**HANK SNOW INKS 10-YEAR PACT WITH VICTOR**

NEW YORK—Hank Snow, who started to record country songs for RCA Victor in 1936, has signed a new 10-year contract that will keep him on the label until 1970. The new contract, according to Victor top chief Steve Sholes, adds up to one of the largest artist-label associations in the recording business. The pact was described by Sholes as “an expression of faith by RCA Victor in Hank Snow as a performer and a friend.”

Snow was signed to Victor by Hugh Joseph, A&R man in Victor’s Canadian affiliate, almost 25 years ago. Up to then he had held many jobs, from lumberjack to Faller Brush Man, and was then appearing on his first network program, “The Singing Ranger,” on the Canadian Form Hour. Snow came to the U. S. in 1944 and made his first American recording in 1948. In 1950 he signed a seven year contract with Station WSM in Nashville.

Snow became one of the first country artists to sell a million records with his hit “I’m Movin’ On.” He also has written many hit tunes, including “I’m Movin’ On,” “The Rooster,” “The Rhythm of the Boogie,” and “Makin’ Moonshine From Memphis.” Snow’s current Victor weathering is called “The Last Ride.”

HAPPY HOLIDAYS...
Rady Pacts

Trapp Singers

HOLLYWOOD—Rady signed the Trapp Family Singers to a long-term project Records contract and will record them in selections from Handel's Messiah and also Rodgers and Hammerstein Broadway hits based on the Trapp"'s life story. In acquiring the Trapp, Rady went out over a number of labels that were not interested in the group, who sought to up the group. After considering the deal with the Countess Maria Augusta Trapp whose book, "The Trapp Family Singers," had been published, Rodger and Hammerstein musical, the Trapp Family Singers were signed to the Trapp's version of the Rady show. The contract was signed last week. During the week that followed, New York to New York to handle the recording. Rady plans to release the discs within the next..

Heilicher Sale

To Lormar Hits

SNAG Via Press

CHICAGO—Sale of Records Unlimited, a Milwaukee distributor, to the operators of Lormar Disk Company, a former Chicago one-stone, was up in the air this week as conversations continued toward a close of the deal. The seller, Amos Heilicher, veteran Midwest distributor of Columbia and Mercury, confirmed a deal with a verbal agreement had been reached. One of

SEATTLE AIRERS SWITCHING TO 'SOFT SOUNC'

KDKA, Pittsburgh, and WIZ-TV, Baltimore, and eventually will be joined by the other CBS affiliates in the "soft rock" family, tentatively planning to be integrated into the "soft rock" disk items, KASY has adopted a programmed plan, according to the "soft rock" station.

Station KSRN here, recently adopted a new format emphasis on softer and softer sound during school hours, CBS is the KING is following the lead of its recent survey, which indicated that Seattle's airers want more "good music." Also leaning toward a "softer sound" is stations KJR and KXL.

Meanwhile Seattle's long-time "better music" station, KV, has started to spin more vinyl with slower tempos and fewer

Suit Reports

Anger Siegel

NEW YORK—Sidney Siegel, preso of Secco Records, has de-

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ing" recently published reports of lawsuits against his firm. Last week's action by the TPI regard-

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Siegel stated he had not been served with any papers in such a

(Continued on page 27)

IFPI Nixes

By BIEM

NEW YORK—Members of the International Federation of Phonograph Industry were advised this month by their director-general Brian Moore that they had received no appeal from IFPI on the distribution of transmissions of EMI National Society for a three-month extension of the three-year January 1

Negotiations for a new contract between BIEM, (European mech-

anical agency representing pub-

lishers and composers), and the IFPI have reached an impasse, and reg-

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(Continued on page 27)

Lubinsky to

Bow Sharp

NEWARK, N. J.—Herman Lubinsky, proprietor of Savoy and Gospel Records here, has started Sharp Records. The label is not subsidiary but rather, will be operated as a separate entity with Lubinsky's World Wide Records, the latter now a division of Savoy. The various mail order

Distributor on West Coast has already been lined up. The label will release albums and singles in both teen age, executive, and a home

category. Initial pair of releases is by James "Mutt" and an artist known as "Drick" Small.

Biggest of Year; 1959 Sales Up 22%

NEW YORK—Columbia Rec-

ords sales for the year 1959, the best year in the firm's history, were up 22 per cent over the year 1958, according to a yearto-year statement issued today (28) by Goddard Lieberson, president of the company. The statement was made by Goddard Lieberson statement noted, "COLUMBIA has gained 20 per cent of all its disc sales. An additional achievement, inasmuch as all other record companies have shown losses in their respective shares of the market." The yearto-year report states that Columbia's registered gains of 29 per cent over the previous year in both albums and singles product. "At the same time, while industry single sales declined considerably, Columbia volume in this category rose sharply." The statement concluded.

The distributors noted that contributing significantly to increased volumes was the sale of a "one dollar" album, which now has a membership of more than 1,000,000, making it the largest record album in the Columbia Transcriptions, according to the statement. The Columbia volume in 1958 was 21 per cent of Columbia sales in 1958 and 50 per cent of the Columbia's retail outlet registered gains of 27 per cent over the previous year in both albums and singles.

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(Continued on page 27)
Labor Blasts Air Standards

WASHINGTON — The AFL-CIO today blasted a Republicans, pointing to a building in the Senate that featured a sign reading "Mungering" among the giants of the broadcasting industry. In an editor article for the "Washington Post," a key New York Republican newspaper, "the Harris Committee, now investigating TV, will dig into the whole issue of what broadcasters have been doing with their airwaves, living up to regulatory standards."

To a shocking extent, the sponsor of the bill, that work for them have taken over. Top TV management has been willing to accept the role of "the sell TV," believing that it has no power in the matter. It has promised that it would be better, and adds its hope that the Harris Committee will investigate, will take all aspects of sagging morale on the airwaves.

Nobody wants government control, but that doesn't mean the government must stand by and let it happen. This is a battle, and it can be long — and probably will be — but let's not forget that it has power in the matter. It has promised that it will investigate, and it's up to us to see that it does.

M-G-M Sets Dance Party Promotion

NEW YORK — M-G-M Records will hold a "Top 10" TV dance party in the South and Southeast to promote an album of current M-G-M records. The album, called "Top 10," is a record subscription service for radio stations and will be made on a monthly basis. Under the plan, commercial air stations must subscribe to a minimum of 50 albums per year at a cost of $30. The station will have the option of getting service on either mono or stereo versions of the disk releases.

New UA Radio Service on LP's

NEW YORK — United Artists Records has launched a new album subscription service for radio stations. The new service will be made on a monthly basis. Under the plan, commercial air stations must subscribe to a minimum of 50 albums per year at a cost of $30. The station will have the option of getting service on either mono or stereo versions of the disk releases.

POP GO THE SINGLES

Country Artists Hit On 'Hot 100' Chart

NEW YORK — Country and western artists continue to gain ground in the "Hot 100" charts. For example, the Billboard's "Hot 100" chart for June 28, 1959, shows that three C&W artists are newcomers to the chart. The chart includes the top 100 songs of the week, and the "Hot 100" is based on airplay, sales, and other factors. The "Hot 100" chart is an important indicator of the popularity of country and western music.

Dot Pushes Boone, Prima In Italy

HOLLYWOOD — Dot Records has announced the promotion of several new artists, including Boone, Prima, and others. Dot Records is a record label founded by Pearl Bailey and managed by Tony Bennett. Boone, a popular swing singer, has released several successful singles for Dot Records, and Prima, a new artist with the potential to become a major star, has been promoted heavily by Dot Records.

Japan-Made 33 Singles

TOKYO — Nippon Columbia announced plans to release a series of seven-inch stereo 33 1/3 rpm singles early in 1960. This is the same company that released the first stereo recordings in Japan, and it is expected to be a major step forward in the development of Japan's music industry.
Coming Next Week in the January 4 Issue

The Bigger and Better-Than-Ever

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to help you buy . . .

to help you sell . . .

TO HELP YOU MAKE MORE ALBUM PROFITS!

