Hi-Fi Style? It's Old Hat

NEW YORK — "What's all this talk about putting components in packages? I've been doing it for years.

That's the way Avery Fisher, Fisher Radio Appraiser, views the current trend toward furniture styling in the high fidelity industry.

"I have nothing against hi-fi components out in the open," Fisher said. "After all, I sell components — lots of them. On the other hand, I wouldn't buy a car that's nothing but motor and chassis. We want a body on a car. We make a pretty package out of it. Same thing with hi-fi.

The rest of the high fidelity industry subscribes to Fisher's point-of-view. That's the way they're all going.

NEWS OF THE WEEK

FREY ANTITRUST CASE MAY SET A PRECEDENT

By JUNE BUNDY

NEW YORK — The implications of the civil complaint filed this past week by Attorney General William P. Rogers against Sid Frey and his Diamond Street record and tape firm alleging violation of the Sherman Anti-Trust Act (see page 22) story in this issue are far reaching for the entire record business. The complaint alleges that Audio-Fidelity, and Frey "controlled with its distributors allocate exclusive sales territories for each distributor, and prevent sales to dealers or customers located in a territory allocatively to another distribution.

It has long been known that record companies could not, under the law, limit distributors to certain geographical areas, but of course ISN'T RECORDS manufactures have themselves stayed within geographical areas. If the Attorney General is upheld in court then, long considered an evil in the business, will probably thrive. It might then not be at all unusual for three or four distributors to offer the same line of components prices — in the same city.

Frey was also alleged to have the advantage of being able to resell the records in question at wholesale prices. The result is that the component prices are held down to a level not before seen.

As has been emphasized, the complaint is of the highest importance to the GAC-Hamid record department, because it revolves around such long-time component names as Tony Bennett, Rosemary Clooney, the Four Lads, and the Mills Brothers.

The complaint also involves the fairness in the field.

Joe Higgins, who heads up the GAC-Hamid record department, reported an unprecedented number of young disk names — most of them on the best-selling charts — Avalon, Dwayne Eddy, Jack Scott, LaVern Baker, Coasters, Freddy Cannon, Flip and Flip, Santo and Johnny, Dave Arpil, Bobby Rydell, Anita Bryant, Billy and Lilly, Jan and Dean, Rusty York, Dick Caruso, and Joe Bennett and the Sparklettes.

This year (July 27-28) Higgins instituted a "31 "Ladies and Gentlemen of Song" roll calls featuring Gary Stises, Mysteries, Ferris Ford and Dick Caruso at the Chantauqua Casino, Cn, N. Y. Another roll call will feature Buddy Knox, the Rhythm Orchids, and Kenny Ashby and Company. (Continued on page 11)

Stereo Turns Phono Outlook Red Hot

Manufacturers Glow in Anticipation Of Heavy Sales in Next Four Months

By RALPH FREAS

NEW YORK — A sampling of opinion from manufacturers indicates that the next four months are expected to be the biggest in terms of sales that the industry has ever seen. Stereo sound is the reason.

Manufacturers make no bones about it, they say that sales are bound to be very good for the rest of 1959. Neverthe-

less, they are strongly optimistic and are positive that they aren't just "whistlin' past the graveyard.

Growing Public Acceptance

Here are some of the reasons they give for their bullish point of view:

1. Dealer orders have been heavy on the new merchandise and their inventories on last year's models are cleaner than they have ever been before. One reason for their clean inventories position is that they ordered little during the spring in anticipation of the month-

after Music Industry trade show at which the 1960 models were introduced.

2. Manufacturers personally feel much more of their product than they did last year's line took several routes to a stereo. In a sense, it was a shakedown cruise. With the experience they gained, they can figure on lines they believe to be packed with consumer appeal.

3. Stereo disk sales are up.

22.7 per cent of the LP dollar volume and 19.1 per cent of the 45's, volume stood on The Billboard "Top 100" chart, up 18.5 per cent and, in December, 8.6 per cent. This steady stereo disk growth pattern indicates a growing appreciation of stereo on the part of the public.

4. Dealers themselves are optimistic. In the final analysis, after the manufacturer has done all he can to market, promotion, advertising, sales aids, etc., his suc-

cess or failure depends on the dealer's ability to merchandise the product. Right now, the dealer feels his fall prospects are rosy. This has a healthy effect on the manufacturer's nervous system.

The big question in the over-all picture is the consumer. No one really kno's how much he does or doesn't know about stereo. Is he confused? Has he made up his mind that stereo has obsolete his old phonograph? Does he really know what stereo is?

Trade reviews agree on one thing: that stereo will spread.

Here again, manufacturers have to look to the "stereophonic" in their advertising and (Continued on page 14)

Hi-Fi Style? It's Old Hat
Video companies and publishers rich crop long
are three
25.
13
weekly
'OURLONG'
NEW YORK - Mitch Miller
told The Billboard this week in
emphatic terms he had no inten-
tion of leaving Columbia Records.
He said despite any strike
he had received to date or might
receive in the future, he ex-
pected to remain with Columbia
Records "for a long, long
time.

Joe Leedy To Join-Dot
HOLLYWOOD - Joe Leedy,
former artist-representa-
tive of the lead director of
Felsted label, will join Dot
Records as the new release
firm is cleared. Leedy will assist
Dot President Randy Wood
in handling major artist-repre-
sentation and aid album &. chf
chief
radio promotion in producing
album sessions.
Leedy will bring vocalist Kathy
for Dot roster. He has
moved to the Coast and reportedly
will continue the New York
promotion as soon as Felsted sanctions
his release. Prior to joining Felsted,
he headed RKO's Unique label.

Dealers Hear Marek
Discuss Discounts

MILWAUKEE - Frank talk
was the order of the evening here
Tuesday (25) when RCA Victor
Chief Bill Marek addressed the
Fourth Annual Midwest
Merchandising - Music Indus-
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dealers, detuy's, distributors and
radio stations. Marek discussed
the marketing plans at the Jewish
Community Center for the 25th anniver-
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July LP Sales Beat July '58 But EP's and Singles Lag

17% Dip in Singles Sales Vs. July, '58

By SAM CHEE

NEW YORK — Retail sales of single records fell 17% in the four weeks ending July 17, with 4.3 million units sold, compared to 5.2 million units sold in a comparable four-week spread in 1958.

The study revealed additional data concerning differences in taste and listening habits between club and non-club members.

Collections Are Checked

The study data was made during the first two weeks of February, 1959, interviews were held with members of the classical and popular RCA Victor record clubs. Of those, 280 interviews were conducted with club members, and 258 interviews were conducted with non-members.

All persons interviewed were queried concerning their long-play records. These interviews revealed that some kind of activity was being performed by 10 non-members, by 6 of 10 "popular" club members, and by only 5 of 10 "classical" club members.

An indication of future preferences in albums is suggested by those who claim they are more interested in classical or non-popular records. Of those interviewed, those who claimed they are interested in classical or popular records, or pop albums and 17% more than non-members.

The interviews with non-members indicated that 91% of them were interested in classical or popular albums, compared to 73% of club members.

Pressers

Form Own Trademark

U.S. Cites

Rival Firm

WASHINGTON — A civil complaint, the third in a series of complaints by the National Association of Manufacturers, and Federal Trade Commission to the U.S. District Court, New York City.

Complaint alleges that Audio-Fidelity, Inc., "committed..." and companies acting in concert, and the President's Committee on Fair and Substantial Remuneration to the Public.

(Continued on page 59)

LIEBER AND STOLLER
HAVING A BIG YEAR

NEW YORK—Jerry Lieber and Mike Stoller, the gold dust twins of American music, are having one of their greatest years. Right now they are involved in a team that is making records, and they are also recording on their own, Ato, Atco, Big Top and United Artists.

While they were recording with two smash hits, they proved that they are anything but a novelty act. "Babysitters" and "Sammy Turner on Big Top, and "I've Got My Baby" by the Drifters on Atlantic.

(Continued on page 53)

OPRY’ TAKES UP FAIR DATES ZOOM

NASHVILLE — Encouraging figures indicate the popularity of country and western music at the box office were revealed here last week.

On Devon, managing director of WSM's "Grand Ole Opry," announced that box office figures for the show's Saturday night performances at Ryman Auditorium are showing a 7% per cent increase over the same period that ended July 17.

Also during the week, Harry Peet, the Harry Peet Agency, Wichita, Kan., who books considerable "Opry" talent on his promotion shows and promotions, in a communication to Devon, said:

"Our shows at the fairs this year are drawing about 60 per cent more people than they did last year and about 70 per cent more than they did two years ago.

Less Shops Carrying the Latter

NEW YORK — Sales of LP records were either the same or better this past July than July a year ago, but sales of singles and EP records were off according to dealers surveyed in New York, Washington, Los Angeles and Chicago.

In the New York City, city's retail trade, sales were off this July as July of last year a week; in the four other cities many dealers reported gains in LP sales of up to 20 per cent. The general unanimity about poor singles sales was striking however, in that most dealers felt their sales of the smaller disks had dropped about from 5 to 15 percent. Perhaps what was even more surprising was that many dealers checked said they

(Continued on page 55)
JAZZ FESTIVALS BOOMING

NEW YORK — Altho the scorecard and calendar are still staged to last this year indicates that only two turned out to be solid money makers, this jampacked season is more than twice last year's record. Yet in more than one way, this summer is no exception. French chic looks like there is an influx of French Lick proselytizers.

This is a month win. Three seconds in the past month, George Benford and the Playboy execs and a number of other promoters are readying new jazz afro-fusion affairs. Benford is reading a new EEG to his company of the hotel chain that's built up in the past 11 years in selling chain stores. Benford's last hotel chain is being sold in French Lick to Toronto and Boston. (Continued on page 13)

Decca Issues a Clean LP in Britain

LONDON — Decca Records this week issued its first clean long-playing disk under its "Ace of Clubs" series, retailing at $7 each. This move follows a recent announcement by Pye that it was issuing long-playing disks under the "Ace of Clubs" series, retailing at the same price. (Continued on page 9)

RCA in Deal With Vender

NEW YORK — RCA Victor Custom Division has made its up-front with the Automatic Canteen Company to supply the top ten million disk as its custom soundtracks in a variety of product recordings.

Ben Selvin, manager, custom artist and repertoire for RCA Victor, will direct the production of the new RCA-Canteen disk service. A.C.C., largest vending machine companies, will supply the RCA Victor libraries with a new audio product.

Selvin, who was the first president of RCA Victor, was in charge of a group of the Muzak Corporation, and Emmett Dunn, manager of custom records for RCA Victor, embarked on a nationwide tour last week to confer with Canteen distributors throughout the country on the project.

Vanguard Joins UST Roster

HOLLYWOOD — Vanguard Records last week became the latest label to join the United Stereo Tape roster of recording companies whose product is distributed in stereo form by the Ampex Audio subsidiary. UST will market Vanguard's product in the four-track version of Vanguard's line.

Approximately 15 Vanguard albums will be included in UST's mid-October release. Bill Presley, Vanguard's marketing manager, plans an advent for a time after he had arrived, the pop stars were seen looking to make money, but to prove themselves as something more than just another local act to spend on talent and less than the other pop artists. The only festivals left for the "summer season" are the Hollywood Bowl's "Sanson in Park" of Sept. 10 and the Monterey Festival due early in October. Presumably shindig is in its second season, the Hollywood affair is a relative newcomer.

The history of jazz fests indicates that if the promos are right, the pop artists will be there. (Continued on page 9)

NEW ASCAP VIEW ON POP, ROCK & ROLL

NEW YORK — ASCAP meetings have often been the scene for heated argumentary remarks about types of music largely excluded by BMI. At the Thursday meet- ing, however, there was little notable discussion. Instead, a particular interest in comments of President Stanley Adams—perhaps augured a changing of point of view within the Society.

In arguing for the adoption of the"New Composers Decree," Adams stated that dissolution of the Society with respect to music was a "dead body," and perhaps this is a changing of point of view within the Society.

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THANK YOU MR. DEALER!  
LAST DAY!!!

THIS OFFER EXPIRES ON MIDNIGHT AUGUST 31st, 1959

BUY NOW BEFORE THE PROGRAM EXPIRES TO GET FULL BENEFITS OF THE OVER 40% SAVINGS FOR YOU AND YOUR CUSTOMER!

THE AUDIO FIDELITY

99¢ SUMMER BONUS

IS THE BEST PROGRAM FOR YOU BECAUSE

... YOU MAKE YOUR FULL LEGITIMATE 38% MARK-UP
... NO LOSS LEADER OR TIE-IN PREMIUMS
... NO SHORT DISCOUNT
... THIS IS THE BIGGEST PROMOTION FROM THE BEST COMPANY FOR THE MOST PEOPLE
... MORE IS OFFERED FROM AUDIO FIDELITY THAN FROM ANY OTHER RECORD COMPANY

CALL YOUR AUDIO FIDELITY DISTRIBUTOR AND PLACE YOUR ORDER TODAY FOR THE AUDIO FIDELITY 99¢ SUMMER BONUS

AUDIO FIDELITY INC. • 770 11th AVE., N. Y. 19, N. Y. • Plaza 7-7111
CARLTON DOES IT AGAIN !!!

A SMASH INSTRUMENTAL

MONTY KELLY and his orchestra CARLTON 517

DEEJAYS
P.D.'S! HERE'S A REAL GONE CONTEST BASED ON "TANGO BONGO"

TANGO BONGO" features chromatic bongos played in pitch! Here is a chance for you and one of your listeners, to win a free set of Revere Spotlight Bongo Drums. Simply have the listener send you a postcard listing his name, address, and the number of bongo drums he thinks were used on the record. All entries should be sent to Promotion Director, Carlton Records, 345 West 59th St., New York 19, N.Y. no later than Wednesday, September 16th. The card with the earliest postmark stating the correct number of bongos wins the Revere Spotlight Bongo Drums. The disc jockey who submits the winning entry wins an additional set.
BEAUTIFUL BEGINNING!
DELLA REESE'S FIRST FOR RCA VICTOR...
"DON'T YOU KNOW"
47/7591 (Stereo: 61/7591)
looks," has the featured billing in the pic with a credit line which reads, "Introducing Fabian." The chanter is getting about $15,000 for his work in the film.

Frankie shows the picture of the 13-year-old thrush who recently scored heavily with a ditty called "Pink Shoe Lace." On Crystallette Records, and what is looked upon as a rock and roll thrush, joins Fabian in the pic which also stars Carol Lynley, Betty Field and Stuart Whitman. The CinemaScope 20th-Fox release marks her entry into the film world.

Mamie Weeks was signed to pay the thrush a six-figure fee by John Wayne and Richard Widmark in "The Alamo," an $8,000,000 outdoor epic to be released thru United Artists. Shooting starts in September. Previously, Avalon appeared in "Guys of the Timberline."

5 Million Deal for Darin

Paul Anka, 18-year-old Canadian star of ABC-Paramount Records, has just completed filming of "The Private Lives of Adam and Eve," a pic which also features Marine Van Doren, Mickey Rooney and Mel Torme. Anka also wrote the background theme music which runs behind the credits plus several additional tunes. Earlier this year, Anka was featured in "Cleopatra," but it failed to elicit some of the music. The tune is a hit.

Theodores, Inc. has scored the sale.

This has not yet actually gone before the cameras. Bobby Darin, young rockin' star, has signed a deal with Theodores, Inc. The deal was signed by attorneys as well. Beginning with "Friendly Persuasion," Pete Boone has enjoyed a number of successful picture outings, and even the Italian Domenico Modugno, who has the hit disk, "Volare," on Decca with his credit, has just been cast by Paramount for a role in "Bay of Naples," to star Clark Gable and Sophia Loren. Back in the rocking school, Ricky Nelson recently appeared in a relatively "heavy" part in "Rio Bravo" with John Wayne and Dean Martin.

The interplay between TV and records has been highlighted in the past year by the emergence of instrumental disks of theme music from such private eye epics as "Peter Gunn" and "77 Sunset Strip." The success of these theme disks brought on a rash of releases of a similar variety, featuring music from the background scores of other blood and thunder detective sagas.

Film Names Make Disks

Directly related to the private eye scene is the recent emergence of one Eddie Byrnes as a disk star. Byrnes is a featured player on "77 Sunset Strip." Then along came a disk titled "Kookie Kookie, Leave Your Comin'" on Warner Brothers Records. The disk soon moved up to the top five listings and Byrnes found himself a hero in a new field. Now, Byrnes is "set with his first full-length feature picture, "Yellowstone Kelly," which is the perfect example of a cost to coast promotion tour for the star.

A number of personalities originally identified with the film world, have also made the jump into records. Names that come to mind immediately would include Tab Hunter, Sal Mineo, Tony Perkins, Robert Wagner and now Rock Hudson, whose initial Decca disk was issued this week.

It may be that the prime example of all will become American Bandstand TV disk jockey, Dick Clark. Who Clark is not a disk artist as such, he is certainly identified in the closest way with the record scene. He is also an important TV personality. Now Clark has embarked on a film career, with his own production company. He is engaged in filming his first picture, "Because They're Young," keep them going for three years or more if they live up to the label's claim that it's equal to the label's billing of $10,000 for the 10 free albums.

Tops Records

Continued from page 4

Top Records is supporting the move into the record dealer level with a deejay exploitation campaign. It laikned deejays with a 24LP sampler package containing 32 selections from an equal number of its fastest moving albums. George Shearing's "Shearing," the label's promotion chief, is currently on a nationwide deejay tour introducing the line to radio spinners in all the key markets.

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THE EVER LOVIN' KINGSTON TRIO BRINGS YOU TWO MORE SMASH HITS!

"A WORRIED MAN" "SAN MIGUEL"

RECORD NO. 4271
FAIRS INK DISKERS TO DRAW TEENERS

Continued from page 1

Connie Francis will play the California State Fair, Sacramento, September 6-9, and the Michigan State Fair, September 11-13. Francis is booked for the Kentucky State Fair, September 11-12; Reading (Pa.) Fair, September 15-16; National Dairy Congress, Waterloo, Ia., October 8-10, and North Carolina State Fair, Raleigh, October 13-14.

Personal Contact

Betty Johnson, looking more fair dates this year than any other pop artist—11 separate fairs for a total of 35 days over a period extending from August 9 thru October 13, including the Kentucky State Fair, Louisville, September 17-19.

Higgins attributes the canary booking success in part to the fact that she personally contacted each of fair officials when she attended the Chicago convention last year.

Bobbi Donn will appear at the Santa Clara County Fair, San Jose, Calif., September 14-15, and the West Texas State Fair, Abilene, September 16-17. The Everly Brothers play the California State Fair, September 2-5. Johnny Mathis follows at the same fair, September 10-13.

Tom Bennett is booked for the Dixie State Fair, Dix, Quine Ill., September 7 (with Rosemary Clooney and Jimmy Dean); Kentucky State Fair, September 11 and Michigan State Fair, September 11-13.

The New York State Fair, Syracuse, N.Y., will spotlight Johnny Cash, Guy Lombardo, Tommy Sands, Jaya P. Morgan and the Morgan Brothers, September 12-15. Nicky Nelson, the Chordettes and Homer and Jethro headlined the September 23 call at the Indiana State Fair, Indianapolis.

The Four Lads have played six fairs this summer, winding up September 24-27 at the New Jersey State Fair, Trenton. The Four Lads also appeared at six fairs, and are finishing the season at the Ashland County Fair, Ashland, O., September 22-26.

Strong in Pop Field

The Lennon Sisters play the Nebraska State Fair, Lincoln, September 5-8, and the Los Angeles County Fair, Pomona, Calif., September 27-28.

The Mills Brothers kicked off their usual extensive fair season August 18, play the Michigan State Fair, September 11-13 and continue with the Central Washington Fair, Yakima, Wash., September 20-25. Tennessee Ernie Ford played the Milwaukee State Fair last week, August 26-27.

In spite of the heavy influx of pop disk names, the country and western recording artists retained a solid hold on fair bookings. Some of them (Cash, Reeves, etc.) are also strong in the pop wax field as well as c.d.w., thereby giving fair owners a dual market box office attraction.

Red Foley has a particularly heavy schedule this year with his "Jubilee, U.S.A." show, playing more than 16 dates this season, winding up at the North Carolina State Fair, Raleigh, October 13-14. Also active on the 1959 fair circuit are Gene Austin, Roy Rogers, Ernest Tubb, Skeeter Davis, Kitty Wells, Johnny and Jack, Bill Phillips, Jimmy Dickens, George Morgan, Carl Perkins, Pee Wee King and Rex Allen.

China Cha Cha

Continued from page 4

Hong Kong will probably convert to stereo much faster than any other European or Asian market. The Japanese are furnishing the British Crown Colony with good stereo sets retailing at $180. She says that 35 percent of all LP's sold are stereo.

Hong Kong, according to the pete law, has a high potential for records. Because of its duty-free status, tourists buy heavily there. And servicemen from Okinawa and other American bases shop there consistently for records. Miss da Silva is one of the few women engaged in the engineering phase of record manufacture. She majored in chemistry at the University of Hong Kong. She is now in charge of the processing of masters and stampers. She is in charge of a 45-minute radio show sponsored by her company, Mercury Diamond, which she programs, writes and supervises. Her firm also owns two retail outlets in Hong Kong, which are the only stores selling records exclusively in the city.

Vanguard Joins

Continued from page 4

to couple two Beethoven symphonies in a single tape package, marking the first time that two major symphonic works have been included on a single tape reel. Symphonies are the Eroica, the Fifth, Sixth and Seventh. They were recorded by Adrian Boult and the Philharmonic Promenade Orchestra of London.

Other Vanguard artists to be included in the U.S. release are conductors Anzilotti (Vic) with the Vienna State Orchestra and Martin Goossens. Soloists include Erich Koenig, pianist Denis Matthews and violinist Michael Rabin.

Decca Issues

Continued from page 4

Her follows Top Ranks move to get into the "cheap price" market. Decca's long-playing pop records have up to now been retailing at nearly $4.50. William Townsley, assistant to Decca's chairman, Ted Levy, this week denied that his company's decision was based on the fact that the trade was in for a "cut price war." Says he: "We are trying to stimulate the LP sales. This is not a price war. The boom reached its peak some time ago and has remained steady."

The first disks to be released by Decca will be "Songs From The Shows," and a Wintertide Atwell album.

Who helps you to spot most of Tomorrow's top 100 records in advance?

4

The record manufacturers themselves!

And who says so? The actual detailed statistics studied over a recent period covering thousands of record releases. Here's what the figures show:

★ 70% of the records featured in the big Billboard ads actually reach the Hot 100.

★ 4 out of them go on to make the top 50 sellers!

What does it mean? The records advertised in The Billboard have been picked by the manufacturers as those most likely to make it. That's why they are being promoted more strongly than others. So, you can't do much better—

If you want to get the jump on tomorrow's hits than to

program and order from the records featured in Billboard ads each week.

Lafayette Sunland Supply Dist., Street.

Chancellor Stars"

Street.

Lafayette Arnold Distributing Mutu-

of Houston, Texas, Big N. C., and Jack Beatty N. C., 29 of

LAFAYETTE, TEXAS, hottest 1959. Arnold Distributing Corp., National Record Distributors, 1806 National Avenue. CINCINNATI, 160 1, ST.

South 9th West Street.

Los Angeles, 539; Western Union, 1216 6th Avenue.

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DION AND THE BELMONTS

HIT AGAIN WITH

"EVERY LITTLE THING I DO"

"A LOVER'S PRAYER"

LAURIE 3035
IN ATTRACTIVE FULL COLOR SLEEVE

Laurie Records Inc.
New York 19, N.Y.
PHONOGRAPHS from $149.00

Westinghouse Bows
31 Phonos for 1960

NEW YORK — A total of 31 new phono models made a debut at the recent Chicago convention. At the high end are 23 self-contained stereo consoles, from $147 to $959. Some have phonos only; others are available as complete stereo systems. All have AM radio. On the low end are eight models — seven consoles and a new portable — priced at $98.95 to $159.95. Six of these models are stereo.

Consoles are styled in four finishes to match American Modern, Contemporary, three Early American provincial and three Early American models. This division into the five styles applies also to the firm's TV line which debuted at the same time.

Zenith Adds To '60 Line

CHICAGO — Rounding out the Zenith phonograph line are two stereo carry-abouts, and a carry, a mono instrument, which brings the line total to 32 mono and two stereo consoles. Two and three-channel designs are available, as are a four-speed, two speakers in each cabinet and a four-speed, three speakers in each cabinet. All have as a standard feature good sound, loudness, variable tone control and stereo balance control as $49.95. The four-speed in each cabinet is mounted on the front of the phonograph and registers two speeds, a 45 and a 78. Each speed has its own independent mechanism, which permits the cabinet to be reversed to play the other speed. Tuning is accomplished by a variable-speed control, located in the top center of the cabinet. At $109.95, Westinghouse offers its line of the de luxe model in charcoal and tan.

Low end of the stereo portable line is the Chevvy dealer's delight. A four-speed manual unit, it has twin sapphire stereo style and automatic shut-off feature. It comes in charcoal, red and charcoal brown. At $59.95. The Cheerleader, at $29.95, is the low-end pricewise of the Zenith line with a four-speed turntable with built-in spin-table.

Stereo Turns Phono Outlook Neutral

Arvin Adds To Portable Stereo Line

COLUMBUS, Ind.—Arvin here added to its portable stereo line its week with a new styling and manually operated carry-out feature. At $42.95. Model differs from any Arvin in that it is designed to have four tape recording units, and a motor housing are located normally in the cabinet itself. This stops the turntable and motor housing, one speaker is permanent- ly installed on the bottom half of the portable case; the other speakers are movable. The cabinet is the detachable second speaker. It also differs from other models generally in that it has a stereo balance control. It comes in charcoal, red, white, and turquoise. Flat. At $119.95.

Two monaural models round out the line (Continued on page 10)

Dealer Pays Rent Via Needle Sales Formula

CHICAGO — Mac Arth, owner of Kenmac record shop on the north side of Chicago, always estimates sales at over $500 worth of phonograph needles every month.

"I am 20 years in the music business, said he tells large volume in needles because they are easy to merchandise. A new "I simply ask the customer if they need a replacement needle and tell them to bring back the old one and they do it periodically," Arth says.

His sales of diamond needles are very high, he reports, because he gives the prospective customer a quality demonstration.

"A diamond needle costs more usually more than a nickel," he says, "but it gives 50 times as much value and playing life in return for relatively small difference in price." Arth believes point of - purchase material increases impulse purchases of needles substantially. Window displays accenting the importance of replacement needles are used frequently. In addition, Arth displays his basic stock of Fidelitone needles and record ac- cessories in an illuminated showcase. A Fidelitone needle analy- zer always sits up on top of one of the Kenmac counters, where it is used as an impulse item.

"About 99 out of 100 customers can't resist an impulse purchase like this quickly traced to worn nee- dles. When I receive such a complaint," says Arth, "I invite the customer to bring in his needle and I'll replace it without cost to the customer. I keep the needle under the microscope and point out the damage that worn needles do to the new high-quality col- lection of records."

"Experience has taught me," Mac continued, "that being helpful to a needle customer helps to build the store. A customer usually appreciates a little courtesy and is likely to buy another tonnage."

The Chicago dealer said he would rather lose a sale than sell the wrong needle to a customer. "Generally it's difficult to give the customer the correct nee- dle," Arth said, "if he or she has lost an old needle or a cartridge for identification, I generally try to use whatever informa- tion they give me to find the right needle in the needle replacement guide."

Audio Feedback

PHONO PROSPECTS

What's the phonograph business going to be like this fall? I've been getting just that sort of question to Ral- ph Freas, Chicago recorder (Continued on page 18)
STILL NO. 1 IN ENGLAND!
soon to be
NO. 1 IN AMERICA!
The Original!

"LIVING DOLL"
b/w
"APRON STRINGS"
featuring
CLIFF RICHARD
ABC-10042*

*Also available in STEREO (S-10042)

Distributed in Canada
by Sparten of Canada, Ltd.
Audio Feedback

CONTINUED FROM PAGE 14

the workers on the line will be able to work faster and do a better job simply because the fluorescent tubes are throwing considerably more illumination than they had in their old facilities.

MORE STEELMAN UNITS

Steelman's business has changed radically in recent years. Roland Kalb explained. In 1957 his company was a "contract" business, that is, made for other firms and distributed under the other firm's name. Only 30 per cent was put on the market for Steelman's own labeling. And of the 70 per cent of contract business, practically all of it was for Steelman.

Today, the reverse is true. Only 30 per cent is contract business and that is spread among six large firms. The other 70 per cent is Steelman's own label. Business generally has, at the same time, increased greatly. The firm is doing 30 per cent this year over last.

Kalb attributes the company's growth to one important factor.

"We keep the consumer in mind," he told The Billboard. "That is, we don't sell on a quota basis to various dealers. We don't load them with just any product and tell them, 'this is what you have to sell. We have the ultimate buyer—the consumer—in mind at all times. This is the reason we've been able to make the strides we have in just a few short years."

PHONOGRAPH DIRECTORY ISSUE

THE THEME: Today's Phonos—and how to sell them

FEATUREING

detailed directories of current and running promotional campaigns by SPBF

PRICE CATEGORY DIRECTORY

PLUS

A wealth of practical ideas and suggestions to help dealers make the most of the outstanding sales period and profit opportunities offered by today's phonograph equipment.

PHONOGRAPH DIRECTORY ISSUE

THE BILLBOARD AUGUST 31, 1959

Columbia Sets Hefty Fall Phono Promotion

COLUMBIA—CBS Electronics, Columbia's phonograph division, is set to kick off what is probably the most extensive record promotion campaign in the company's history. Tied to the theme, "Hear One, Number One in the Wonderful World of Sound," the campaign will begin in national point media in September.

Twelve national magazines will be used, including Life, Saturday Evening Post, and Time. The number of ad insertions in each ranges from three to five and are spaced to cover the complete fall selling season—September to December.

Nine network radio shows will be used to tell the Columbia phonograph story and dealers are being alerted to team with the radio shows with a plug for a store in their areas reached by the CBS network. Some of the shows that will have Columbia sponsorship are:

Audio Books Sell!

The Meditations of Marcus Aurelius

By Marcus Milner

Six 16-inch phonograph records $8.95 list

AUDIO BOOK COMPANY

St. Joseph, Michigan

The Billboard's September 14

Novel ideas that will help dealers to make more phonograph sales

The Billboard's Phonograph Directory Issue

UST Booming Four-Track Stereophonic Tape

CONTINUED FROM PAGE 4

The Steepleman's 70 per cent increased from 50 per cent last year and, as Kalb explained, "It was because the fluorescent light bulb, with a 7 1/2 hour life was put on the market this year."

