have used strong-arm methods against juke box, amusement and vending machine operators, as well as other types of businesses.

The report, which was released in 1958 probe into Hoffa’s affairs, labels him as one who “will destroy the decent labor movement in the United States” if he is not stopped.

Playing a leading role in the report was William Presser, head of the Ohio Conference of Teamsters, who has been active in the juke box business. According to Assistant Commissioner Art Kaplan, Presser was “successful in this business, both with local 43 of the International Brotherhood of Electrical Workers, and juke box operators. These ranks of the Teamsters Union, that both employees and union men had come from that is what we have done it.” Kaplan said that Presser’s unions were more active in Amusements with employers and effective in the trade monopoly in the city of Cleveland.

Paid $5,000

During a conference held by the Committee earlier this year, Victor De Schryver, former operator and former president of the National Music Operators Association of

COINMEN AT LAGERT RITES

GRANITE CITY, III.—Funeral services for Cal Langer, road man for World Wide Distributors, Chicago pin box and game outlet, were held Friday. Langer had been killed in an automobile accident three days earlier while he was on a business trip.

A veteran of the coin machine industry of some 25 years, he was a sales post with World Wide for the last two years. World Wide is a German-owned concern, and throughout the area attended the funeral. His death was known and extremely well liked in the trade.

ent in the past two years. In many cases coin rides are lumped together in the larger, high-grossing coin equipment such as games and machines, where they are, in some cases, economically prohibitive, and are set up either to induce or to ward off the play. Operators feel that the large rate of returns is not simply, but without an organized attempt to lower the rate. Many riders are often helpless in trying to influence governmental bodies.

Pin boxes are very few, but they do succeed in coming up with some new attractions on a regular basis and it is evidence of success of new ride types is seen in the surveys of gross receipts by ride type compiled annually by operators. New rides often jump quickly to the top bracket, also indicating a continuing need for novelty attractions.

According to an operator survey of 1,465 rides on location, the top rides in terms of grosses per machine currently stand as follows:

1. Stage Coach
2. Fire Engine and Miniature Motorcycle
3. Trolley
4. Motorcycle
5. Model T
6. Small Auto
7. Horse

Other types—and there are numerous others—rank below these seven in terms of gross receipts per machine.

At the end of 1958, the Fire Engine ranked first. But along came the newer Stage Coach, and passed the Fire Engine this year.

In mid-1957, the order was Motorcycle, Fire Engine, Automobiles, Miniature Motorcycle, Fire Engine and Fire Engine that suddenly jumped to the top, then is replaced, in turn, by a newer unit.

The new rides are usually continued to grow highly profitable. Some new rides, operators point out, offer a novel basic idea, but fail to complement it with enough movement and action. Such rides are hot for a few months, then cool.

(Continued on page 1)

Rid Ops Work of Tight Margin

NEW YORK — The first specific project to be undertaken by the public relations committee of the New York Coin Machine Association, Inc., will be the setting up of a pinball machine for use at the New York Police Athletic League.

At the committee’s fourth meeting Monday, the committee of the Music Operators of New York Wednesday, (5) (Al Senator) Board of Directors of the New York Police Athletic League.

The new features: fan sequence with the PAL system, will be the set-up problem.

A yearly disapproval appraisal is the one offered by John DeForrest, New York Police Athletic Company in Gary.

"The strike is hurting and hurting badly," he reported. "We have been

(Continued on page 92)

FIRST TIME TOGETHER. When Wisconsin operators and distributors got together July 27 in Milwaukee to discuss juke box performance royalty proposals, it marked the first time Milwaukee music distributors—strong competitive—and had been photographed together. Present were: Sam Hastings, Hastings Distributing; Harry Jacoby Jr., United, Inc., Wurlitzer; Carl Happe, Badger Novelties, Rock-Ohio; C. S. Piazzo, Brohead, Pied’s Music Company; Perry London, S. L. London Music, Seeburg, and Sam Cooper, Past Distributing, AMI.

III. Grand Jury Hits Pin Ball Veto

WAUKEGAN, III. — Illinois Governor Stratton’s veto of a strong union-hunting bill involving pinball machines in the State was, sharply attacked by a special Lake County grand jury last week.

The bill had passed the House and Senate with only four dissenting votes. It would ban in-line pinball, but okay offshore-falls and free plays. (It was earlier reported that the Stratton move had been a pocket veto—but the bill was actually vetoed.)