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Special Timely Art and Copy Theme for Page One of Every Issue!

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10 Big Colorful Issues of 1960

IMPROVED
Best-Seller Charts

CAPSULE DESCRIPTIONS
of the outstanding albums of the past month

30 OR MORE
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Dealers: Place Your Order NOW... TODAY!

AUDITION, Billboard Bldg., Cincinnati 22, Ohio
I want to increase my profits from album sales. Enter my order for each new edition (10 a year) of AUDITION as follows.

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NEWS REVIEW

Cavalcade Of French Operetta

NEW YORK — The availability here on the Pathé label of a group of French light operas on discs only recently again enables Americans to purchase some strangely items. In the past, several of the LP's from the series were available on the Vox label, but subsequently were withdrawn.

Pathé now provides these and several others which, in effect, offer a survey of the French musical theater from 1848, when Of- franbach's "Orphée in the Under- world" was produced, to 1944, when Poterat's "Chanson Gitane" was first presented.

In general, the music, singers and orchestras are of good quality, albeit there is variation from disc to disk. Such organizations as the Larmesnore Orchestra (which will play here next year) and the Cheurs Raymondel Saint Paul, do a job that ranges from steady to brilliant. The same can be said of vocalists of the calibre of Michel Dens, Michel Moux, Lina Dachary and other front-line stars of the French musical scene. The productions, all boiled down to a single disk, are tastefully done. Even the Viennese items by Johann Strauss, Lehar and Oskar Straus, also done in French, sound appropriate.

A bit stranger to American ears are French lyrics to the famed old tunes from Frömm's "Rose Marie" and Youman's "No, No, Nanette," each show sharing one side of a single disk. But "Neddy Love Cal" in French can sound charmingly different.

While none of those is apt to become a big selling item, there is likely to be some interest from theater fans, students and Francophiles.

Valve De Vienne, DTX 30118; Phi-PHI, DTX 30119; La Veuve Joyeuse, DTX 30123; Le Proies, DTX 30114; Chanson Gitane, DTX 30147; Rigolette, DTX 30130; La Veuve Joyeuse, DTX 30146; Rose Marie—No No Nanette, DTX 30146; Chanson Gitane, DTX 30147.

STATEMENTS

NEWARK — Apex-Martin, new distributor here headed by Joe Martin, became the distributor of Everest Records this week for Northern New Jersey. In addition to Everest, Apex also added two other new lines, Winter Records, and Ve-Tone Records. Martin opened his distributorship here three months ago.

HOT 100 ADDS 16

NEW YORK — Sixteen new sides debut in this week's edition of the Hot 100. These are:

58. He'll Have to Go—Jim Reeves, RCA Victor.
59. White Christmas—Bing Crosby, Decca.
61. Don't You Want Me—Stonewall Jackson, Columbia.
67. No Love Have I—Walt Disney, CBS.
72. Where or When—Don and the Belmonts, Laurie.
78. Down By the Station—The Four Pennies, Capitol.
83. Bonnie Came Back—Dusty Eddy, Curb.
98. Promise Me a Rose—Anita Bryant, Carlton.
99. Lonely Blue Boy—Conway Twitty, MGM.
103. Something Mean and Low—Don James, MGM.
104. Do-Re-Mi—Anita Bryant, Carlton.
111. Harlem Nocturne—Vicoots, Madison.
110. Darling Lorraine—The Knockouts, Shad.

GUY LOMBARDO, Capitol Records artist and entertainer, says . . .

"By reading The Billboard, I can easily spot the trends..."

I regard reading The Billboard each week as necessary as eating three meals each day. It is my way of keeping up with things. At a quick glance, I know which tunes are the national favorites, and I can then judge which of them to add to my book.

At the same time, by reading The Billboard I can easily spot the trends, and this has often proved to be a valuable aid during recording sessions, etc.

Of course, The Billboard also helps me keep track of my friends in the business—through reading The Billboard I know of their new affiliations, their successes, their failures and their whereabouts.

The Billboard / THE COMMUNICATIONS CENTER OF THE MUSIC INDUSTRY
The latest inflatable Globe on the Globe • The 45-stone-high nylon balloon • "Theater of the Stars" • Pan Am's gold-metal-winning Brussels Fair Exhibit. 

Exhibit includes: 
1. Airtight dome, encased, sealed, tube-pipe collages with mooring balloons. 
2-120-D.P., 220-diameter pipe blowers to maintain internal pressure. 
3. 250-ft. public serenity skywalk at center. 
4. 40-35-ft. public serenity air-vent. 
6. 2-120,000 lb. fans steel for display of the presses. 
7. 2-200-watt, site projects. 
8. Plantarium project including control panel for starts, speed effect, 
9. Complete sound system. 
10. 2 sound recording units. 
11. Complete 600-sf ground level and park facilities. 
12. Covered view deck. 
13. Complete 600-sf ground level and park facilities. 

For sale, a mobile trailer to seat 20 or stand 200 which can be transported in a trailer. Always front page news in every city.

Perfect for transit shows, industrial exhibits or mobile theater. A $250,000 value. Priced for quick sale. FOR Los Angeles, New York or phone your offer to Pan American World Airways. 

FOR SALE

The Billboard

DECEMBER 28, 1959

CONCERT REVIEW

Fine Stravinsky, Berlioz Readings

Two works performed at concerts in New York during the past week deserve new recordings. One, it is understood, will be made and issued by Columbia Records. The other should certainly bear consideration by the same firm.

The work which will be waxed is a new version of Igor Stravinsky's "The Rite of Spring," conducted by the composer himself. This will be the latest of a number of his major efforts which Stravinsky has conducted for the label, and will be the first stereophonic recording - a happy situation for the disposition of the musical forces the label will make for dramatic new-channel reproduction.

The work was performed Sunday (20) at Carnegie Hall as the piece de resistance of the first of four concerts held under Columbia auspices. At the four pianos, with the composer-pianists Samuel Barber, Aaron Copland, Lukas Foss and Roger Sessions, Violinists were Mildred Allen, Elmar Anglart, Regina Sarufsky, Loren Driscoll and RobertOlson. The forgetfulness of this work, which offers Stravinsky's impressions of a peasant wedding, was brought home pointedly by the cutting of the tape into the standpoint of the audience.

The other work referred to was Berlioz's Christmas oratorio, "L'Enfance du Christ," which was performed for the ninth successive year at Carnegie Hall by the Little Orchestra Society led by Thomas Scherman. A performance by the group once was in the Columbia catalog but was deleted some time back. As performed on Monday (21), with French voices and conducted by Florence Kopell working with baritone Martial Singer and tenor Leopold Simoneau (both veterans of the earlier waxing), the group offered a selling performance of a lovely and almost uninhibited work, one which deserves a stereo outing.

TEEN MERCHANDISING IN NOVEL DISK HOOK-UP

NEW YORK — In a move to keep up with the rapidly changing record field, Abercrombie & Fitch is manufacturing their new "Teen" disk and record line directly for the teen market. They are offering a new line each month to dealers.

The disk has also been getting strong orders on "Dream Concerts," by Puccini and Tchaikovsky, which "The Village of St. Bernardette," by Rosemarie June, "Walking Star" by the Janus and "De Gaulle's" by Eddie Hooland. A line has started a new monthly album subscription for radio stations and dealers. Every new plan subscriber will be supplied with a different selection of UA LP's each month. The list must agree to a minimum of 50 albums a year for a minimum of $50. The albums may be either stereo or monaural.

Connahill New Cash Mgr.

HOLLYWOOD—Singer Johnny Cash has named Stewart Connahill as his new cash manager and has established offices for his Johnny Cash Enterprises at Sherman Oaks, Calif. Music Corporation of America will continue to represent the singer for future pictures and television.

Connahill has been in personal management for the past six years and has booked Cash's road appearances for much of that time. "Audience response to Johnny's many TV appearances both on variety and dramatic shows, have made him one of the most in-demand singers in the business, for personal appearances," Connahill declares. "During the past eight months, he has toured nine different countries and 42 States, appearing before a combined audience of well over 2,000,000 paying customers."