OWING TO THE BILLBOARD AUGUST 31, 1959

Columbia's threepiece, four-track line has been a sensation ever since its introduction last year. Kalb says, "We feel that the combination of one record-playback equipment has a four-speed manual player, front-mounted speaker and separate volume and tone controls and flip-over cartridge. Colors are gray and white, and in white and red and white."

A $29.95 monaural portable has been introduced and is also gaining in popularity. According to Kalb, "It gives samples of direct needle pieces the dealer can use, specific telephone sales pitch to be used in contacting the customer in that way, spot announcements for use on local radio—the dealer has only to fill in his name. Exposure through ad mats and special mailers for special promotions can be ordered."

"We think we've touched all bases in getting this 1960 Columbia line started," Bill Horne, Columbia's ad and promotion director, told The Billboard.

"We have a product that everyone tells us has quality and appearance and gives the dealer the opportunity to keep up with the demand constantly throughout the fall selling season," Horne said.

Music Moves Into Cleff Parade

CONTINUED FROM PAGE 4

EAN recognizes that the national ad campaign at the dealer level will give pre-promotion and promotion, it will give exposure and stronger support in the areas of sales training. In the past few months four 45's have been released: "Bill Jones, Veepee in charge of TRW's commercial electronics group, Canto becomes the thirteenth member of the group, joining Bell Sound and Dave Tennon, manufacturers of closed circuit television equipment for military and commercial use."

TRW's purchase of Bel Canto clinmed in extended negotiations and off negotiations. After a series of hot and cold talks when it appeared that Bel Canto and TRW's commercial electronics group, Canto becomes the thirteenth member of the group, joining Bell Sound and Dave Tennon, manufacturers of closed circuit television equipment for military and commercial use.

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NOW...TWICE AS HOT
AND TWICE AS BIG...

CLYDE McPHATTER

HIT VOCAL

TWICE AS NICE

M-G-M K12816
Better than 8 out of 10

Disk Jockeys rate it

It's Billboard's May 25 Slick-Stock Quarterly Programming Guide

and even now—some 11 weeks after publication—

they're still talking about it

...still using it

...still asking for it

and eagerly awaiting the next edition!
"Great"... "Best Ever"

Yes, ever since it was first published in May 25 Billboard, scores and scores of requests poured in from station managers, program directors, disk jockeys and librarians. And this despite the fact that more than 80% of them got their copies right in the May 25 issue... and despite the fact that thousands more got extra copies at the Miami disk jockey convention last June.

And scores of other record programming people keep asking "when's the next edition coming?"

This is it—the announcement they've all been waiting for!

Billboard's brand-new quarterly programming edition is now in the works... will be issued in the same type of conveniently-sized 8 1/2 x 11 format, on bright white slick-stock, and stitched into the Billboard's September 28 issue.

It's another great opportunity for advertisers—record companies, recording artists and publishers—to make a really strong impression on far more disk jockeys and station programming people than it is possible to reach in any other way.

Early deadlines apply. Make space reservation today!

28 edition preparation!

IMPORTANT NOTE: Because of the special mechanical requirements of The Billboard's Sept. 28 slick-stock Quarterly Programming Guide, it has been necessary to advance the advertising deadline to September 21. Advertising material received after that date (and up to the afternoon of September 23) will be accepted only for the regular newsprint section of Sept. 28 Billboard.
**DISTRIBUTOR NEWS**

**DISTRIIB DOING?** Dynasty Records has switched to Best Record Distributing Company in Buffalo and to Hutton Distributing Company in Seattle... Trinity Records has signed contracts with United Artists and United Records in East Hartford, Conn.

**PHILADELPHIA:** Ted Kellem of Mamel sends word that the new group of records from the Mamel are breaking discs. Camel has a smash with Bobby Rydell's "Kissin' Time." Top Imperial plants are "Hurtin' Boy" by Little Tom Mee and "I Wanna Walk You Home" by Ricky Nelson. "Love My Love" by Ben Logan and "Sinnin' For You" by Stan Lewis are doing smash. "Billy Boy's Swim" by the Walkers and "Mama's Gonna Take Care of You" by Sal Salins, "Time Marches On" by Ray Hamilton and "My Little Grass Shack" by Joe Henderson.

Carlston is still flying with "Fell There Was You" by Anita Bryant, "The Way I Walk" by Jack Scott and "A Girl Like You" by Gary Scott, all on RPM. John Thomas is hot with "One Little Answer" by Don Cherry and "Shake A Hand" by Little Richard. Top UA items are "I'm Coming Home" by Mary Johnston and "Love Potion No. 9" by the Coasters. J. Scott Records has a hit with "Mrs. Billy Brown" by Jack Scott. Colpix has a big record with "Angel Eyes" by Jimmy Darren and "I'm Your Man" by Anna Simon, is strong. Savoy's strongest is "A Good Man Is Hard To Find" by Big Maybelle and "I Need Your Love" by the Gypsies.

Bob Heller of Chips Distributors writes that "Mary Lou" by Ronnie Hawkins on Roulette is his top seller. "Sleep Walk" by Santo & Johnny on Canadian's is a top seller. "Let's Get Married" by Tex Classic by Lee Venable is taking off. Top LP's of the week are "Chuck Berry on Top" on Chess and "Johnny's Dance" at Mercury. Those are all on Roulette. Heller thinks that Stereo-Fidelity is going to have a big season with their new flock of J.P.'s.

**CHICAGO:** Hal Gold of Capitol Records Distributing Corporation is still advising "The Big O" by saxman "Kinker" by Rex Allen. "Vista" is starting to take off. Top LP's of the week are "Chuck Berry on Top" on Chess and "Johnny's Dance" at Mercury. Those are all on Roulette. Heller thinks that Stereo-Fidelity is going to have a big season with their new flock of J.P.'s.

**NEW YORK:** Ben Ornstein of Columbia Records, Inc., has "Party Sing-A Long With Mitch" by Mitch Miller, "It's the Talk of the Town" by the Rat Pack, "I'm Sorry" by Frank Sinatra, who became "The Best Thing Since" and "Time Marches On" by the Coasters. J. Scott Records has a hit with "Mrs. Billy Brown" by Jack Scott. Colpix has a big record with "Angel Eyes" by Jimmy Darren and "I'm Your Man" by Anna Simon, is strong. Savoy's strongest is "A Good Man Is Hard To Find" by Big Maybelle and "I Need Your Love" by the Gypsies.

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Margaret Kraft of Decca Distributing Corporation mentions "I Ain't Never" by Joe Morella, which is doing well. "The New York" by the Four Preps, "My Heart Is An Open Book" by Carl Dickerson, "Just A Gigolo" by Tony Bennett, "I Love You" by Jimmy Darrell and "I Need Your Love" by the Gypsies.

**MID-ATLANTIC:** Harry Kellem, of Atlantic, is signing a contest going with "I'm Your Man" by the Four Preps. "The New York" by the Four Preps, "My Heart Is An Open Book" by Carl Dickerson, "Just A Gigolo" by Tony Bennett, "I Love You" by Jimmy Darrell and "I Need Your Love" by the Gypsies.

**YESTERDAY'S TOPS-**

The nation's top teens are reported in the Billboard of August 17, 1959.

- **2.** "Baby Talk" Clicks For Jan and Dean: Jan and Dean, whose "Baby Talk" is showing strong chart action, are two big names from the West Coast. Their full names are Jan and Dean Berry and Terrence Vincent. Both are blondes and over 9 feet tall. Last year they graduated from high school, they earned letters for football and baseball and cheer together at school dances and parties.

- **3.** Jan had a hit record a while back with his friend the Gim- mingberg. The disc was "Jennie Lee." Jan and Dean "Arms" and "Jeannie Are You Busy Tonight?"

- **4.** "Baby Talk" was taped in Jan's garage, and was released on the Don Flowers Enchanted label. Their science majors are both California college students. Their favorite sport is swimming.

**YUGOSLAV HITS U. S. VIA GERMAN WAXING**

Twenty-eight-year-old Ivo Robic (pronounced Erro Robhik) is a Yu-goslovakian through and through. Born and reared the United States, he studied at the Conservatory for a career as a music teacher. But after the war, he went to Yugoslavia to help the Zagreb Radio Dance Orchestra, he has been heard on radio and television.

The artist speaks and sings in German, French, Italian, Spanish and English. In 1948 he cut his first sides for Jugaton, a Yugoslavian disc company. Since then, he has recorded more than 100 albums. At his country's suggestion, he is now in demand for personal appearances. Robic has toured Germany extensively. He has made his current international hit in Hamburg for the Polydor label. "Morgen" has been released in the U. S. by Laurie Records.

**DECEMBER 1959**

**ANALYSIS:***

- Shireevale, Sanford, N. C., last month, new appointments at KWON, Bartlesville, Okla., are "left those" 3:7 p.m. slot time slot for "Top Forty Shows." Bob Stevens, formerly with WINS, New York, has moved to KFJR, Freeport, Tex. . . . Don French is resigning as chief deejay of KTSN, San Antonio, to become program director for the KKB radio group in Minneapolis.

- Joe Brannon left WVEY, Sanford, N. C., last month. New appointments at KWON, Bartlesville, Okla., are as follows: New jobs include Pete Bryan, Ray Morgan and Charlie Whiter; while Jim Chase, formerly with KSVD, Wichita Falls, Tex., is KXON's new program producer; . . . Jim Procter, formerly with WEZJ, Richmond, has moved to WLTY, same city.

- New general manager of KKKK, Bakersfield, Calif., is Bill Hanbrook, who "is looking for both albums and singles." . . . Ben Ramey's "You're In the Long John Packet."

- New book is "Our American Cowboy Ballads" by John Wayne, who also has a new album in the works for a Tommies label.

- David Raine, KDKA, Pittsburgh, celebrated his first anniversary with the station this month by featuring discs that were popular one year ago. . . . Clyde Battin has taken a leave of absence to work on his album for KMOV, Tucson, Ariz., while personal appearances to plug his new hit record, "It Was I." Battin "Bip's" of Skip and Fido (formerly of WABF, Allenton, Pa.), is running a contest tying in with the Olympics new disk. "Private Eye." Listeners are asked to send a piece of coin to tell the names of the players. The coin shows which are mentioned in the lyrics. Winner receives a "Dick Tracy Private Eye" set.

- "Baby Talk." Ten 10,000 match book covers poured into the WGY, Schenectady, Pa., mail room in response to a plea, aired four times a day in the station's morning "Baby Talk" show. The rain of covers started when a listener wrote and asked Carroll if he would send his match book covers to the injured puppy. Carroll offers to collect them as a hobby. In response to Carroll's suggestion that his listeners join him in sending match book covers to the disabled puppy, the response was rapid.
a great "new" concept in dealer merchandising!

LONDON RECORDS

OPERATION GIFT WRAP

"Records Say It Best"

(Program DB59—Operation Dealer Support Program No. 59-5)

A dynamic program that opens up a whole new merchandising area for you. Make your store "gift headquarters"—and you’ll reap your share of the multi-million dollar gift business!

It’s a FACT — one out of every three retail purchases, exclusive of food and essentials, is a gift!

It’s a FACT — now you can sell more records as gifts!

It’s a FACT — only LONDON RECORDS can make this sensational offer! LONDON will furnish you FREE all you need to gift-wrap the plus gift sales you will make!

TIE-TIE® has styled this complete store gift-wrap program for LONDON and YOU!

Get set now for the biggest record business you’ve ever enjoyed! Tie-in with OPERATION GIFT WRAP! Ask the London Records representative for the money-making details!

60,000 retailers and manufacturers use and feature TIE-TIE® GIFT WRAPPINGS

Originated and made by CHICAGO PRINTED STRING COMPANY
2300 Logan Boulevard, Chicago 47, Illinois
MILLS SECURES FRENCH HIT
Jack Smith, on his recent trip to Europe, secured the recent French pop hit "J"A Bientot" for U.S. publication. Tune was recorded by young M.G.M. artist-actress Della King, at the 1959 Euro-Disc Music Festival for the label's international line and to work out distribution arrangements abroad for 'French in Napoleon, by the Munchingers' of Berne Wayne, died last Saturday at the age of 62. . . . Robert Merrill has signed with the M-G-M stable at 20th Century-Fox Film Corp. The singer has signed Gene Demar, young vocalist. Label also is releasing this week a new album by Jean Shepherd. James Darren, young Colpix hitmaker, will be a singing guest star in the Dick Clark movie "Because They're Young," which will be released by Columbia Pictures.

Sot Weldt, president of Audiowood has okayed a deal to join working with Laurie Records. . . . Madam exec Gene Schwartz. . . . Barbara McNair is now at the Flame in Detroit. . . . Rocky Matero has signed with Atlantic. . . . The McGuire Sisters, new to the Frisco Roundup are being exposed to the nation help spark the long overdue. . . . The Sal Salvador Ork is looking for a new girl singer. Prospective formouts should be sent to The Billboards, 88-er.

Nancy Roberts, singer with the Dorsey Brothers, is now with the San Diego Civic Opera. . . . The Billboards, 88-er.

CAMERON'S HIT: Paul Cameron, 20, has a new album out on RCA Victor of Mexico, which was produced and directed by Cameron for the famed Liberation Records. Paul Cameron will be a special guest on a TV show to be aired next month.

2 Top Notch Hits from MGM

Sheb Wooley sings

Conway Twitty sings

Pygmy Love
MGM K12817

Danny Boy
MGM K12826
STEREO-SK50130

MGM Records
National Guard. On the Coast journey with him is Kay Sheppard, who with her hobby Gig, handles Carl's personal management. Dobie's newest release on the Decca label, just out, is "If You Don't Want My Lovin'" b/w, "Love Is Everything." ... Maurice Ross, former head of Columbia Records here and now chief for that label in the Chicago area, in town for a few days for the funeral of his mother. He plans to return to Shreveport Monday (24).

Fraternity Records prez, Harry Carlson, plans out of here Thursday (23) for Philadelphia to supervise the appearance of his new artist, Jack Larson, on the Dick Clark TV-fr Friday night (28). Carlson will also cover the Philly jockeys with Larson's new novelty tune, "Reaches," before jumping into New York Saturday (29) for a session at the A&R. Recording Studios with its artist, John Gary, Carlson left Cincy mulling the idea of making the set jaunt to London Monday (31) with the Rank International delegation. ... Paul Records bono, Larry Vincent, files that his tune, "I Had My Life to Live Over," was featured by the Barry Sisters with Ed Sullivan's return on its recent appearance in Moscow. Vincent is in his seventh year as entertainment-paint in the cocktail lounge of Beverly Hills Country Club, Southgate, Ky. ... The Pont Tails pulled 730 paid, at $1.40 a head, in the second last of a series of weekly teen-age hops at Moonlight Gardens at Coney Island Tuesday night (25). Appearing in support were Bob Braun, WLW deejay, and the Keynotes. Bobby Darin winds up the series next Tuesday (1).

Nashville

Nashville's two leading recording studios, source of at least three of the five top tunes in the nation's pop charts during the past month, have been booked for land-office business as a result of their hit-maker roles. Local A&R men, Chet Atkins (Victor) and Owen Bradley (Decca), top-dicks of the RCA Victor and Bradley studios, respectively, have had heavy session schedules of their own, and M-G-M's A&R man, Jim Vinneau, was in town last week to record Marvin Rainwater and Jimmy Newman. Columbia's Don Law completed a Hank ("Sugarfoot") Garland instrumental album for the label last week; signed Mary John Wilkin, Cedarwood Publishing Company writer, for her first Columbia session cut Tuesday night (25); recorded veteran Carl Smith Wednesday (26); and directed a John Louternik session Thursday afternoon (27), and a Ray Price session Friday (28). Miss Wilkin and Louternik co-authored "Watercolor."

The Katin Twins wound up a Decca session at Bradley Studio at 1:30 a.m. Friday (21), followed immediately by a Johnny Bragg session for the label which went until 5:30 in the morning. ... Frances Williams, BMI Southern rep, celebrated her birthday Thursday (27) at the 216 Dinner Club at a huschurn given her by two other members of "The Three Most-Cornered Girls." Trio includes Frances and Cedarwood Publishing Company's Dollie Deerman and Mary Clare Rhodes. ... John Higginbotham came into town Thursday (27) from his home in Horseshoe, N. C., on the first leg of a promotion tour for his Decca label release, "Oh-Huh." ... Webb Pierce and wife, Audy, motored to Paducah, Ky., last week with Decca promotion man, Harry Silverstein, and Cedarwood Publishing Company's Curley Rhodes, whose Webb was the featured guest at the opening of a new F. W. Woolworth store.

Carl Smith and band played to an overflow square-dance crowd at a local Kroger store parking lot Tuesday (21). Chuck Berry drew better than 1,300 at the Hippodrome here Wednesday night (28). Also featured at the hop were five local youngsters from Pearl High School who call themselves Snookie and the Four Pearls, and singer Hal Hebb, Show was booked by WLAC radio deejay, Bill (Roxo) Allen. ... Eddie Hill's "Country Junction" on WLAC-TV goes this week from 7:15-7:45 a.m. to 7-7:45 a.m. Last 15 minutes of show, which spins both pop and c&w platters, will feature live talent. Hill will be spotlighted host of the show's Bowl WENO during week of the Tennessee State Fair, September 21-26, when he will broadcast remotely a "Guide to the Fair" each evening, interviewing personalities from the midway to the livestock barns. Afternoon station will star Hill and his own band, plus name guest Station WADA deejay, Ronn Terrell, whose "Ronn Terrell Show" has moved to the 7 p.m. to midnight slot, is conducting a "Date With the Stars" each week. Show features telephone interviews with artists in station's top 40 list. Terrell telephoned Fabian on last Wednesday night's show (26). Pat Twitty.

Hollywood

The Dick Clark Hollywood Bowl personal appearance Sunday (30) is a sell-out. (Bowl seats 20,000.) As of the preceding Friday, all that's left are some seats in the 75-cent section, farthest from the stage.

Dot is entering the "Morgen" derby with a Billy Vaughn instrumental cover, "Cricket Song," which received dual treatment on Columbia and Vista's vocal version (English lyrics) by Rex Allen. Vaughn's instrumental is to be issued domestically in 45 form and in Germany as a single backed with "(Under the Double Eagle)". "Caroline" Carl Vaughn's version was cut 10 hours after its German dub, Teledek requested a covering release by a deejay who continued to ride that country's popularity crest.

Caspian added firepower to its launching of Nat Cole's "Every Time I Feel the Spirit" albums, his first spiritual effort, by combining publicity activity for the package with following Cole's Hollywood Bowl appearance. Selections from the album comprised latter half of the Bowl program, making it a natural tie-in for Cap to have vice president at national consumer mag reps at Cole's Bowl appearance. Lee Zito.

How to pick Tomorrow's Hottest Records TODAY — in advance — and be right 7 out of every 10 times!

Choose the records the manufacturers themselves consider their real money records—the ones from among all of their releases, which they'll back with strong, hard, dollars and cents promotion money. How to spot them? Folks' find them HIGHLIGHTED in the big-spacer ads in Billboard every week ... and actual statistics, compiled over a period of thousands of record releases, prove that 7 out of every 10 of them will hit the top 40, with four actually reaching the best-seller class.

GIVE TO DAMON RUNYON CANCER FUND
DOROTHY COLLINS
at her "greatest"

EVERYTHING I HAVE IS YOURS
b/w YOU BETTER DECIDE
RA 2013

BLUE GUITAR
BERT WEEDON
RA 2012
### Best Selling Monophonic LP's

<table>
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<th>Week Ending</th>
<th>Title, Artist, Company, Record No.</th>
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<td>1</td>
<td>1 KINGSBURY TRIO AT LARGE, Capitol T 1199 ... 11</td>
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<td>2 MORE JOHNNY'S GREATEST HITS, Johnny Mathis, Columbia CL 1344 ... 6</td>
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<td>3 SOUTH PACIFIC, Sound Track, RCA Victor LK 1032 ... 75</td>
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<td>7 PETER GILL, Henry Mancini, RCA Victor EP 5196 ... 29</td>
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<td>8 JOHNNY'S GREATEST HITS, Johnny Mathis, Columbia CL 1175 ... 10</td>
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<td>9</td>
<td>9 MORE MUSIC FROM PETER GILL, Henry Mancini, RCA Victor LP 2040 ... 11</td>
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<td>10</td>
<td>10 KINGSTON TRIO, Capitol T 406 ... 61</td>
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<td>12 HAVE TWANGY GUITAR, Duane Eddy, Columbia CL 1243 ... 40</td>
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<td>15 LOVE TO YOUR HEART, Frank Sinatra, Capitol W 1164 ... 14</td>
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<td>16</td>
<td>16 TIDE, Johnny Mathis, Columbia CL 1208 ... 30</td>
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<td>17 SONGS FOR YOUR LOVERS, Andy Prentice &amp; David Hess, MGM M 3716 ... 19</td>
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<td>18</td>
<td>18 SOUTH PACIFIC, Original Cast, Columbia CL 4180 ... 0</td>
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### Best Selling Stereo LP's

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<th>Week Ending</th>
<th>Title, Artist, Company, Record No.</th>
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<tr>
<td>1</td>
<td>1 SOUTH PACIFIC, Sound Track, RCA Victor LSO 1012 ... 15</td>
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<td>2</td>
<td>2 EDIE CHIARITO, Vol. I, Martin Denny, Liberty LST 7034 ... 6</td>
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<td>5 BIGI, Sound Track, MGM M-SE 3461 ST ... 9</td>
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<td>6</td>
<td>6 PETER GILL, Henry Mancini, RCA Victor LP 1956 ... 15</td>
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<td>7</td>
<td>7 MORE MUSIC FROM PETER GILL, Henry Mancini, RCA Victor LP 2040 ... 8</td>
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<td>8</td>
<td>8 COME DANCE WITH ME, Frank Sinatra, Capitol SW 1069 ... 15</td>
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<td>9</td>
<td>9 LION KING, Original Cast, Columbia CL 8024 ... 8</td>
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<td>10</td>
<td>10 SISTERS SPYNE, Warner Barnes, Warner Bros. WS 1249 ... 12</td>
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<td>11 FILD Recording, Vol. I, Mantovani, London PS 124 ... 15</td>
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<td>12</td>
<td>12 SINGING SPINNING, Warner Barnes, Warner Bros. WS 1249 ... 12</td>
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<td>13 FILM ECHOES, Vol. I, Mantovani, London PS 124 ... 15</td>
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<td>14</td>
<td>14 OKLAHOMA! Sound Track, Capitol SM 395 ... 13</td>
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<td>15</td>
<td>15 MORE JOHNNY'S GREATEST HITS, Johnny Mathis, Columbia CL 8150 ... 5</td>
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<td>16</td>
<td>16 TURQUOISE, Arthur Lewis, Hi Fi Record SB 806 ... 15</td>
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<td>17</td>
<td>17 THE MUSIC MAN, Original Cast, Capitol SM 940 ... 21</td>
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### Album Cover of the Week

**Persuasive Percussion**

Command RS 846 R. D. Johnson, Meriden, Mass. A modern LP with a white background, a very interesting and individual essay to attract cover art.

### Best Selling Pop LP's

The information given in this chart is based on actual sales in common with a laboratory sample of the nation's record retail outlets during the week ending July 31, 1959. The chart covers sales of 78's and 45's only and all methods used in the compilation were the same. The results are divided by week-end comedies and condensed to form a composite picture of the state of the School of Retailing of New York University.

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<th>Title, Artist, Company, Record No.</th>
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You Demanded IT

Orchestra arranged and conducted by JOE KENNEDY

AHMAD JAMAL
With Strings

AMERICA'S NO. 1 TRIO
Comme Ci; Comme Ca; Ivy; Never Never Land; Tangerine; Ahmad's Blues; Serenatus; I'm Alone Without You; Sophisticated Gentleman; I Like to Recognize the Tune.
ARGO LP 646 (monaural) 5646 (stereo)

Other JAMAL Best-Seller LP's:
But Not for Me . . . . . . . . . . . . . Argo LP 628
AHMAD JAMAL at the Spotlite Club . . . . . . . . . . . . . . . . . . . Argo LP 636*

Portfolio of AHMAD JAMAL (deluxe 2-pocket LP) . . . . . . . . . . . . . . . . . . . . . . . . Argo LP 2638*

*Available in both monaural or stereo. Use letter "s" before LP number to indicate stereo.
1812 OVERTURE

The Philadelphia Orch. (Ormandy). Columbia MS 6077, (Stereo & Mono) — Any performance of Pyotr Ilyich Tchaikovsky’s warhorse is bound to be a hit at the competition from the Mercury set by Doci and the Cromwell Symphony, now also available in stereo. If any set, this one should. Top actor and best cook alike are two by Borodin, “Polonaise Dances,” and “In the Steppes of Central Asia.” The cover, a shot of the“Soldiers’ Night’” is an evocative and compelling appeal to this audience as well. A fine set and it should move through stores.

DEBussy: AFTERNOON OF A FAUN; L A MER; Ravel: DAPHNIS ET CHLOE

The Philadelphia Orch. (Ormandy). Columbia MS 6677, (Stereo & Mono) — Fine performances by the Philadelphia Orchestra of Debussy’s three well-known orchestral works. The compositions show off the dazzling string section of the orchestra. The recording is excellent. Each of these stereo sets is available.

KORSAKOV: CAPRICO ESPAGNOL

The New York Philharmonic (Bernstein). Columbia MS 6680 (Stereo & Mono) — This has just about all the elements of success. Foremost is the brilliant performance of the following. The work is an evocative and compelling appeal to the fans. The record is available.

FRANK: SYMPHONIC VARIATIONS; DINDY: SYMPHONY ON A FRENCH NATIONAL AIR

Robert Casadesus, Piano, with the Philadelphia Orch. (Ormandy). Columbia MS 6657 (Stereo & Mono) — A good, and oftimes exceptional performance of the Rachmaninoff work by Robert Casadesus on this new recording, plus the Rachmaninoff pieces of the Philadelphia orchestra, composed under Eugene Ormandy. It stands up well against other stereo versions of the Rachmaninoff work and will please the pianist’s many followers.

KEINEL NACHTMUSIK

Carlo Maria Giulini, LSC 2340 (Stereo & Mono) — The recording is a fine one, and it is available.

TAICHUO: CONCERTO NO. 1

Eugene Isthom, Pianio, with the Philadelphia Orch. (Ormandy). Columbia MS 6670 (Stereo & Monosound)—The charming Mozart work is the chief lure of this set, the string section of the famed orchestra also presents Bach’s “Air” and Corelli’s “Concerto Grosso.” The combination of the orchestra and Mendelssohn’s “Scherezando Et Cciete In E Flat” for beginning classical buyers and for seasoned customers this set can prove attractive fare.

Children’s Low-Priced

CAPTAIN KANGAROO’S TV PARTY

Bob Keeshan with Orch. & Chorus. Harmony HL 9505 — A natural for the pre-teen set. Television’s Captain Kangaroo has a large and devoted national following. They will be happy with this disk which, besides being highly entertaining, also provides musical lessons in manners and daily hygiene.

SHIRLEY TEMPLE TELLS THE STORY OF WALT DISNEY’S DUMBO

RCA Victor LV 1826 — It’s hard to see how this combination narration and dramatization of a favorite story can miss among the kid-friendly element. Shirley Temple’s talking is a major plus to the younger population. “Shirley Temple Story Book” presentations handle the role that’s ably helped by a good and excellent sound effects. Companion piece on the flip side is the “Tom Terry” slide show. Solid recording as well. The set is available.

SOLO FLAMENCO—THE FABULOUS SABICHAS

At the time of writing, RCA Victor LM 2340 — For this album, the artist has chosen “cantes” of various moods. All of the tradition-based compositions are his own, and it is interesting to see how his use of the guitar as a solo string instrument, and not merely a backing for singing and dancing. The drama and variation Sabichas achieves consistently thru his highly personal style has brought him a growing U. S. concert and record public. (Continued on page 31)

REVIEWS OF THIS WEEK’S LP’S

BOUQUET

The Percy Faith Strings. Columbia CS 8124 & CL 1322. (Stereo & Mono) — Street-smart, social and colorful tunes that should please the mood music listener as well as the stereo and hi-fi fan. The arrangements are beautifully molded for stereo, and the recording itself is excellent. The tunes are handled with shimmering brilliance by the Faith crew. Selections include "Gone, Intermezzo," "Deep Purple," "Tenderly" and a host of other fine selections.

DANCING ON THE CONTINENT

Lester Lanin Orch. Epic LN 3578 — Lanin is heard with his "symphony group" EXACTLY how his space lightgoes, colorful, danceable arrangements of popular continental themes like "Volare," "La Mer," etc., are and tunes like "C'est Magnifique," "I Love Paris," etc. A strong sales entry.

PORGY & BESS—WEST SIDE STORY

RCA Symphony Orch. (Robert Russell Bennett). RCA Victor LSC 2340 (Stereo & Mono) — The Bennett concert version of "Porgy and Bess" is one of the conductor’s most famous works. In this LP, it gets a sensitive and感人 at the disk jockey comes from Leonard Bernstein's "West Side Story" is dynamically presented on this LP, effective on both ends. Cover paintings on both sides offer strong display material.

MR. PERSONALITY

Lloyd Price. ABC-Paramount ABC 297 — "Leaving off with his own smash "Personality," Price delivers here a brood of material made popular by various standards. Ray Charles "Mary Ann" and Warren Dunbar "This is the Place," are the surprising examples. Cover art captures the magnetism of the artist. Packages should do very well.

TWILIGHT ON THE TRAIL

Jimmie Rodgers with Joe Relman Orch & Chorus. Roulette R 25801 — Rodgers style a group of standard western and folk tunes in warm fashion with fine orek and chorus backing from Joe Relman. It’s a spinnable jive item, and his fans should also find it an attractive buy. Tunes include "Cool Water," "High Noon" and "Ghost Riders in the Sky.

SONGS OF THE BRITISH ISLES

The Norman Luboff Choir. Columbia CL 1348 — The rich, melodic music of the British Isles is wrapped up in this fine LP. The choral treatments by the Luboff Choir are truly outstanding performances by soloists Patricia Clark, Betty Mulliner and Douglas Blackley. Selections include "Lavender Blues," "Rule, Bands and Breeze of Bonnie Doon," "Le London," etc. Pretty programming for dreamy jockeys.

JAZZ

KING OF THE BLUE

Miles Davis. Columbia CL 1355 — Miles Davis with his almost-regular group, composed of Cannonball Adderley, Paul Chambers, James Young, John Coltrane, Wynton Kelly and Bill Evans, tunes in some wonderfully bluesy his new imagination on the "Blue" style. Davis performs his role with feeling and skill and the arrangements are intriguing. They are much too, titled "So What," "Freddie Freeloader," "Flamenco Sketches" and "All Blues." These are great.

BREAKFAST AT TIFFANY’S

Count Basie Orch. Featuring Joe Williams. Roulette R $2028 — Jocka will find this of more than casual interest. Sidney, the Dick Powell show from Miami, May 31. The crowd scenes are here, together with the good performances by the Basie band with blues singer Joe Williams. "In a Mellow Tone," "Counter Block," "One o’Clock Jump," etc. are here.