The Lake County grand jury group calling of a special session of the Legislature to reconsider the bill over Governor Stratton’s veto. The jury is also reported considering calling the Governor as a witness in its long-term investigation of pinball gambling.

Reasons Stated

Stratton, in his veto message, gave the following reasons for his action:

The Senate Bill No. 700 would distinguish between commissioned- operation amusement devices as to the manner in which a packet was permitted classifying one group as

JUKE BOX JAMBOREE

Gotham PR Committee
Plans Youth Program

NEW YORK — The first specific project to be undertaken by the public relations committee of the New York Coin Machine Association, Inc., will be the setting up of a pinball machine for use at the New York Police Athletic League. At the committee’s fourth meeting Monday, the committee chairman, was given authority to set up the program with officials of the PAL. Also discussed in a broad way, were similar projects with Jewish, other charity organizations of a religious and non-religious character.

In another move, copy for a letter to be sent to all member operators over the signature of counsel, Louis Werner, was okayed. In a letter, a sum of $5 is being solicited from all ops to get the ball rolling. It was decided, in consultation with the PAL, the letters, that such a correspondence was not to be sent until after a clearly identifying the coin machine operators with the project. It was also recommended that when it came to donating the use of the pinball box (for no single) “Let’s be sure it’s a brand new one of the latest model, not an old used unit that looks beat up and is likely to break down.”

The next meeting of the group has been scheduled for Wednesday (19) at which Bockin is expected to detail any arrangements he has been able to make with the PAL up until that time.

Rid Ops in Tight Margin

SYRACUSE—Ray Daggett, veteran coin machine sales executive, will be in charge of the vending division at the new headquarters of the Bilotta Distributing Company here, with Fred Iversen in charge of the automatic phonograph and juke box sales.

Daggett and Iversen both former salesmen with the Rex Distributing Company, owned by Angelo Delaporte. John Bilotta last week purchased Rex and is moving his headquarters from Syractuse to here where Ray was based (The Billboard, July 27). Bilotta is the New York State Wurlitzer distributor. Rex had been the AMI distributor until the sale.
THE BIGGEST ONE IN THE BUSINESS

SOUND-WISE
SALES-WISE
AND IN EARNINGS
IS

WURLITZER
Stereophonic High Fidelity
MUSIC SYSTEMS

THE WURLITZER COMPANY • Established 1868 • NORTH TONAWANDA, N.Y.
Service Manager Shows How It's Done

ANDY NAZELLI, SERVICE MANAGER for Wurlitzer's Detroit distributor, Angott Distributing Company, handling the shop work for the firm's own routes in the city, does a "shop job" on a machine brought in from location with a breakdown serious enough that the road truck service was unable to handle it. In most cases, however, "shop jobs" are of the type involving work on the cabinet, perhaps where customers may accidentally kick in the grill or other area below the keyboard. Plastic and glass parts are generally replaced rather than repaired because the crack still shows on a repair job and is not liked by the location owner. Older models are also more likely to be requiring a "shop job" which frequently means an overhaul of the entire machine.

INDIANAPOLIS—Operators in some Indiana communities face a 200 per cent increase in their local taxes under a system of evaluation b, which coin-operated equipment is being assessed at full cash value. Taxes on assessments made this year are payable in 1960.

In most instances, although the authority to assess at 100 per cent has been theirs for years under State law, local assessors have been evaluating coin machines at 35 per cent of true cash value and, in many cases considerably below that.

Tax rates in Indiana counties range from $5 to $10 per $100 of assessed valuation. "Our friends in the coin-operated equipment business are unduly disturbed," said one Northern Indiana assessor. Under the new tax, property-taker, as has happened to some extent in the past, would be likely to get a breakdown, so as to lower the tax rate. In the end, with everybody paying what they should, the chances are that the coin people will be paying less than they are now.

Don't Share View

Few of the State operators share his point of view and some of them are planning appeals to the county boards of tax review and from there to the Indiana State Tax Board.

"I'll bet he is rough on us — very rough," said Victor H. Ostergren, president of the Automatic Equipment and Coin Machine Operators Association of Indiana. "We fear that it will raise our taxes substantially, but we're law-abiding citizens and we'll do as we are told. We hope to fill out the forms meticulously."

The forms to which Ostergren alluded were mailed last week to Gary operators for completion under oath. Detailed description of equipment and wall boxes, showing years and make, was included in the required data.