Editor Offers Payola Curbs

NEW YORK — In a blast against payola, Roy Anderson, editor of "The Billboard" magazine, wrote that the National Broadcasting Co. (20) has announced an agreement for the purchase of the total output of Arley Fites.

Greenleaf told the 18 district managers and others at the meeting that Conn sales for 1959 have exceeded the 1958 volume by 10 per cent. Rapid movement of merchandise has left inventories at low levels. Conn held his main offices here, the sales meeting adjourned Friday (19).

WANTED

Lead record industry manufacturer with wide distribution of quality, performance sales men, for the NorthEast. Call Andy Towe, W.A. 2-6071.

WANTED

Large independent record manufacturer with wide distribution of quality, performance cards, for the Northeast. Call Andy Towe, W.A. 2-6071.

Editor...

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Exhibit includes: 
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9. Complete sound system. 
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11. Complete 600-sf ground level and park facilities. 
12. Covered view deck. 
13. Complete 600-sf ground level and park facilities.

Pan Am World on Wilshire Plaza, Michigan Blvd., Chicago, August 1959
The follow-up to "Joey's Song"

The New Sound of **Bill Haley**
AND HIS COMETS

with another smash instrumental hit

**SKOKIAAN**

and

**PUERTO RICAN PEDDLER**

DECCA 31030
Right off his hit, "Just As Much As Ever"

Bob Beckham

delivers another smash

CRAZY ARMS and BELOVED

DECCA 31029
The Double NARAS Award Winner

Bobby Darin

Mr. "Mack, The Knife" belts out another great hit

HEAR THEM BELLS

and

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DECCA 30031
America's Singing Sweethearts

THE

McGuire Sisters

with a sure fire smash

LIVIN’ DANGEROUSLY

and

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CORAL 62162

You'll generate extra sales when you display this full color sleeve.

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1960 CRYSTAL BALL DEPARTMENT

This is the season for crystal gazing, and it’s here to rest your imagination on. Just a reminder that the total number of Uncle Toms will swell next year may increase anywhere from 10 per cent to 20 per cent, and in some medium-priced, low-priced ratios, as much as 50 per cent.

Component stereo. The percentage gain should be handled, with large dealers stepping up their efforts to crack the non-audophile consumer market with products.

Tape cartridge stereo. An interesting dark horse for 1960. Earliest units will start moving in sales, al- though most of the top models won’t hit the market until late 1960 or early 1961. In this market, tapes will be of minimal concern.

FM car radios. They’re here now, albeit limited to a few models. If the industry sustains its 1959 production goal, there’ll be a market of some 6,000,000-8,000,000 new cars. Even a fraction of this total could spark interest.

Portable radios. The Japanese (see below) have grabbed a small but noticeable slice of the U.S. total in small transistorized sets. Leading U.S. electronics firms have been given plenty of competition in this market, even with new U. S.-made models.

Giving the crystal its final polish, it’s time to put it back in place. The velvet box, reserved for one thought, slightly left field at the moment. Earlier this year, ex-NBC-Television producer Dave Dorfman went on a trip to Europe to see some video-taping operations. told us of a quick look he’d had at a demonstration that may ultimately have an important role in photo recall.

Lown had visited the West German firm of Steinsel, over whose name Steinsel of Germany is the dis- tributor there of Apexx products. Officials there had a demonstration show, which they were just finishing up—armed with a miniature TV tape recorder designed for the semi-pro and home market.

The most striking feature was the form of the device, it being compared roughly to home movies. With the aid of a portable TV camera, the backs of TV tape footage of the children, then you go into the house, plugged the camera-playback into the TV set, and Tunee your own David Siskind. RCA has talked of a similar idea.

IF YOU CAN’T LICK ‘EM, ETC.

Some dealers may be interested to note that it’s possible to get on the Japanese electronics invasion with a financial windfall. The Company, better known as Toshiba, is due to increase its capitalization next month (part of the first public offering of its 85 yen stock) to a new high of $70 million.

January 14, stockholders of Recorder September 30 will be offered the right to subscribe to six additional shares for each 10 held at the rate of some 70 cents per share. A total of 25 per cent of the Toshiba stock is held in the U. S. (several exchanges trade in). and General Electric’s International Division already owns 1.2 per cent of Prof. Toshiba in the export market in 1958 were—dig this—over $120 million.

Toshiba, incidentally, is taking a lead from the marketing book of major American firms, recently launching its first consumer study in Japan with the aid of U. S.-trained researchers. "No tremendous differences" were found between the tastes of the average American and American buyers in the home electronics field, with Japanese families wanting pretty much the same products and price ranges, and with Japan buyers quickly appreciating their new-found leisure time.

MORE CABLE STREET INTELLIGENCE

There’s been a trend lately among large U. S. distributor-dealers in audio components, package goods, and general consumer products. This move is part of the proposal comes from Lafayette Radio Electronics Corpora- tion, which has released a proposal to package a total of 785,000 common-stock shares (proposed price: $5 per share) in the near future. Chicago’s Allied Radio and New York’s Hudson Radio Corporation.

THOUGHT FOR THE SEASON

We’ve been a little tardy in notet an event which proves that it’s a wise dealer who knows his holiday stock. Llewellyn M. Culbert of Milwaukee shipped a portable phono from a local dealer, but made the prime mistake of returning it to the same shop for repair when it didn’t work.

By C. R. S.

Predicts '60 Tape Buyer Now Wants Brand Names

Dallas Dealer Finds Most Prospective Demand Specific Trademark of Else

BY ROBERT LATIMER

DALLAS — Where during the earlier days of stereo merchandising, brand names were of little or no importance, it is found today, as the retailer looks over his stock, that brand names are of great importance. It is not uncommon to find the high-volume tape recorders like those of Tite-Goetinger Company of Dallas, and other manufacturers, that will show a sales slip of 50 or 100 units in one week.

While only a year or two ago, when stereo first came along, the average customer listened for the tone and sound reproduction of stereo equipment, and bought on the basis of the manufacturer’s reputation, irrespective of brands, almost every prospect now demands a specific brand name, and "won’t be satisfied with anything else."

Consequently, whenever the big Dallas store stages a Stereo-Phonic Show, usually during the fall months of the year, instead of making it a general, a series of fire side demonstrations, the effect is that the people attracted by a brand promotion were not for more than one day, indicating that the average customer is very much "minded when it came to buying stereo equipment."

Inasmuch as Tite-Goetinger buys all of its stereo inventory in depth by brand, the retailer does not have to "switch" the customer who wants to pay more, or less for his equipment, the "brands approach" has proven the most profitable avenue to Stereo profits.

ELA Sees '60 Business Up

WASHINGTON — Growing public awareness of the availabil- ity of extremely high quality home entertainment reproduction instruments is significantly increasing the demand of more than 100 per cent in consumer "busi- ness," in electronic equipment for the 1960 year, according to the National Radio Industry Asso- ciation said last week. Among other beneficial statistics, ELA noted that in 1959 record players enjoyed their best year since the 1940's. The consumer, the overall segment of the electronics industry snapped up 16,278,746 record players during the recession year of 1958, a saturation of the high with a 28 per cent sales increase, in 1959, the Association notes. Manufacture- ers of consumer electronics prod- ucts totaled more than $2 billion in 1959.

Live Talent for L. A. Show

HOLLYWOOD—The 1969 Winter NAB Show will feature five entertainment, including the high and lows of the latest audio equipment being demonstrated. Also expected to appear on stage will be such big-name guests.

The entertainment that will be Dave Wierich and his band. The Wierich prog- ram will be the demonstration of Audio Fidelity Records which will be presented by Dave Wierich, who has performed at least 20 to 30 other events and has built up a name as a solid showman. The Hi-fi shows in particular have "operated five times without incurring so much as a single one of the large crowds, attended.

The day reserved for each line, all other brands are de-emphasized, while the featured brand gets the entire attention of the retailer, the benefit of a separate department, ample advertising, and, as well with literature, in-department displays, and similar assets being made available.