JAZZ LOW-PRICE

SCHERENAJAZZ

Studio Symphony and the Video All-Stars (Sipk Marx). The J.J. Canfield label. "Breakfast at Tiffany’s" is a sock item for the low-priced market. A group of topflight jazz and classical musicians, under the leadership of Skip Marx, present provocative, exciting blend of styles, tagged "a symphony in jazz." Should appeal to pop buyers as well as jazz fans.
UNITED ARTISTS RECORDS WELCOMES DON COSTA AS DIRECTOR OF A & R AND RECORDING ARTIST
"I DROP MY STITCHES OVER KOOKIE!"

...and you'll swing with these hits from Warner Bros.

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"KOOKIE'S MAD PAD"
Edd Byrnes #5087

NOW AVAILABLE
"TEEN BEAT"
Don Ralke #5104

"SWEET SOMEONE"
Eddie & Betty Cole #5054

"WAITING FOR FALL"
"OUR LOVE"
Tab Hunter #5093

"WHY DO I CRY FOR JOEY"
"APOLLO"
Connie Stevens #5092

"BRASSMAN'S HOLIDAY"
"PINEAPPLE ROCK"
Claude Gordon Orch. #5091

"ROOM 43"
Ken Jones Orch. #5078

"CLASS OF 59—"
"MY BABY WALKS ALL OVER ME"
Bob Luman #5081

"FOUR WHEELS"
Billy Land #5083

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★ The best-selling low-price classical records in the industry!
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★ Recorded with dazzling fidelity!
★ Performed by outstanding conductors and the renowned Vienna State Opera Orchestra!

Frequency range: 25-18,000 c.p.s.

LATEST RELEASE: MONOAURAL

SRV-102 MOZART Sym No. 40/Eriea kleine Nachtmusik

SRV-103 RIMSKY-KORSAKOV Scheherazade (Rossi)

SRV-104 HABIS FLAMENKO STRAITED (Paulik)

SRV-105 OREN MASTERWORKS OF J.S. BACH (Prehnak)

SRV-106 BETHROTHON 5th Syn./COUNTDOWN SYNTH

SRV-107 FEERI CARNIVAL Suite/L'Allegro No. 1 (Rossi)

SRV-108 GREAT RUSSIAN ROSSPONGE FOR ORCH. (Paulik)

SRV-109 GREAT HUNGARIAN Rhapsodies for Orch (Paulik)

SRV-110 STRONTOUKOV Italian Capriccio/1820 Overture

SRV-103 SOVIET-KORSAKOV Spanish Capriccio/Russian Capriccio

SRV-111 GREAT MASTERS OF THE WALTZ (Paulik)

SRV-112 TCHAIKOVSKY "Pathetique" Symphony

STEREOPHONIC

SRV-102 ED RUSKIN-KORSAKOV Scheherazade (Rossi)

SRV-106 ED REEDERSON Sym No. 9 (Prehnak)

SRV-107 ED LOHNGRAN Rhapsodies for Orch (Paulik)

SRV-110 ED HAYN SYL MILITARY and 101 Clock (Prehnak)

SRV-111 GE GREAT MASTERS OF THE WALTZ (Paulik)

SRV-112 ED TCHAIKOVSKY "Pathetique" Symphony

Vladimir Golschmann

Conducting TOCHANKOWSKY "PATHETIQUE"

SYMPHONY (No. 6 in B minor)

SRV-112 SRV-112-SD

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DOUBLE SENSATION...

SAL MINEO
"MAKE BELIEVE BABY"
and
"YOUNG AS WE ARE"

Here are two smashing releases that are stirring up a record-chart storm. Sal Mineo's "MAKE BELIEVE BABY" and "YOUNG AS WE ARE." Call your Epic distributor today!

Thank you, Philadelphia, for the sensational all-out support!
SPECIAL MERIT SPOTLIGHTS

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

- Continued from page 31

LOW-PRI CE POP

SONGS OF THE CIVIL WAR ERA

Lehman Engel Chorus, Harmony Hill 719 — A terrific buy for the money— in point of performance and material. Current pop trend, favoring songs with lyrics based on American history, which indicate interest in a package such as this. Tunes are all noted, and blend lovely or slightly off-key as the case may be. Captures the flavor of mid-19th century America. "Lively Fun" ("Buffalo Gal"), "Marching Through Georgia" and "Listen to the Mocking Bird" are examples.

- OPERA

PUCCINI: GIRL OF THE GOLDEN WEST


- FOLK TALENT

CASEY SINGS OUT

Casey Anderson, His Guitar & Rhythm Accompaniment, Urania USD 2024 & UR 9624. (Stereo & Monaural) — Casey Anderson possesses an unusual voice and style, and his treatment of the material on this LP is worthy of note. The music is largely in the folk and work-song idiom, and Anderson sings them with dramatic tension or a delicate tenderness, depending upon mood, with more than a touch of blues or jazz as required. Numbers include "The Gallows Pole," "The Roving Gambler," "Midnight Special" and "Sylvie" as well as a unique interpretation of "Of Man River."

- Reviews and Ratings of New Albums

- Continued from page 28

** VERY STRONG SALES POTENTIAL

**** SWEET SWINGIN' SAT IN STEREO

Buster Koloff Orch., RCA Camden CAS 899. (Stereo & Monaural) — For those readers who care about dimensions to the tuned equalization, the highlights of this solid package are: "You Bring a New Kind of Louder Than Most People Will Ever Hear." "It's a Boy," "When I Hear the Jukebox Song," "Take a Little Time" by Carl Komins. "This lady is a real jazz singer." Excellent buy at the low price, also good records.

**** JUST FOR A LARK

The Metal-Larks, RCA Camden CAS 353 + CAL 354. (Stereo & Monaural) — Rock-manualized versions of this band have outstripped the last band. Their latest album is a real winner in this line of music. The Metal-Larks are a group of great young men with harmonious, bright renditions of some of Tin Pan Alley's finest. Their "oozes" thru "The Breeze" and "I'll Feel Like a Foolin' in the Breeze," and "Bummin' Along With the Breeze." Almost scored on "A Nightingale Duet," in "Brown Square." Prime rock material and an excellent buy.

**** OKLAHOMA AND CARDINAL

Dixie Mutualist Orch. Harmony Hill 735. (Stereo & Monaural) — The King and I & The Flower Drum Song. Harmony Hill 7154.

CLASSICAL ****

**** TCHAIKOVSKY: PATHETIQUE

The London Philharmonic Orch. (Bris). RCA Camden CAS 846. (Stereo & Monaural) — A good version of the Tchaikovsky 6th symphony by the London Philharmonic under Sir Adrian Boult. The orchestra performs with beauty and power, and this version is excellent. A good buy for classical fans.

**** BRAHMS: SYMPHONY NO. 4

Golden EP 35510. (Stereo & Monaural) — A beautiful rendering of Brahms' last symphony. Krutopchinsky breaks away from the super-composed modern style and restores the work to its original perspective with unforced pace and dignity. Able American orchestra have a better sound, the Philharmonics does well with this sensitive interpretation.

JAZZ ****

**** AN HOUR WITH THE RASMUS LEWIS TRIO

Angel EP 930. The Ramsey Lewis Trio turns in some harmful jazz on this new set, that should appeal to the group's regulars by remaining following. Ramsey Lewis is the best vibra- tone player around, and they are still much in the Garner style, and even more so the saxophone. Tony Williams on drums. Tracks include "Softly, As in a Morning Sunrise," "C. C. Rider," "Love For Sale," and "The Way You Look Tonight."
An indispensable tool

| for phonodes... | and prospective phonodes |

The Billboard's September 14

PHONOGRAPH DIRECTORY ISSUE

THE 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 phonograph equipment.
HOT! ........... WITH

PAT BOONE

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"FOOLS HALL OF FAME"

1,000,000

"BRIGHTEST WISHING STAR"

#15982

THE NATION'S BEST SELLING RECORDS
Reviews and Ratings of New Albums

Continued from page 34

GOOD SALES POTENTIAL

Leftover jazz artists, the set effect is
sufficiently over-arranged, the net effect is
noticeably thin. It's not more than a better
than average recording job.

HARRY JAMES PLAYS SONGS
THAT MISTLETOE KNOWS
Marnie HL, TH - A good one for the
Christmas gift set and for all the true fans
of James' tjokes on Mistletoe. His
vimpup is away. The theme is "Mistletoe,"
"Lonely Lane," and "Joy to the World,"
with Nick Licus.

STEREO

CRUZ MERRY

RECOMMENDED: PIANO
CONCERTO NO. 2
Donata, Chicago, Pipes, with the Orce.

Dor Winner Mexico (Kothen, Van
Hoffel, Elsner, Orchestras). The popular
concerto is adequately performed on this
Piano. There is heavy compensation,
however, for names more familiar.

MEREDITH DALLAS

Stereo

THE BIG THREE

NAME. First

THEORY RECORD CORP.

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THEORY RECORD CORP.

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THEORY RECORD CORP.

The Milt Jackson Quintet is
first-class material. They
may prefer this to the
Goldberg CONCERTO
of Schubert's lightness and
competition, which conveys
more familiar names.

NAME. First

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THEORY RECORD CORP.
FABIAN
has another fabulous SMASH!

"GOT THE FEELING"
b/w

"COME ON AND GET ME"

C-1041

Initial orders on this latest hit total over 210,000 on the first day!

Chancellor
Distributed by Ampar Record Corp.
**Reviews and Ratings of New Albums**

- Continued from page 36

**MILDRED SALES POTENTIAL**

**THE GOLDEN TOUCH OF FRANK CAMMARATA AT THE ORGAN**

ABC Paramount ABC-309, Inc. Featuring a Case organ, Cammarata renders distinctive interpretations of standard, light classical and operatic material sung capably by organist "I," tunes played at their marriage, this set should have interest. Tunes include "The Bridal Chorus," the "Wedding March," "I Love You Truly," "Wedding Bells," "Your Promise Me," etc. They are placed and sung capably by organist Carter and vocalist Irwin Williams and singer Helene Seaton and Erich Ehrhardt.

**BIG BAND RANCHO**

Conducted by Bob Domestic, Cab 954—These are bonus copies in this area, sparking package. Some of the tunes are done in slow, rock-rick -tick tempo; others are on the up-tempo. Selections include "Home House Blues," "The World Is Waiting for the Sun," and "Ally Blue." Moderate sales here.

**ROMANCE A LA MODER**

Pierrot Charle A la Greyne Orchest. ABC Paramount ABC-309. This album represents the American debut of the ork of 50 musicians. Arrangements are done with a continental flavor. Tunes are standards from the sketchy silos of France, Inc. Movies: "I'll Watch the Mail for You," "Out of the Blue," "We Can Walk," "Remember Me?"

**THE PARAGONS MEET THE BEATLES**

Jubilee Jнные 1995—Two rock and roll groups—The Paragons and the Beatles—join forces on this LP. Each group is featured on six sides. The two months around records remarkably similar, particularly the high pitched lead vocals. Selections include "Hey Little School Girl," "Florence," and "Twilight." Good cover photo of each brother/balloon combo.

**CLASSICAL**

**KUHNSTOFF: PIANO CONCERTO NO. 2**

Robert Goldmark, Piano, with the Frankfort Opera Orchestra, conducted by Albert Ehrhardt. This album reprents the work of this young ork and its conductor, Albert Ehrhardt. This young ork improves steadily, and the fine string section is remarkable. However, on this dubtful authenticity make up this competition. Attractive cover should help sales.

**KUHNSTOFF: SYMPHONY NO. 4**

Kaska City Philharmonic. Cleveland, Ohio. Goldmark and the Kaska City Philharmonic. This young ork and its conductor are making excellent progress. The music is played with great rhythmic refinement and the highest musical skill. However, on this dubtful authenticity make up this competition. Attractive cover should help sales.

**KUHNSTOFF: OPERA INTERMEZZI**

Kaska City Philharmonic. Cleveland, Ohio. Goldmark and the Kaska City Philharmonic. These young orks and their conductors are making excellent progress. The music is played with great rhythmic refinement and the highest musical skill. However, on this dubtful authenticity make up this competition. Attractive cover should help sales.

**DEADLY TYPES**

Sorcor Records 75480. The Kaska City Philharmonic, conducted by Albert Ehrhardt. This young ork and its conductor are making excellent progress. The music is played with great rhythmic refinement and the highest musical skill. However, on this dubtful authenticity make up this competition. Attractive cover should help sales.

**JOHN DIXON ON HER OWN DALLAS—Jean Dixon, for the last year and a half associated with the Hugh Fowler Agency here, has left that office to go it alone at a booster in the Dallas-Fort Worth area. She plans to concentrate on small cocktail units.**

**A practical day-to-day guide to retail phonograph equipment**

- Features the Phonograph Directory Issue

**THE BILLBOARD**

**September 14**

**THE BILLBOARD'S**

**PHONOGRAPH DIRECTORY ISSUE**

**THE THEME:**

Today's Phonos—and how to sell them

**FEATUREING:**

DETAILED DIRECTORIES of current and coming phonographs by SPECIFIC PRICE CATEGORIES

PLUS

- wealth of practical ideas and suggestions to help dealers make the most of the outstanding sales and profit opportunities offered by today's phonograph equipment.

**Engineered for Long-life Service**

**MORTY CHAFF, President**

**UNITED TELEPHONE RECORDS, INC.**

**when answering ads**

**Say You Saw It in The Billboard**

**PAGE 36 AUGUST 31, 1959**

**ITALIAN OPERA INTERMEZZO**

The Philharmonic Orch. (Galliera). Angel 5-2459. (Steen & Mosnitz & More) — Last 19th and early 20th century works by Cimarosa, Zandonini, Wolf-Ferrari. Primo-Magno and Mosnitz. Essays for the "Jewels of the Opera Anthology" series, which is coming out October 31. Fresh, rousing and pleasant in the way they are placed in brilliant sonata form by the Philharmonia. Galliera's direc- tion is clear and doesn't drag. For both opera and symphonic music lovers.

**JAZZ**

**THE DIXIE REBELS**

Big Joe Dwyer Orct. Command BS 904—Joe Dwyer and his Dixieland Rebels come free with attractive performances of a group of authentic Dixieland tunes, starting with "When the Saints Come Marching In" and ending up with "St-Lambert Rampart Street Pa- rake." The boys swing pretty good, too, and the sound is of a very high level. There's a lot of fun on this platter for Dixieland fans.

**for dealers who stock all merchandise**

**PUBLISHER**

**BIG BEAT DANCE PARTY**

Bud Johnson. Starmark BS 909 & BS 1898. (Steen & Mosnitz & More)

**LOW-PRICE PUBLISHER**

**MY FAIR LADY**

Jeb House, A-501 Ams. 5051 & 5201. (Steen & Mosnitz & More)

**Jean Dixon on Her Own**

DALLAS—Jean Dixon, for the last year and a half associated with the Hugh Fowler Agency here, has left that office to go it alone at a booster in the Dallas-Fort Worth area. She plans to concentrate on small cocktail units. Miss Dixon is a former band singer.

**ANOTHER "CLASS HIT!"**

**ROCKVILLE USA THE TURKS**

**#256**

**Class**

**Records**

**ARTHUR PRYSOCK**

I WORRY BOUT YOU MY FAITH

on OLD TOWN Records #:1073

On the PARADISE Label. Distributed by Old Town Records

I NEED YOUR LOVE SO BAD

by THE VOCALSTERS

OLD TOWN RECORDS • 6017 Broadway, N. Y. C. • CI 7-4436

**Gene & Eunice on CASE 1001**

POCO LOCO

Morty Chaff, President • 203 Seventh Ave., N.Y. 36 • Circle 5-9680

when answering ads...

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RIGHT ON TARGET...
A SURE HIT!

SONNY JAMES

"WHO'S NEXT IN LINE"

"RED MUD"

RECORD NO. 4268

AVAILABLE FOR STOCK IN 3 COLOR,
autographed sleeve!
### Honor Roll of Hits

**The Nations Top Tunes** for survey week ending August 22

#### First Ten

<table>
<thead>
<tr>
<th>#</th>
<th>Title</th>
<th>Artist</th>
<th>Record Label</th>
<th>Chart Weeks</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>The Three Bells</td>
<td>By Dick Manning and Jean Valentine—Published by Harris (ASCAP)</td>
<td>BEST SELLING RECORD: Reeves, RCA Victor 7325</td>
<td>1 4</td>
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<tr>
<td>2</td>
<td>Sea of Love</td>
<td>By G. Kneen &amp; T. Watson—Published by Kenter (BMI)</td>
<td>BEST SELLING RECORD: Fred Hughes, Met 71447</td>
<td>2 5</td>
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<tr>
<td>3</td>
<td>Sleep Walk</td>
<td>By Parnell-Paine-Farr—Published by Trinity (BMI)</td>
<td>BEST SELLING RECORD: Searle &amp; Jenkins, Canadian-American 303</td>
<td>8 2</td>
</tr>
<tr>
<td>4</td>
<td>Lavender Blue</td>
<td>By Larru Money &amp; Bll Dmll—Published by Joy (ASCAP)</td>
<td>BEST SELLING RECORD: Sammy Turner, Big Top 71410</td>
<td>6 8</td>
</tr>
<tr>
<td>5</td>
<td>I'm Gonna Get Married</td>
<td>By H. Loney-Ludlow Price—Published by Lyricon (BMI)</td>
<td>BEST SELLING RECORD: Lloyd Price, ABC-Paymaster 10032</td>
<td>12 2</td>
</tr>
<tr>
<td>6</td>
<td>There Goes My Baby</td>
<td>By Fatherson, J. Trudell—Published by Jai Progressive (BMI)</td>
<td>BEST SELLING RECORD: Drifters, Atlantic 2025</td>
<td>5 9</td>
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<tr>
<td>7</td>
<td>A Big Hunk o' Love</td>
<td>By Schreiber &amp; Wyck—Published by Elvis Presley Music (BMI)</td>
<td>BEST SELLING RECORD: Elvis Presley, Via 7006</td>
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<tr>
<td>8</td>
<td>What'd I Say</td>
<td>By Ray Charles—Published by Progressive (BMI)</td>
<td>BEST SELLING RECORD: Ray Charles, Atlantic 2031</td>
<td>7 6</td>
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<tr>
<td>9</td>
<td>My Heart Is an Open Book</td>
<td>By Hal David &amp; Buck—————Published by Sequence (ASCAP)</td>
<td>BEST SELLING RECORD: Carl Perkins Jr., Dec 76030</td>
<td>3 11</td>
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<td>10</td>
<td>Red River Rock</td>
<td>By King-Mark Mendolsohn—Published by Vicki (BMI)</td>
<td>BEST SELLING RECORD: Johnny and the Hurricanes, Warwick 509</td>
<td>26 2</td>
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#### Second Ten

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<th>Chart Weeks</th>
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<tbody>
<tr>
<td>11</td>
<td>I Want To Walk You Home</td>
<td>By A. Domino—Published by Allen-Evans (BMI)</td>
<td>BEST SELLING RECORD: Peppino Di Capua, Imperial 5666</td>
<td>14 3</td>
</tr>
<tr>
<td>12</td>
<td>Broken-Hearted Melody</td>
<td>By G. David &amp; G. Good—Published by Marlin (ASCAP)</td>
<td>BEST SELLING RECORD: Sonny Vaughan, Met 71427</td>
<td>24 2</td>
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<tr>
<td>13</td>
<td>It Was I</td>
<td>By Gary Patterson—Published by Trinity, Earl Farn (BMI)</td>
<td>BEST SELLING RECORD: Syl A Filp, Big Top 7602</td>
<td>15 5</td>
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<tr>
<td>14</td>
<td>Lonely Boy</td>
<td>By Paul Anka—Published by Swans (BMI)</td>
<td>BEST SELLING RECORD: Paul Anka, ABC-Paymaster 10002</td>
<td>9 13</td>
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<tr>
<td>15</td>
<td>What a Difference a Day Makes</td>
<td>By Guyer-Adams—Published by E. P. Mims (BMI)</td>
<td>BEST SELLING RECORD: Dinah Washington, Met 71435</td>
<td>11 10</td>
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<tr>
<td>21</td>
<td>My Wish Came True</td>
<td>By Irvy Joe Moorer—Published by Tamal (BMI)</td>
<td>RECORD AVAILABLE: Elvis Presley, Via 71668</td>
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<tr>
<td>22</td>
<td>Forty Miles of Bad Road</td>
<td>By Duane Eddy and Al Carty—Published by Gregmark Music (BMI)</td>
<td>RECORD AVAILABLE: Duane Eddy, Junee 1216</td>
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<tr>
<td>23</td>
<td>What Is Love</td>
<td>By Backin-Vance—Published by Funchey (ASCAP)</td>
<td>RECORD AVAILABLE: Pat O' Day, Conti 100; Playwrights, Rondette 4160; Terry &amp; Jerry, Class 240</td>
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<tr>
<td>24</td>
<td>Sweeter Than You</td>
<td>By B. Knight—Published by Hilliard (BMI)</td>
<td>RECORD AVAILABLE: Gaylord Music 3150; Ricky Nelson, Imperial 5755</td>
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<tr>
<td>25</td>
<td>I'm Gonna Be a Wheel Someday</td>
<td>By Hayes, Bechtold—Published by Travis (BMI)</td>
<td>RECORD AVAILABLE: Pat Ewing, Imperial 2606; Bobby Mitchell, Imperial 5475</td>
<td>25 3</td>
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<tr>
<td>26</td>
<td>Kissin' Time</td>
<td>By Moss &amp; A Love—Published by Karon (ASCAP)</td>
<td>RECORD AVAILABLE: Bobby Rydell, Cameo 167</td>
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<td>27</td>
<td>Perogy</td>
<td>By Howard-Groin—Published by Mills (ASCAP)</td>
<td>RECORD AVAILABLE: Delmar, Emu 15021</td>
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<tr>
<td>28</td>
<td>Waterloo</td>
<td>By Willard-Lienemann—Published by Cedarwood (BMI)</td>
<td>RECORD AVAILABLE: Al Jolson, Victor 7028; Stonehill Jackson, Dec 41933</td>
<td>21 12</td>
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<tr>
<td>29</td>
<td>Just a Little Too Much</td>
<td>By J. Burnett—Published by Hilliard (BMI)</td>
<td>RECORD AVAILABLE: Duke Pearson, Imperial 5765</td>
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<tr>
<td>30</td>
<td>Here Comes Summer</td>
<td>By Jerry Keller—Published by Jamsal (ASCAP)</td>
<td>RECORD AVAILABLE: Jerry Keller, Knip 217</td>
<td>27 6</td>
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DON GIBSON
sings
"DON'T TELL ME YOUR TROUBLES"
c/w
"HEARTBREAK AVENUE"
RCA VICTOR 47 7566
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<th>BILLBOARD HOT 100</th>
<th>FOR THE WEEK ENDING SEPTEMBER 6</th>
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<td><strong>STARR PERFORMERS showed the greatest upward progress on the Hot 100 this week.</strong></td>
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<td>THE BILLS</td>
<td>Brown, RCA Victor 3553</td>
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<td>2 22 15</td>
<td>SEA OF LOVE</td>
<td>Pulp Fiction, Mercury 5746</td>
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<td>3 3 35</td>
<td>SLEEP WALK</td>
<td>Harry and Johnnie, Canadian-American 140</td>
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<td>4 3 5</td>
<td>LAVENDER BLUE</td>
<td>Sammy Turner, Big Top 3046</td>
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<td>I’M GONNA GET MARRIED</td>
<td>Lloyd Price, ARC-Paramount 10857</td>
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<td>6 6 9</td>
<td>WHAT I SAID</td>
<td>Big Bill, Atlantic 10413</td>
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<td>A BIG HUNK O’ LOVE</td>
<td>Elvis Presley, RCA Victor 7660</td>
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<td>THERE GOES MY BABY</td>
<td>The Delfonics, Atlantic 1423</td>
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<td>20 36 50</td>
<td>RED RIVER ROCK</td>
<td>Johnny Horton, Cadence 1058</td>
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<td>10</td>
<td>10 24 46</td>
<td>I WANT TO WALK YOU HOME</td>
<td>Fats Domino, Imperial 6666</td>
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<td>11</td>
<td>12 15 17</td>
<td>IT WAS I</td>
<td>Skip &amp; Flip, Brunswick 7002</td>
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<td>5 3 3</td>
<td>MY HEART IS AN OPEN BOOK</td>
<td>Carl Perkins Jr., Capitol 9603</td>
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<td>33 56</td>
<td>(TILL) I’MN RUSSED</td>
<td>Jo Keene, Cadence 1047</td>
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<td>14</td>
<td>21 34 45</td>
<td>BROKEN-HEARTED MELODY</td>
<td>Sarah Vaughan, Mercury 7047</td>
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<td>19 23 37</td>
<td>KISSIN’ TIME</td>
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<td>18 19 23</td>
<td>THANK YOU PRETTY BABY</td>
<td>Fats Domino, Imperial 6666</td>
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<td>17 77 40</td>
<td>BABY TALK</td>
<td>Jan and Dean, Capitol 522</td>
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<td>18</td>
<td>9 8 8</td>
<td>WHAT A DIFFERENCE A DAY MAKES</td>
<td>Dinah Washington, Stewart 7047</td>
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<td>15 16 21</td>
<td>WHAT IS LOVE</td>
<td>Platters, Roulette 6415</td>
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<td>20</td>
<td>22 9 13</td>
<td>JUST A LITTLE TOO MUCH</td>
<td>Ricky Nelson, Imperial 5955</td>
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<td>MY WISH CAME TRUE</td>
<td>Elvis Presley, RCA Victor 7660</td>
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<td>28 26 38</td>
<td>I’M GONNA BE A WIFE SOME DAY</td>
<td>Fats Domino, Imperial 6666</td>
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<td>FORTY MILES OF BAD ROAD</td>
<td>Drume F. Ely, Junior 1138</td>
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<td>13 5 2</td>
<td>LOVELY LAD</td>
<td>Paul Anka, ARC-Paramount 3084</td>
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<td>24 14 18</td>
<td>HERE COMES SUMMER</td>
<td>Jerry Keller, Capitol 277</td>
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<td>Ricky Nelson, Imperial 5955</td>
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<td>25 13 7</td>
<td>THE BATTLE OF NEW ORLEANS</td>
<td>Johnny Horton, Columbia 13230</td>
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<td>35</td>
<td>38 30 31</td>
<td>TILL THERE WAS YOU</td>
<td>Pulp Fiction, Mercury 5746</td>
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<td>36</td>
<td>34 40 42</td>
<td>MY OWN TRUE LOVE</td>
<td>Jimmy Clanton, Ace 867</td>
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<td>36 31 25</td>
<td>MONA LISA</td>
<td>Carl S聖, Phillips International 3578</td>
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<td>38</td>
<td>42 75 100</td>
<td>I AIN’T NEVER</td>
<td>Ray Price, Decca 34912</td>
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<td>63 42 41</td>
<td>OPEN WITH ARMS</td>
<td>Ira Robinson, Laurie 2033</td>
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<td>40</td>
<td>60 82</td>
<td>MORGIE</td>
<td>Frank Sinatra, Capitol 5438</td>
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<td>41</td>
<td>50 54 45</td>
<td>HIGH HOPES</td>
<td>Frank Sinatra, Capitol 3146</td>
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<td>42</td>
<td>48 73 82</td>
<td>LIKE I LOVE YOU</td>
<td>Ed Howard, Imperial 5641</td>
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<td>Fats Domino, Ace 6147</td>
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<td>44</td>
<td>24 17 1</td>
<td>THE WAY I WALK</td>
<td>Jan and Dean, Capitol 522</td>
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<td>35 38 36</td>
<td>I’M GONNA GET STROKES</td>
<td>Jack Scott, Carlton 711</td>
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<td>55 76 89</td>
<td>WATERLOO</td>
<td>Johnny Cash, Columbia 14217</td>
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<td>29 17</td>
<td>WATERLOO</td>
<td>Sunnyside Jackson, Columbia 41903</td>
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<td>Jacky Junee, Junior 1127</td>
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<td>Bobby McFadden &amp; Don, Brunswick 75746</td>
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<td>54 61 67</td>
<td>SO HIGH, SO LOW</td>
<td>The Platters, Roulette 6415</td>
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<td>TENNESSEE STUD</td>
<td>Eddie Arnold, RCA Victor 7542</td>
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<td>Cookers, Ace 6146</td>
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<td>41 20 26</td>
<td>LIPSTICK ON YOUR COLLAR</td>
<td>Connie Francis, MGM 13793</td>
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<td>MARY LOU</td>
<td>Usso Music, Roulette 4071</td>
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<td>47 47 49</td>
<td>ANGEL FACE</td>
<td>Jimmy Dorsey, Capitol 159</td>
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<td>MIDNIGHT FLYER</td>
<td>Nat King Cole, Capitol 4348</td>
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<td>LONELY GIRL</td>
<td>Annette, Vista 1110</td>
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<td>Johnny Horton, Columbia 41487</td>
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<td>Dick Clark, Atlantic 1019</td>
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<td>90 95</td>
<td>THE ANGELS LISTENED IN</td>
<td>The Crystals, Cadence 1157</td>
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<td>62</td>
<td>69 74 86</td>
<td>I’VE BEEN THERE</td>
<td>The Knightsbridge Strings, Trend 2066</td>
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<td>The Knightsbridge Strings, Trend 2066</td>
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<td>JUST ASK YOUR HEART</td>
<td>Frankie Avalon, Columbia 14208</td>
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<td>SINCE YOU’VE BEEN GONE</td>
<td>Claude McPhail, Atlantic 2448</td>
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</table>

The Billboard's Music Popularity Charts... Pop Records, August 31, 1959
& TOMORROW'S TOPS

BEST BUYS

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

POP

*JUST ASK YOUR HEART* ....... Frankie Avalon

(Rambled, BMI) Chancellor 1040

*YOU'RE GONNA MISS ME* ..... Connie Francis

(Francon, ASCAP) M-G-M 12824

*PUT YOUR HEAD ON MY SHOULDER* ....... Paul Anka

(Spanka, BMI) ABC-Paramount 10640

*RIVERSIDE* ..... Dean Martin

(Paramount, BMI) Columbia 11231

*BE MINE, BABY* ............. Chubby Checker

(Sun, BMI) ABC 10776

*JUST ASK YOUR HEART* ..... Frankie Avalon

(Rambled, BMI) Chancellor 1040

*YOU'RE GONNA MISS ME* ..... Connie Francis

(Francon, ASCAP) M-G-M 12824

*PUT YOUR HEAD ON MY SHOULDER* ....... Paul Anka

(Spanka, BMI) ABC-Paramount 10640

*THE ANGELS LISTENED IN* ..... The Crests

(Winston, BMI) Coed 515

THE MUMMY .......... Don McFadden

(Northern, ASCAP) Brunswick 55140

C&W—No selections this week.