"Confiscating"

"This is confiscatory," explained another operator. "Remember that most of Indiana is still on dime play, "We'll never be able to take this."

Under laws passed in the 1959 session of the Indiana General Assembly, the valuations were to have been standardized at 35 per cent, effective in 1962 for taxes payable in 1963. It is pointed out, however, that these laws could be repealed in the legislative session of 1961.

In addition to the taxes on equipment, Indiana coin-machine operators are subject to the state's gross income tax.

Gross Income Tax

The gross income tax is just that—a tax on gross income. Except for a slight exemption, the taxpayer pays on everything he takes in—win, lose or draw.

The rate of payment on coin machines is at 1½ per cent of gross receipts with the location owner paying on his share of the commiss.

Additionally, cigarette machine operators are charged with the collection of the 3-cent-a-pack excise from which the State derives a $15,000,000 annual revenue.

Wholesalers Reimbursed

Indiana cigarette wholesalers are reimbursed by the State for the work of stamping packs for the purpose of proving proper tax payment.

For years the Commission on State Tax and Financing Policy has been advocating the replacement of the 7½ per cent discount with two rates, 3 per cent on cigarettes that are machine imprinted, and 10 per cent for stamps affixed by hand.

Wholesalers claim that the change, which failed of support in three sessions of the Legislature, would mean a $300,000 annual loss to them.

Authors of a law passed in 1957 sought to assure the collection of both the local property tax and the gross income tax. The statute provides that the ownership of all coin-operated equipment must be identified on each machine by name and address. Where such identification is unavailable, the accruing taxes are to be charged to the location owner, the law provides.
Arcades Try Fresh Ideas
To Capture More Attention

DETROIT—A couple of Detroit area Arcades have undergone major face-liftings in an effort to draw more coin during their big seasons.

The Arcade at the Bob-Lo Amusement Park on Bois Blanc Island, in Canada at the mouth of the Detroit River, and the Arcade at Walled Lake Amusement Park, near here, have both undergone some new ideas to pull patrons.

The Bob-Lo Arcade moved into a new triangular-shaped building, approximately 50 feet to a side, with two corner entrances and the entire main midway open to the public. Windows with drop curtains to be lowered when bad weather arrives, give the Arcade the effect of an open air building under a roof supported on columns.

Decor

The structure is of cement block, painted blue to the dado, white above, and with a chesiretine canopy. Red and green horizontal stripes at waist level run around the building and it is further decorated with amusement action paintings.

Special addition to the Walled Lake Arcade is a continuous 13-degree, slanted, marquee, located above head level across the back of the 30 by 50-foot building. It creates the illusion of extra space, and gives the patrons the unusual effect of being able to watch themselves at play.

A further advantage of the marquee is that it is so positioned that the cashier and attendant are able to have a good all-over view of activities without having to leave their stations.

Another traffic builder at Walled Lake is the installation of a battery of two twin Turnpike Tournament driving machines. The units were recently flown in from New York to be ready for an important series of school pickens. The two units are located in a separate building.

The Walled Lake Arcade is now under the management of Michigan Midget Movies, one of the most diversified operations in the area.

A revamping of Arcade equipment was made by Joseph Austin, Midget Movies executive. “Mainly, we took the latest equipment available, selecting the units we knew had proven good standard Arcade pieces,” says Austin. People get tired of seeing the same thing, year in and out. We have to keep up with the times. The use of new equipment also means a minimum amount of servicing.”

Late model baseball games and rifles are going best here. A new Auto-Foto is also doing well. The photo machine is the only one at a quarter fare—the great majority of sales at a door, a small number at a nickel, with a sprinkling of penny machines. There are 50 units in all.

The Bob-Lo Arcade is operated by the Browning family which owns the park, with Paul Meinerr the Arcade manager. The Arcade here has about 16 games in action. One three-cent is at nickel play, the rest at a dime. The Auto-Foto, Test Pilot, Grandma Fortune, a machine gun set-up and Baseball games are leading receipts.

A battery of 12 A B Ts, Air Target, has been moved to a separate building adjoining the Arcade, and doing well as a separate attraction.

Coinmen Win Golf Awards

WAUKESHA, Wis. — Coinmen golfers captured first place prizes at the First Annual Record Industry Golf Turnbore recently at the Merrill Hills Country Club. The outing attracted a gratifying turnout of joke box operators, distributors and disk dealers from all over the State and from Chicago.