That this work can be seen is the fact that not all attend- ance for the last five-day show occurred when all lines were similarly distributed, two years before. Demonstrations carried out every two hours on a specific brand, brought such a "dif- ferent set of faces" that it was ob- served that the customer was conditioned to the following of the specific brand model.

A closer investigation showed prospects had experienced exception-ally good luck with a radio, television set, or even white goods. The result was the same as the stereo equipment being fea- tured. Whenever a prospect and the people attracted by a brand promotion were not for more than one day, indicating that the average customer is very much "minded when it came to buying stereo equipment."

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RAYMOND MASSEY

Reads

ABRAHAM LINCOLN'S

Own Writings and Speeches on

AUDIO BOOK 16 rpm Records!

To many a film- and theatre-goer, Raymond Massey virtually is Abraham Lincoln. No better choice could be found to read Lincoln's own words in what is in effect the Great Emancipator's audible biography. It is a sensitive rendering of 106 speeches, letters, notes, poems and miscellaneous writings chronologically arranged from the threshold of Lincoln's career at 23 to his last public address just three days before his death. From it emerges a living and very human Abraham Lincoln, a Lincoln still very much a force in modern America.

8 Records — 7 1/2 Listening Hours — $8.95
Audio Book 16 rpm records can be played on any four speed phonograph. Speed Reducer, $1.95, adapts 33 1/3 rpm phonographs to play Audio Book Records.

Abraham Lincoln is an ever popular subject! Get set for steady sales
Call your Distributor or write —

AUDIO BOOK COMPANY
St. Joseph, Michigan

Note to Phone Manufacturers
An extra-sell phone advertising issue — and a great way to get your 1960 trade ad campaign off to a swinging start! Suggest you schedule a strong ad message in Billboard's January 11 Winter Phone Buying Issue — deadline January 6!

WINTER BUYING NUMBER
January 11, 1960

This edition supplements the earlier 1960 Phone Directory Number, supplies all of the most important specifications about the new phone models added since then... brings the phone directory right up to the minute, rate distribution at the Furnishers

IRAEC Adds Custom Plant

ELKHART, Ind.—In conjunction with a program designed to supply the mailchiFL with a customizel self-sustaining reel-to-reel tape recorder in its new Crown line, International Radio and Electronics Corporation here is building a new 24,000 square foot plant. Up to now, IRAEC could offer a customized tape recorder, but a big

NIPPON COL. TO DEBUT PHONO PROMO CAMPAIGN

YOKOSUKA, Japan — As a reflection of the growing stereo boom here, Nippon Columbia has stepped up its marketing and sales promotion campaign built around three brand new stereo phonos models just released to market.

The firm has launched a campaign in which every buyer of the high-end model of three new stereo phono sets will be given a special coupon. Later an extensive drawing will be held in which a flock of lucky winners will receive prizes from the company. According to a source here, winners will hit the jackpot for Columbia products including one 17-inch TV set, three 14-inch TV sets, six tape recorders, 50 FM tuners, 150 transistors and other items. The campaign runs from now until next January 20.

The high-end unit introduced is model 531, a full stereo, two-unit set, which features a DSC (different signal control) system, which eliminates cross-talk and reproduces stereo sound as originally recorded. Model is composed of a three-speed stereo player, built-in, two-band, two-tuner stereo amplifier, two speakers and legs. The amplifier can receive stereo radio programs. This unit sells for $105.55.

Another set, model 520, is designed for small room stereo listening and is styled to fit either Japanese or foreign decor. Unit features two amplifiers, built-in, two-band tuner, two speakers, stereo player and legs. An FM tuner can be connected. The unit carries an $82.78 selling tag.

Model 111 is a monaural set, convertible to stereo play. Adapter kits are available for conversion. The basic unit sells for $43.89 by itself or $70.28 with adapter kits.

ML, Textron Negotiating Merger Deal

TULSA, Okla.—Midwestern Instruments, local firm which divides its manufacturing facilities between production of the Magnecord tape recorder line and a line of professional technical electronic measurement instruments, this week was in the midst of negotiation with Textron Electronics, a mushrooming division of Textron, Inc., Providence, R. I. Textron, Inc., is a major firm in the textile field, which three TE has branched out into as a seeker-after electronics' manufacturers.

(Continued on page 32)
NEW YORK: This past week the Everly Brothers and Archie Bleyer again combined their talents and came up with a great new sound. The song—"LET IT BE ME"—written by M. Curtis, P. Delanoe and G. Becaud, and published by Leeds Music Corp.—was recorded in New York on December 15th. The orchestra, conducted by Archie Bleyer, was augmented with strings.

This is the first time the Everlys ever recorded outside of Nashville—and the first time they ever recorded with strings.

The flip side—"SINCE YOU BROKE MY HEART"—written by Don Everly and published by Acuff-Rose Publications—was recorded in Nashville on December 13th.

This new release by the "BEST POP VOCAL COMBINATION OF 1959" (Cashbox Poll) is already creating much interest in the trade.
New York

Paul Anka is now enjoying a vacation via a Caribbean cruise. .

December 23, 1959

DECEMBER 28, 1959

Queen Kitty Still on Top of C&W Heap

One of the relatively few women to achieve fame as a country singer, Kitty Wells, a star of WSM’s “Grand Ole Opry” and a recording artist for Decca Records, was born in Nashville, March 30, 1919.

In private life Miss Wells is a married woman, and the mother of the popular country star, Johnny and Jack. The Wrights have three children.

Miss Wells was signed by Decca in 1952 and her recording “It Wasn’t God Who Made Honky Tonk Angels,” an answer song to Hank Thompson’s “Wild Side of Life,” was one of the top five country tunes of 1952. A few weeks ago Miss Wells signed a life-time contract with Decca.

Among her biggest successes were “Paying for the Back Street Affair,” “I’ll Always Be Your Foolish One,” “One Who’s Tired,” “Red Foley,” “Ooh, So Many Years,” and “Make Believe,” both with Webb Pierce. “Making Believe,” “Goodbye Mrs. Brown,” “With Roy Orbison,” and “Stop Loving You” and “Change of Heart.” Her records are all original cuts. Her charts are “Amigo’s Guitar.”

ARTISTS’ BIOGRAPHIES FOR JOCKEY PROGRAMMING

WNEW XMAS
Here’s a followup report on Christmas activities of stations and discos across the country last week... Staffers at WNEW provided Christmas music to New Yorkers for 24 hours, beginning at 8 p.m. Christmas Eve. The first disc to come on the air was that of singer Johnny Wright. An annual Christmas tree contest was held at the WNEW offices with the winner being presented with an amateur and professional prizes. The contest was won by the staff of WNEW and the prizes were donated by the Salvation Army, the NAACP, and the World Service Committee.

PAYOLA WEEK: Station WNTA, Newark, N. J., staged a “Payola Week” December 31, with the Salvation Army, the NAACP, and the World Service Committee presenting all the stations. The first disc was presented at 8 p.m. Christmas Eve. The winners of the contest were presented with a check for $1,000, a trophy, and a plaque.

HOLIDAY GIVEAWAY: Bob Hale, WMAY, Springfield, Ill., wishes you “I don’t know how it is in the rest of the world but in our little market we are getting more requests for religious Christmas music than we are for pop tunes. And this started about Christmas. This is great music to play, but what do you follow with Hale?” Hale adds “On Christmas Eve there will be a special show on the KGIK-FM in Chicago with a special speaker.”

HOLIDAY CARols: station KDKA, Pittsburgh, conducted a star-studded “Big K Mystery Santa Claus” contest during the holidays. Recordings by Doris Day, Perry Como, Pat Boone, Nat King Cole, Fontane, Patti Page, Deana Res, Johnny Mathis and Teddy Randazzo each recorded two songs. On one cut the stars—In a disguised voice—said that he or she was the Mystery Santa. Listeners correctly identifying any of the personalities received 100 mystery prizes ranging in value from 49 cents to $500. On Christmas Day, the station held its holiday greetings in their normal voices were aired by KDIA jocks.