R&B—No selections this week.

REVIEW OF THIS WEEK'S SINGLES

The pick of the new releases:

SPOTLIGHT WINNERS OF THE WEEK

PAT BOONE

FOOLS HALL OF FAME (Spooone, ASCAP)—BRIGHTEST WISHING STAR (Talsman, ASCAP)—Boone has two strong sides—both of which appear chart bound. "Fools Hall of Fame" is a ballad with beat. "Brightest Wishing Star" is a more rhythmic effort. Both get saleable belts.

DION & THE BELMONTS

EVERY LITTLE THING I DO (Stratton, BMI)—A LOVER'S PRAYER (Schwartz, ASCAP)—Dion and the Belmonts are strong bets to score again with these two potent efforts. "Lover's Prayer" is a rocking walk that is well-vascular. "Every Little Thing I Do" is a rhythmic ballad.

CONWAY TWITTY

DANNY ROY (Booney & Hawkins, ASCAP)—HALFWAY TO HEAVEN (Daniels-Moorepark, ASCAP)—Twitty has hot contenders to follow his "Mama Lima." "Danny Boy" is given a rocking interpretation, while "Halfway to Heaven" gets a meaningful rock ballad approach.

THE ISLEY BROTHERS

YOUNG IN YEARS (Arch, ASCAP)—THE TWENTY-SECOND DAY (Vivo, BMI)—The group turns in fine chanting jobs on these two potent sides. "Young in Years" is a charming ballad, adapted from a classical theme. The boys give it a good go. Flip. "The Twenty-Second Day" is a gospelish tone that also has the sound.

SAMMY SALVO

AFRAID (Milene ASCAP)—MARBLE HEART (Acoft, BMI)—Salvo has two fine debut sides on his new label. Both are rhythmic rockers, and he delivers each with a hit sound. Either can go all the way.

RONNIE SELF

BIG TOWN (Champion, BMI)—Self gives the blues a good shout over relaxed backings. It has a similar quality to "Kansas City." It's a good effort, and the side could take off. Flip is "This Must Be the Place" (Champion, BMI).

OWEN CHARLES

STAGE COACH (Jamie-Lu Tal, BMI)—Tune is a folkish sort, and the lyrics mirror a facet of American history. Charles handles the tune with appeal, and the side could be a big flip. Flip is "Never Before Been in Love" (Jamie-Lu Tal, BMI).

COZY COLE

THE NATURAL ROCK (Donnis, BMI)—This is Cole's first on this label. The side starts with a moving bass figure and then moves into a raucously theme. It's a solid bid that can make it. Flip is "Strange" (Jay & Gee, BMI).

THE ISLEY BROTHERS

SHOUT (PARTS 1 & 2)—These are two of the most frantic sides to come along in a spell. It's a mixture of guitars and drums, and predictably, the trio has a likely small side. Side One is great, but Side Two is even more intense, building in volume, sound and excitement. Watch 'em.

Country & Western

NO SELECTIONS THIS WEEK.

Rhythm & Blues

NO SELECTIONS THIS WEEK.

SPECIAL MERIT SPOTLIGHTS

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

POP DISK JOCKEY PROGRAMMING

THE ISLANDERS

THE ENCHANTED SEA (Volken, ASCAP)—This pretty and unusual mild-rock theme makes for excellent program fare. It's basically an instrumental, tho a chorus does fall in on some segs with the sounds of the sea in the background. Flip is "Pollyanna" (Volken, ASCAP).

Mayflower 16

POP TALENT

JACKIE SHANNON

LIES (Shapire-Bernstein, ASCAP)—TROUBLE (Tiger, BMI)—Shannon comes off to strong advantage on her initial wax attempt.

(Continued on page 44)
"Lies" gets a soulful, rockabilly reading. "Trouble" is a nice, charming country tune. Both sides are first-rate and exposure they could catch on.

THE BAND

** SKY HIGH — CHALLENGE 59055 — I airish rhythm gets a veryfeful treatment from the Champs. Tune is based on an old folk song. "Celto Lindy." (Jat, BMI)

** A DOUBLE EAGLE ROCK — The old march is done in a bright rockin' style. Good, danceable side. (Jat, BMI)

THE BELL NOTES

*** YOU'RE A BIG GIRL NOW — TIME 1015 — The boys turn in a sharp, upbeat rhythm rock in this easy to green. (Can) this could get some action. (Can)

*** GONNA FALL 'EM — JIMMY SHAW — A soft and tender ballader in Latin rhythm style. Boys hand this an EveryBrothers type read. Both sides have a chance. (Dunbar, BMI)

DOROTHY COLLINS

*** EVERYTHING I HAVE IS YOURS — TOP RANK 1933 — Miss Collins gets in on a mild rockin' kick on this revival of the standard. Gal gives it plenty of warmth and she's backed by a full group. Side should be watched. (Robbins, ASCAP)

*** It Doesn't Matter — An upbeat rockier by Miss Collins. Side has soul and build and a good performance by the gal and her vocal supporters. (Gil, BMI)

TAB SMITH

*** NEARNESS OF YOU — CHEKER 933 — A lovely version of the oldie, featuring sax, strings and voice and Smith's warm style. This could be the coin grabber for the sax man, watch it. (Fannom, ASCAP)

*** BECAUSE OF YOU — Another warm version of an oldie by Smith, again with strings and voice. Watch 'em both. (Broadcast, BMI)

THE FIVE KEYS

*** ZIGZUG—KING 5251 — The Keys sell this swinging novelty with a solid beat and a solid vocal. It's catchy and could get some action. (R-1, BMI)

*** I Took Your Love for a Top — The Five Keys turn in a warm reading of a novelty tune that should get some air time and could pull some coins. (Roy, BMI)

BETSY BRYE

*** SLEEP WALK—CANADIAN 1061 — Cover of the tune that is currently big via an instrumental version by Santo and Johnny on the same label. This too, can score. (Trinity-Climax, BMI)

*** Daddy Daddy—Cute theme is sung with charm by the thrush, but the flip appears the stronger effort. (Edgar, BMI)

** GOOD SALES POTENTIAL

MICKY & SUZY

*** I Know — M. A. Stoller—ATLANTIC 3909 — Attractive tune. Attracts some "no name" fan to the record. Not much chance for a hit. ('Dial, BMI)

** JOHN LAWRENCE

*** Bongo Boogie—RCA 1016—Innovative with percussion syncope worked in. Better than the usual Bongo Boogie. (Columbia, BMI)

** BOBBY SMITH ORK.

*** Cuts—MGM 912—Blues Instrumental with horns prominent. Revisited, similar rhythm. ('Dial, BMI)

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*** Cuts—MGM 912—Blues Instrumental with horns prominent. Revisited, similar rhythm. ('Dial, BMI)
The Billboard AUGUST 31, 1959

POPULAR

AN EVENING WITH LERNER & LOEWE
Robert Merrill, June Peerless, Jane Powell, Phil Harris, (2-LP). RCA Victor LSP-4061 (SAM).

CHEF ATKINS IN HOLLYWOOD

BEACH ROMANCE
Roger Smith, Warner Bros. WS-1305 (SAM).

CHUCK BERRY IS ON TOP
Chess LP 1445.

DANCE AND ROMANCE WITH THE TOMMY DORSEY ORCHESTRA, STARRING WARREN COVINGTON
Decca DL 7954 & DL 8004 (SAM).

DO YOU REMEMBER
Fred Waring and His Pennsylvanians, Capitol ST-7208 (SAM).

ESPECIALLY FOR YOU
Renny Eden, Janis LP 70-3008.

FOR THE VERY FIRST TIME
Glen Miller & His Orch. (1-12-51), RCA Victor LPM-6100 (SAM).

GO BO DIDDLEY
Checker LP 1435.

GREAT WALTZES
Andy Kirk and His Kirkettes, Columbia ML927.

GYPSY
Original Cast, Columbia DL 5420 (SAM).

HOLLYWOOD ALMANAC
Frank Chacksfield and His Orchestra, London PPA-3301 (SAM).

HUM AND STRUM ALONG WITH CHEF ATKINS
RCA Victor LSP-3025 (SAM).

IMPACT

IT'S THE TALK OF THE TOWN
Ray Conniff Singers, Columbia CL-1234.

KINGSTON TRIUMPH AT LARGE, THE
Capitol ST-1199 (SAM)

ENOC LIGHT & THE LIGHT BRIGADE
Play I Want to Be Happy Cha Cha.

Grand Award GA-223.

MONTAIGNE TIMES
Sound Track, United Artists UA-4049.

MORE JOHNNY'S GREATEST HITS
Johnny Mathis, Columbia CL-7344.

MUSIC FROM M-SQUAD, THE

PARTY SING ALONG WITH MICK
Mick West and Columbia CL-1337.

PORGY AND BESS
Sound Track, Columbia OS-5016 & DL-5010 (SAM).

SONGS OF OUR SOIL
Johnny Cash, Columbia CL-1299.

STEPHEN FOSTER SONG BOOK

WHEN I FALL IN LOVE
Tal Hall, Warner Bros. WS-1395 (SAM).

WITH MY EYES WIDE OPEN I'M DREAMING
Enoch Light and The Light Brigade. Grand Award GA-32-406.

WORLD RENOWNED POPULAR PIANO CONCERTOS

CLASSICAL

BACH: THE SIX BRANDENBURG CONCERTOS (2-12)
The Boston Symphony (Munch), RCA Victor LSC-6140 (SAM).

BEETHOVEN: CONCERTOS NO. 1, 2 & 2 FOR PIANO AND ORCHESTRA
Emil Gilels, Piano with Orch. De La Societe Des Concerts Du Conservatoire (Vandervest), Angel 50672.

BEETHOVEN: SYMPHONIES NO. 8 & 9
Boston Symphony (Munch), RCA Victor LMX-5046.

BEETHOVEN: THE WALDSTEIN & NO. 18 SONATAS FOR PIANO
The RCA Symphony Orch. (Stern), RCA Victor LSC-5020 & LMX-5055 (SAM).

BRAMHS: SYMPHONY NO. 2 IN D MAJOR, OP. 73
Minneapolis Symphony Orch. Conducted by Antal Dorati, Mercury SP-9271 (SAM).

CHOPIN SCHERZOS

DVORAK: NEW WORLD SYMPHONY
Bruno Walter, Conducting, Columbia ML-9384.

MOZART: SYMPHONIES NO. 29 & 36
Bruno Walter, Conducting, Columbia ML-5755.

PHILADELPHIA ORCH. PLAYS VICTOR HERBERT, THE
Eugene Ormandy, Conductor, Columbia ML-5774.

RACHMANINOFF: PIANO CONCERTO NO. 13
Van Cliburn, Piano, With the Symphony of the Air (Kondrashin). RCA Victor LMX-5025.

THE RUBINSTEIN STORY—CHOPIN CONCERTO NO. 2
Artur Rubinstein, RCA Victor LM-2265.

TCHAIKOVSKY: VIOLIN CONCERTO
Mendelssohn, Violin Concerto

The material shown on this page—as well as the list carried on the inside pages of AUDITION—are valuable monthly supplements to the important buying and inventory helps provided elsewhere in this weekly issue of The Billboard. Dealers are advised to use AUDITION'S advanced 1-P release data as an order guide based on the musical tastes and buying habits which prevail within their own special retail sales areas.

JAZZ

DANCE TO THE CITY BEAT

MILES DAVIS AND THE MODERN JAZZ GIANTS
 Prestige 7510.

BILLY HOLIDAY
With Ray Ellis Orch., MGM E-3764.

MODERN JAZZ QUARTET AT MUSIC INN, THE (Volume 2)
Sunny Rollins, Atlantic 1294.

OTHER

FOLK

CONCERT WITH HILLEN AND AVIVA
Elektra 173.

FLAMENCO PURO
Saleros, Dulce. Columbia WS-302 (Stereo & Mono).

QUINTETTO BRUNO MARTINO
Capitol 1 12029.

OPERAS

MARIA CALLAS PORTRAYS THE VERDI HEROINES
Angel 50672 (Shore & Masur).

DONIZETTI: LINDA DI CHAMOUNIX
Various Artists, Columbia ML-403.

MOZART: THE MARRIAGE OF FIGARO

ROSSINI: THE BARBER OF SEVILLE
Metropolitan Opera, RCA Victor LM-6143.

SAINT-SAENS: SAMSON AND DELILAH (ABRIDGED)
RCA Victor, Samson and Delilah with Metropolitan Opera Orch. & Chorus (Cleofis). RCA Victor LS-5029.

SPOKEN WORD

ALEXANDER KING READS FROM HIS BEST SELLER AND OTHER STORIES
Unextra X-170.

SHAW TERRY LETTERS, THE
Read by Dame Peggy Ashcroft & Cyril Cusack, C amsterdam TC-119.

WILDE: THE PICTURE OF DORIAN GRAY
Hurd Hatfield. Cwamden TC-1095.

POP LOW-PRICE

BUTTONS AND BOWS
Bing Cache, Mercury ML-7148.

CONNIE ROSWELL SINGS THE RODDERS & HART SONG FOLIO
Design LP-1001.

POGGY & BESS
Lawrence Tibbett & Helen Jazelle, RCA Camden CAL-500.

SWING WITH BENNY GOODMAN
Benny Goodman & Orch., Nashville ML-7190.
21 BRILLIANT RELEASES IN AUGUST

POPULAR
Victor Borge Plays and Conducts Concert Favorites
CL 1305 CS 8113 (stereo)
Charlie Weaver Sings for His People
CL 1304 CS 8098 (stereo)

Duke Ellington at the Bal Masque—Duke Ellington His Piano, and His Orchestra
CL 1287 CS 8108 (stereo)

THE RAY CONNIFF SINGERS

It's the Talk of the Town—The Ray Conniff Singers
CL 1334 CS 8143 (stereo)

Songs of Our Soil—Johnny Cash
CL 1339 CS 8148 (stereo)

بريانتين ميكر
CL 1236 CS 8126 (stereo)

CHARMANT" Masterworks

Chamber Orchestra of the Philadelphia Orchestra
CL 1335 CS 8145 (stereo)

Scarlet Ribbons—Michel Legrand's Folksongs for Orchestra
CL 1338 CS 8146 (stereo)

MASTERWORKS

PROKOFIEV: Peter and the Wolf; BRITTEN: Young Person's Guide—The Philadelphia Orchestra, Eugene Ormandy, Cyril Ritchard
ML 5183 MS 6027 (stereo)

MOZART: Violin Concertos—Zino Francescatti, Bruno Walter, Columbia Symphony Orchestra
ML 5381 MS 6063 (stereo)

ISAAC, STERN
TCHAIKOVSKY and MENDELSSOHN
Violin Concertos—Isaac Stern, The Philadelphia Orchestra, Eugene Ormandy
ML 5379 MS 6062 (stereo)

Dvorak: "New World" Symphony—Bruno Walter, Columbia Symphony Orchestra
ML 5384 MS 6066 (stereo)

The Lord's Prayer—The Philadelphia Orchestra, Eugene Ormandy, Mormon Tabernacle Choir
ML 5386 MS 6068 (stereo)

RIMSKY-KORSAKOV: Scheherazade—The New York Philharmonic, Leonard Bernstein
ML 5387 MS 6069 (stereo)

BRAHMS: Symphony No. 1—The Philadelphia Orchestra, Eugene Ormandy
ML 5385 MS 6067 (stereo)

THE LORD'S PRAYER

STRAVINSKY: THRENODY—Igor Stravinsky, Columbia Symphony Orchestra
ML 5382 MS 6065 (stereo)

ADVENTURES IN SOUND

The Thunderer Plays Carousel Marches
WL 153 MS 303 (stereo)

Music and Sounds of Vienna—City of My Dreams—Karl Grill and His Orchestra
WL 154 MS 306 (stereo)

AND NOW . . .
In September... COLUMBIA RECORDS' "Fall Festival of features 27 brand new releases from the industry's No. 1 album seller backed by exciting, sales stimulating advertising and sales promotion. Call your Columbia Distributor now!

MASTERWORKS

PHILIPPE ENTREMONT

LISZT: Concerto Nos. 1 and 2—Philippe Entremont, The Philadelphia Orchestra, Eugene Ormandy

FRANCK: Symphony in D Minor—The New York Philharmonic, Leonard Bernstein

FRANCK: Symphony in D Minor—The Philadelphia Orchestra, Eugene Ormandy

MOZART: Eine kleine Nachtmusik and Works by Bach, Corelli, Mendelssohn—The Philadelphia Orchestra Strings, Eugene Ormandy

DEBUSSY: Afternoon of a Faun; La Mer, RAVEL: Daphnis and Chloe—No. 2—The Philadelphia Orchestra, Eugene Ormandy

ROSSINI: Pictures at an Exhibition—RIMSKY-KORSAKOV: Capriccio Espagnol—The New York Philharmonic, Leonard Bernstein

MOUSORGSKY: Piano Works—Sviatoslav Richter

LISZT/SCHUBERT Piano Works—Sviatoslav Richter


TCHAIKOVSKY: Piano Concerto No. 1—Eugene Ormandy, The Philadelphia Orchestra, Eugene Ormandy

THE BILLBOARD
**SUGGESTED LIST PRICES**

The following representative prices are in the current range for selected records. For full details consult your usual source for the latest prices.

<table>
<thead>
<tr>
<th>Record Title</th>
<th>Label</th>
<th>Price</th>
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<tr>
<td>&quot;...To the Ends of the Earth&quot;</td>
<td>Mercury</td>
<td>$5.98</td>
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<tr>
<td>&quot;The Best of...&quot;</td>
<td>Columbia</td>
<td>$5.98</td>
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<tr>
<td>&quot;The Greatest Music...&quot;</td>
<td>Capitol</td>
<td>$5.98</td>
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<tr>
<td>&quot;...All the Way&quot;</td>
<td>Columbia</td>
<td>$5.98</td>
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<tr>
<td>&quot;...In Concert&quot;</td>
<td>Columbia</td>
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<tr>
<td>&quot;...The Big Band&quot;</td>
<td>Decca</td>
<td>$4.98</td>
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<tr>
<td>&quot;...The Unforgettable...&quot;</td>
<td>Columbia</td>
<td>$4.98</td>
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<tr>
<td>&quot;...The Man with the Magic Touch&quot;</td>
<td>Decca</td>
<td>$4.98</td>
</tr>
<tr>
<td>&quot;...I want...&quot;</td>
<td>RCA Victor</td>
<td>$4.98</td>
</tr>
<tr>
<td>&quot;...The Great American Songbook&quot;</td>
<td>Columbia</td>
<td>$4.98</td>
</tr>
<tr>
<td>&quot;...My Kind of Music&quot;</td>
<td>Decca</td>
<td>$4.98</td>
</tr>
<tr>
<td>&quot;...The Best of...&quot;</td>
<td>Columbia</td>
<td>$4.98</td>
</tr>
<tr>
<td>&quot;...The Essential...&quot;</td>
<td>Decca</td>
<td>$4.98</td>
</tr>
<tr>
<td>&quot;...The Classics...&quot;</td>
<td>Columbia</td>
<td>$4.98</td>
</tr>
<tr>
<td>&quot;...The Hits...&quot;</td>
<td>Decca</td>
<td>$4.98</td>
</tr>
</tbody>
</table>

**NOTES**

- The prices listed are for new records and may vary for used or second-hand purchases.
- Prices are subject to change and may vary by region.
- Always check with local music stores for the most current pricing.

---

**INSTRUMENTAL-MUSIQUE ENSEMBLE DE LA REAL GORNA (Hugo Bosso)**

Dare B6013 (M)

**INVITATIONS... THE LIBERTY RECORDS FROM 1921-23**

PL-2317 (L)

**IMPRONTU-CHARLIE IN CHARGE**

Waxer Br. W. 1271 (M)

**I PONTI FLAT-NEW COLLECTION**

Capitol Orfeon 3129 (M)

**ITALIA**

FLP 1336 (M)

**IVUN-BoBeau**

Decca 82806 (M)

**JACKSON, MARLON-CHADWICK'S COOL JAZZ**

Columbia CL 1324 (M)

**JAMES, HARRY & ORK-FAREWELL**

Waxer Br. WS 1100 (M)

**JAMES, JUN.-JABALOON SWING**

M-G-M 802 (M)

**JANZEN, LUCIEN-Songs of Lithuania**

RCA Victor TS 3833 (M)

**JOHNSON, ELLA & RUDY-Go Round and Round**

RCA Victor V 20265 (M)

**JOHNSON, STANLEY & ORK-NEW HARP**

Columbia CL 1332 (M)

**JOYCE, JOE-A Concept Of...**

Capitol ORK 1020 (M)

**KANE, DENNY-Sam-butts**

Columbia CL 1334 (M)

**KANTNER, RENEGADES (The)-On...**

Decca 82806 (M)

**KAPP, BILL-CORONATION**

RCA Victor 1308 (M)

**KASH, SAMMY-Stratos-Mercy**

Columbia CL 1335 (M)

**KING, MORGAN & HIS ORK**

Capitol ORK 1021 (M)

**KING, UNITED ARTISTS (Un LTD)**

Waxer Br. WS 1100 (M)

**KING, PETER-Mine...**

RCA Victor 1308 (M)

**KING SISTERS & ORK-Wonderful Capit...**

Capitol 51225 (M)

---

**KING-Wyne & Orc-Double**

Decca BO 10474 (M)

**KING IV, THE-The Kings IV at Large**

United Artists UA 1030 (M)

**KINSTON TRIQUA-Trio of Trio Capital**

ST 1399 (M)

**KINSMANSCAPE ORK-EMOTIONAL JOURNEY**

Columbia CL 1334 (M)

**KITZ, CINDY-AUTHOR**

Decca V 5000 (M)

**KODY, CONTY ARTHUR & ORK-Sailboat Song**

Mood 1044 (M)

**KOSTELANEZ, ARNOLD & ORK-LET THE...**

Columbia CL 1334 (M)

**KOWAL, LA VON DINNER WITH GUESTS**

Columbia WS 1019 (M)

**KREIS, ERICH-With Erich Kreis**

United Artists UA 1031 (M)

**LA ROSA, JUANITO-Lo Siento**

United Artists UA 1033 (M)

**LADY, ABBI-Weaver There's A Man**

RCA Victor LM-1891 (M)

**LARKIN, LES & ORK-How Does She Look**

United Artists UA 1032 (M)

**LARRY & LINDY-...**

United Artists UA 1033 (M)

**LAWRENCE, FRANK & ORK**

Decca ARS 390 (M)

**LAVIN, ARTHUR-...**

United Artists UA 1035 (M)

**LE MAR, EDGIE & ORK**

United Artists UA 1036 (M)

**LEE, BRENDA-Grandma, What Great Songs You Sing**

Decca BO 10473 (M)

**LEUCINA CUBAN BOYS-The...**

Decca 82806 (M)

**LEONARD, MICKIE-Scarlet Ribbons**

Capitol ORF 1058 (M)

**LEVIN, MAURICE-Slow Burner**

Waxer Br. WS 1713 (M)

---

**PRINCE OF BRITISH AIRWAYS**

Boeing 777-352/ER 20605 (5)

---

**THE BILLBOARD**
A Sampling of the Quality Albums coming from

**VEE JAY-ABNER RECORDS**

**SURE FIRE HIT**

**ROCKIN' with REED**

*Jimmy Reed*

The Voice with the Biggest Beat in America doing his own great songs. For dancing or listening.

LP 1008

---

**THE SWINGIN' EST**

*Benny Green, Trombone—Nat Adderley, trumpet, Gene Ammons, tenor, Frank Wess, reeds and an All Star rhythm backing.*

LP 1005*

---

**THE STAPLE SINGERS**

*The Staple Singers*

A family foursome, dad harmonizing with four children, aged 7 to 25, in stirring spiritual Americana.

BEST SELLER

---

**AMAZING GRACE—MACEO WOODS**

The gripping and unusual in religious music, instrumentally interpreted on the organ.

LP 5001

---

**THE FOLLOWING ALBUMS ARE ALSO AVAILABLE IN THRILLING STEREOPHONIC SOUND. PLEASE ORDER BY THESE NUMBERS.**

SR1003—WE BRING YOU LOVE
Sarah McLawler & Richard Otto

SR1005—THE SWINGIN' EST
Benny Green, Nat Adderley, Gene Ammons, Frank Wess

SR1006—WE BRING YOU SWING
Sarah McLawler & Richard Otto with rhythm

SR2000—DEE CLARK

---

**BEST SELLER**

**GOODNIGHT IT'S TIME TO GO**

*The Spaniels—One of the Hottest Groups in the field offer 14 tunes styled for teenage listening or dancing.*

LP 1002

---

**DEE CLARK**

*The Big Vocal Star of 1959 doing his hits, JUST KEEP IT UP, NOBODY BUT YOU and HEY LITTLE GIRL plus nine others.*

LP 2000*
THE BILLBOARD'S MUSIC POPULARITY CHARTS...

NEW RELEASES
CONTINUED FROM PAGE 7 OF AUDITION

**POPPULAR-Low Price**

**MISCELLANEOUS**

**BROOKS, JOHN BENSON**

**ADDERLEY, NAT**

& OTHERS

**AUGUST 31, 1959**

ROBINSON, ROB O.N.-Lightening

In Sound

*BOHEMIAN RIFF-OUT!*

**JAZZ**

**GUNN, LOUIS**

**COLEMAN, Thelonious**

**GAYNOR, WILLIE**

**ANDERSON, DUKE**

**PARKER, CHARLIE**

**QUINTET**

**BLOOM, DON**

**MAYHEW, JIM**

**BLAKESTON, TONY**

**ADAMS, JIMMY & LA MINA**

**MCLEROY, FRED**

**HOLDEN, BILLY**

**MAYHEW, JIM**

**CRUMP, RAY**

**BOWIE, JIMMY**

**BOSWORTH, RALPH**

**MAYHEW, JIM**

**ROBERTS, RAY**

**BROWNE, ADAM**

**JONES, ROY**

**BOWIE, JIMMY**

**CHORUS, ARNOLD**

**TAYLOR, BILL**

**GIULLI, GINO**

**TAVERN, OSCAR**

**BROOKS, JOHN BENSON**

**ADDERLEY, NAT**

& OTHERS

**AUGUST 31, 1959**

GUNN, LOUIS

ROBINSON, ROB O.N.-Lightening

In Sound

*BOHEMIAN RIFF-OUT!*
CLASSICAL LOW-PRI

SYMPHONY NO. 4 IN A MAJOR, K. 418, Mozart

Overture, The Marriage of Figaro, Schu- mantz (Vienna, Vienna "Friederike" Orch.)

Program, May 1959

ROCK AN

Continued from page 53

Arthur Grumiaux, violin, Clara Masini, piano.
Epstein LP 5640 (S) - 5642 (S) - 5644 (S)

PROKOFIEV


Syrinx, Prokofiev, Ravel.

THE BILLBOARD'S MUSIC POPULARITY CHARTS . . . POP RECORDS

AUGUST 31, 1959

MOBILE ORCHESTRA (Rattle)

Program, May 1959

ROSE-REISS Selections. Sim- burg Symphony Orchestra.

Mandolin Player, Line FL 11590 (S)

STRAUSS, JOSEPH—Variety Selec-

ations, Orchestra of the Southeast.

TAKE ME TO THE TOP

Kahn, Frits (RCA Victor TCS-70023) - 70025 - 70026

DAVID BROOKS, BERNARD BERKELEY, DAVE DAVIS, ROBERT SAVAGE.

WUGMANN, MURRAY—Violinist, Minsky, Federal.

FIDELITY, THE—Trio, Seton, King's Hall.

Fantasia: Allegro, Beethoven, Corelli.

FIDELITY, THE—Trio, Seton, King's Hall.

Fantasia: Allegro, Beethoven, Corelli.

FIDELITY, THE—Trio, Seton, King's Hall.

Fantasia: Allegro, Beethoven, Corelli.

FIDELITY, THE—Trio, Seton, King's Hall.

Fantasia: Allegro, Beethoven, Corelli.

FIDELITY, THE—Trio, Seton, King's Hall.

Fantasia: Allegro, Beethoven, Corelli.
Less Shops Carrying Lortyr

• Continued from page 2

longer stocked singles or EP's or both.

New York Off

In New York, Carl Fisher Music said its LP sales were slower this past year than July of last year. This was also true of singles and EP's. The over-all drop was 5 to 10 per cent from the same period a year ago, the manager said.

Goody's emporium claimed that dollar volume was off 10 per cent as against July of 1958 in spite of the fact that Goody expanded a new store on the East Side and in the Midtown area.

One of New York's largest East Side shops noted that it was able to sell 82 singles and 4 EP's this July as compared to July a year ago. The store manager said the handling of singles and according to the salesman is getting rid of its stock due to poor sales.

Cindy Trade Depots

CINCINNATI — A spokesman for the Song Shop, one of the two top retail record outlets, reported single business for July July, shows a decline from last year, and attributed the decline to the type of music being offered on the market. He said that the locals just don't seem to have the money to spend on singles, and the area is 98 cents for a single record. There was no appreciable difference in LP business that July July, as compared to the same period a year ago, the salesman said.

In general, business was down the area was down this July from that of a year ago, the Song Shop LP manager said, as a result of an even keel. "If there was a drop for a year ago, it was hardly noticeable," the salesman said. "The reason we do not suffer like some of the others is because we try to keep a very complete and accurate inventory."

At the Jiminy Skinner Music Mart, downtown, Lou Epstein, manager, said his July sales, a business down noticeably from that of July last year, are attributed to the decline in the fact that customers seemed more interested and willing to spend on packaged records. The store's LP business was up 20 per cent over that of last year. In regard to singles, however, he said that the pop EP's fell off somewhat, but that the pop and western and country and rock better than last year. The c.w. EP business was benef-

California Music (Los Angeles)

LP's 20 per cent up; EP's 50 per cent off; singles, holding.