Class A honors were won by Perry London, S. E. London Company, Seeliter distributor. Ken Kulow, Kendou, Inc. music games and Arcade firm owner, maintained the best score in the Class B ratings. Class C award went to Waukesha disk dealer Bob Rippery, Triangles. Engraved trophies will be formally presented to the winners at August 25 at the 4th Annual Milwaukee Recorded Music Industry Party. The event will be held at the Milwaukee Jewish Community Center.

Tax Collections

COLUMBIA, S. C. — State tax collectors report revenue from fees on coin-operated devices since July 1 are almost double the amount taken in during the entire preceding year.

The last Legislature created new licensing requirements which now include vending machines, previously exempt. The total state coin taxes thus far in the year come to $404,463.

TWIN LAKES, Wis. — John Reppin, 48, 1902 Milwaukee Avenue, here, an operator in this area for many years, died early last week. Funeral services were held Thursday (23) with burial in St. John’s Cemetery, next here. Notices reported revenue from the Illinois and Wisconsin area attended the services.

FOR SALE — LIKE NEW
POOL TABLES

BALLY—UNITED—CHI COIN
BIG BALL BOWLERS

KIDDY RIDES
WANTED
WILL PAY CASH 5’S FOR
BALLY SKILL PARADE

REDD DISTRIBUTING CO., INC.
298 Lincoln St., Alliston 34, Mass.
AL 4-4040

MARVEL
Billiard Supply Company
34060 W. Lake St., Chicago 13, Ill.
Phone: Mckenzie 4-8851

SLATE TOPS

REC. PRICE $5.50
NOW 16 POCKET, 37" X 48" $5.00
2 POCKET, 35" X 51¼" $4.50
2 POCKET, 33" X 42¼" $4.00

Bumper tops are available with Imperial equipment, or are sold separately. Prices as marked. IMMEDIATE DELIVERY ORDER NOW—SAVE MONEY!

Complete stock of Billiard supplies for all types of Coin Operated Pool Tables. Price list on request. Terms: Deals, Deposit, Balance C.O.D.

ROCK-OLA MANUFACTURING CORPORATION 280 N. Halsted Ave., Chicago 85, Ill.

THE BILLBOARD
COIN MACHINES

SUMMER CLOSE-OUT
2 Auto Photos 89 each $1.050 ea.
RIGHT OFF THE ROUTE—VERY CLEAN
5 Morpho Rides 75c ea. 5 Skill Ralls...70 ea.
5 Coin Hunts 75c ea. 3 EC Reobund Shuffle $1.25 ea.

SCOTT CROSS COUNTRY
1453 Spring Garden St., Phila. 30, Pa. Rittenhouse 6-7713
Exclusive Dist. for Bally in E. Penna., and Rock-Ola in E. Penna., S. Jersey and Dela.
Branch: 1101 Pettit Ave., Reading, Pa.

R-O-C-K-O-L-A spells P-R-O-F-I-T

Because the dependability of a Rock-Ola phonograph is the operator's guarantee of a greater net profit from his "take". Fewer service calls spell more PROFIT.

Because the elegance of Rock-Ola styling and sheer beauty of Rock-Ola sound brings customers back again and again for the continuous play that spells PROFIT.

Because the full line of Rock-Ola phonographs gives the operator the right machine for any location. Whether the need is for monaural or stereophonic, there is a Rock-Ola for every location. With Rock-Ola the operator pays for only what he needs. Such full line flexibility guarantees satisfaction...spells more PROFIT.

JOIN THE BIG SWITCH TO ROCK-OLA IN '59. YOUR PROFITS WILL BE GLAD YOU DID!

ROCK-OLA tempo

200 and 120 selection phonographs

Available in True-Stereophonic Fidelity or in the finest Monaural High Fidelity sound.

ROCK-Ola MANUFACTURING CORPORATION 280 N. Halsted Ave., Chicago 85, Ill.
Bally Strikes United Holiday Today

Rebound ABC ALLEYS Bowlers, cheat $150.00.

COIN MACHINES THE BILLBOARD AUGUST 11
10 29 50

SALES

Broadway Big Show Big Brazil

Wurlitzer Distributors.

M. ARCADE EQUIPMENT, All Dist.

Cleveland Seeburg Nite Club Miami Pixie Palm Springs

Electric Economy Valley's 100

Cents against.