Canada’s Dorothy Collins With German Tune

Dorothy Collins was born November 10, 1929, in Windsor, Ontario. Her early years were spent in Canada and the United States where she finished her schooling.

The throaty got her professional start in a unison effort with Scott Orr. A few years later she married Orr and for the next few years sang as a team, singing on TV’s “Your Hit Parade.” Since that time the couple has been on the United States and Canada many times. She is currently singing the Hot 100 with “Baciare, Baciare,” a German song sung in Italian and English.

YESTERYEAR’S TOPS—
The nation’s top tunes on records as reported in the Billboard

DECEMBER 25, 1954

1. Let Me Go Lover
2. Mr. Sandman
3. Need You Now
4. Teach Me Tonight
5. The Naughty Lady of Shady Lane

DECEMBER 26, 1954

1. Allow Me to Be Indelicately Yours
2. Love Me Tender
3. Coat Your Blessings
4. The Ole House
5. How Can I Help You to Forget

DECEMBER 27, 1954

1. Hold My Hand
2. One Man's Meat
3. Can Dream, Can't I
4. A Drummer's Holiday
5. Nothing But Love
6. Rudolph the Red-Nosed Reindeer
7. Don't Cry Joe
8. Dear Hearts and Gentle Dreams
9. That Lucky Old Sun
10. Jealous Heart

DECEMBER 28, 1954

1. Give Me Your Hand
2. Can You Take Me
3. Two Little Accidents
4. When the Levee Breaks
5. That Lucky Old Sun

DECEMBER 29, 1954

1. Casablanca
2. He's Not My Boyfriend
3. The Dance
4. It's Not Over
5. Joy of My Heart

DECEMBER 30, 1954

1. Too Late to Cry
2. You're Not Alone
3. The Little Boy
4. I Lost My Heart to a Vietnam Ranger
5. I Can't Help Myself

DECEMBER 31, 1954

1. Take Me Tonight
2. Girl From Shadyside
3. Just for a Day
4. Ooh, So Many Years
5. Love Is Just a Four-Letter Word

MUSIC AS WRITTEN

New York

Dixie Art Ford opened a restaurant in New York last week called Art’s Ford’s. The cover of the new Ella Fitzgerald album “Six Months In Seoul” is for a Belgian artist Benkoff, on commission from Verve producer Norman Granz. . . . Tina Robin will play the Showboat Holiday Inn starting January 19th. Bryant Mayhans, head of Co-Ed Records, now cut the road on a deejay trip. Synthetic Fibres is releasing a new series of albums on the Spin-O-Rama label called “Stardust Strings.” The series, four of which will be released this week, feature string arrangements of the music of famous composers. . . . Belgian music publisher Jacques Klinger returned to Europe last week after two weeks in the U. S., supervising his American operation.

Robert Long, Roy Drusky’s manager, informs us that Roy’s latest disc, “Pretender,” is getting lots of action. Drusky claims that his Tina, also with Drusky Management, is one of the first of the year to go television via WIV, Cleveland, effective Monday. . . . ABC’s “Medicine Man” is in town recently to audition local deejays for the job. . . . The Al Belletto Sextet, jazz crew, returned Tuesday (22) to Herman Kirkeby’s Piano Lounge downtown to remain thru January. . . . Roger Kurland, local Capitol Records sales manager, is considering opening a record store in the area in recent weeks with a “really big” promotion in the form of a huge planter, five feet in diameter, to plug the firm’s Christmas releases. . . . Von Dutch and Nervous. . . . Yet songwriter Haven Gellinpage is spending his Christmas with his stoop.

Pianist-singer Jacques Fud, who kicked up a storm with his entertaining in a recent three-week stand at the suburban Key Room here, opened Monday (21) at the Harkness in the Parkway Hotel. Fud was a standout in the first session of the R&B/70s show at the Key Room, a Decca talent, and recently appeared on the Marty Faye and Fran Allison TV shows in Colorado. Fud’s group, with a new horn section, is scheduled for a New York engagement January 12th.

“I Intimately Yours.” He is also set for the “Playhouse Penthouse, TV-er and the Jack Eagle radio show in January. . . . Jack Larson (Pratmity) spent Christmas with friends in Jamaica last week. . . . Frank Harmon, GAC nabi in Miami Beach, Fla, flew into town from L.A. on a tour date and accompanied by his wife, and son, Frank Jr., to spend the yule season with friends and relations. Harmon formerly headed up the GAC set-up here. Bill Sachs

Hollywood

Capitol Records is closely studying Columbia’s seven-inch single of Buddy Holly’s “That’ll Be the Day” as well as the chart debut of “Don’t Fall in Love” by the 33's3的速度。According to Capitol artist-representation veed girlfriend wife, Capitol Records sales manager is following Columbia’s progress. Once a sufficient market has been developed, Capitol can be expected to enter this field.

Paramount Pictures signed comedian-conductor Bernard Hermann to score “Psycho,” the next Alfred Hitchcock chiller. The film, starring Janet Leigh and directed by Hitchcock, will be filmed by Hollywood’s Universal-International studios. The film’s production schedule is set for the 16th. The film opens in New York on April 15th.

American Federation of Musicians’ Las Vegas Local 369 will screen the upcoming symphony film “Alfred Hitchcock Presents” with all proceeds going to the Southern Nevada Music Fund. Concert will be staged in the Dunes Hotel’s Arabian Room. Las Vegas’ sax virtuoso Ralph Gert will be the featured soloist. . . . Henry King early next year.

(Checked on page 10)
NOW WHEN YOU NEED IT MOST

Here’s the

Mercury

GO LIKE 60 PLAN

FOR JANUARY PROFITS

NOW! 22 1/2% OFF on STEREO!
12 1/2% OFF on MONOULAR!

These 10 brilliant new releases
Yours at 12 1/2% or 22 1/2% extra discount

Buy 10 Mercury Stereo and/or Monaural New January Releases (as illustrated) at this sensational extra discount, and this qualifies you to buy as many as 60 additional units from the regular catalog at the same fabulous 22 1/2% extra discount on stereo and 12 1/2% extra discount on monaural. Minimum order: 10 new January release units of any combination. Maximum order: Unlimited but must be based on 6 for 1 ratio. Plan starts immediately...Limited Time.

Deferred Payment Terms
Contact your Mercury salesmen or Distributor

IMPORTANT NOTICE
Effective February 1, 1960 suggested list for Mercury Classical monaural will be $4.98. You have an opportunity during this plan to stock the merchandise not only based on the suggested $3.98 list, but upon the 12 1/2% extra discount offered for monaural merchandise.
regular orchestra to be composed entirely of Las Vegas musicians. Program will feature Bill Reddy's Symphony No. 1, along with works by modern and classic composers.

Vocalist Tommy Sands opened last week at Las Vegas Sands Hotel, leaving a hospital bed to meet the engagement. Doctor has ordered him to remain in bed thrust his Vegas stay except for the time when he makes his two-a-night concert engagement. Also on the bill, Las Vegas's top all-star shingle, headlined by an artist-repertoire ex-cowboy Ken Nelson who will record future albums as "Sands and the Vocalist," manager, Ted Wick.

Capitol Records presented a Gold Record Award to Merle 
Duckworth, "Honky Tonk Blues," from his "50's Hits," at the Capitol Building. The Music Man," original cast album made at a party at Sardi's (New York), on December 26, will be played on玩 a television commercial. Presentation was made to producer-narrator Merle and Capitol Records.

MEMORIAL YEAR FOR MUSIC INDUSTRY ENDS

.. continued from page 14

many of the independent labels. By the end of the year the Dinners' Club was offering product from RCA Victor, Capitol, and Columbia, and in December Record ROUND readied two more models in the Dinners line. The other record clubs recruited Columbia Records Club (1905). Both of the record clubs had the same goal: to make quality records, and distribute them to discophiles. The other record clubs were Columbia Records Club (1905). Both of the record clubs had the same goal: to make quality records, and distribute them to discophiles.