This week's LP's

1. THE BATTLE OF NEW ORLEANS (Warden) 16.00
2. WATERLOO (Cedarwood) 3.75
3. PERSONALITY (Lloyd-Logan) 2.13
4. TILL THERE WAS YOU (Frank) 4.00
5. LONELY BOY (Sparks) 5.62
6. MY HEART IS IN AN OPEN BOOK (Sequence) 7.25
7. THREE BELLS (Harris) 10.12
8. AN EVENING IN ROMA (Zodiac) 15.02
9. LIPSTICK ON YOUR COLLAR (Joy) 9.99
10. SUMMER DREAMS (Rio Grande) 6.10
11. BROKEN-HEARTED MELODY (Mansion) 15.02
12. HAWAIIAN WEDDING SONG (Pickwick) 14.33
13. KANSAS CITY (Fire) 4.11
14. FIVE PENNIES (Dana) 4.50
15. 77 SUNSET STRIP (Wiltmark) 19.39

Last Week's LP's

1. LONELY BOY (Sparks) 5.62
2. LIVING DOLL (Connie Francis) 6.38
3. AN EVENING IN ROMA (Zodiac) 15.02
4. LIPSTICK ON YOUR COLLAR (Sequence) 7.25
5. LIPSTICK ON YOUR COLLAR (Sequence) 7.25
6. THREE BELLS (Harris) 10.12
7. AN EVENING IN ROMA (Zodiac) 15.02
8. LONELY BOY (Sparks) 5.62
9. MY HEART IS IN AN OPEN BOOK (Sequence) 7.25
10. BROKEN-HEARTED MELODY (Mansion) 15.02
11. HAWAIIAN WEDDING SONG (Pickwick) 14.33
12. KANSAS CITY (Fire) 4.11
13. FIVE PENNIES (Dana) 4.50
14. 77 SUNSET STRIP (Wiltmark) 19.39

Spending Sheet Music in U. S.

Storms are ranked in order of their current retail selling importance at the sheet music jobber level.

Week 3

1. THE BATTLE OF NEW ORLEANS (Warden) 16.00
2. WATERLOO (Cedarwood) 3.75
3. PERSONALITY (Lloyd-Logan) 2.13
4. TILL THERE WAS YOU (Frank) 4.00
5. LONELY BOY (Sparks) 5.62
6. MY HEART IS IN AN OPEN BOOK (Sequence) 7.25
7. THREE BELLS (Harris) 10.12
8. AN EVENING IN ROMA (Zodiac) 15.02
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13. KANSAS CITY (Fire) 4.11
14. FIVE PENNIES (Dana) 4.50
15. 77 SUNSET STRIP (Wiltmark) 19.39

Spending Sheet Music in Britain

A special report from the Music Publishers' Association, Ltd., London, which is based upon their weekly survey of England's leading music dealers. American publishers in paragraphs

Week 3

1. LIVING DOLL—Carrie Thompson (Columbia)
2. LONELY BOY—Paul Anka (Columbia)
3. ONLY SIXTEEN—Craig Douglas (Top Rank)
4. LIPSTICK ON YOUR COLLAR—Carrie Thompson (MG-M)
5. DREAM LOVER—Bobby Darin (London)
6. BATTLE OF NEW ORLEANS—Lester Imperial (London)
7. HEART OF MAN—Frankie Vaughan (Philips)
8. SOMEONE—Johnny Maddox (Fontana)
9. CHINA TEA—Roy Conley (Columbia)
10. ROULETTE—Roy Conley (Columbia)
11. THE BIG HUNK OF LOVE—Many Wisb (Philips)
12. THE WONDERS OF YOU—Ronnie Hilton (HMV)
13. LADY OF THE YEAR—Roy Conley (Columbia)
14. GOODBYE, JIMMY, GOODBYE—Ruby Murray (Columbia)
15. PERSONALITY—Anthony Newley (Decca)

Spending Pop Records in Britain

A special report from the Music Publishers' Association, Ltd., London, which is based upon their weekly survey of England's leading music dealers. American publishers in paragraphs

Week 3

1. LIVING DOLL—Carrie Thompson (Columbia)
2. LONELY BOY—Paul Anka (Columbia)
3. ONLY SIXTEEN—Craig Douglas (Top Rank)
4. LIPSTICK ON YOUR COLLAR—Carrie Thompson (MG-M)
5. DREAM LOVER—Bobby Darin (London)
6. BATTLE OF NEW ORLEANS—Lester Imperial (London)
7. HEART OF MAN—Frankie Vaughan (Philips)
8. SOMEONE—Johnny Maddox (Fontana)
9. CHINA TEA—Roy Conley (Columbia)
10. ROULETTE—Roy Conley (Columbia)
11. THE BIG HUNK OF LOVE—Many Wisb (Philips)
12. THE WONDERS OF YOU—Ronnie Hilton (HMV)
13. LADY OF THE YEAR—Roy Conley (Columbia)
14. GOODBYE, JIMMY, GOODBYE—Ruby Murray (Columbia)
15. PERSONALITY—Anthony Newley (Decca)
Around the Horn

Marvils Rahterwe, who has just
released a new album of his
star's Who in Nashville for
February 9, is booked for a
surgical operation at the St. Mary's
Hospital. . . . Red Foley is
singing to Hi, recorded in
Nashville by Ry, Avis Turner,Atlantic,
using 20 voices from the Wood
Mound Baptist and Madison Baptist
churches. . . . There's a lot of music
on the radio. "Hymns of All
Churches," LP 1128, which contains
16 songs. . . . Deejays may obtain
Wlh-Fm's new album of religious
song, "Bound for the Kingdom," by
writing to Cedarmont Record Co.,
446 Seventh Avenue, North, Nashville.

Ello Brill is slated to join "Midnight
Jamboree" on WWVA, Wheeling, W. Va.,
as a regular, in September. Brill made
different guest appearances with
the band before stepping up a 13-week
season with the George Ham-
brough band, which Brill was a
member of. Brill is also the manager
of the all-black network show. . . . He
currently is playing several local
concerts and lp-memorabilia
album entitled "Ello Brill, the Wandering
Cowboy." Brill, who has been touring with Brill,
is slated to do a radio show
on Sunday for Columbus, . . . Ray-
mond Martin is now solo owner
of Boulevard Records, Orange, Calif.,
having acquired
the interest in the label from the authors,
who formed the label. The authors will
continue to produce and
entertainers and have a new re-
lease coming up soon.

Ahon Delmore, who now makes his home in Huntsville, Ala., has a
new album, "My Old Home," released
by Ernest Tucker's Lincoln Records,
with the platter coupling "Thunder
Cross the Border" and "Good Times
in Memphis." . . . Murray
Nash is handling distribution for the
South and East for Bandera Records,
. . . The Ninth Annual Country
Music Fair is being held at
Warrenton, Va., sponsored by the Jacket
Record Company. A Greenfield
Business, is reported to have at-
ttracted 22,000 persons. Of the 155 entries, pros and amateurs,
competing for $3,000 in prize money.
The competition's top prize event were Bob (Koko) Jones,
provisional and Johnny Cash.

Wendy Merchant, Mel Price, of
WABW, Easton, Md., emceed the show for the Santa Fe Rangers,
backed the various contests.

Faces Youngman is sporting an
attractive new 16-page book, profusely illustrated with can-
did camera shots, which he is
pitching to fan club members and the public at his
shows. . . . Jimmy Newman kicks off
a new tour September 2 which he will keep him on the road
for most of September and October in the
United States. . . . Alton Lousen,
his father-in-law, near Goodletsville,
Tenn., and keeper of the "Good Times" around mid-September. . . .
Betty Folsie's "Old Time" work on the Bandera label, is be-
ing published jointly by Sun-
dow Chords and Golden Rive, M.J. . . . The Brooks Twins,
Rutland and Donnie, have a
new release on the Blue Rib-
bon label, "Trying." "Bw-
nie," which was penned by J. B. Powell,
departs from WPRZ, Ft. Worth.
El Rader, manager of Lucky
Records, Cincinnati, and Zekie
Browning, whose newest on that
label is "What Else Could You
Don't?" is "Bad Case of the Blues," hopped into Nashville recently where Zekie made a repeat ap-
ppearance on Ernest Tubbs' "Mid-
night Jamboree." The Lucky firm
also plugging a new release by
Jaye Ces Lewis spotting "Today Is Tomorrow" and "With a Waltz of the Angels," Maynes may obtain copies on the above tunes by writing to Rader at P.O. Box 631, Cincin-
inati 1, O. . . . Cecil Bowman's new "D" release contains an Eddie
Walker drum solo. "The Love
Ten," with a tune written by Bow-
man, is out now. . . . With Darrell Edwards titled "Course of Wines," Deejays mailed in the mailing but the tune titled "A Case to Gabe Tucker or Pappy Daily at the time was being pulled from a
chart. "A Good Thing is all that happened. . . .

The Billboard "C&W Sides"

**FOK TALENT & TUNES**

by BILL SACHS

**REVIEWS OF NEW RECORDS**

**GOOD SALES POTENTIAL**

**Continued from page 44**

**REVIEWS OF NEW RECORDS**

**GOOD SALES POTENTIAL**

**GUS FATE**

**KEET ON SUMMIT** (This was a wild one, only 200 copies on the best side, but none of the copies of that was sold in this area. . . .)

**DAVID FRIEZELL**

**WILLIE "BIG" RICHARDS**

**DAVID FRIEZELL**

**ROCK-A-TEENS**

**BUD YOUNG & THE LITTLE COLTS**

**BOB THOMPSON ORK & CHORUS**

**THURSTON HAYTHORNE**

**KAY THOMPSON**

**THE DARBY SISTERS**

**NICK TODE**

**It's time you met...**

**MORGAN, My Own True Love**

**MORGON, Little Boy in Love**

**AC RECORDS**

**VISTA RECORDS**
The Way to Big Sales is
"THE WAY TO MY HEART"
Valerie Carr
4711 ROULETTE R.D.
N.Y.C.

Give to Damon Runyon Cancer Fund

Just Released, and Destined for a Hit!

Psuedo Thumps My Hair Can See—
A good performance by Froissel on a deeply-popular hit with top-groove. It's supported here by a chorus. Playable side. (Red River, BMI)

MOREHOUSE BROTHERS

The Baths Binge—HICORY 1039

Bills, gentle, soft, mellow side. The boys have a real down home feel to this one. For those looking for something new. (Acuff-Rose, BMI)

In the Palm of Your Hands—One of the brothers takes a real full top groove on this one. Interestingly supported by a chorus, it sounds good. (Red River, BMI)

BILL MACK

Johnny's Cat Franka—STARDAY—Slow Turn at top pace on the select side. Another good one. (Red River, BMI)

CARE STORE

Let Your House is Order—STAR—Slow side. Good vocal, handles this traditional country theme well. (Red River, BMI)

"TJ" TEXAS TYLER

Deck of Cards—KING 1209—Ten narrates a story about a soldier who envisions a philosophical vision of war's end via a series of cards. Interesting side for the market. (Red River, BMI)

Dad Cares My Dog Away—Nostalgic side is read with just the right atmosphere. Should it go as well as the flip. (Star, BMI)

OTIS PIERCE & THE PIERCE FAMILY

Another Man/Spanish River—STAR—Attractive country style is handled in rhythm fashion. Good side for the market. (4 Star, BMI)

HANK WRIGHT & HIS LAX RIVER BOYS

I Saw You All Right—MOON 306—Country tune is given a good shot by the artists. (Star, BMI)

Mr. Cap—Country side is recorded in traditional style by Wright. It can sell. (4 Star, BMI)

FEE WEE (Glen Shore)

I Can't Forget the Rain—TRUE BLUE—Good new-pop style with a little bit of feeling. (RCA, BMI)

DEE ROBBINS

Either Do You Or Don't You—SUMM 112—Interesting piece on the label's part, and handled by Stokey. (Red River, BMI)

THE JUPITER SERENADERS

A Tease—EMC 1054—The great song is done in pop, acting style. Good side. (Red River, BMI)

DUDE ROBBINS

I'm a Veteran of Love—TRUE BLUE—Good new-pop style with a little bit of feeling. (RCA, BMI)

The following records, also reviewed by The Billboard music staff, were rated one out.

BRED BAKER: Rambler Walks/If I Gave My Love to You—A & R

CHARLEY RAY & THE TIMBERLINE RIDERS: Mountain Meets—Cutting Stores—(Stroud's)

Children's

JACK ARTHUR, THE SANDPIPERS & THE THREE MILLIONS: My Boy—I'M YOURS—This one conferences well with the group. (Dixie, BMI)

BLOOW WIND & HIS LAX RIVER BOYS

I Saw You All Right—MOON 306—Country tune is given a good shot by the artists. (Star, BMI)

Mr. Cap—Country side is recorded in traditional style by Wright. It can sell. (4 Star, BMI)

FEE WEE (Glen Shore)

I Can't Forget the Rain—TRUE BLUE—Good new-pop style with a little bit of feeling. (RCA, BMI)

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**Reviews of New Pop Records**

**'Consent' A Fighting Word**

**Continued from page 3**

‘Consent’ is the title of a popular song that has been released recently.

**Jazz**

**Continued from page 3**

This section discusses the jazz genre and provides reviews of recent jazz records.

**Spiritual**

**The Soul Seekers**

**Mother Take Your Rest—CLUB software**

**America's Fastest Selling Records!**

**The Big Teen Age Ballad**

**‘The Beginning of Love**

**U. S. Cites Frey**

**Continued from page 3**

This section contains reviews of new jazz records, featuring artists such as the Soul Seekers.

**Record Sales**

**Salesman of the Month**

This section provides data on record sales, including details on the best-selling records and artists.

---

**International**

**RENAULT CARBONE & HIS BEXET**

**Brazil—COLUMBIA, 12436**

The side has a whopping chart hit and it's in a bright marching tempo. International side is taken from the album "Carbone, Brazil." (BETM, BETH)

**CARROLL**

*(Marks, BMI)*

**AUGUST 31, 1959**

**Record Processing**

**JUNE LOW—BLUE NOTE 1746—**

in the Parade of the Wooden Soldiers. An oldie is reinvented for the benefit of the newcomers. Similar appeal to the older fans. (Marks, BMI)

**The Three Stooges**

**JUNE LOW—BLUE NOTE 1758—**

**2.5 million...**

**Benny Mamo**—The fine standard of a budgetized record is not generally applicable to ASCAP and the Justice Department, a fact that is likely good seller of its kind. The mushrooming of the number of ASCAP members has doubled in the past two years, and if the Justice Department is to make any decisions about ASCAP, it will need to take into account the vast increase in its membership. (BETM, BETH)

**Ike Quebec**

**O BLUE SKIES—BLUE NOTE 1758—**

**Dear John—Ed Sullivan Show—**

**The Old Song—Columbia, 2544—**

**Lil' Wally**

**Doodle Doo Dee Polo—**

**Mambo—Vinyl, ASCAP**

**Tango Yanka**

**Rosita Nieva—COLUMBIA, 2544—**

**La Mora—**

**Steady**

It's so High—A fine spiritual side. There's a lot to be said for the Koopie groove. This cut gives the group some additional exposure. The rest of the group backs him in easy fashion. (Smir, BMI)

**17% Dip in Singles Sales**

**Continued from page 3**

This section discusses a dip in singles sales and provides further analysis on the trend.

**ENCYCLOPEDIA OF POPULAR MUSIC**

**1959**

**Record Sales**

**Salesman of the Month**

This section provides data on record sales and highlights the performance of various artists and records.

---

**ASCAP Unit**

**Continued from page 3**

Seven of the eight current ASCAP titles are of the same calibre as the rest of us—a guss room group. We are certain you will all agree that the best of the rest of us is at the current strength of ASCAP and that it will be well-remained. We have a serious reservation regarding the "recognized works" and the separate nature of ASCAP. We feel it is not as strong as the original ASCAP catalog. It is a mystery. It is not bad, but it is a mystery.**

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**America's Fastest Selling Records!**

**The Big Teen Age Ballad**

**‘The Beginning of Love**

**U. S. Cites Frey**

**Continued from page 3**

This section contains reviews of new jazz records, featuring artists such as the Soul Seekers.

**Record Sales**

**Salesman of the Month**

This section provides data on record sales, including details on the best-selling records and artists.

---

**International**

**RENAULT CARBONE & HIS BEXET**

**Brazil—COLUMBIA, 12436**

The side has a whopping chart hit and it's in a bright marching tempo. International side is taken from the album "Carbone, Brazil." (BETM, BETH)

**CARROLL**

*(Marks, BMI)*

**AUGUST 31, 1959**

**Record Processing**

**JUNE LOW—BLUE NOTE 1746—**

in the Parade of the Wooden Soldiers. An oldie is reinvented for the benefit of the newcomers. Similar appeal to the older fans. (Marks, BMI)

**The Three Stooges**

**JUNE LOW—BLUE NOTE 1758—**

**2.5 million...**

**Benny Mamo**—The fine standard of a budgetized record is not generally applicable to ASCAP and the Justice Department, a fact that is likely good seller of its kind. The mushrooming of the number of ASCAP members has doubled in the past two years, and if the Justice Department is to make any decisions about ASCAP, it will need to take into account the vast increase in its membership. (BETM, BETH)

**Ike Quebec**

**O BLUE SKIES—BLUE NOTE 1758—**

**Dear John—Ed Sullivan Show—**

**The Old Song—Columbia, 2544—**

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R-B Circus, Tenn. Ernie Sustain Wisconsin State Fair Grandstand

Ringling Gloses $101,000 in Nine Shows;
Heat, Humidity Cut Back Attendance

By HERB DOTTEN

MILWAUKEE—Hot and humid weather, which was broken only by rain and a brief shower Thursday night, cut the attendance at the Wisconsin State Fair Grandstand, where the Ringling Bros. and Barnum & Bailey Circus performed Friday and Saturday. The attendance was down to 35,762 Friday, and climaxed Thursday with a total of 23,891, a 26 per cent drop from last year's attendance of 32,878.

The heat wave continued as the fair opened Monday after a weekend of sharply cool temperatures. The heat wave was broken only by frequent showers which kept some fair-goers away.

The Grandstand manager, Wm. R. Hoegger, said that the weather had cut attendance 60 per cent from last year. However, he said, the weather had not affected the business of the fair. 

The Grandstand business was a continuation of the trend which had started a week ago when Fair Manager Bill Mas- terson presented "West-O-Rama," instead of the usual grandstand show. The trend was stepped up sharply last year when Roy Rogers packed the fair.

More $5 For Fair

Combined gross of the Ringling Circus and the Ford show was not expected to top the fair's receipts from Roy Rogers record gross of $20,000 but the fair figured to net more. The circus was an outright buyout and after all expenses, the fair expected to clear at least $40,000. The Ford show was on a percentage basis. The fair got 70 per cent of all receipts over $40,000.

The hot, humid weather cut back attendance the first seven days of the fair and the international outside gate count was about $5,000 under the 49,200 tally of 1958.

In the corresponding period last year, daytime attendance averaged 51,000, and total receipts on the midway, except for the rides, were hardest hit. The fair suffered a slow Saturday (22), second day, when 20 fair patrons were stricken with food poisoning. None of those stricken was critical but the local police placed at least 70 big, white, police wagons and ambulances around the fair grounds. 

The Ford show, booked in by E. O. Stu of the Music Cor- poration, featured such items as Miss Molly Bee, June Taylor Dancers, Four Preps, Rhythm Kings and Roy Rogers and the Golden Hawks.

An added matinee and night attraction was the Astorburn-Hornbeck helicopter act. Nightly fire-works were by Theeble-Duffield Fireworks, Inc.

Visitors included J. C. Haskins, publisher of the Florida State Fair, Tampa.

Heat, Rain, Cut Hamburgh by 6%

Eight Days Pull 280,950; Midway and Kochman Succeed; Big Cars Draw 5,500

HAMBURG, N. Y.—A strong coastal cold front, brought by favorable weather enabled the Erie County Fair, in its 118th annual edition, to attract 280,950 during the eight days ending Saturday. The fair is 6 per cent short of last year's 293,034.

Hamburg authorities described the fair as a great success. 

Among the highlights of the week, according to the fair's formula to arrive at its total attendance, totaling, as it does, a traditional policy under which all children to age 16 are free. Adults pay $5 plus $1 for parking. Paid and unpaid admissions are multiplied by two and a half. A liberal gate policy and a total of 280,950 

which dropped high into the 90's. On Thursday, the temperature had taken hold nicely here and it was a big success. Local heat records were set.

The packs organization just completed its circus tour and returned to its base of operation in Chicago, with a series of brilliant seasons for more than 20 years. The circus played.

The midways were bustling business the first day of the fair, Saturday and Sunday (22-23), the gate showed 6,000, 3000 increase. Saturday afternoon and night auto races by Al Sweeney's National Speedways drew almost capacity and Sunday afternoon's big car events did credit business. Sweeney was scheduled to run modified stock cars Thursday. But after the three previous programs on Saturday and Sunday afternoon.

A GAC-Hamil road show featuring Betty Johnson, Shire Phal, the Harmonics on Sunday and Tuesday, and the Sweeney's did well. Henry Youngman came in as top on Tuesday and Wednesday and did okay but below the first two nights. The packs were for the five ape- 

peratures of the Gene Autry Show on Friday, Saturday and Sunday. The show's Bob Lawton, the fair's manager. He also added an admission on the weekend car rides was good. Grand Circuit harness racing was on four afternoons was well attended.

The directors of the fair opened a two-day convention Wednesday to discuss meeting plans for next year's fair.

The Packs are sharing the stadium during the week with the Circus of World at one end of the field, and a property convention at the other end.

The fair opened its 83rd session of fair planning Thursday and adjourned Friday night. The fair will run from July 24 to 28.

The fair opened Monday with a whopping 20 per cent increase in attendance but it was cut to 29,900 Sunday and the combined the next two days to bring the score down to 56,759 and dropped to 54,000.

Fair opened on Monday and closed on Saturday this year, thereby dropping Sunday, which is a slow day.

A brief autonomous. The opening night grandstand show, brought in by Ernie Young, and featuring Spooki Lynns, was hurt somewhat by the weather on Tuesday and Wednesday. This was also true about the second night international (Continued on page 80)

amusement auditors parks
arenas carnivals circuses
merchandise
traveling shows
fairs talent
stadia

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State Fair of Texas Settles For Revue; Sets Stadium Acts

McGuire's Top Music Hall Talent Bill

DALLAS — A musical revue starring the McGuire Sisters and featuring the comedy team of Russ and Al Mattson is being prepared for the State Fair in November. The McGuire Sisters, famous for their beautiful voices, are being joined by other top flat country entertainers.

The McGuire Sisters will be featured in a show that will be produced by Russ and Al Mattson. The show will be held at the State Fair Coliseum and will feature the McGuire Sisters, Russ and Al Mattson, and other well-known entertainers.

Grape Fete Inks Polack

LODI, Calif.—Polack Bros. Citrus will be featured at the Lodi Grape Festival and National Wine Show to be held late September 18-20. Charles Verege, entertainment committee chairman, announced the booking Wednesday.

The circuit will be presented in the Western United States, with the show being featured at the Grape Festival and National Wine Show. The show will be open to the public, and admission will be charged.

Heat, Rain Fail to Curtail All.

329,325 Attendance Up Over 1958: Night Grandstand Yields $63,813

SPRINGFIELD, Ill.—Hot and humid weather, plus rain on the morning of the fair, did not deter the large attendance at the Illinois State Fair, which closed Sunday (23), from topping last year's record of 320,817.

The paid gate was $329,325, up more than $10,000 from last year's $319,225 tally. The plays grandstand attractions grossed $63,813 ($65,626,999) and the Night Grandstand raised $15,000. The midway business for the noon show, with a Mad Mouse and in its line, was $5,000.

New records for paid attendance and receipts for a night grandstand show was set Sunday, with 32,932 patrons and $15,564 paying $25,782 to see the trially big budget closing night program. On the bill were: Hugh O'Brian (Wyatt Earl), Eddie (Kookie) Byrnes, Double Sanders, Ole Nelson, Penny Singleton, Kathy Nolen, and Hugh Downs as emcees, with Les Brown and his orchestra.

The Barnstable Carithers — 1, rec.

n, in the previous five nights, played to an average of about 3,000 persons nightly. A Grand Ole Opry unit, presented here for the first time, played to a whopping crowd (10,811 persons paid $13,312) on the first Saturday night (15). Fred Waring, with his orchestra, in

State Fair of Texas Settles For Revue; Sets Stadium Acts

Mid-South Fair Lists Follies Cast, Free Act

The Third Annual Riverboat Follies, featured in three shows daily at the Mid-South Fair, Memphis, will feature Willard Hester and Johnny Horton. The riverboat Follies has been a popular attraction at the fair for several years.

The package has been panned by the fair's management, who feel that the show is not worth the admission charge.

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The Rocky Mount "Cope Mount," N. C., Clyde Bentley & Cole Brother Circus marked an increase in business as they moved from the city and jumped rapidly toward the South.

The show has encountered no ill effects of the steel strike, it re-
ported. The season's business in running slightly ahead of last year.

TheCope Mountcircus is the show, Canadian business was
produced by Montreal and Ottawa and the new show was ready for the New York State, however, was light.

Manager Walter Kermin has returned from Europe and has reported to have signed some talent and is ready next week to start the turn out of his own new show. The show will be put on at night under the best ac-
This week's entertainment program also reads like a who's who on
the whole show. Almost every harness race horse owner of promise will be represented at the five shows of this Grand Circuit. The show in New York State this week, in which a $15,000 purse, has eligible Lady Bell deserved, Lady Gainesway, Lord Belvedere, Lord Winfield, Lord Honore, Count Nicholas, Stu McCullough, racing, is being advertised Monday on the New York Central between the Hambur-,

The show was Light. There were six performances, five of which were put on at night under the best ac-
Hugo Zucchinli Hurt
Hugo Zucchinli, human cannonball, was injured at Annandale, N. J., (5), with the rockey mount. Hugo was on a fre-
show at Richmond the next day.

Business was Light in 95-degree heat at Auburn, N. Y. (15), with the rockey mount. Hugo was on a fresh stage, however, and jumped rapidly towards the South.

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Disney Files Suit Against Philly Firm

ANAHEIM, Calif.—Disneyland, Inc. Thursday (27) filed suit against Philadelphia Toboggan Company, Inc., alleging that the concern has infringed on a design patent held by Disneyland on their Mulhatter's Tea Party ride located in Fantasyland here.

The Philadelphia firm has marketed a Disneyland ride.

The action, filed in the Federal District Court in Philadelphia, asks that the court issue a permanent injunction against Philadelphia Toboggan, preventing any further infringements on Disneyland design.

Disneyland also asks triple damages as a result of using the Din-O-land design patent.

In a similar suit, the company has been given a $500,000 judgment against the firm of Gallo.

Also applauded at Thursday's formal meeting, which will be the scene of the two principal social events, a cocktail party given Wednesday at the Pennsylvania Press Club, and a dinner Thursday evening, will be the attendance of the CNE grandstand featuring TV-comedian George Gobel.

NAAPPB members desiring hotel accommodations are urged to call or write Executive Secretary John S. Bowman at Chicago on or before August 28, and a ride approximately 100 of a block to 150 rooms have been reserved, Bowman said.

Steam Train & Cadilars Earn Top Pleasure Island Money

WAKEFIELD, Mass.—Top-grossing ride for Pleasure Island, new theme park here, is the narrow-gauge steam train, it is reported. It has contributed over per cent of the gate total, with an average ride on the big-capacity unit which encircles the park. In popularity is the Jenny Cadilars, gas-powered old style automobiles.

Eighteen people can ride in one car.

A 9,000-patron day was recorded on Sunday (2), a short list of capacity but perhaps the most outstanding success all along the line. Lighting has been added to permit operation to 10 p.m. It worked the first time that day (Saturday).

Water-Sponged Ad Gimmick Herald's Cincy Show

CINCINNATI—To promote its 1959 Fireworks and Sky Revue (August 28-30 and September 4-7), Conely has here used what President and General Manager Edward L. Schett described as a new technique in newspaper advertising. Local papers carried large Conely ads, with skateboard drawings, done in a water color pen and sketch style. When the ad is sponged with water the sketch turns a bright red.

Children presenting sponged ads at Conely's gate Friday (28) were admitted free, along with parents, and the same is being carried thru thru the September 4 showing. One paper carried a Page 1 item calling attention to the ad. Rotos's Famous Fireworks is supplying the pyro shows, a feature of which will be the firing of a huge rocket, accomplished by sounds recorded during a rocket firing at Cape Canaveral.

Prince Visits London Park

LONDON—Prince Charles, young son of the royal family, paid an unheralded visit to Battersea Park Fun Fair here recently. He arrived with a group of friends, then drove thru the park in a red sports car, and tried several attractions. The youngster tried his hand at driving a Scooter car, then went on to the games, sightseeing with his parents and Hoopla—where he didn't win. Next he went into the Mirror Maze and, finally, the prince was an observer of the Rotor. Many of the park people did not recognize him, but at the Rotor the attendant asked the celebrity and the star rider to perform well as a Rotor passenger for the prince.

Fire Jolts Sterling's Effort Against Area Unemployment

OUR SYMPATHY TO Ben Sterling, operator of Rocky Glen Park, Moosic, Pa., whose park was ravaged by a $100,000 fire the other night. . . . Ben has been doing a very brave job in a region impoverished by widespread unemployment due to the virtual demise of the anthracite coal industry. When we visited Rocky Glen with NAAPPB President George Salmon, Moosic, Pa., in July, 1957, Ben told us he was having a thriving business with 300 rides and 100 employees. And he shouldn't be criticized—Ben is a true showman and has kept his park going despite the depressed conditions of the anthracite coal region. Ben and his family have worked hard to keep the park open, and we wish them the best of luck in the future.

THE MIDWAY'S TOP MONEY MAKER FOR OVER 30 YEARS

TILT-A-WHIRL

Advanced lots of flash for your midway thrill that make it a continuous moneymaker. Summer operation with last year's return again.

Check These Important Features:
- Stainless Steel Track
- New Center Light Column
- Colorful New Show Scene
- Fiberglass Car Tires
- Rotor Rides

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THE MOST SUCCESSFUL MINIATURE GOLF COURSES ARE DESIGNED AND BUILT BY THE BOLMES COURT MINIATURES CO. OF CHICAGO. REVAL INCLUDES 9 & 18 HOLE COURSES. WRITE FOR LITERATURE.

MINIATURE TRAINS 5 Models with capacities from 14 children to 240 adults.

MERRY-GO-ROUND • MINIATURE TRAIN • BOAT RIDE • KID'S CYCLE • WINDMILL • TUGBOAT • VALENTINE \n
MONTICELLO, Ind.—Indiana Beach on the Ohio River has received a bond for rides, concessions and facilities from a daily water ski show inaugurated June 10. A 2:30 p.m. show time brings crowds into the resort early. A 30-act professionally produced show is presented at the Aqua Theater, a semi-circular area facing Shaker Lake at the south end of the Boardwalk. Along with the daily show, featuring an outboard motor boat jumping thru a curtain of fire, also has been drawing well. Specialty acts include barefoot skiing, kite skiing and jumping unclipped ramps. Five girls do a flag routine and a bulliten number. Boats, motor and boats skis and swins were furnished thru a deal with a local dealer. Tom Scampard, manager, states that the total costs of the ski shows is expected to be about $5,000. The new Hot Rod track has proven to be a good attraction at Indiana Beach, Scampard added.
Hagen Still Pleasing In Its 25th Road Week

By Jon FRIDAY
HOLLAND, Mich.—After 25 weeks on the road Hagen Bros. Circus continues to present a pleasing program. Appearing here for the Optimist Club recently in Holland, it drew a half-house at the marquee and one-third capacity at night. The Hagen show, now in Illinois, expects to continue until November in Louisiana, according to Joe Hagen, owner and manager.