Gary's Juke Ops Cater To National Taste

BY JOSEPH KLEIN

GARY, Ind.—Altho immigration on a scale comparable to its flow during the first two decades of the century has ebbed, the demand for foreign-language records is still on the rise in this heterogeneous community, local juke box operators report.

In this conscious American melting pot, the processes of assimilation and the unifying influences of national danger had all but erased ethnic differences by the end of World War II. Since then, however, another movement of newcomers brought renewed longing for the songs of the lands left behind.

Gary operators attribute the continuing upswing in the demand for foreign language discs to two vast groups who came to the State City since 1946.

Displaced Persons

One of these were the displaced persons—men, women, and children who found themselves away from their iron curtain countries when the war ended. Many came from German and Italian prisoner-of-war camps; many others from Nazi concentration camps.

The second contingent consisted of Puerto Ricans who, as Americans citizens living in a Territory of the United States, had unrestricted right of entry.

"Some spots are covered entirely by foreign-language records," reports Frank J. Witicko, a Gary operator. "As a rule, such locations are patronized by Puerto Ricans and Mexicans. In such places as those, foreign-language programming pays. In others, it has to be provided as an accommodation whether it pays or not."

Witicko is in the majority of Gary operators who feel that the demand for nationality recordings is a "must" in a successful operation.

Another Gary operator uses such disks only on request--and when it stimulates play--and when it stimulates play. "But," he added, "I don't find any particular demand for it and I don't find it particularly profitable. It's an accommodation—nothing more or less. And fewer and fewer people ask for it.

Tops in palatability are the Spanish and Latin-American discs offered by juke box operators. A popular language in Gary is Greek. It's mostly for the Greek docks, says one operator.

An anomaly defying explanation is that Polish records sell weakly, even the Americans of Polish extraction constitute the largest nationality bloc of the community.

Many Labels

And the records come under many labels. RCA and Capitol produce Latin-American singles while Leo furnishes LP's. Greek numbers are obtainable from Columbia, Monitor, Capitol and Rodeo. Kola makes some of their best sellers known as the "Greek Cotton." 

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**United Ships**

**League Alley, For Team Play**

CHICAGO — League Bowling Alley, a new Uniting Manufacturing Company ball bowl shipped last week, is especially designed for tournament play.

The six-player game keeps scores for all individuals and two players at the same time. Two special drum scoring units for each team totalize the scores and marks, frame by frame, indicating to each team how it is progressing.

**Team Scoring**

The first, third, and fifth player make up one team, while the second, fourth, and sixth player are on the other. Team scores speed up the play and gives accurate team play early upon completion of the game.

League Bowling Alley comes in three or 16-foot sections with an additional four-foot section available to add to either length. Bill DelSen, United sales manager, said the team play game has been put into production "by popular demand." He said interest in tournament play in the game field is increasing. Bowling game play, he said, has been combined successfully with trophies and prizes in many areas.

**JUKES JOIN AIR FORCE EARLY WARNING SYSTEM**

**BAFFIN ISLAND, North West Territory—Some of the world's fighters have been training for a jive in the last 2,000 miles of the world in one of the world's most remote outposts—the 57 DEW Line stations along the Arctic Circle. These serve as lookout for the early warning system for Air Force early warning of possible enemy bomber or missile attacks.**

Extending from Baffin Bay all the way across the top of the world to Barter Island in Alaska, the DEW Line stations offer very little in the way of entertainment for the 1,100 odd men who man the radar stations. The operators, support personnel and military personnel live in 16-28-foot "modules," heavily insulated against cold wind which can go to 55 degrees below zero and strong, and strung together in long rows where they resemble European passenger trains.

The area is thousands of miles away from civilization and provides no radio entertainment except for an occasional pip on the North Pole. Over the North Pole the weather is always gloomy, and in three times a week, the men are left pretty well with their own devices.

**Jukes Answer**

A jive box in each of the DEW Line stations has provided an ideal answer, keeping the men at each station, who may vary from 60 to 100, up to the minute on popular music, old favorites, Westerns and ballads owned by the civilian contractor who serves the DEW Line, the jive boxes are all new, 200-selection machines, and operate for nickels, which are paid off the cost of the photographs. With a "captive audience," these machines are extremely popular, and go through the day and night. The machines are serviced by some of the best-trained electronic experts in the world—the same men who maintain and operate the huge radar sets which constantly search the polar sky.

**Showmanship Stressed in Bally Kid Ride Line**

CHICAGO — Bally Manufacturing Company stresses the importance of showmanship in its coin ride installations in a color brochure given out to operators and locations.