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BILLY VAUGHN

THE GOLDEN MAN OF MUSIC
AND HIS ORCHESTRA BREAKS INTO
A GOLDEN NEW YEAR WITH THIS
GREAT NEW TWO-SIDED SMASH!

#16021 (Stereo #219)

"You're the Only Star"
(In My Blue Heaven)

* "Chop Sticks"

THE NATION'S BEST SELLING RECORDS
### BEST SELLING MONOPHONIC LP'S

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<th>WEEKS ON CHART</th>
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<th>COMPANY</th>
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Season's Greetings and a big 1960 to all our friends everywhere from all of us at The Billboard.
The pick of the new releases:

**SPOTLIGHT WINNERS OF THE WEEK**

**The TWANGS** - THE THANG
Duane Eddy, Jamie JLP 30934 - Here's another work by Eddy, featuring his solid guitar solo work and strong backing by some fine side men (including the Ev Freeman Singers). Selections include originals ("Route No. 1", "Rebel Walk", etc) and standards such as "Blue Velvet" and "Great Pyrenees".

**PROVOCATIVE PERCUSSION**
The Command All-Stars, Command RS 806, (Stereo & Mono) - The Command All-Stars follow up their hit album "Persuasive Percussion" with another excellent and instrumental offering. The subtle arrangements are by Lew Davies and again a group of the country's best jazzmen handle them with a wonderful feeling and swing. With these arrangements, "You're the One", "Moon Indigo", and "Madd Avenue" are instrumental features that will sell all a solid reading. The sound is superb and the album packaging is outstanding. A set that should sell steadily.

**MR. BIG**
Tony Motella, Guitar, Command RS 807, (Stereo & Mono) - Superior stereo sound and fine jazz-flavored solo work by Motella, and other four excellent guests on four different tracks, which makes this package an unusual listening treat. Selections include "Bye Bye Blackbird", "What's New Pussycat"
and "The Ceiling". "I Didn't Know What Time It Was",
and "Prelude to a Kiss". Something different for pop jocks and excellent wax for jazz listeners.

**MAD SCENES FROM DONIZETTI ANNA BOL-**
ENA; THOMAS; HAMELIN; BEUJ ITILNATARA AULUCCI, Soliste, Philharmonia Orchestra (RECORDING) 1965-79.
Madame Aulucci is in superb voice in these three arias that are among the finest in the famous soprano's repertoire, both as a singer and as a great operatic actress. She handles the long and difficult trills in "Ad aliquid quidem castis nato" from "Anna Bolena" with great ease and those convincing. Her rendition of the mad Otella scene in "Titurel" and "Imero" from "Il Tisbe" are equally fine.

**MOZART: CONCERTO NO. 3 IN G MAJOR**
PROKOFIEV: CONCERTO NO. 2 IN G MINOR, Op. 63
David Oistrakh, Violin, Philharmonia Orchestra (CBS S 1635). This is an outstanding interpretation of the lyrical third Mozart Concerto, which is one of the greatest showcases for Mr. Oistrakh's great talent and he handles the passages with much finesse and technical perfection. The Prokofiev concerto is done with equal success and is ably supported here by the Philharmonia Orchestra under the baton of Mr. Munch.

**DONIZETTI: L'EISL'EMORE**
Soliste, Chorus & Orchestra of Maggio Musicale Fiorenconolo, Leonard Minsker, Director. London OSA 1311, (Stereo & Mono) - One of two monaural versions of this excellent program of Donizetti's works. The recording is top, partly on the part of soprano Catherine Duke and also because of some fine playing of the Maggio Musicale Fiorentino in equal fine fettle. A fine and impressive stereo expression of a classic-styled Italian opera. Original Italian libretto with translation is included in booklet form.

**RAVEL: DEPHINS ET CHLOE**
Soliste; Royal Opera House Chorus (Roddolfo). London OSA 1347 - Before the days of the LP, Pierre Monteux' 78 r.p.m. recording of this classic was the definitive interpretation. Now he has again recorded the complete ballet, but the music is there and the orchestra is excellent. The result is an outstanding disk, likely to be a favorite of collectors for some time to come. Will do well in the store.

**RENATA TEBALDI SINGS VERDI**
(Renata Tebaldi, RAI Victoria LP 6075). Here's another sure-fire success for the popular star. She exhibits her usual rich, tonal quality and expert technique on selections from three Verdi operas: "II Trovatore", "Forza Del Destino", and "Otello" - representing three main divisions of Verdi's operatic life.

**SPoken Word**
J. B. Raymond Massey, Chlooper Pimmunt, David James, and Nan Martin. (12-12), RCA Victor LP 6075 - Latest release in the famous line of "The Wonderfuls of the Week" series. This is the original cast LP of the Pulitzer prize Broadway play by Arthur Mallock, starring Christine Plummer as God, Raymond Massey as Satan, James Daly as J. B. and Nan Martin as J. B.'s wife, Sarah. The hard-sing- ing in verse form is based on the Bible. Appropriate background music was composed and directed by Raymond Scott. Packaged handsomely, it is an excellent gift item and should bring in solid sales from the many who saw the play.

**THE WONDERFUL WORLD OF JONATHAN WINTERS**
Verve MGV 15009 - TV-minute comedy Winter's has a new album of items on "Flying Saucers", eye-catching cover, with Winters portraying himself while dashing masks of his face depicting comedy and tragedy.

**MAD MERIT SPOTLIGHTS**
The following albums have been picked for outstanding sales potential in various categories of the record business in the opinion of The Billboard Music Staff, they deserve prominence.

**POPULAR**

- **SANTO & JOHNNY**
Canadian American CAF 1921 - The Santos are a wonderful vocal duo. 15 tracks include standards like "Toot! Toot! Tootsie! Pete!" "Harlem Shuffle", "You Can't Take It With You" and "Take It On Down To The Boys". A mighty good debut album for the Santos.

- **THE MUSIC OF SOUNDS**
RCA Victor ESP 1296, (Stereo & Mono) - The Key Brothers present a collection that comes with an exciting album here that should go just as well as vocal standards. They sell a group of tunes that are high in the list of favorites. "Rock Around the Clock" with a wild shuffle that is nothing short of frantic, but light listening too. A strong first album for the group.

- **THE NUTTY SQUIRRELS**
Ramsey HM 4014 - The "Outh" here has put together a song for the benefit of spreading some warm traces of joy. The gentle snare drumming is lovely and the guitar shows up well. A lovely album for the collectable.

- **THE SOUND OF MUSIC**
Norman pronounced. London OSA 1347 - The new Mary Martin Broadway musical is a big hit. The 12-record flip-flapped instrumental tournament of the musical, with the songs from the CBS LP, and some new ones. Fox will sub-edit in the low-budget field. Selections include "The Sound of Music" and "Edelweiss", etc. Attractive cover.

- **KEEVE WOLL IN BERLIN**
Poets Sound & EF, Angel S 3729, (Stereo & Mono) - Once again, a favorite writer of poetry, with Arthur Ruboff in collaboration, and a setting of the poetry presented in "The Troubadour". Great item for the poetry buff.

- **RAVEL: AT AN EXHIBITION**
Philharmonia Orchestra (Van Karajan). August 2 1954, (Stereo & Mono). - A familiar and popular work, well-recorded into a splendid performance by the superb orchestra under the baton of Van Karajan, a powerful asset in this case, with at least a half dozen previous releases on the labels of various countries. Among the labels most popular today, here the usual studio notes with names of the various artists, with little note of the composer, but the music is there. A mighty picture cover for the quality concert version label can bring attention.

- **HANDEL: TWELVE SONGS**
Koelner, Chambre Orchestra Chorus. London OSA 1348 - AUtum, now the Covent Garden Classical Society. Among these 12 baroque organists, Koelner is the best. Among his individualist works, Koelner has a number of small-scale LP'S, and this particular disk is among the labels most popular today. Among the usual studio notes with names of the various artists, with little note of the composer, but the music is there. An outstanding artist set. Album should come in very strong.