The program includes a Snake, pony ride, Side Show and concession stands. The pull-pole big top, Side Show top, harness line, marquee and jack-and-stringers were up at 8 a.m. from last year. A spare big top was recently purchased in Chicago and a new Barker's tent was purchased in Chicago.

Bob Grubbs' four horses now comprise the equine department as the show recently sold its own Liberty act. The elephant department is now down to three, which can be carried in one truck. The rolling stock shows the old wear of this long season and the previous lengthy season. The mountains of Pennsylvania were particularly hard on it.

PHONES

For a large community, it's a big job to answer peoples’ calls. To others, follow U.P.C., Adult Tickets and Program Books.

NO COLLECT CALLS.

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10045 - 87th St., Westchester, Illinois

CHICAGO

HAGEN BROS. CIRCUS

WANT TO BOOK FOR NEXT ROAD TOUR SHOWN HERE WANTED CLOWN Must know Pop. Talent and willing to learn. Chuck Laurent, auditor.

CHARLES SAUNDERS

Stilley, Mo. 1-7-940

Phone: Lebanon 2-5033

WANTED — CLOWN

Book must know Pop. Talent and willing to learn. Chuck Laurent, auditor.

CHARLES SAUNDERS

Stilley, Mo.

2 PHONEN


MANAGER, BE 1-7940

Oshkosh, W. Y.

PERMANENT LEGITIMATE BUSINESS

Nocta Entertainments, Inc.

R. H. Pearson, Pres.

10045 - 87th St., Westchester, Illinois

Phone: Lebanon 2-5033

FOR THAT SHOT OF SODA BOOK OUR CIRCUS IMPORTANT BUSINESS ONLY

HAGEN BROS. CIRCUS

PERMANENT IV-RADIO PROGRAMS

A. H. FISCH

Jackson, N. J.

Phone: Lebanon 2-5033

WANTED

Clown and Tag Team for Ringling Bros. and Barnum & Bailey Circus. Job open to any individual, regardless of experience, according to John H. Magnus, Ringling Bros. and Barnum & Bailey Shows.

WANTED

Clown and Tag Team Information.

RINGLING BROS. AND BARNUM & BAILEY CIRCUS

Company tryout dates: Sept. 1 to 30.

2 PHONEN

Publicity of Iowa, No pay off.

512 Hollywood Bldg., Los Angeles 28, Calif.

W. B. LILLY SIMPSON

Bossier City, La., 71401

HAGEN BROS. CIRCUS

Wants for balance of season and winter quarters, Elephant Trainer and Show Musician.

HAGEN BROS. CIRCUS

For Elephant Musician.

5 PHONEN

Three tours set on major wide shows. Work starts early in Fall. Apply to T. BARNES, N.Y.

W. L. W. MILLS SIMPSON

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ATTENTION, CIRCUS PRODUCERS ONLY

The St. Louis Police Relief Association will entertain prospective on the productions of F. W. Geyer, and his saloon on the grounds, Aug 19-20. Will be held at the same building. Office, Corner North: Park and President Streets, St. Louis, Mo.

Geyer's management is on the program.

HAROLD R. MEIER, SEC-TEARS.

512 Hollywood Bldg., Los Angeles 28, Calif.

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Bossier City, La., 71401

EMPLOYEES WANTED

WANTED

300 Regulars and 100 Extras. Salaries: $150 to $1,000 per month. Also all types of circus hand workers. Write to Bob Miller at Muncie, Ind.

BOB MILLER

4 Atwood, Muncie, Ind.

Phone: Lebanon 2-5033

PERMANENT BUSINESS

Nesta Entertainments, Inc.

R. H. Pearson, Pres.

10045 - 87th St., Westchester, Illinois

Phone: Lebanon 2-5033

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Meet-Exhibit Area Created By N. Y. Hall

NEW YORK — On the heels of the successful 42-day run of the Swiss show which drew over 1,100,000 visitors — the New York Coliseum last week announced another major attraction for bringing shows and visitors to New York City, with the adaptation of 75,000 square feet of floor space into eight new meeting and exhibit areas. The new arrangements are according to Arther Snaddrock and Howard Sloane, the building's top management team.

The new meeting – exhibition area was opened by Deputy Commissioner Vincent O'Shea of New York City's Department of Commerce and Public Events, and a group of leading city, State, and federal officials, businessmen, show managers, and Coliseum officials.

The new facilities constitute eight separate rooms or combinations which can accommodate up to 200 persons as many as 3,200 persons, thru the use of movable walls which run on tracks — making it possible to convert the entire floor space into eight separate, three major units, or one entire floor area, according to need, in a matter of minutes.

The movable walls are made of vinyl material with a hard, acoustical core and a wall of insulating air between, providing maximum ambiance and acoustical ceiling with incorporated lighting. The room can be divided for any group into reducing noise, improves the general room appearance.

Atlantic City in ‘Best Season’

ATLANTIC CITY — Mayor Joseph Altman stated that this season is enjoying the peak season in its history. The city is spending nine million dollars this year to make the town more attractive to conventioners and vacationers, he added.

The improvement program covers such areas as Convention Hall, modernization, reconstruction of the Boardwalk, dredging of waterways, etc. The city now has about 50,000 people working daily in the city.

COTTON CANDY A PROBLEM? Not when you use the new WHIRLWIND This is the ONLY machine to: 1. Make cotton candy faster than you can eat it. 2. Make more product per pound of raw sugar. 3. More cones per hour or per day. 4. Easier to clean; won’t burn sugars. 5. Sturdy construction throughout. 6. Better steam generation produces a better product. 7. Faster and perfectly results all the time. 8. Patented by all the essential opera- tions in this business. 9. Requires 50% less steam to make 100 cones. 10. Complete guaranteed for full service, including food, machinery and equipment. 11. Complete guarantee; includes Food, Confectionary Equipment and Supplies. 12. A new construction feature. All this, yet only $275.00 complete! Write for complete brochure and information on your nearest Whirlwind. Write for our L interference. Write for our L interference. Whirlwind, 525 West 33rd St., New York City.

GOLD MEDAL PRODUCTS CO.

136 E. Third St., Cincinnati 2, Ohio

SHOW NEWS

Furni to Head PAM Board

CHICAGO — The International Association of Auditorium Managers will hold an annual meeting and dinner at Imago this week. A principal appointment will be that of Ed Furni, manager of the St. Paul Municipal Auditorium, as chairman of the New Buildings Consulting Board. Members of the committee will include Emersentree, Inc., Fort Worth; Lin Lueddeke, Oakland, Calif.; Nathan Podoloff, New Haven, Conn.; Charles Bauer, Cincinnati, and P.M. Thompson, Atlantic City.

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EDMONTON GROSSES 560G; TO BUILD NEW STABLES

EDMONTON, Alta.—The Edmonton Exhibition grossed $560,530 from its 10-day Fair and will start immediate construction on new stables that will cost $1,500,000. A. J. Anderson, general manager, announced at a meeting of the board of directors that net profits, as yet undetermined, are expected to be around $250,000.

Pari-mutuel grossed $1,757,376, compared with $1,518,469 in ’48, and was up $238,907 as against $670,000 last year. Midway net was $166,341.

The grandstand show grossed $55,000, a drop of $27,000 from $58. Net was $23,000 with the decline attributed in part to the absence of the RCMP Musical Ride.

Emphasis of the stables has been approved and contracts awarded. The original cost estimate was $1,640,000, but some plans have changed and $100,000 has been added to the estimate.

The new stables will contain 582 summer stalls, 143 winter stalls, 102 summer tack rooms, 24 winter tack rooms, 85 personnel quarters for summer and 40 for winter. Considerable space is given to lengthening the race track from a half-mile to five-eighths.

Brockton Fair
Expands, Inks ‘Howdy’ Troupe

All Space Sold; Charities Take Midway Tickets

BROCKTON, Mass.—Indica-
tions are that the Brockton Fair will have one of its biggest weeks—if not a record—for the September 13-19 running, on the basis of response from the rest of the country, according to George Carney Jr., president, who declares that advance presale time in 20 years, and the addition of several new departments, all evidence extremely strong interest.

Horses, cattle, swine and horses are included in this year’s offerings.

All buildings have been renovated and considerable plumbing has been installed.

Carney has signed the entire Howdy Doody gang as a kick-off feature, for Sunday, September 13. Arrangements have been made for the group to visit local hospitals as well as perform before the grandstand in two free shows for kids and adults.

The feature on the midway is the setting up of a new ticket collection system. Local charitable groups are being invited to presale tickets to aridales and these tickets will be cut into the midway. Carney said this will improve the revenue system of the midway.

At the midway, Carney has cut into the temptation to refill the tickets. The charities will share in the revenue.

Lincoln, Ill., Fair Smashes Most Records

LINCOLN, Ill.—Good weather and name attraction combined to Logan County Fair to feature the best gate and grandstand gross in its 20-year history. L. E. Larson, secretary, reported the fair’s 12 per cent greater than in 58.

Top money-winner was the Sun-

Glow quarter horse featuring Betty Johnson, Snooky Lanson, Tony Vrooman, and Claud Gordon, Indianapolis, Rockhounds and acts. On opening Saturday, Gene Holt animal show returned after a three-year absence and chalked up a best evening day on record.

Buff Hottel Shows were on the midway for the sixth straight year and proved a money maker and an attraction for their own record. Other attractions included is being brought in, of harness racing, a cab scramble, radio queen contest and the awarding of ‘Little Ours’ to outstanding teen-age citizens of the community.

Calif. Fair Names PR

BAKERSFIELD, Calif.—Robert Bower, public relations and publicity community, was named public relations director for the 1959 Kern County Fair on September 1-October 4, Robert King, fair ticket manager, announced. Appointment of Bower mark the first time that the fair has con

tracted with a representative, the 53rd annual fair served as the first of its kind, L. A. U. F. A., to the annual fair.

When the event closed on Saturday, September 12, 20,483 attended the fair. His ap-

pointment was 16,239. This was a 36 per cent more than last year’s turnout of 126,100, manager Swante Swanson said.

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pointment was 16,239. This was a 36 per cent more than last year’s turnout of 126,100, manager Swante Swanson said.

TROY HILLS, N. J.—The annual 91st new has lasted more than 75 years, and this year’s fair is the one for parking. The advance tickets will be at $1,000 per day and $500 for a space at $1,000. The advance tickets will be at $1,000 per day and $500 for a parking space at $1,000.

Art B. Thomas Shows were on the midway and the grandstand show was provided by the Tom Drake Agency.

FAIR EXHIBITION MANAGEMENT

Experts Pick Brains Of Wisconsin Fairgoers

MILWAUKEE—Patrons of the Wisconsin State Fair, which wound up its 10-day run on Sunday, (30), were asked to sign a petition by a representative of the Wisconsin Farm Bureau, which is concerned with maintaining and improving the fair. The petition, which was signed by over 1,500 fairgoers, will be sent to the Wisconsin Farm Bureau for consideration.

Questions included: Have you attended the fair before? Do you think the fair is overpriced? Do you believe you can get a break on the fair? Have you ever eaten at the fair? Do you live in Milwaukee County? Are you interested in agricultural exhibits, industrial exhibits? In addition, the motion picture fair will be shown.

In addition a survey team talked to some 60 representatives of rural youth organizations, farm groups, labor unions, political parties, agricultural educators.

Texas State to Feature Seed Development Show

DALLAS—The State Fair of Texas this year will point out how new team of professional workers made up of educators, research scientists and seed growers is changing the scenery down on the farm.

The story of “Better Seeds for Better Living” will be depicted in the agriculture show at the October 9-25 run. In exhibits created jointly by the Texas A&M College System and the fair.

The show will also offer the public the opportunity to study for the first time the methods used in creating corn and grain sorghum hybrids, in making plants that differ genetically and in producing grains for these three? Do you live in Milwaukee?

The agriculture show will feature a modern greenhouse, 80 by 40 feet, in which Texas A&M scientists and specialists will show how the germinating seed to mature plant the scientific development of new varieties of eight major crops.

Quickie Spanish Lessons

Offered Hoosier Patrons

INDIANAPOLIS.—A one-shot Spanish lesson will be offered visitors at the Purdue University Building during the September 2-10 Indiana State Fair.

The modern languages exhibit in the building will show the “auto-
matic” way to learn foreign tongues. Each visitor will get a free book. He’ll then watch a colorized movie (of the “fawling the bawling ball” type) and then record a Spanish lesson by speaking into a microphone.

Bargain Advance Sale

Started by Tulsa State

TULSA—The Tulsa State Fair has kicked off its advance sale of tickets for this year’s fair, which will be held in early October.

Tickets are being sold at $1, a book of 15 for $5, or a single competition ticket for $1. Two free tickets may be exchanged for one grandstand general admission ticket, or the advance tickets may be used for main gate, one for admission and one for parking.

Two Set Pro Grid Tilts

CHICAGO—Two major fairs will have professional football games as features of their programs this year and one major annual this year dropped its pro-grid game.

Kentucky State Fair, Louisville, will have the Champion Baltimore Colts and the St. Louis Cardinals at its stadium on September 20 with the contents being watched on CBS, and Flash, National Exhibition of the Lions and the Eagles of Kansas City. The Ohio State Fair, which had the pro gridders last year, has dropped its contest.

Leidig’s ‘Personal Cards’

Proclaim Visit of Rogers

ALENTOWN, Pa.—Plenty of people know the Greater Alle-

town Fair is featuring Roy Rogers this year, and general manager Ed Leidig is proclaiming that fact.

Leidig had special fold-out cards printed in four colors, 50,000 of them.

Date Fete Names PR Chief

INDIO, Calif.—Bill Arbello has been named publicity supervisor for the Riverside County Fair and National Date Festival to be held here February 12-23, R. M. C. Pullenwider, fair secretary-manager, said here last week.

Arbello has been supervisor of publicity and promotion at the Southern California Exposition and County Fair in Del Mar since 1929.

He resigned last month to enter private business and do free-lance work.
NEWSPAPERS. The semi-annual meeting of the United Rink Operators Association is held in Indianapolis during the national championships of the United States Amateur Skating Association. Early in the week Milton Aranson, president, hosted a luncheon for operators. The URO meeting was marked by the best attendance on record. Credit for the good turnout was given to the American Rink who called its competitive program in order to permit all operators to attend the meeting.

Early members of the Cub Scout program and that efforts continue to be made to have skating rinks and Scout activities... The Riedel plant is under a large-scale expansion... Sound Services announced a scheduled September 7 release of an LP album designed for USAASKA dances... Cub Scout Cakes announced Introduction of a new Cub case... The Manufacturers' Association of the Roller Skating Industry, announced that Chicago will be the next MARSI trade show, will be held at the Sheraton Hotel, Chicago, September 23... Operators were urged to support the show... Competition organized in skim and slalom.

Wilton Klaska was honored for her work during the contests. She is the only registered amateur skater, but as the wife of Paul Klaska, operator of Moon-Glo Rink, Indianapolis, Ind. O, it is also a member of the URO. At the meeting, members of the executive board held a short meeting. Present were Fred Fedor, Marvin Fisher, Kenneth Traunen, Darlene Huckle- ber, Steve Scipp, Paul Klaska and Margaret Gilles, with Bob Baker represented by Mrs. Baker. Tony Callahan could not attend due to illness. James Haggart, present at the general meeting, could not remain. Subjects discussed included the effect of revisions in rules, criticism of the design of trophies for artistic skating, and a request in the future the URO and USAASKA set up headquarters in the same hotel. It was pointed out that one manufacturer "did not pay the ARSA the court- eously recommended in their com- petitive program. It was the unanimous feeling of the board that this striking discordance and the publication of a revised rule sheet (RSOFA) and not the other side should be considered conclusive evidence for or against our own organization. It does not welcome URO business, and it was recommended that our members govern themselves accordingly."... Toledo is being considered for the URO's December meeting, but further information will be made before the date is announced.

CARNIVAL ROUTES

By Al Schneider

The surface with tracks to preserve new roller skating floors and aid old to floors.

Carnival Rundowns

WANTED

FOR SALE TRADE

1959 model Allen-Harco 20 ft. Merry-Go-Round and 7 Kiddie Rides, Sacrifice account Absentee Management.

For sale: KIDDIE PARK—36-HOOG MERRY-GO-ROUND and 7 KIDDIE RIDES, SACRIFICE ACCOUNT ABSENTEE MANAGEMENT.

Buck's Buck's Buck's

They Roll In With BABY BABYS

You Can Operate Kiddie Rides for $50 to $540

Kiddie Rides

KIDDIE RIDES

FOR SALE

Let's Talk Arcades JOE MUNVES

Royal Park Hotel, Toronto, Canada September 9-11, 1959

FOR SALE!!

KIDDIE PARK—36-HOOG MERRY-GO-ROUND and 7 KIDDIE RIDES, SACRIFICE ACCOUNT ABSENTEE MANAGEMENT.

High Quality KIDDIE RIDES

1900 W. Van Buren, Chicago, Ill. Phone: 236-8504

FOR SALE!!

FOR SALE TRADE

Three 1959 model Allen-Harco 20 ft. Merry-Go-Round. Aluminum houses, but well maintained. Cost $1000, will sell for $50 at shop for first buyer, or $400 in working condition.

FOR SALE TRADE

FOR SALE TRADE

FOR SALE

DIXIE WILLIAMS

Knife Show—DALLAS Sept. 7-9, 1959

Bucky, Fish Pond, String Band, High Stepper, Fagel Duck-Der and a few other "notables" will appear during the Northwest Knife Show in the fairgrounds at Milan, O. Sept. 7-9. Ticket prices range from $1 to $2, depending on event. General admission is $1.50 to include all shows.

FOR SALE

The surface with tracks to preserve new roller skating floors and aid old to floors.
CARNIVAL ROUTES

Continued from page 67

Cumberland Valley, No. 2: Spencer, Tenn.
Davies Am. Co. : Martha Davie, Lakeview, O., Sept. 17.
Deggeller Show of Shows: Caldwell, O., St. Clairsville 10-12.
Deggeller Funland: Marietta, O., Sept. 5-8; Columbus 10-12.
Del Fiore Am.: Delrayo, O., Sept. 25-
Deluxe No. 1: Blanford, Mass.
Dixie Am. Co.: Clifford Davie, Lake Colors, Ill., 1-4; Henryetta 5-7; (Fair) Okemah 9-12.
Doohan's United: Bert Klaus (Fair) Luxburg, Wis., Sept. 5-7; Wheaton, Ill., 10-13.
Drago, No. 2: John Kissel (Fair) Macon, Ill., Sept. 2-7; (Fair) Marysville, Ohio, 10-13.
Drew, James: Mrs. Eula Drew (Fair) Maryville, Tenn. (Fair) Chattanooga, Tenn.
Dyer Greater: Dale Stempson (Fair) Dumas, Tex., Sept. 2-7; Tiptonville 9-12.

Edwall's Express: Betty Bell, Stonington, Pa., 31. Sept. 7; Jamesport 8-12.
Emsbo: Blowmington, Wis., Sept. 4-6; Richland Center 11-13.
Enedy, David B.: (Fair) Emisdom, Md., 31-Sept. 12.
Fair Time: (Fair) Mariposa, Calif., Sept. 6-7.
Foley & Burke Comb: J. P. Harvey (Fair) Sacramento, Calif., Sept. 2-17.
Franklin, Don: Jay Barton (Fair) Marshfield, Wis., 29-Sept. 7; (Fair) Tyler, Tex., 12-17.
Fred's Playland: (Fair) Blaine, Va., Sept. 2-13.
Gala Expo: (Fair) Chief, Mich., 5-7; (Fair) Sarnamento, W. Va.
Gentry City: Thomas D. Hickey (Fair) Poland, Ind., Sept. 518.
Gentzch, J. A.: George Butler (Fair) Faulon, Miss.

THE FINAL CURTAIN

BRUCE—W. Russell, 61, former circus advertising advance man and electrician at the Capitol Theater, Cincinnati, Aug. 22 at 2 Good Samaritan Hospita in that city. He was recording secretary of Local 5, International Association of Theatrical Stage Employees and a member of the American Legion. Survived by his widow, Betty Jane; a son, Dan, Chintong, Ky.; and a brother, Hollis, Haverhill, Mass. Services Aug. 26, and buried in Beaches Cemetery, Cincinnati.

FELDHEIM—Charles M. (Charly) 83, on Aug. 21 at Kings County Hospital, Brooklyn, New York, bequeathor and show business writer and columnist. See story on page 2 regarding this issue.

FIKE—Mrs. Oliver, 47, cookhouse operator with the Dragon Shows No. 2, Aug. 20, in a heart attack of Royal Center, Ind. In the past she had

MARRIAGES


In Loving Memory

MAURINE "MARIE" HENRY and her 30 wonderful years together ARTHUR "BUD" HENRY

In Memory Of Our Father

WALTER "WHITNEY" LONG

who passed away August 23, 1946 Mildred and Elizabeth
CARNIVAL CONFAB

CLIF WILSON, veteran midway showman, was a Chicago visitor last week between fair visits with his acts. He was moderately soaked back-end shows at fairs in Springfield, Ill., Crown Point, Ind., and Milwaukee, Wisconsin and scheduled to run at Detroit, Louisville and Indianapolis. Clif disclosed that for his Memphis midway he'll have Dancing Waters, Velare's Double Wheel and a new ride, Gable's Grabber, a high-speed water wheel of his group of rides. . . . Delgarian, incidentally, is taking it easy with a heart ailment. . . . John Vivona, with Harry Eicholz, reports for Central and South America, attended the Showmen's League of America, attended the National Bar Association convention in Miami Beach and then he and Mrs. Haft headed for Central and South America to visit his recently purchased property.

PERSONAL: . . . Personnel of the Chick Showmen's Association, which was being managed and promoted by Roy Delgarian, veteran burlesque and Coney Island writer, incidentally, is operating three concessionaires at Lakeview Park, Buffalo, N. Y. . . . Lee O. Alldredge, Brown writes, scores two sports shirts and an autographed baseball. . . . The Billboards. . . . Kelly, Jimmy Martellaro, Mike Dunigan, Bob Eicholz, Eddie Heth and Charlie Byrnes all had a fine week at the C.C.E. . . . Charlie Uno (Feldheim). veteran ass. to Mr. and Mrs. Mendez, died Friday (21) in New York. Uno was responsible for the Coney Island branch of his house. . . . Fred and Francine Gerber have a Roto-Jet and the Centrisphere Park at Trenton, N. J., and another Amusement Park on the Jersey shore. Dorothy Hyman had another hot-duck pond park working the Hamburg, N. Y., fair. . . . Visitors to the Strates midway at Hamburg, Pa., for the last time. . . . Also making the rounds has been Jimmie Perdue, once a straw-hat salesman, who was dropped by Weasley Beaudry and dropped in the Colonnets at Altoona, N. Y. Dur- ing the past week he was a guest at Gallagher, the cookhouse man. . . . Wonders-Nevers-Cerise Depart- ment: Barn Storey, of the conserva- tion bureau of Indianapolis told Dan Frederick, fair manager in Alton, “Mr. Frederick, I've been around this country for 40 years and this is the best fair you ever saw.” And it was also a red one for Maxie Sonn the hat man.

Edward K. Johnson, veteran show agent, marked his 72nd birth- day on August 22 and got scores of cards from friends and family. He'll join Cetlin & Wilcox at Read- ing. . . . Visitors on the Johnny J. Jones fun zone for the last 40 years (and that is 40 years) Fair included Ida Cohen, Lou Keller, Bob Parker, G. J. (Tommy) Thomas and Burt Wilkins.

FLASHBACKS—15 Years Ago—Roy P. Oughton, P. C. Buck Show's agent, was handling the secretaries chores at the Alumnum, N. Y., fair, which was being managed and promoted by Oscar Buck. . . . Roy Ganczak and Bill Ganczak, who have operated three conces- sions at Lakewood, N. J., and Trenton, N. J., and Fairdale, N. J., are going to be your host family. . . . 41 Rides, 20 Shows Share Bonanza; Menagerie Flashing, Earns Plaudits

By IRWIN KIRBY

BATAVIA, N. Y.—By far the biggest week of the season was rolled up by the James E. Strates Shows, as it spilled over into its usual confines at the Erie County Fair L. Hamburg, N. Y. With fair atten- dance trailing last year's and rain marred the opening night's earnings were up, all down the line.

The big layout, bulging at the seams with equipment, had several rides operating apart from the main midway, as well as Hy and Willie Stein's mechanical shows and the Strates menagerie, one of the biggest on the ground. Hamburg produces an enormous crop and the railroad organization was simply equipped to corral every dollar possible.

What fitting remained for the New York State Fair will be taken care of at the fair revival here, during an extra week created by the calendar this season, fair shows appeared spic and span in Hamburg. The decorative organ was in operation as were both theerry-Goo-Round.

The Strates midway continues to be a stand out and is even more alluring with the addition of its new U. S. Tent toys, a 70-foot round with two 28-foot middle sections. It is white, with almost the "sea" big cago wagen and five miniature ones. Strates tours six elephants (three of them as workers of an act), hips, polar bear, black bear, two lions, two lion cubs, two llamas, antelope, Brahama bull, reba, two byennas, assorted minks, chimps. The show carries a normal com- plishment of 41 riding devices, in- cluding Brownell's Fly-0 Plane and the eight of L. D. Powers, and 20 shows. Gene O'Day completed work on the Jones "I Got It." Shy Under-Headline: back-end units, shown at their best when strung end-to-end, as well as the big sideshow, William Warren; Illusion, Prof. Noel Lester; Glass House, Kid Adams; Brownell's beer, Fymy horses, and Mickey Mouse; Side show and Snake show, Slim Kelly and Whitney Susan; Broadway to Hollywood, Jack and Bonnie Nor- man; Rock 'n Roll, Lewis Scott; Calcutta Johnson, Russ Palschi; Pin- Up Girls with Pagan Jones, Ross Lyon; Snow White, Mechanical Villages and Little Bavarians, Hy Stein; Menagerie, Bert Petts; Happy Jenny Fat Show, Mr. and Mrs. Charles Morhas; Fushouse, Mr. and Mrs. Wayne Kingsley; Porte, Se Britain.

Gyp McDaniel has the Arcade, Say the Delightful, dart store and American palmist, and Sammy Smith, the Mecca of Rides. Others included Bob Fornier, back at the cookhouse after his early-season shows, with his 14 stands, Francis Forner with 14, Sam Applebaum, 4, and Charlie Mc- Connell, custard manager. Ganzer has a prosperous and untroubled season, due in part to the efforts of Ben Braunstein.

The New York has the big revue for their 11th year, after one- year departure. Featuring Val Val- lenger as a six and a five-piece band. McConnell and Moore, jugglers, Kerpo Trio, acro- batic, vocalist Paul Colos, and Angel, are other features. There are 14 girls plus the acts. The

LAST CALL FOR THE
GREATER ALLENTOWN MIDWAY
September 20 through 26, Allentown, Pa.

Want worth-while Grid Shows. Need Bally Shows with own equipment.

Can Place Dark Ride, Glass House, Scooter.

Concessions: All legitimate Concessions open. Also want Direct Sales.

All Replies to: JAMES E. STRATES, GENERAL MANAGER

Syracuse, N. Y., Aug. 31-Sept. 12; York, Pa., Sept. 15-19.

WORLD'S LARGEST MIDWAY SHOWS IN MICHIGAN'S Finest

COLUMBIA, TENN., WEEK OF SEPT.

Followed by Fayetteville, Tenn., Florence, Ala., and Lawrenceburg, Tenn.

New Car Given Away Nights. 6 Bicycles Given Away Labor Day at Columbia.

Want family-type Grid Shows, Motorlade, Dark Ride. Want Full Size Grid of 4 Shows at Fayetteville. All Shows booked, please confirm.

Want Hanky Pank Cones Concessions. Want Bird, Glass and Pottery Pitches, etc.

Contact: BUD DAVIS, Columbia, Tenn., after Sept. 2.

SHOWS

H O U S E P A S S E S

W I L L I A M S T O N E — The House has passed legislation reducing from $250 to $10 the occupational tax on claw, elephant, zipper machine used at carnivals or fairs. Action came as a surprise because the bill as introduced only a few days earlier by Rep. Burr Harrison (D., Va.). Ordinarily it takes months, years for such action.

Kunz Opens At Du Quoin

DU QUOIN, Ill.—Herb Shows opened its stand at the Du Quoin State Fair here Sunday (30) after a good showing at the Mayfield, Ky., Fair and a record-breaking stand at the Ozark Empire Fair, Springfield, Mo.

Al Kunz, owner-manager, was here ahead of the show to lay out the lot. He disclosed that he has purchased a new trailer and a boom truck called a "box" hook for handling the new Mad Murp and down.

CUMBERLAND, Md. — First time frame for the Baltimore Aurora Midway this year at the Cumberland County Fair, which was beginning its 94th year at the fair grounds.

"The King," T. H. King, and his son, "the King's Son," T. H. Jr., now operating the 94th year of a show, is well known in the area. The King's Son is said to be the grandson of the original King.

The fair is expected to be well attended, with many visitors expected from the surrounding area.

It is the first time in many years that the fair has been held on a Sunday.

The fair will feature a variety of events, including livestock shows, horse shows, and agricultural exhibits.

The fair grounds are located in the heart of the county, and are easily accessible from the surrounding areas.

The fair is a great opportunity for the local community to come together and celebrate the spirit of the county.

It is a time to show off the hard work and dedication of the local farmers and ranchers, and to showcase the beauty of the surrounding area.

The fair is a time to come together and enjoy the beauty of the countryside, and to celebrate the spirit of the county.

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**GOODUPPING UP 23% AT MISSOURI FAIR**

Mouse Tops Rides, Leads Shows; Benefit Nets $2,000 for St. Louis Club

SEDALIA, Mo. — Gooding Amusement Company went into high gear during the 35th Annual Missouri State Fair here Saturday (29) with 22 per cent better business on the rides and shows, Hat Effin, unit manager, announced.

Fairs Remain Pleasing for Marks Shows

GAITHERSBURG, Md. — Marks Shows opened its 35th State Fair here Saturday (29) with excellent business and strong weather. The show was re-opened after a brief retirement, the string has been broken up.

Midway $$ Down At Wisconsin Fair

MAWILLAOKE — Per capita spending increased slightly on the midway of the Wisconsin State Fair here Thursday (Aug. 28) were a weekly Burlesque, The. Attendence was off slightly more than 10 per cent from the same week last year.

Charlie Uno

Died at 83 • Continued from page 1

Charlie Uno, this issue's feature columnist, died on May 23. He was 83. His death was announced by his family.