Among the ideas presented is the Kiddie-Korral, based on Bally's Western rides group—including the Champion of Home, Stage Coach, and Pony Twins.

The Kiddie-Korral is easy and inexpensive to install, constructed of three-inch-by-seven-foot-crest posts, obtainable in local lumber yards. A rustic Western-type sign which can be cut from plywood and lettered, tops the posts, arranged in a corral fence backdrop. String on the fence can be Western hat-hoisted toy pistols and brightly colored cowboy scarfs.

**German Trade Sets Exhibition Aug. 30-Sept. 3**

BINGEN/RHINE, Germany—An exhibition of coin machines will be held August 30th through September 3rd at Frankfurt/Main at the International Frankfurt Autumn Fair. It will be the first such exhibition by the German coin trade in three years.

Among the major German coin firms to be represented are Lowen Automaten, Bingen; Nova-Aparat-GMBH, Hamburg; Holm; Rehbock; Turbo-Automaten, New-Isenburg; Herman Vollhaupt; Lumentor, Schleswig; Wurgaus Automaten, Berlin, and Wulf-Aparat-Bau, Berlin.

Two small juke box games, and vending machines are to be shown, with special emphasis on German export markets.

The exhibition is slated to become an annual affair, to be known as "Deutscher Munzautomaten-Tag"—the German Coin Machine Day. Visitors from around the world are expected.
CONTINUOUSLY RECONDITIONED EQUIPMENT

III. Grand Jury

Continued from page 84

HARTFORD, Conn.—Superior Court Judge Joseph W. Bogdanski has issued an injunction restraining Connecticut State Police from seizing pinball machines in the State Supreme Court of Errors has opportunity to review his ruling they are unlawful.

At the same time, Judge Bogdanski made clear that the injunction does not prohibit police from making arrests for operating pinball machines he decided violate the Connecticut anti-lottery laws. In a court session July 29, State Police Major Leslie Williams assured Judge Bogdanski that his department will abide by the judicial ruling. Nothing will be done in regard to pinball machines until State Police Commissioner Leo J. Mulcahy seeks advice of Attorney General Albert I. Coles, Major Williams said.

No State Police Action

Opposing counsel— Attorney General Coles and Attorney Leon RoCassi, later representing New Britain, Conn., pinball machine owner Joseph Farina—held a brief conference after the court hearing. RoCassi disclosed to The Billboard that Coles has instructed Major Williams that no State Police action was to be taken against pinball owners who have pinball machines on their premises for amusement only until the matter is determined. Coles said, according to RoCassi, that he would so instruct Commissioner Mulcahy.

An immediate problem facing many communities in the State, according to Major Williams, is whether or not to continue the licensing of pinball machines in accordance with his ruling. For example, he said, the police chief of New Britain, had advised him July 29 that he is withdrawing from the field of pinball machine licensing.

Other locales providing licensing ordinances include Plaistow, New London, Portland and Middletown.

New London has already collected $810 in fines for 1959 licenses. The Connecticut pinball machine owners were given notice in the Memorial Day weekend, when authorities (both State and community police) conducted a five-county raid in which 44 machines were confiscated from 20 premises (30 persons were arrested). Farina subsequently filed suit for an injunction, asking for return of his machines and a restraining order against further raids. Judge Bogdanski on July 23 declared the pinball machines illegal on the ground they were devices designed for gaming. Alto his decision was handed down only in connection with the so-called "multiple-coin, bingo-type" machines, the ruling was considered by trade sources to be broad so that it makes any devices giving time, as prizes unlawful.

RoCassi, Farina’s counsel, petitioned for a temporary injunction to hold off State Police action in enforcement of the decision until the Supreme Court has an opportunity to affirm or upset the Bogdanski ruling.

Protection Sought

RoCassi, whose client is Judge Bogdanski July 29 that he expects to win a “reversal or modification” of the decision in the State’s high court. Until then, he added, pinball machine operators are entitled to some protection from the threat of police raids in which thousands of machines, valued at about $800 each, would be seized.

During the other court session, Major Williams suggested that the machine owners express their devices from the open market until the appeal is heard. RoCassi shot back, “Sacred property rights are involved here.” He asserted that the owners would be “ruined” if forced to withdraw machines from locations they probably could never recover if Judge Bogdanski’s decision is reversed. At the same time, he said, it is doubted that the owners could sue State Police Department for damages.