- **OPERA INTERPRETATIONS**
Philharmonia Orchestra (Van Karajan). August 2, 1954, (Stereo & Mono). - A 12-record flip-flappedLP'S feature a group of studio takes, with each LP directed by Koelner, with a number of small-scale LP'S, and this particular disk is among the labels most popular today. Among the usual studio notes with names of the various artists, with little note of the composer, but the music is there. An outstanding artist set. Album should come in very strong.

**LOW PRICE INTERNATIONAL**
**NATASHA**
Deutsche Grammaphon LP'S - The sound and clarity of these LP'S is the best ever. This is the debut of beautiful voice on LP, Miss Natasha on "Tango de la Noche". Indispensable to all jazz buffs and connoisseurs as well as to all LP collectors."

(Corresponded on page 9B)
"a species of fraud on the American public..."

TO THE TELEVISION AUDIENCE

The employment opportunities of professional musicians in the United States are being curtailed seriously by a growing, but little-known practice in many filmed network television shows. The same thing is also happening in motion picture production.

This practice has grown to alarming proportions, and has led Senator Wayne Morse of Oregon to introduce a resolution in the Senate demanding a Congressional investigation of the effects of these practices on employment for American musicians and other workers in the film entertainment industry.

The situation is not generally known. Sponsors and producers naturally prefer that it should not be. However, it is becoming such a serious threat to employment opportunities that it has been branded by Senator Morse as "a species of fraud being perpetrated on the American public by many American producers of film entertainment."

The following television shows use foreign-made music:

BAT MASTERSON
THE BLACK SADDLE
THE DUPTON SHOW
JOHNNY RINGO
LASSIE
THE LOCKUP
MAN AND THE CHALLENGE
MIN INTO SPACE
RICHARD DIAMOND

THE RIFLEMAN
ROBERT TAYLOR'S DETECTIVES
SEA HUNT
TALES OF THE PLAINSMAN
TOMBSTONE TERRITORY
WANTED DEAD OR ALIVE
WICHITA TOWN
ZANE GREY THEATRE

EXECUTIVE BOARD, LOCAL 802
AMERICAN FEDERATION OF MUSICIANS, A.F.L.-C.I.O.

AL MANUTI, President

(THIS ADVERTISEMENT IS PAID FOR BY THE MEMBERS OF LOCAL 802 THROUGH ITS LIVE MUSIC PROMOTION FUND)
The biggest original soundtrack album seller!

Another Billboard Record / Phono Dealer

There's a good deal of competition already on various scores cuttings of these and other of the orchestras, but this one could hold its own on the basis of sound. It's a good album.

**BENESCH-KORSAKOV: RUSSIAN GARDEN OVERTURE, MARCHES FOR CHILDREN, OVERTURE TO "THE ROSE OF THE BARE MOUNTAIN", and RUSSIAN FOLK DANCES BY FIDELITY RECORDS.**

There are exciting performances of these popular Russian pieces. European conductor Vassilic, has appeared in this country for 1965, which should give this package added appeal in the U. S. area.

**MARCHES FOR CHILDREN**

Composer of London (Kyngraf, Audio Feature APP 90097), popovich piano piece a "sound" package in the idea of a "showpiece" series, that the arrangement, and piano part, have been given a "sound" treatment. Actually, this is an unfoldly recorded package! The viewer can take to the singing of classic music and if figures to have equally strong appeal to new buyers, particularly those who can't give gold an a volunteer. 

**FOLK**

**FOLK DANCES OF AUSTRIA**

M. Keitel, based on "Folksongs of the World," has been interested in Austria, contains more traditional dances from various areas of the country. Some new material on the market. The recording was made in the East German city. Recorded in stereo.

**GERMAN FOLK SONGS**

Radio Lachera Church, National Church of Berlin. Berlin S 2145 - Another in Berlin's continuing "Around the World" series, this features the big chorus of Radio Lachera in a program of authentic performances, a few of which are familiar because of recent U.S. American recordings. Recorded in East German city. Excellent stereo, combining in one group of voices, in harmony by folk groups, scored for folk hunting horns, etc.

**GOOD EVENING YUGOSLAVIA**

Tour of Yugoslavia, London 999 9999 1965. (12" vinyl & Mono) - This is a well-recorded package of folk music, scored for folk hunting horns, etc.

**SCOOP TAKES THE DUCK**

Stirley Scott, Prestige PG 19 - Stirley Scott's distinctive style on the organ is shown off at advantage on this collection of Ellington's. It is more successful than most organists in getting a broad range of color from these instruments. A strong sound mix, and finely painted at the piano in a free space area. The tape includes several renditions of "Cow-Boy," "Flirtata," and "Soul Searchin'"

Cash in on this box-office smash! For repeat sales stock this LP now!
HONOR ROLL OF HITS

TRADE MARK REG.

THE NATION'S TOP TUNES

For survey week ending December 19

This Week

1. Why
   By Marvin-Du Angelis—Published by Delmar (ASCAP)
   BEST SELLING RECORD: Frank Sinatra, Capitol 12845.
   RECORD AVAILABLE: Aria, CRL 4157.

2. Heartaches by the Number
   By H. Harris—Published by Pantzer (BMI)
   BEST SELLING RECORD: Guy Mitchell, Col 41048.
   RECORD AVAILABLE: Roy Price, Col 41374.

3. Mack the Knife
   By Weil-Bruno-Balzak—Published by Hemi (ASCAP)
   BEST SELLING RECORD: Bobby Darin, Atco 614.
   RECORD AVAILABLE: Louis Armstrong, Col 40502.

4. El Paso
   By Marty Robbins—Published by Merle's Music (BMI)
   BEST SELLING RECORD: Marty Robbins, Col 41211.
   RECORD AVAILABLE: Kaleidoscope, Warner Bros., 5183.

5. The Big Hurt
   By Wayne Shorer—Published by Music Publications (ASCAP)
   BEST SELLING RECORD: Tino Fiuma, Square 275.
   RECORD AVAILABLE: Adelphi, Adelphi 5.

6. Way Down Yonder In New Orleans
   By Crear-Loy Patri—Published by Shapiro-Bernstein (ASCAP)
   BEST SELLING RECORD: Freddie Cannon, Swan 4063.
   RECORD AVAILABLE: Louis Armstrong, Dec 2146-70.

7. It's Time to Cry
   By Fred Alley—Published by Spanks (BMI)
   BEST SELLING RECORD: Paul Anka, ABC-Paramount 10646.

8. Among My Souvenirs
   By Ercole-Takahashi—Published by De Sylva, Berman & Henderson (ASCAP)
   BEST SELLING RECORD: Connie Frank, M-G-M 12461.
   RECORD AVAILABLE: Bing Crosby, Dec 27475.

9. Mr. Blue
   By Dewayne Birchett—Published by Cerounces (BMI)
   RECORD AVAILABLE: Fabulous, Gala 5.

10. Dinner
    By Dwayne Green—Published by Maxwell (BMI)
    BEST SELLING RECORD: Willy Alpert, ABC-Paramount 11014.

11. Do Your Stuff
    By P. Weir—Published by Alpert (BMI)
    RECORD AVAILABLE: Harry Belafonte, Via 3133; Kingston Trio, Cup 3397; Eddie Light, Grant Award 805.

12. In the Mood
    By J. Goodman—Published by Shapiro-Becker (ASCAP)
    BEST SELLING RECORD: Bertie Fields, Randazzo 110.
    RECORD AVAILABLE: Various sources, Dec 3044; Babu's Sweet Baby Shoes Band, London 107; Harry Davis, A&M 1212; Cindy Obit, Dec 24923; Jerry Gray Oke, Dec 21777; Johnny Maxwell, Dec 23950.

13. So Many Ways
    By Bossie Givens—Published by Brandy (BMI)
    RECORD AVAILABLE: Various Artists, Saddle 1525.

14. Sandy
    By Terry Fell—Published by American (BMI)
    BEST SELLING RECORD: Larry Hall, Strand 25691.

15. Blue Eyes
    By Sondheim-Weintraub—Published by Arlen (BMI)
    BEST SELLING RECORD: Steve Lawrence, ABC-Paramount 13099.