WANT GIRL WANT WITH GREEN HAIR

$150.00 A WEEK FOR GIRL SHOW

Must join Sept. 12 for Saginaw, Mich., Fair, Sept. 13-19, then for Southern route. Must be young and attractive. Also want capable Girl Talker, $150.00. Want reliable young man and Ticket Sellers. Wire or call F. W. MILLER

AGRICULTURAL FAIR, WINNER, GA., SEPT. 7 TO 12 INCLUSIVE

BARTOW COUNTY FAIR, CARTERSVILLE, GA., SEPT. 14 TO 19 INCLUSIVE

Can place Monday, Sept. 7. All girls to arrive neat and with show face. Can place experienced Riders and Workmen in all departments. CONCESSIONS: Can place Long and Short Range Cigarettes, Novelties, Arcade and all legitimate Merchandise Concessions.

ALL FAIRS UNTIL MIDDLE OF NOVEMBER.

WANT GIANT WANT WITH GREEN HAIR

$150.00 A WEEK FOR GIRL SHOW

Must join Sept. 12 for Saginaw, Mich., Fair, Sept. 13-19, then for Southern route. Must be young and attractive. Also want capable Girl Talker, $150.00. Want reliable young man and Ticket Sellers. Wire or call F. W. MILLER

FAIR STATE SHOWS

Want for long season of bona fide Southern Fairs.

Valva Water, Miss., Sept. 14; West Point, Miss., Sept. 21-26; and balance of season all Fairs.

West Conklin, Box 630, Decatur, Ill., Exhibits at all Fairs and family-type Shows. All replies to J. J. FEDERICK, Fair Grounds, Wisconsin, Ohio, for Sept. 9.

SOUTHLAND AMUSEMENTS

WANT WANT WANT

All for All Fairs and Celebrations at Port of April 21st, 3rd. The Boys, the wants of Aug. 17. Requested by Raymond Amusement Co., Las Vegas, N.M.; Carnival, Calif.; Carnival, Calif.; Buffalo, N.Y.; and Los Angeles, Calif. Can place Operators of all of the above jobs. Wire or call J. J. FEDERICK, Fair Grounds, Wisconsin, Ohio.

LOOK — GALA EXPOSITION SHOWS — LOOK

For the Egbert and Best Route Arkansas Can Produce. I Know Arkansas. I Live Here. Mountain Waves, Lead 1-2-3-4, and Top 5. Lots of them was a real infestation of the season. Can place Operators of any other flat ride, also two clean family-type Shows. Can place Operators of any other flat ride, also two clean family-type Shows. Can place Operators of any other flat ride, also two clean family-type Shows. Can place Operators of any other flat ride, also two clean family-type Shows. Can place Operators of any other flat ride, also two clean family-type Shows. Can place Operators of any other flat ride, also two clean family-type Shows. Can place Operators of any other flat ride, also two clean family-type Shows. Can place Operators of any other flat ride, also two clean family-type Shows. Can place Operators of any other flat ride, also two clean family-type Shows. Can place Operators of any other flat ride, also two clean family-type Shows.

B. R. MILLER

GILBERT, Pa. — Amusements of America split into two units last week. Two new concessions and the bingo playing the West End Fair here. Twenty-four rides and 10 shows played Schurkill and Mamatam, Pa., was to follow.

The show played one of its best weeks of the season. 5,000 people and 150 concessions and the bingo playing the West End Fair here. Twenty-four rides and 10 shows played Schurkill and Mamatam, Pa., was to follow.

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Rain Slows PNE After Big Start

VANCOUVER—Business on the midway of the Pacific National Exhibition was booming the first three days until the weather turned after Tuesday night and stayed with the usual Wednesday cool weather and showers did not help business.

The midway, a laide up of Burrad Amusement's Playland, a permanent park with augmented rides and shows, opened to capacity lines at all rides and concessions. This year the Kiddieland formed part of the big layout, being spotted to the north of the major rides.

There are 23 major and 22 kid rides and 93 concessions. The roller coaster tops the rides with the Scooter in second and Bob Bolding show around third. The latter is a new one here as are the Star Flyer and Paratrooper owned by John Taggitti. Other rides include four from Royal Canadian Shows, and seven from Bob Bolding.

Five back-end units are in operation. Dagmar, a girl show owned by Ivey Walters, is taking money. Pete Kotis Side Show is second. Luxor, an Egyptian show owned by E. Rosas, Noah's Ark and a Funhouse, owned by Bruce Taylor, complete the line-up.

Sidney, Iowa, Rodeo Gives Ruback $$$

SIDNEY, la.—Aided by whopping turnouts the 86th annual rodeo here. Jack Ruback's Almo Exposition's Shows took in the highest one of the season. It was on the even size of the shows.

The Spreadline led the line-up followed by the Rock-Plane and Scrambler. Jim Murphy's two Girl Shows topped the back end. Tuckers' Cookhouse led the front end. John Alexander's Monkey Show reported a good week.

Larry Nolan, general agent, reported signing 1960 contracts for Nebraska stands at Fairbanks, Geneva and York. From here the show moved south for fairs in Kansas, Oklahoma, Texas and Louisiana.

Mrs. Jo-Fay Reynolds is back after working the show's bingo at Decatur, Ill. an Iowa, Davenport, Iowa.

OTHER PLAYS DATED SIGNED BY LAWRENCE

NEW YORK—Fair dates contracted by the Lawrence Greatest Shows are being filled by other carnivals in the fall, following dissolution of the Lawrence unit after a brief tour.

Endy Amusements will play Warrenton, Roanoke Rapids and Oxford, Virginia. Greater Shows has Asheboro and Louisburg, and Thomas Joyland has Scotland, N.C. All are in North Carolinas.

WANTED


Phone manager after 7 p.m.

Kingham, N. Y., GL 9-9461.

when nauoering ads... SAY YOU SAW IT IN THE BILLBOARD!

MIGHTY INTERSTATE SHOWS

Last call for Morgan Co. Fair, Wartburg, Tenn., Sept. 7-12, two Big Rides; Democrat Co. Fair, Springfield, Tenn., Sept. 14-19, and Nellie given away each night; Booths Cotton, Comedy, Parades, Rodeo, TV. Stars. Fairs until November.


Wants to book Carnival Concessions of all kinds for love dates. Can place Foreman for Ferris Wheel, 60$ per week, also Roll-A-Plane Foreman.

All replies to TROY E. WILLIAMS, WILLIAMS AMUSEMENT CO., Independence, Va., this week.

RAIDING FAIR

Sept. 13 to 20 Incl., Reading, Pa.

VIRGINIA STATE FAIR


CAN PLACE: Round-Up or any new Ride not conflicting. No Kiddie Rides wanted now. SHOWS: Worthwhile Concession and will also place one Bally Show to feature. No Girl Shows.

CONCESSIONS: Can place all legitimate Merchandise Concessions. Positively no exclusive rides. All Fairs wanted: Penny Arcade for balance of season.

ALL FAIRS UNTIL MIDOER OF NOVEMBER AT JACKSONVILLE FAIR at Gator Bowl, Jacksonville, Fla.

All Address: CETLIN & WILSON SHOWS Charleston, West Va.
**CARNIVAL CONFAB**

*Continued from page 69*

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Elmer (Skeet) Gray, former carnival and circus trainer, is now a licensed funeral director in New Orleans, La. Mrs. Elmer Gray, former member of the Steinhafels, Ohio, has left the business and is now a member of the Steinhafels, Ohio.

**SONNY MYERS AMUSEMENTS WANT**

Sonny Myers White Unit

Now farming second unit for route of fairs commencing Sept. 9 at Strothersville, Mo., and ending Sept. 26 at the Great Halden, Mo., Street Fair. Can place Hanky Panks of all types. Especially want Popcorn, Snow, Floss and small Cookhouse or any well framed legitimate type Concession. If we know you will book Six Cars that work for stock. All P. C.'s open. All replies Manager 2615 Fairleigh St., St. Joseph, Mo., or call Adam 4-9878. Can place Foreman for Alton Herschell 3-0krent and useful working People; also Agents for office-owned Hanky Panks.

**Elmira & Malone Hold Up for Buck**

MALONE, N. Y. A good streak of luck continued to favor the O. C. Buck Shows, as it topped off the Chemung County Fair in Elmira, then dodged the rain in its court, saw it threatened every day Thursday, (27) but decided Wednesday night it would stick to the fair bare.

Elmira pulled good weather and looked like it would end in a Saturday (22) washout. Rain cleared at 1 p.m., however, and the matinee and night action exceeded all last year's records, so it was decided Thursday it would be closed down at the fair.

Children's Day on Tuesday (25) was up per cent.

Buck canceled 9 rides, 11 shows and 55 concessions, virtually unchanged throughout the season. Bath, N. Y., following Malone, is the last of the show's Northern spots, ending September 5, following which the last top is booked.

**CARNIVAL CONFAB**

*Continued from page 69*

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ST. LOUIS CLUB NETS $1,500 FROM HETH SHOW BENEFIT

SPRINGFIELD, Mo. — The building and management of the International Association of Showmen of St. Louis was enriched in the tune of $1,500, profits from a benefit held here Thursday night ($50 on Heth Shows).

The benefit party was spearheaded by Al Kunz, owner-manager of the circus organization and first vice-president of the club. E. Glen Hetherington was show manager, served as chairman. In addition to tickets at $1, an auction was conducted.

The event was held in the Club House with many performers from the fair's grandstand show including Rex Allen, on hand to assist. Kunz was the high bidder for Allen's sombrero and John Taylor, glass pitch op. was the top bidder for Kunz's hat.

In addition to the midway personnel, two former foremen and board members of the Ozark Empire Fair, Hal Fitness, Gooding Amusement Company, president of the St. Louis club, drove over from Ozone, accompanied by C. W. (Chick) Franklin, Gooding publicity man; Morris Lipsky, concessions manager, and Buss Weekly, assistant to Erbert. Another party for the St. Louis Shows was scheduled on the Gooding midway at Seattle.

Norman Anderson and Ben Stone served as auctioneers for the event and Wayn Kunz and Dennis Silver as ushers. Also on hand were Tom Darson and Ed Murphy from St. Louis.

BELL CITY SHOWS

Wants Concessions for Labor Day, Shawne, Wis., Fair, Sept. 4-7; Wapacosa County Agricultural Fair, Weyauwega, Wis., Sept. 10-13.

TO RENT

Carny Ride, Tractor-Teaider... $3,500
6 Power Mij, Race Cars...
2 Nickel Rides...
2 Roller Coaster...

Rides can be seen at the above locations.

FOR SALE

Wild Life Animals
All 1/2 price of original cost, 10 Per cent commission.
- 2 Puppies Harmanos...
- 5 Kilbears...
- 2 Mosquito Monkeys...
- 4 Reel-End Mammals...
- 1 Giraffe Antelopes...
- 11 Semi-Dioced Zebras...
- 10 Teet...
- Elephant...

TractrrrTrailer $3,500

AGENTS WANTED

For Balloon Dots and Baskets, Mike Man for Toy Store and former Bingo Help for Nickel Friches and Toy Store.

WALTER B. COX

Syracuse, N. Y., State Fair, Sept. 2-12.

RIDE FOREMAN

For several late Rides. Also Second Men who drive.

BILL DILLETT,' IMPERIAL SHOWS

Tulsa, Okla., Aug. 31-Sept. 2; Need, Iowa, Sept. 7-10.

REWARD

For information as to where the whereabouts of FRANK WALK inconnection with recent Horse Steals, Cell collect $3.2690, Desoto, O.

SPORTING GOODS

For Sale

All Sports Goods.

WANTED

Wants an experienced Agent to handle All kinds of shows and Concessions, Des Moines, Iowa.

JUNIATA CO. FAIR

PORT ROYAL, PA., OPENS LABOR DAY

85,000 Attendance Last Year, Offering Bigger Program This Year.

CONCESSIONS: Can book all types of Concessions that work for stock. All choice locations.

SHOWS: Want Wild Life, Monkey Show, Side Show or any worthwhile Grind Shows.

RIDES: Can place two more Major Rides.

This fair is located in a rich farm area and with BEAMS' ATTRACTIONS ON THE MIDWAY BUSINESS HAS BEEN UNUSUALLY GOOD FOR RIDES, SHOWS AND CONCESSIONS.

Address all communications to M. A. BEAMS, BEAMS' ATTRACTIONS, Fairgrounds, McConnelton, Penna.

HUNT AMUSEMENT CO.

WANTED FOR THE FOLLOWING FAIRS

Clarksville, Tenn.

Centerville, Ala.

Dyersburg, Tenn.

Newton, Miss.

Russellville, Ala.

Yaxoo City, Miss.

WANT WILD LIFE, MONKEY SHOW, SIDE SHOW OR ANY WORTHWHILE GRIND SHOWS.

RIDES: Can place two more Major Rides.

THIS FAIR IS LOCATED IN A RICH FARM AREA AND WITH BEAMS' ATTRACTIONS ON THE MIDWAY BUSINESS HAS BEEN UNUSUALLY GOOD FOR RIDES, SHOWS, AND CONCESSIONS.

Address all communications to M. A. BEAMS, BEAMS' ATTRACTIONS, Fairgrounds, McConnelton, Penna.

DON DIORSON

CAN PLACE 3 ALIBI AGENTS

Starling, Arkansas, 8th - 15th

Followed by the usual route of State Fairs in the South.

Contact 3/2 Fairgrounds, Elkhorn, Wis., Sept. 3-17

REED AMUSEMENT CO.

Wanted for Cannon County Free Fair, Woodbury, Tenn., Sept. 8-12, 2 Big Kid Days followed by continuous route of fairs.

CONCESSIONS: Can book Bingo, Cookhouse, Floss, Popcorn, Snow Balls, Age and Scale and Hanky Panks of all kinds.

SHOWS: Want Girl Show, with or without equipment; Five-In-One and Glass House. RIDES: Good spot for Pony Ride. Will book any flat ride not conflicting. HELP. Want Ride Help who drive and useful Carnival Help.

All address: JOHN REED.

All mail to Muldrow, Ky. All wires to Elizabethtown, Ky.

WM. T. COLLINS SHOWS

WANT FOR SIOUX EMPIRE FAIR, SIOUX FALLS, S. D.; NEBRASKA STATE FAIR, LINCOLN: OKLAHOMA FREE STATE FAIR, MUSKOGEE, AND TULSA STATE FAIR & EXPOSITION, TULSA.

SHOOTS, COVER INSURANCE, RENTALS, CATERING.

CONCESSIONS: Hanky Panks of All Kinds, Short Range Gallery, Girls Shows, Ring Bearer Gallery.

WANTS: FRANK, HANKY, TOY, WHIP, CATERING AT MUSKOGEE AND TULSA.

GENERAL: WANTS: BOY, VENDOR, TOY, SHORT RANGE, SHEET MUSIC, AND GENERAL HELP IN ALL AGENTS AND SIDES WITH ONE YEAR'S EXPERIENCE.

WANT 1 LARGE CONCESSION STORE AGENTS AND 2 CATERING MEN.

TOM T. COLLINS, Mgr., Sioux Falls, S. D. This week; then on route.

SHORTER'S GREATER SHOWS

Want for Northwest Iowa's Largest Labor Day Celebration—Olede One In The World—at Granger, Iowa. Can place a few more Concessions. Carrying Athletic Show Girl Show and Animal Show. Want Help for Concessions. Also Ride Men. Truck Drivers for Trucks with radios and air horns.

Address BANCROFT, IOWA, AUGUST 8-SEPTEMBER 2.
KEN PEN WANTS RIDE'S—SHOWS and CONCESSIONS
West Alexander, Pa., Fair (Free Gate), Sept. 9-12; Ravenna, Ohio, Jaycees Fall Festival, Sept. 15-19; Ashland County Fair, Ashland, Ohio, Sept. 22-26.

Can use Sida Show, Motorcross or Fable Show, Lisbon, Ohio, October 1-2-3, on the streets; Autumn Leaf Festival, Clarion, Pa., October 5-10, on the streets; Tarentum, Pa., October 12-17, Acma Shopping Center. For sale: Monkey Speedway, good condition. Can be seen at Ashland County Fair.

All replies to KEN PEN AMUSEMENT CO.
619 Earl Avenue
New Kensington, Pa.

WANT TO BOOK FOR 40 WEEKS
SHOPPING CENTERS EXCLUSIVELY

Merry-Go-Round, Ferris Wheel, Till-a-Whirl, Octopus or any other Majors, also four Kid Rides or more. Must be first-class equipment and one owner. Will also book Fun House, Glass House, Snake Show or any other clean family-type show. State where equipment can be seen. This is a 4-Ring Combined Circus Operation.
Contact Box D-109, c/o The Billboard Publishing Co., 2160 Patterson St., Cincinnati 22, Ohio

SOUTHERN STATES SHOWS WANT TO JOIN AT ONCE

Ride Men in all departments. Those who drive trucks and have valid license given preference. Free Act. High Act preferred if priced right. E. C. Foreman has Show with own equipment and transportation except Concession for Cyclone Candy, Penny Pitchers, Grab joint, office owned. Good opening for Photos, High Striker, Jewelry, Rings, Ball Games, Balloon Darts and Pitch-Till-You-Win. Will take responsible. Open to a Whirl and Showman. All answers to JOHN B. DAVIS, SOUTHERN STATES SHOWS
Greenville, Fla., this week; Ocala, Ga., next week; Cairo, Ga., Shrine Festival to follow; then Pelham, Ga., and other good ones next fall until Nov. 14.

GIRLS—FOR GIRL SHOW—GIRLS

Saginaw, Mich., Sept. 13-19, $125.00 a week.

F. W. MILLER
Phone PL 4-1082, Saginaw, Mich., now and until Sept. 19.

BEE'S OLD RELIABLE SHOWS, INC.
Want for Newtow, Texas, Sept. 7-10, and rest of season.


WANT HANKY PANKE BALL

CONCESSIONS:

$350.00 TRAILER (optional) 1000.00
Can be seen in operation at Family Fair, N. T., from September 20th to September 29th.
Contact
COLEMAN BROS. CIRCUS
POWHA, N. Y.

DROME RIDERS Boy and Girl Contact

GEORGE MURRAY c/o Royal American Shows
St. Paul, Minn.

FOR SALE

FLY-O-PLANE

Excellent condition. Complete with Fence and Ticket Box. Leads on one track. Is ready to operate. Complete without Horseload RIDE $3500.00 TRAILER (optional) 1000.00
Can be seen in operation at Family Fair, N. T., from September 20th to September 29th.

Contact
COLEMAN BROS. CIRCUS
POWHA, N. Y.

RIDE FOREMEN

Screener and Round-Plane, also other acts. Act and equipment, contact E. B. Material, contact E. B. Material, contact CAPTAIN JOHN B. DAVIS, SOUTHERN STATES SHOWS

WANT STEEDS—WANT TO JOIN AT ONCE

Ride Men in all departments. Those who drive horses and have valid license given preference. Contact
east KEN PEN AMUSEMENT CO.
619 Earl Avenue
New Kensington, Pa.

WANT CAPPEL BROS. SHOWS WANT FOR 12 MORE FAIRS AND CELEBRATIONS. BUT UNTIL DECEMBER IN ARIZONA. OUR 1962 SEASON STARTS JANUARY 15. THIS INCLUDES FAIR, RIDE, CIRCUS, AND CONCESSIONS. THIS BUSINESS IS TO CELEBRATION IN TOMBSTONE, ARIZ.

CAN PLACE ONLY FOR THE ABOVE DATES—ONE COMPLETE SET OF RIDES OR CONCESSIONS—DEPENDS ON ALL KINDS OF BALANCE OF SEASON—PAINT KUTTLES, contact. AND ALL SMALL SHOWS AVAILABLE, CONCESSIONS, STAGE, SIDESHOW, MIDGETS, MAGIC, WIGGEDY, LIVING STATUARY AND CLOWNS, HELP. CAN ALWAYS PLACE EXPERIENCED RIDE HELP FOR 12 RIDES.

WANTED: WRITE OR PHONE

D CAPPEL, Owner, or ART LEWIS, Mgr.
Flaggrounds, Mt. Airy, until Sept. 7; Hatchkins, Calif., Sept. 9-13; Rex Allen Rides and Fair, Willow, Ariz., Sept. 15-19.

NOLAN AMUSEMENT CO.

CONCESSIONS WANTED

SUMMIT COUNTY FAIR, AARON, OHIO, SEPT. 2-7; NEW LONDON, OHIO, SEPT. 5-6-7, ANNUAL LABOR DAY CELEBRATION.
FRED NOLAN, Route 2, South Zanesville, Ohio.
Phone: GL 2-3399 or GL 2-6252.

ROHR'S MODERN MIDWAY Want for the following Celebrations The biggest annual Labor Day Celebration in Illinois, Hoopstown, Ill., Bennett's Fall Festival (5 nights) and 3 Long Days; Sept. 3 thru Sept. 7, Annual State Fair Festival, Portage, Mich., Sept. 14-19; then Marlott, Ark., followed by Fair until November.

CONTRACT TO BE SIGNED P. R. Phillips, Phone: Natchez, Beale. Hanks Parks or Barney Fairs. All shows a tremendous success. WANTED: RIDE HELP. WANT TO BOOK HIGH ACT FOR PORTAGEVILLE and possible for balance of season.

S. J. ROHR, Mgr., For Rent.

TWO BIG GIRL SHOWS FOR SALE

One Walk-Through, 80 ft. long, built on semi, all flashy, $5000.00, first, just the same, price $9000.00. One Walk-Through, 80 ft. long, built on truck, 20x30 box, P.S. set, price $6000.00. Both shows can be seen at Marion, Ill., all this week.

JAMES WILCOX, 4X4 DRAGO SHOWS, MARION, ILL.

GIRL SHOW WANTED LARGEST FREE STREET FAIR IN AMERICA

Must have good equipment and high-class show.

GOODING AMUSEMENT COMPANY
Columbus 8, Ohio

GREAT WESTERN AMUSEMENTS

WANT RIDE MAN FOR TWIN WHEEL WAGONS. TOPPRANCE FOR NEFFY'S-RED ROUNDS. SEPT. AND OCT. 1959. Contact Mr. FREDDY RIDDLE, 7410 W. Jefferson Biv. Chicago, Ill. Phone: Box 1250.

MIAMI COUNTY FAIR
Miami, Ohio, Sept. 18-19.

BENTONVILLE DISTRICT FAIR
One of the biggest District Fairs in the State.

WANT RIDE MAN—CONCESSION MAN—WANT TO JOIN AT ONCE

For sale: 24 ft. Round-Plane, 12 ft. Big Top, all complete, call 19-21-23-25. All replies to ELLIS H. HUGHES, Route 2, Olds, Mo., Phone GL 6-4469. No collect calls, please.

MIKE CASSARA NEEDS $500.00

For Attorney Fees. Write to

M. CASSARA
Bill Post, City of Miami, FLA.

ELLIS H. HUGHES SHOWS
Wanted for Fairs in Kankakee, LaSalle, and Will County. Fairs are located in suburban Chicago. Will pay $500.00 each week for reliable Men who work for Me. All replies to ELLIS H. HUGHES, Route 2, Olds, Mo., Phone GL 6-4469. No collect calls, please.

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CARNIVAL ROUTES

- Continued from page 68

Gooding Am. Co., No. 16; (Old Settlers) Jacksonville, O.
Great West! "The Dixie Dancers"; Toledo, Ill., Sept. 1-3; Dayton, Ohio, Sept. 5.
Green Tree: *John M. Halls; (Fair) Pennington Gap, Va.; (Fair) New River, Va.
Hale’s Shows of World’s Fair: *W. T. Hale; Nebraska City, Neb., Sept. 6-8; Grand Island, Neb., Sept. 11-13.
Hamburger Bill; *Fair Marshall, Texas; (Fair) Abilene, Kansas, Sept. 12-19.
Hugo, Buff.; *Fannie Bailey; (Fair) Marion, Ill., Sept. 12-17.
Huddle, Buff.; *Wm. H. Brooks; (Fair) Union City, Tenn.; (Fair) Blufom, Mo., July 7-12.
Imperial: *Blanche Scroggins; (Fair) Pleasant Hill, Ill.; (Fair) Mound 7-12.
Johnson’s United: *Ray Jackson; (Fair) Scottsboro, Ala.; (Fair) Cullman 7-12.
Kahn, Mrs. (Alex); (Fair) Coumad, Mo., Sept. 7-11.
King Am.; (Fair) West Alexander, Pa., Sept. 9-12.
Kirkham: *Jackie Hurlie; (Fair) Hohenwald, Tenn.; Camden 7-12.
Kille, Floyd O.; (Fair) Louisville, Ky.; Sept. 3-7; (Fair) Marion, Ill., Sept. 9-13.
Lee Am. Co.; (Fair) Clinton, Ala.
Lee; (Fair) Thomasville, Ga., Sept. 6-10.
Louden, Russ. & Al. Newberry, Ind., Sept. 6-10.
Marks; *Arnold Mailly; (Fair) Monroe, N. C., Sept. 7-12.
Merritt; *Mrs. Carroll Merritt; (Fair) Paris, Ark., Sept. 1-3; Kingsburg Minn. 5-7.
Merritt’s Midway; Neb., Sept. 3-31; Schaefer 5-7; Guthrie 7-12; Colorado 1-3.
Midway of Mirth; Frank Lovell; Eldorado, Ill.; Batesville, Ark., Sept. 2; Iowa, Sept. 8-12.
Mighty Interstate; Dayton, Tenn.; (Fair) Warsaw 7-12.
Mowrer: *Edward; (Fair) Columbus, Ind., Sept. 1-3; (Fair) Islip, N. Y., Sept. 9-12.
Monarch Expo.; (Fair) Wallsburg, Ia.; Sept. 3-7.
Moore’s Modern; (Fair) Atoka, Okla.; Sept. 1-7; (Fair) Cordell 4-8.
Motor State, No. 1; (M. Frederick; (Fair) Wausau, 0. 31-Oct. 10.
Mound County; (Fair) Salem, Mo.; Sept. 3-7; (Fair) Hatt 8-13; (Fair) Mendon 1-3.
Mullin’s Royal Pine; (Fair) Spring field, Me., Sept. 4-7.
Murphy’s Northern State; *Ray Hershey Hunder; S. D., (Fair) Cedar Rapids 3-4; Pierre 5-7.
Myers; Sonny; Caldwell, Kan., Sept. 2-6.
Nolan Am. Co., No. 2; Akron, O., Sept. 2-7.
Ohio Expo.; (Fair) Riallond, Rawlins, Sept. 4-8.
Ohio Northern; (Fair) Doerksen, Ark., Sept. 3-5; (Fair) Greenfield, Ohio, 7-12.
*Owen; (Fair) C. A. Rank, C., Aug. 3-7.
*Olson: (Fair) I. P. Page; (Fair) Prescott, Tenn.; (Fair) Waverly 7-12.
*Page, Mrs. W. E. Page; (Fair) C. S. Page; (Fair) Waverly 7-12.
*Palm, Mrs. W. E. Page; (Fair) Waverly 7-12.
*Palm; *Blackie Jones; (Fair) Farmingdale, N. Y., Sept. 5-9.
Palmetto Expo.; *John Lytle; *Al. Newberry, N. C.; (Fair) Pittsburg 7-12.
Parker; *Parker, J. W.; (Fair) Union City, Tenn., 3-5.
Penny Am. Co.; *Richard Gilmour; (Fair) Indiana, Pa.; (Fair) Ebensberg 7-12.
Perkins; *H. W. Moulton, O., Sept. 12-17.
Perkins; *J. A. Moulton, Idaho; (Fair) Idaho, Sept. 12-17.
*Peterson; *Lawrence; (Fair) Olathe, Kan.; (Fair) Bluefield, W. Va., Sept. 12-17.
*Peoria; (Fair) Columbus, Ind.; Sept. 1-3; (Fair) Peoria 7-12.
*Perette; (Fair) C. A. Rank, C., Aug. 3-7.
*Pepe; (Fair) Waverly 7-12.
*Page, Mrs. C. B. Clifton; Oregon, Mo.; Sept. 2-5; (Fair) Cape May 10-13; (Fair) Waterville 24-72.
*Page, Mrs. I. B.; (Fair) Waterville 7-12.
*Page, Mrs. I. B.; (Fair) Waterville 7-12.
*Page, Mrs. W. E. Page; (Fair) Waverly 7-12.
*Page, Mrs. W. E. Page; (Fair) Waverly 7-12.
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LEATHER ANN WANTS


ALL AGENTS CONTRACTED FOR UNIT #1. OPENING ABILENE EARLICK, AMARILLO, WACO AND PEARL, TEXAS. REPORT TO ABILENE NOT LATER THAN SEP. 10.

We need a few more Agents. Address Jack PAGE, or JOHN HANEY, 6/Mont Young shows, Bingham City, Utah. P: S: Jimmy O'Day, Slim Anderson, call me at Bingham City, Utah.

WASHINGTON COUNTY FAIR, September 7-12.

FRONT ROYAL, VIRGINIA

WANT: Ball Games, Pitch-Till-You-Win, Cork Gallery, Balloon Dart, Bear Pitch, Clutha, Class Hops, High Striker, Slalom, Rides. Contact Smiley's Amusements, Craigsville, W. Va., call 905-17. Fax phone in answer.

JOE WILLIAMS WANTS

For Muncie Young Shows, Agents for State Fair, Salt Lake City, Utah. Need full crew for Swinger and Buckets. Want 2 Men for Push-Up Cake. Also Clerks for several Hanky Pans. Need good Wheat Man for Ham and Bacon.

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AUGUST 31, 1959
THE BILLBOARD

BEST MERCHANDISE BUYS

COMMUNICATIONS TO 188 W. RANDOLPH ST., CHICAGO 1, III.

DIRECT FROM
WEINMAN'S

JEWELRY & COSTUME JEWELERS

NEW!

FAMOUS MAKE WATCHES

ACE TOY

Scatter Deluxe PACKARD JEWELRY

Bracelets, Single and Multi-Strands plus Earrings. Guaranteed.

Twenty beautiful 27" necklaces. Each $18.00.

$49.00

ACE TOY

Weinman's Gives You The "Works" FREE with your order

WOMEN'S NEW RHINESTONE WATCHES

FAddy'S

6 Atst'd Watches:

$42.95

BATTLESHIP KIT

$5.90


GREENING CARDS

Line of religious, silver anniversary and Southern beauty Christmas cards. Premium silver-plated necklace with white cameo on blue background is offered in a gift bag. Also carry a line of ceramic ring cards and low-priced gifts. Southern Greeting Card Company, 678 North Hollywood Street, Memphis 12.

FOAM RUBBER MOP

Self-wrining foam rubber mop has positive roller action. Remote control keeps hands away from dirt and water. U.S.raylon foam rubber mop scrubs, washes, waxes, dusts, cleans fine floors. Self wraps in 14- and 10-inch sizes. Dayless Manufacturing Company, 10 West North Western Avenue, Chicago 18.