KIDDIE RIDES

FOR SALE

KIDDIES OF CHICAGO

575 W. North Ave.
Chicago, Ill.
Phone: 3-8180

THREE OPTIONS: C.O.D. OR C.O.D. OR EIGHT DAYS

VARIEY EQUIPMENT

SPECIAL! YESTERDAY’S HOCKEY & PINBALL MILLIONS

AUTOMATIC AMUSEMENT CO.

FOR SALE

375 Fourth Ave., San Diego, Calif.

WANTED

TO BUY

GO UP UP UP!

THE BILLBOARD

FOR SALE

AUTO PHOTO MACHINE

Model 11, Like New, $1,000.00.
U.S. San Diego

CIGARETTE SALES GO UP-UP-UP!

Davie

1350

TAMEST MARK II $189

KIDDIES RIDE

KIDDIE RIDE

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SPECIAL! YESTERDAY’S HOCKEY & PINBALL MILLIONS

AUTOMATIC AMUSEMENT CO.

FOR SALE

375 Fourth Ave., San Diego, Calif.

WANTED

TO BUY
Preventive Maintenance: Service Call is Cure

COLORADO SPRINGS, Colo.—Perhaps the prime factor in the case with which Modern Music Company here obtains new locations and holds established ones is the almost incredible efficiency of its service department.

Modern Music Company, which operates 95 phonographs in the Colorado Springs area, plus almost as many games, laid the groundwork for service supremacy back in 1946 when M. L. Vandenberg teamed up with woman operator Blanche Jones to create one of the area's most successful partnerships.

The partners were extremely fortunate, in that they acquired along with locations and equipment, the services of Bill Rohkar, who had already spent many years with W. M. McBroom, pioneer Denver operator.

23 Years

Rohkar, who now has spent 23 years in phonograph and game maintenance, is Modern Music Company's "service department." Because all locations are concentrated within a relatively small area, Rohkar, Vandenberg and Miss Jones set as a goal, complete elimination of "down time" when phonographs develop burned-out motors, complex electrical problems or damage by external causes, Rohkar sets up shop and repairs the machine on the spot.

There have been times, he admits, when a location owner feared that the repair job would not only keep the juke box silent, but that Rohkar would get in customers' way. Very few such instances have ever materialized.

Prevention

The basic reason for so few phonograph breakdowns, of any duration, is simply good preventive maintenance, Rohkar says. All locations are on a regular preventive maintenance schedule, which means a close, critical examination, careful cleaning of all moving parts, quick replacement of any wires which are beginning to show insulation problems and quick replacement of mechanisms which are showing heavy wear.

Rohkar, who left the coin machine field only for a brief period of four years to operate his own radio repair shop, scoffed at the notion that new 200-record machines are any more difficult to repair than the old-timers.

"I can remember the original 10-record machines," he said, in which records were set in a vertical column with a separator in between. Those machines were less complicated than today's, but the basic troubles were always the same."

Rohkar also designed his own service truck and actually built it himself as well. A multiple-purpose vehicle, which Rohkar keeps in immaculate condition, it consists of an enclosed body, mounted on a half-ton Chevrolet pick-up frame. Finished in dark blue, the body has pullman-like windows on either side, and at first glance, resembles a passenger body with benches running up both sides and across the front.

Actually, the benches are lido of individual compartments in which Rohkar keeps all his tools, parts and bulky equipment. It extends along both sides of the body and across the front.

The backs of the benches are seven wall compartments, each covered with 3/4-inch masonite, swinging conveniently up out of the way, and giving access to smaller parts and tools.

Rohkar stocks hundreds of small parts. (Continued on page 93)
Teamster Boss Hit for Role

* Continued from page 84 *

Detroit, told the probers he paid $5,000 to Presser for "know how" in setting up a tight operation. The money was contributed by nine operators, Mr. Schryer said. "Know how" was needed to combat ship companies, which had been cornered to monopolize locations. (The Billboard, April 13, 1959.)

According to the Committee report, Hoffa has declined that he is definitely going to keep Presser on the job. "Bill is a very capable organizer," the report quotes Hoffa as saying, and "a very capable administrator."

Also playing a role in the report was Abe Gordon, head of Teamster Local 805 in New York City. Gordon was described as an "intimate pal of Hufra and Dio," who was "engaged in operating the vending machine industry in New York and New Jersey." Counsel Robert Kennedy pointed out that during the Committee's probe of Johnny DiGuardi, the staffers traced some telephone calls to Dio at the headquarters of Abe Gordon. Melton Music Company, owned by Vincent Mel in Detroit, also was mentioned in the report. Vincent is the nephew of Angelo Mel, labeled a "top - ranking Detroit hoodlum" by the probers. Melton was listed as recipient of phone calls from Barney Baker, who "has freely admitted many of his syndicate associations in his testimony before the Committee."

In earlier testimony, Milton Hammenger, former vice-president of the Wurlitzer Company, said that Detroit was a "problem area" for nationalizing the company's machines. Angelo Mel became the man behind the distribution, and the area became less of a problem. William Bufalino and Sam Tocco, a Detroit hoodlum, allegedly worked with Mel. (The Billboard, February 16.)

It was also disclosed earlier that Bufalino was not an employee of Melton, but appeared on the list of employees to receive hospitalization benefits. Bufalino was head of Teamster Local 985 in Detroit, and was a "front" for underworld characters who used his local as a "collection agency," according to committee staff. (The Billboard, April 29.)

The Committee pointed out that in June, 1958, a report on a series of covers held this year, still to be written, will further substantiate the charges made against Hoffa and other Teamster friends.

Ride Ops Work

* Continued from page 94 *

off. Apparently, nippers want more than a massage of their posterior when they pay their dime. They want to shift a gear, change motion, ring bells, blow whistles, push levers, pull chains or flip a switch. Such action "extras" combined with an eye-catching body unit, turns dimes to dollars. What do ride operators want most? A ride with eye appeal, action—and a low price. That kind of ride would get the operator off the profit-loss see-saw and into the driver's seat.

Collections

* Continued from page 94 *

tests has fallen off 30 per cent since the strike began."

The Indiana Automatic Music Corporation in East Chicago reported a slight but definitely re- 

Connections.

---

**National Coin Machine Exchange**

1411-13 Division - Chicago 14, IIL

**Gottlieb's**

After years of research, experiments and testing, three great new features have been combined for the first time in a single player game.  

**Italian Firm Intros Coining Selection Unit**

GENOA, Italy—Raffaello Spinetelli (2 Via Dante) here, has introduced a coin selecting machine which automatically selects and counts coins in a single operation. The unit, called the Soleprint, has an electromagnetic device which selects coins and at the same time transmits signals to the meters. A specially designed stand and a remote meter indicator are included.

**Fan Sequence Scoring**

Two portraits of Miss Annabelle, one covered by a fan, appear on light box. Each time ball drops in center hole when lit, one leaf of fan folds. When fan is completely folded, player scores specials. Feature holds over from game to game.

**Score to Beat Panel**

Light Box houses two scoring panels... players score and "Score to Beat" feature. When player reaches a certain score, the "Score to Beat" Panel lights start flashing on and off. Lights continue to flash until game is over.

**Single Player Panel Scoring**

Features large black numbers on all white background. Player can easily read score at a single glance. Especially effective while ball is in play.

**THE BILLBOARD**

AUGUST 10, 1959

**FOURTH SEASON**

"LADY" RECOGNIZED AS "BEST" SINGLE PLAYER AMUSEMENT PINBALL MACHINE

**DIME PLAY IS HERE TO STAY...BUY GOTTIELB GAMES AND KEEP IT THAT WAY!"
put service calls to sleep...

operate UNITED!

Do away with annoying, costly service calls... avoid expensive break-downs during periods of peak play... install United Music equipment in your busiest locations. Exclusive, simplified United mechanism insures continuous, trouble-free, high-profit operation. New, high-speed record-changer reduces silent time between selections by more than half, resulting in cash-box collections much greater than any other. Keep locations happy. Keep yourself happy. Operate the smoothest, fastest money-maker in the industry... operate United. Write today...

get full details about United's amazing Unconditional Guarantee.

UNITED MUSIC CORPORATION
240 NORTH CALIFORNIA AVENUE
CHICAGO 10, ILLINOIS

A COMPLETE MUSIC SYSTEM
Stereophonic—Monaural
HEAR THESE STEREO SINGLES:

"I'm Gonna Get Married"
- Lloyd Price, ABC-Paramount S-10032

"Forty Miles of Bad Road"
- Duane Eddy, Jamie S-1126

"Ragtime Cowboy Joe"
- David Seville and the Chipmunks, Liberty 8-77200