GREETING CARDS

Line of religious, silver anniversary and Southern beauty Christmas cards. Premium silver-plated necklace with white cameo on blue background is offered in a gift bag. Also carry a line of ceramic ring cards and low-priced gifts. Southern Greeting Card Company, 678 North Hollywood Street, Memphis 12.

CATALOG NOW READY—Write for Copy Today

IMPORTANT: In writing the Power Source Advertising Dept., please state your business and type of goods you are interested in.
Arkansas


Ohio

BELL SPECIALS

10” (or larger) Bear

Fuller Rep. (or cheaper)

$3.00

26” (approx.) Bear, 60 lbs.

No. 100

+$1.40

WASHINGTON

$36.00

WYOMING

$45.00

VIRGINIA

$36.00

100” (approx.) Bear

No. 100 Exclusive

$62.00

WELL SALES CO.

1042 TQ.

AUGUST 31, 1959

MORE NEWS NOTES

by Jack Scharding about pitch folk working Illinois State Fair, Springfield: Holding large dog, and looking out plenty of horoscopes were the Chans. Mrs. Chan, with a million-dollar smile, seemed to be working, and they can’t miss getting their share of money given decent crowds. The Rocko Brothers, with a young worker who knew how to handle the pole over his message and set up a collection of cookie cutters and other items. Jimmy Allen, who is well known in the people business, was introducing the new automatic per for a $1 act and getting some real passouts. Allen displayed top form in working before big crowds. Harry L., who has been working in Illinois for 10 years, displayed something new which should get money. It’s a big machine called the Electric Brain. On a slip of paper on which the cert announcement “What will this machine say about me?” is posted in the machine, the con-
REGULAR CLASSIFIED ADS

Set in usual woodcut style, one paragraph, no display. First line set in 5 pt. type, balance in regular 5 pt. upper and lower case.
RATES: 2c a word, minimum $4 CASH WITH COY.

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

DISPLAY CLASSIFIED ADS

Attract more attention and produce quicker and greater results than the use of larger type and white space. Type up to 14 of permitted. No illustrations, reserve, or other decorative motto. One at rule border on ads of one inch or more.
RATES: $1 per page line, $14 inch. CASH WITH COY unless credit has been established.

FORMS CLOSE WEDNESDAY FOR FOLLOWING WEEK'S ISSUE

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

YOUR OWN BUSINESS - SURE, FREE, MONEY MAKING, EASY. TELL ALL YOUR FRIENDS. WRITE TODAY.

MAKE MONEY, MAKE MONEY, MAKE MONEY, MAKE MONEY.

CLOSEOUTS - FREE CATALOGS KEEPING YOU IN BUSINESS. ACT NOW. SEND NO MONEY FOR CATALOG.

Cat. No. 573 A, Dept. 400, Major Mail Order Co., Inc., 741 State St., Toledo, Ohio.

YOU MAKE IT, THEY MAKE YOU MONEY. SEND NO MONEY FOR CATALOG.

FREE CATALOGS KEEPING YOU IN BUSINESS. ACT NOW. SEND NO MONEY FOR CATALOG.

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FREE CATALOGS KEEPING YOU IN BUSINESS. ACT NOW. SEND NO MONEY FOR CATALOG.
RAIN GREETS CNE

- Continued from page 60

oriental refugees from burlesque who should have been there. George Gobel is an affable and deft patterer. And above all the dance bands engaged by Bands and Midget Arthur are zesty and varied.

Harry Bruce In The Globe and Mail: "Color—lavish and splashy— is the keynote of this show, most lively grandstand shows in the history of the Canadian National Exhibition."

"But you can't help seeing it, and the foreground has to numbers, numbers, exploding into violent rainbows make it worth the money."

"...but rarely hilarious."

"...self-balanced and fast-paced, bright and surprising."

Hugh Thompson in "The Toronto Star": "Premiere negro time last night at the final rehearsal of the CNE grandstand show, it looked as tho the star, George Gobel, wasn't going to get off the ground. He finally hit his stride and delivered some funny material.

"...Impertious Jack Arthur made the mistake of not making up to his star's apparent."

"...all praise to Midget Arthur for handling his arrangements. Titles...

Hamburg

- Continued from page 60

Sullivan's hand, booked thru GAC-Ham立。 There was also free music provided on the street, where a picnic grove has been created. An antique bandstand, constructed of cement, was re-erected and shifted, and surrounding tables and benches. Clayton Fatty Jr.'s hand played.

Under canvas in an interesting experiment was old-time Park Dan Plan. Sponsored by Frank Wall of WGR-TV. Live music was provided with admission being 15 cents a person, 25 cents a couple. Time of music was kept within reason. The operation was tapped a success. Parking was handled better here more than 20 years ago. Price of $1 was charged for long acceptance thru the area. The Buffalo Courier-Express devoted a cover color page to the fair and midway on opening Sunday (23).

Radio Coasters, known as "The King Radio Gold Coasters," are the key map of the grounds. WBTN-TV carried live coverage on days 1 and 3. "Spokesman of the Press" programed many hours of radio coverage daily, throuth the Fair. Other media..."

Colo. State Fair

- Continued from page 60

Circus, a collection of 14 acts that held 12 daily performances.

Advance sales for the RCA rodeo brought in by Harry Knight and featuring Rex Allen were reported too, too, too, too by George Gobel as being big. This attraction will close for the final three afternoons and evenings.

Art B. Thomas Shows were indeed better than expected in view of the steel strike which caused the cancellation here in Pueblo. Mouse, Scrambler, and Jumbo sides were running in that order.

Fair spent some $25,000 on improvements this year and Fugupe has submitted a 10-year plan improvements to the State Fair Commission.

III. Unhurt – Continued from page 61

opening night, went on before 3,350. The Tandem is $1,200,000 and a 1:32,000. Motorcycle races on closing day were won by a crowd of 17,002, up from 16,159 last year. The auto race crowd Saturday (23) totaled 19,352 persons, about the same as last year.
BULK VENDING
Communication
izations to 188 W. Randolph St., Chicago 1, Ill.

7 TONS OF PENNIES PER YR.
Family Pitches in to Help Busy Pa., Op Build 900-Machine Route

RAY BORGIA scoops in the pennies in his Erie, Pa., shop.

ERIC, Pa.—Pennies, not from heaven but from the hands of over 900 bulk vendors, have made Ray Borgia one of Erie, Pennsylvania’s successful young men.

But the pennies, about seven tons of them, represent a lot of ingenuity, care and plain, hard work, mostly Ray’s, but also on the part of his two sisters, two step-sisters and stepbrothers and some in-law.

At 28, Ray is sole owner of Rockart Enterprises here, with bulk vendors the backbone of his business. His story is another classic in the good old American Horatio Alger tradition. He was born on July 27, 1931, in the little town of Sun Lucido, Italy. At the age of four, he and his mother came to Erie to join his father.

Ten years later, while he was attending Erie Technical high school, his father died. Ray worked as a pin-setter in a bowling alley to help support his mother and two younger sisters. When he was 16 he quit school and went to work as a clerk in a shoe supply store.

Four years on this job, he found employment in a plastics plant where he learned quickly. In less than two years he became a die-setter.

Faced with the draft, Ray in 1955 enlisted in the Navy. He served four years as an electrician and saved every penny he could manage. Highlight of his service years was a cruise in a Mediterranean and a seven-day leave in his native town in Italy. Ray today speaks both Italian and English fluently.

On his honorable discharge in 1959, Ray returned to his plant job and enrolled in a night school for veterans where in 14 months he gained his diploma completing the equivalent of three years of high school.

His first venture in bulk vending came in July, 1957, when he acquired six pinball machines. To his first time from his plant job, he built his pinball route up to 75 stops and then branched out into ball gun vendors, buying a dozen machines.

When an opportunity came to buy out an elderly operator who had decided to retire, Ray was ready. With his Navy savings and a loan from his plant credit union, he bought 600 machines at The Billboard quoted $10,000. Shortly afterward, in June, 1958, he quit his plant job to devote full time to vending. He decided to concentrate on ball gun venders. Ray had a hard time getting financing for 600 machines and finding spots for them. He was fortunate in making contact with a supplier who had faith in him and extended him credit.

Today, that same supplier gets all his business. This year his business will amount to some eight or nine tons of ball gun fill, alone.

Ray’s route covers the city of Erie and the Lake Erie spur of Pennsylvania extending about 60 miles from the Ohio to the New York State lines. Eighty-five per cent of his business is in Erie with a population of about 140,000. The others are spread throughout the metropolitan area with another 80,000 persons. His next expansion will be toward the south, Meadville, about 45 miles away in Crawford County, with a population of about 25,000, and Corry, 6,000.

Multiple vending is not for this (Continued on page 83)
CALL to OPPORTUNITY! Phone, Wire, Write
New Pearlized
OVAL POP-IT BEADS

POP-IT BEADS were making tons, butting with 100% existing a open market.
I compete.

Ray, has learned. Most of his spots have only one vender; about 20 per cent have two, and only a very few, three.

It takes Ray about two weeks to service all his stops. He has the district divided into east and west and covers at least 30 spots a day. When he finishes the east side, he starts on the west. There is a card for each vender in his records. At present, he is content to clear $11 per month per machine. If his record shows that a spot is not paying, he pulls out the vender and looks for a better location. He estimates he sees each of his spots every month.

Ray is very proud of the quick release system he has designed. He is considering patenting the idea. He estimates it takes him only a minute in a stop to change venders as compared with 15 minutes required by other operators. He spends part of each day looking for new spots. He says he has had to remove very few venders once he has been allowed in a spot on a trial basis.

He attributes his success in getting new spots and holding his old ones to his merchandising and his service. Ray is proud of his record of having passed every city health inspection with flying colors. Each bowl brought in is sterilized and meticulously washed. The filled machines in his store room really sparkle. He has designed his own system, also, for filling the bowls. Members of his family assist him in this phase of the operation.

800 Gum, Charm

About 800 of Ray's machines are bulk gum and charms. He also has some 100 capsule charm venders. Here, too, his merchandising has led to some innovations. He has designed an attractive display card which is placed in front inside the bowl. Customers can see at a glance the charms available. Ray classifies stops as: A, corner grocery stores; B, drug and candy stores; C, soda fountains and dairy bars.

He has a contract with a chain of grocery stores but does not consider them among his best stops. He has very few restaurant and bar locations. While he considers gum balls as his bread-and-butter fill, he plans to experiment with ball gum, miniature jaw breakers. He hopes also to establish a new route of restaurant and bar spots with chlorophyll gum balls.

Ordinarily he pays $25 per month, but some of the better locations get as high as 40 per cent. At present he is negotiating with the Erie Blind Center to place machines in various stores with this United Fund agency receiving 25 cents as well as an additional 50 cents from his own profit.

To make the operation easier, he has sold his own car for servicing his route, but he plans to buy a Volkswagen automobile because of their economical operation. He estimates bowd breakage at some $300 per year but says insurance at the rate of $1 per vender in too costly to consider. An accountant handles his books on a contract basis and makes out his tax returns.

Ray faces tough competition from his straight-forwardness, industry and good merchandising make him a sure bet to succeed in bulk vending. His goal is a profit of $3 per month for each BV.

Unmarried, Ray resides with his parents and unmarried brothers and sisters at 418 Holland Street, Erie. There he can be sure that he has Ray perfects. His parents are George and Bernadine (as used in the machines, parts and supplies available for immediate delivery.

ELLINGWORTH Supply Company

659 Adams Street N.E.
Minneapolis 13, Minn.
Phone: Sunset 8-6972

MIDGET CAPSULES

FOR PENNY MACHINES

Now! With two tiny play dimes, $1.50 per M. for 5M or more. Three millions "Midgies" with full decks cards sold to date and still going strong.

AMCO MIDGET

SQUARE

CHARGES

SURE-LOCK, the perfect capsule. Pat.
ents No. 2932431. Outstanding dimes. Send 50c and receive 100 completely filled capsules. Contains our complete line.

FLAT PACK

PENNY

SURE-LOCK

KING

CHARGES

PENNIES

SURE-LOCK

FOR PENNY MACHINES

VICTOR VENDING CORPORATION

ELLINGWORTH Supply CO.

District distributor for

Appoints

MINNESOTA—NORTH DAKOTA

MIDWEST

VICTOR'S

CITY

WISCONSIN—MICHIGAN

VICTOR'S

PENNY KING

Appoints

VICTOR VENDING CORPORATION

BERT FRAGA

District Distributor for

WASHINGTON, OREGON, IDAHO, CALIFORNIA, NEVADA, UTAH AND HAWAIIAN ISLANDS.

Victor's complete line of machines, parts and supplies available for immediate delivery.

STANDARD SPECIALTY CO.

1028 44th Avenue
Oakland 1, California
Phone: AN 1-9037
Game and Music Machine Route Prices Constant

Chicago—If the prices commanded for game and music machines by routes in any one corner of the metropolitan area has come to the coin machine industry. A check by Billboard reporters in key markets has indicated that both amusement and game and automatic phonograph machine operators are selling for just about the same prices as they were a year ago, with no buyers selling.

Because of the value of routes varies in most areas, the average weekly gross (after commissions) is figured as the base, with the price going for the greater part of the total volume of business. However, the condition of equipment, the presence of contracts with locations, and the proximity of locations are other factors which determine price.

There is no rule of thumb.

In Chicago, Frank Padula said that the coin box route business is fairly stable. He figured the basis on the figure of equipment value other than location earnings on the Swenson Pinball Division has come to the coin machine industry. A check by Billboard reporters in key markets has indicated that both amusement and game and automatic phonograph machine operators are selling for just about the same prices as they were a year ago, with no buyers selling.

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There is no rule of thumb.
WHILE YOU'RE LOOKING AT THE NUMBER ONE PHONOGRAPH MILLIONS ARE LISTENING TO IT . . . ENTHRALLED BY WURLITZER TRUE STEREOPHONIC SOUND

WURLITZER
STEREOPHONIC-HIGH FIDELITY MUSIC SYSTEMS

THE WURLITZER COMPANY • Established 1856 • NORTH TONAWANDA, N.Y.
PRICES given in the Index are in no way intended to be "standard," "national," "set," or offer an authoritative reflection of what prices should be on used equipment, except, of course, to the extent that they are a handy guide for price ranges. Any price obviously depends on the condition of the equipment, age, time on location, the territory and other related factors.

MEAN AVERAGE. The mean average is a computation based on all prices of which a machine has been listed during the past 5 years. It is an average of high and low and to determine the median price level at which most of the machines are advertised for. Therefore, when the mean average is nearer the "high" line, this probably indicates the "low." The prices are averages, or "median prices."
ROY McGINNIS, president of J. H. Keeney & Company, sails for Europe Friday (28) on the U.S.S. United States. He will visit England and the Continent to see Keeney game and vending machine distributors and observe operating methods in Europe. McGinnis said that Keeney will introduce a new vending machine line for both the domestic and export trade.

Colucci Sells Record Shop

HARTFORD, Conn.—In what is characterized as merely an effort to consolidate personal operations, veteran Connecticut coin machine executive Ralph Colucci has sold one of his two Hartford Record Shops.

Donald Kahn of Scarsdale, N.Y., has acquired control of the Record Shop, opened two years ago, at the West Hartford Suburban Crossroads Shopping Plaza, for an undisclosed sum.

Ed Ratajjack
Continued from page 84

Ed Ratajjack does not understand the accusation unless the Palilser complaint is construed as a criticism of the current rock and roll trend.

“We in our industry try to keep programming of this type music to a minimum.

“We sell music. The overexposure of rock and roll rhythms on other media, free, makes this type of music a slow seller on juke boxes. “If our Waukegan friend would take the trouble to really look at the next juke box he sees, he would find that an average 200-selection machine is programmed with less than 10 per cent of the records he complains about.

“The balance of the programming covers the entire field of popular music; old-time favorites, walzers, folk tunes, progressive jazz, etc.

“We, as an industry, program more of this type of standard music than does any other segment of the entertainment industry. Our business is to cater to these tastes.

“We do not sell smut.”

(signed) E. R. Ratajjack.

HASTINGS, Neb.—The Music Guild of Nebraska will discuss the local and national public relations picture for the juke box industry, as well as copyright legislation at its next regular meeting September 12 and 13 at the Thunderbird Steak House here.

Again in 1959 Rock-Ola phonographs have proven their outstanding dependability in all types of locations. Factory sales figures show that more operators everyday are making the big switch to Rock-Ola because only Rock-Ola’s trouble-free phonographs assure a maximum of plays with a minimum of service.

For the biggest profit from each location, join the switch to Rock-Ola.

see the

THE ROCK-OLA

line at your nearest Rock-Ola distributor today. Your profits will be glad you did!

ROCK-OLA Manufacturing Corporation
800 N. Redline Ave., Chicago 21, Ill.
**Mr. Importer:**

We will have available for September delivery approximately 300 machines consisting of late model Gottlieb and Williams pinball, golf ball, and slot machines. Call our office for details or write us for a complete catalog.

**Trimmont**

```
Mr. Importer:

We will have available for September delivery approximately 300 machines consisting of late model Gottlieb and Williams pinball, golf ball, and slot machines. Call our office for details or write us for a complete catalog.
```

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### Coin Route Sales Activity Slow

- **Location:** Chicago
- **Time:** August 31, 1959
- **Source:** The Billboard

### Key Points:

- **Industry:** Coin-operated games
- **Focus:** Sales activity and market conditions

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**Coin Route Sales Activity Slow**

- "You have to go to the finance companies today to get the kind of money you need."
- "Gottlieb and Williams have not been in trouble for 15 years."
- "The market is not as unsettled as it was a year ago."

---

###器材销售活动放缓

- **定位:** Chicago
- **时间:** 1959年8月31日
- **来源:** Billboard

### 关键点:

- **行业:** 硬币操作游戏
- **焦点:** 销售活动和市场条件

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**器材销售活动放缓**

- "你不得不去金融公司今天才能得到你所需的金钱。"
- "Gottlieb和Williams没有因为麻烦而困扰15年。"
- "市场状况不像去年那样不稳定。"
```
produce a juke box well under $1,000 with less chrome and neon lighting.

Philadelphia Report

"There are hardly any jukes and game rooms up for sale in the Philadelphia area. As a business, there isn't much new blood coming into the business."

G. Frank, was the reply of every distributor and operator in the Philadelphia area, which includes Eastern Pennsylvania, Southern New Jersey and Delaware — asked the question: "Are there many routes up for sale?"

"There are more buyers than sellers," said Joe Esh, president of Active Amusement Machine Company. "When one route does come up, it is grabbed up quickly."

Father and Son

Hank Grant, of the International Amusement Company, said, "This is a father and son business. The only way to get in is take the business over from your dad. A man doesn't stand a chance."

Willard Workman, vice-president of Workman's Juke Box and Amusement Machine Service in nearby Chester, Pa., said that when a route is sold it is usually between two established operators.

He, too, went along with the idea that there are not many routes up for sale and not much new blood coming into the industry.

Max Brown, president of the Philadelphia Coin Machine Exchange, who expressed these sentiments.

Price Steady

As for financing, all agreed that it can be had. "There is one bank in Philadelphia that handles most of it," explained Workman. He added that the price trend has remained pretty steady.

As for figuring the price to charge for a route, the operator who is selling must take into consideration the market price of the equipment on the route and also the amounts of collections, along with good will. "It all depends on the route in question," continued Grant. "In addition to the market value of the equipment, the operator usually figures 30 to 40 weeks of collections."

Grant explained that the 30 weeks in usually pulls and 40 weeks music. "Good will is very important in figuring the price to charge for a route," remarked Ash.

So, the picture sums up this way in the Philadelphia area: There are not many routes for sale and therefore almost impossible for new men to come into the business. But if they can get an opening, the financing is here to be had.

Los Angeles Report

In Los Angeles, route prices depend on many factors. Operator spot checked in this area agreed that a starting point for setting a valubation would be 18 months take. Distributors are also some what in agreement in setting the basis of the inventory plus 15 weeks.

These are both starting points for operators agree there are many things which can affect the price. Music in San Fernando goes along on the 18 months' take but he adds the provision that the equipment must be all in above average spots. If the equipment is in the run of the mill and the take the same way. Henry believes that the value should be a year's take."

Charles Kossi of Long Beach said that he had not thought much about how he would assess a valuation upon his equipment, were he to sell (which he is not). As an alternative, he, basing his opinion upon what he has picked up from other operators, that the cost could be set by evaluating the equipment and adding the net to operator for 10 weeks.

Levi Formula

Walter Levi, who also operates in the Long Beach area, believes that the price of the equipment plus a set number of weeks' take would be a good way to arrive at the price. "If it is a real good spot but the equipment is old, perhaps the number of weeks' take should be increased," Levi said. "If equipment is new and in excellent condition then it could be set by the net to operator for 10 weeks."

Photos:

1 Penn-S. Picture. In excellent condition: Chicago, $1,400

2 Deposit — write to:

Superior Sales Co.
7115 Savery Island Ave.
Chicago 49, Illinois

ROSENBURG, COIN MACHINES

CHICAGO — The Auto Bell Novelty & Manufacturing Company has named David Rosen, veteran Philadelphia coin machine distributor, as the company's sales outlet for Eastern Pennsylvania, Delaware and New Jersey. Rosen, who has been in the business for 25 years, is also the Philadelphia Wurlitzer distributor. Joe Wasserman, Rosen's sales manager, will be in personal charge of Auto-Bell sales.

is added the money for 10 weeks, the buyer is stuck."

William R. Happpel of Badger Sales Company, which also has a business brokers license, believes that a price should be based upon inventory plus 15 weeks.

Ralph Cragin, manager of Minthorne Music, explained that his company did not make a practice of selling routes. His view on price setting is equipment market value plus 15 to 18 weeks. "If it is comparable merchandise, it could be 22 times the weekly take."

New Blood

Both Cragin and Happpel reported that new blood was coming into the field. There have been some recent sales of smaller routes to the larger operators, however. Carl Koski, of Koski & Company, would depend entirely upon the amount of money involved and whether the operator is a "dependable" one. Happpel declared that he had heard that operators were being advised to take three years. Happpel stated that the usual way for selling routes is 40 to 50 per cent down and the balance over 24 months. A few routes, he added, are being financed over 36 months.

One operator said that if he sold his route, he would have to get expert advice upon the tax situation as to how he would receive his payment.

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7115 Savery Island Ave.
Chicago 49, Illinois

**GIVE TO DAMON RUNYON CANCER FUND**
Memphis Seeburg Distributor Doubles as Bus Dispatcher

MEMPHIS—Sammons-Pennington Company, local Seeburg distributor, has completed installation of an ultra-modern sound announcing system for the Greyhound Lines bus station.

In the past, the bus dispatcher used a microphone to announce departure of all buses. He would reel off a dozen or two towns the bus was going to.

He would also have to announce the arrival of each bus at such a ramp, also listing the various towns it had arrived from.

Old System
For example, say a bus was arriving in Memphis from Los Angeles. The dispatcher had to note that the bus arriving at Ramp 11 was from Los Angeles, Phoenix, El Paso, Dallas, Texarkana, Little Rock, plus many stops in between.

So Greyhound officials got together with the background music industry and came up with this novel solution:

A second system was installed in the bus station. In the dispatcher's office is a wall box—similar to a jockey wall box—with intricate mechanism controlling dozens of recordings.

Connecting Phonograph
A connecting phonograph was installed in the kitchen. Loud speakers were strategically placed around the building where the announcements could be heard by all.

Then the bus company sent agents to Chicago and in one of the professional recording studios there had an announcer make a number of records announcing the arrival of each bus and all the stops.

Likewise, recordings were made for all bus departures. The records were brought back, put on the phonograph, the wall box properly numbered and the system went into effect.

Push Button
Now all the dispatcher has to do is announce arrival or departure of a bus in the bus bay in question. He pushes that button and the record plays.

"Coach for Atlanta now ready for departure at Ramp 5. Stops at Holly Springs, Miss.; New Albany, Miss.; Tupelo, Miss.; Birmingham, Ala.,... etc., with a dozen or two towns named."

Bus company officials are enthusiastic about the new system, and George Sammons, president of Sammons-Pennington, in just as proud his company was able to provide the sound system. The system is so progressively successful that the bus company has also installed at Chicago, Miami, Dallas, Birmingham, Jacksonville, Play, Atlanta, New Orleans, New York, Denver, Phoenix, Los Angeles and San Francisco. Other cities will also get it.

THE • to buy your used equipment!

WURLITZER

9400 AF $245.00
9300 AF $225.00
1600 A $175.00
1500 A $125.00

BINGO

SITTING PRETTY $95.00
ROCKET-OLA

1955 $495.00
1965 $395.00
1975 $295.00

UPLIGHTS

Big Horn $300.00
Chicago $275.00

S-BALLS

Bingo $275.00
Forty Five $175.00

UPHOLSTERY

New $175.00
Used $125.00

LEW JONES

A Special Surplus Co. (312) 781-9515

We manufacurate Horoscope Tickets for Genco's Grandma Fortune Telling Machines at Low Factory Prices

EMPIRE PRESS, Inc.

401 N. OLIVAN ST., CHICAGO 15, ILLINOIS

For Sale

TWIN PLAY

1000

One Player

LOCATION TESTED

TWIN WILD C.A

MANUFACTURED BY
GAMES, INC.

2950 N. Campbell Ave.
Chicago 18, 111.

The originators of electric weight freerating games.

EXPERIENCED COIN MACHINE REPRESENTATIVE

Will to take on an additional line which will not interfere with your present connection. Our line can be sold to the same trade you are now calling on. Potential earnings $15,000.00 per year. Write giving full information. All replies confidential.

Box 966, c/o The Billboard

188 W. Randolph St.
Chicago 1, 111.
Texas Cig Ops Fear
Results of Tax Hike

DALLAS — Will a cigarette smoker drop 35 cents into a vending machine as willingly as he dropped 30 cents?

Dallas vending machine companies will begin to get the answer to that question this week—and most are frankly fearful it will be “No!”

To compensate for a State tax hike from 5 to 7.5 cents per pack effective September 1, they are now in the process of upping cigarette prices at their machines.

But with vivid recollections of “the great increase” some eight years ago, when the quarter went out of fashion at the cigarette machine, the lament is it took all of this time to get people willing to put in an extra nickel. Now we got to do the whole thing over again.

The drop in machine sales may be as high as 30 per cent and may continue for “at least six months,” said Joe Dobson, president of Dobson-Canton Vending Service, Inc.

“This is the broadest spread we’ve had between cigarette machines, and the supermarket price since we jumped from 25 to 30 cents to 30, and, believe me, we’re going to feel it.”

Not all cigarette machines will charge 35 cents a pack, however.

Those placed in “street locations” — restaurants, tavern, service stations — will, but those located in “industrial spots” — primarily for the benefit of employees — will range as low as 30 cents.

Commission Factor

As explained by Milton Smith, vice president of Paramount Cigarette Vendors, Inc., companies that do not commission from the vending service will sell all cigarettes at 30 cents a pack, while those desiring a “low commission” will sell regulars for 35 cents and kingsize and filter tips for 35 cents.

And this situation may bring about a change in smoking preferences, suggested Dobson.

In machines that now offer two prices — 28 cents for regulars and 30 for the others — the regulars account for only 40 per cent of sales. But, when the king-sizers and filters are upped a full nickel, he expects regular sales to zoom anyway.

The tax plight of the cigarette salesman is well illustrated by signs Smith is preparing to post on his machines: “Cigarettes 19 cents, tax 16 cents, total cost 35 cents.

German Coin Show Draws Big Crowd

FRANKFURT-ON MAIN, Germany — One of the most impersive coin machine exhibitions ever held on the European Continent got under way Sunday (30) here as part of the Frankfurter-on-Main Autumn Fair. The fair runs thru Thursday (5).

While he equipment displayed was predominantly German, operators from all over Europe came to look and buy. A German organization called Deutcher Munt-Automatengesellschaft (German Coin Machine Day) has been set up and will run the coin machine exhibit beginning in 1960.

Hans Fischer, head of the organizing committee, said that German coin machine exports for last year were double the highest previous year.

FOR SALE

5 Watling model 1600 ready to go, .50 each.
3 Circus Uprights, $100 each.
FRANK GUERRINI
1211 W. Fourth St.
Lowewtown, Pa.

WURTLIZER

2100 ........................................ $479.50
2150 ........................................ 479.50
2000 ........................................ 425.00
1900 ........................................ 469.50
1800 ......................................... 375.00
1700 ......................................... 275.00
1600 ......................................... 200.00

CIGARETTE VENDORS

National 22M ............ WRITE
National 113 ................ $189.50
National 11ML ............. 139.50
Eastern Mark II ............ 199.50
Eastern, 8 Col. ............... 95.90
Smokeshop ................ 95.90
Keeney, 11 Col. ................ 89.50

Reconditioned, Refinished, Guaranteed.

SHAFER MUSIC COMPANY

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GREATER EARNING POWER
AUTO-BELL'S
NEWEST AND UNUSUAL
AMUSEMENT GAME

"GALLOPING DOMINOS"

WITH THE EXTRA "WILD FEATURE"

• MANY WAYS TO SCORE
• NEW MODERN CABINET
• LARGE CASH BOX
• NATIONAL SLUG REJECTOR
• APPROVED EVERYWHERE

SHAFER MUSIC COMPANY

314 E. 17th St., Erie, Pa.
Phone: CLeendale 2-3207
Wurlitzer Service Manager
Says Summer Sales Hold Up

JOE HRDLICKA, Wurlitzer service manager, gets an assist from a well known resident of Disneyland as he moves a new stereo- phonic joke box into position at the California funport.

CHICAGO—Joe Hrdlicka, Wurlitzer service manager, has completed a five-week Western tour of Wurlitzer distributors, and he reports that summer sales are holding up remarkably well, with stereophonic music doing much to stimulate these sales.

Highlight of Hrdlicka's trip was a visit to Disneyland, where Wurlitzers provide much of the music in the California park. He checked the new 100-selection mechanisms which have been installed in the Model 780, Columb-style cabinets, popular in the 1930's.

The original 24-selection 78 r.p.m. mechanisms of the machines have been replaced by a 100-selection unit, with ceramic pick-ups and new amplifiers.

During his trip, Hrdlicka talked with distributors and field service men in Denver, Salt Lake City, Seattle, San Francisco, Los Angeles, Phoenix, Tucson, Dallas and St. Louis.
EXCLUSIVE DISTRIBUTORS

BALLY

RECONDITIONED EQUIPMENT

These Bally Bowlers are exceptionally clean and in perfect condition. Slightly as well as in appearance. They’re all ready for location and a REAL GOOD buy for anyone who needs a Bowler. Also, they’re GUARANTEED to be satisfactory!

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