16. Scarlet Ribbons
    By Jack Ingel-Evynne Dang—Published by Mills (ASCAP)
    RECORD AVAILABLE: Buddha Records, Via 7614.

17. In the Mood
    By J. Goodman—Published by Shapiro-Becker (ASCAP)
    BEST SELLING RECORD: Bertie Fields, Randazzo 110.
    RECORD AVAILABLE: Various sources, Dec 3044; Babu's Sweet Baby Shoes Band, London 107; Harry Davis, A&M 1212; Cindy Obit, Dec 24923; Jerry Gray Oke, Dec 21777; Johnny Maxwell, Dec 23950.

18. So Many Ways
    By Bossie Givens—Published by Brandy (BMI)
    RECORD AVAILABLE: Various Artists, Saddle 1525.

19. Sandy
    By Terry Fell—Published by American (BMI)
    BEST SELLING RECORD: Larry Hall, Strand 25691.

20. Pretty Blue Eyes
    By Sondheim-Weintraub—Published by Arlen (BMI)
    BEST SELLING RECORD: Steve Lawrence, ABC-Paramount 13099.

21. Friendly World
    By Rea Durby—Published by Robbins, Tait, Miles (ASCAP)
    RECORD AVAILABLE: Fabian, Capitol 1044.

22. Little Drummer Boy
    By H. Winter—Published by Milt-DeLuca (ASCAP)
    RECORD AVAILABLE: Various sources, Dec 1041; Harry Belafonte, Via 3133; George Vassella, Loma 10259; Henry Mancini, Capitol 2031.

23. Misty
    By Garner-Barker—Published by Vernon-Ozark (ASCAP)
    BEST SELLING RECORD: Johnny Mathis, Col 41463.
    RECORD AVAILABLE: George Auld, Carol 23018; Carl Cross, Atlantic 3187; Artie Gold, Carol 30015; Scott Hamilton, Carol 41480; Bill Shepherd, MGM 21392; Sarah Vaughan, Verve 74177.

24. You Got What It Takes
    By Gebelev—Published by Fidelity (BMI)
    RECORD AVAILABLE: Marc Johnson, United Artists 183.

25. Go, Jimmy, Go
    By Vanas—Published by With-A-W (BMI)

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1959 DECEMBER 28

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

with a new smash hit ballad...

TIME AND THE RIVER

Whatcha Gonna Do

Record No. 4325

ANOTHER HIT SINGLE FROM

Capitol RECORDS
BEST BUYS

DECEMBER

Dance
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Mighty
Marina
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MY

SMOKE, PART II (Joe, BMD—EVERY DREAMS
(hill, BMD)—Here's a swinging side in the driving blues
realization that could turn into a big waxing for Doggett.
Flip is a pretty instrumental, "Everly Dreams" (hill, BMD). RCA Victor 7661

EVERLY BROTHERS

SAY YOU BROKE MY HEART
(Ariff-Rose, BMD)—LET IT BE ME (Leeds, ASCAP)—The Everly Brothers
have double-barreled waxing here, and either side could
be the one. "Heart" is a haunting item, penned by
Don Everly that the disc handles smartly. "Let It Be Me"

is a pop ballad that shows off the boys in a new light.

Watch them both.

BOB BECKHAM

CRAZY ARMS (Jimmy Wakely, BMI)—The country hit of
a few years ago is handed a strong warble by the
shouter, and it should catch much sales. Songer sells it
with feeling. Flip is the spiritedly "Beloved" (Bourse, ASCAP),

Cadence 1376

CATHY CARR

LITTLE SISTER (Spar, ASCAP)—A lovely new tune
about a lass about to be married and her fervent sisters
is handed a first-rate vocal by the thrush. This has a chance.
Flip is "Dark River" (Famous, ASCAP),

CONNIE STEVENS

LITTLE SISTER (Spar, ASCAP)—Another fine version
of the pretty new ballad, whispered sweetly here by
Connie Stevens. This version, too, is a contender. Flip is
"Sixteen Reasons" (American, BMI)

Waver Bros. 5137

POP DISK JOCKEY PROGRAMMING

CHET ATKINS

ONE MINT JULEP (Progressive, BMI)—The smash hit of a few
years ago is handed an engaging reading by Atkins with his fine
guitar work featured through. Should get spins and spins. Flip is
"Tennessee" (Cohen, BMI) RCA Victor 7664

VERY STRONG SALES POTENTIAL

BILL HALEY & COMETS

SKORIAAN—DECCA 31030—The tune with South African
origins gets an updating by the Comets. It has almost a marmalade
flavor, also has the lead as in the original hit. Danceable, listenable
side. Should be watched. (Shippe-Bernstein, ASCAP)

PUERTO RICAN PEDDLER—The Haley crew ties into an
infectious, bright-sounding rumba. Nice arrangement and it can
each spin. (Weiner, BMI)

McGuire SISTERS

LOVERS LULLABY—CORA 62162—Melodic

blending

with girls on pretty Waltz theme. Nice jockey wax. (Roxbury,
ASCAP)

Livia! Dangerously— Swing tune is chased with verse by
trio (M. Wilmut, ASCAP)

(Continued on page 27)
How to pick Tomorrow's Hottest Records TODAY—and be RIGHT 7 out of every 10 times

It's a method that others have followed with excellent success—because, actually, seven out of every 10 records picked wind up in the Hot 100.

And what's more, four of them reach the top 50! There's no gimmick to it. All you do is read and watch and order from the record ads in Billboard. Careful records kept over an extended period of time prove the amazing success performance of the records featured and promoted in big-space Billboard ads.

And it makes sense, too. Because these are the manufacturers' "money" records, the ones in which they have the greatest confidence, and which they are willing to back with strong dollars-and-cents promotion.

So—if getting the jump on the competition by advance spotting of tomorrow's hits is important to your programming ... or your sales ... or plays ...

...it will pay you to read and order from the ads in Billboard every week!
**Reviews of New Pop Records**

*Continued from page 25*

**VERY STRONG SALES POTENTIAL**

WINK MARTINDALE...\*\*\*...HIGH ON JUKE-JUS—DON’T IT—DOT 6020...This reviewer is always interested in finding out what’s hot in the world of familiar oldies. Nice melodic backing provides an assist. The side can get a lot of spins. (Miller, ASCAP)

**I Never See Maggie Alone**—Another oldie which finds Martindale in a singing rather than a rockabilly mode. Flip has more immediate appeal. (Bourne, BMI)

**Let the Good Times Roll**—ATLANIC 2047—Charles hands this great blues a reading to match. Good backing band. Can catch good action. (Bourne, BMI)

**Don’t Let the Sun Catch You Cryin’**—A pretty, pop-styled effort has a familiar quality about it. Charles sings to string accompaniment. (Norcross, ASCAP)

**GOOD SALES POTENTIAL**

MEVIN ENSLEY...Can’t Get You Anywhere—M-G-M 1325—Robby with excellent rockabilly sound backed with good lyrics. Genre wade both well. (DECCA, BMI)

**Roll Call**

**Hey Joe**—M-G-M 1325—A solid effort by the King of the West Coast. Good backing. (Ange-Rose, BMI)

**Froggy Went A-Courtin’**—Glenville offers an astute take on this folk-based item with rather than guitar and piano used with a bit of controversy. Performer is a bitp. (Ange-Rose, BMI)

**The Greatest Builder**—A pretty tune with strong inspirational overtones. (Bourne, BMI)

MERYL MANZEL...**Chico Baseline**—RCA VICTOR 1943—A pleasant, happy melody built instrumental feature a bell of strings in the lead against a background of horns. Horn Goodman fans will like the parts of the Nickels for jocks. (Alden, BMI)

**Laugh Away**—An absolute stunner of the old stuff which generates a happy, pop scene. (Bourne, BMI)

MARIAN HARDY...**The Man of Love**—AMERICAN 329—Creatively wove with a Latin flavor, this bonus reader by the girl who brings out a bonus reader. (DECCA, BMI)

**MODERATE SALES POTENTIAL**

JUDY MILLER

**The Man of Love**—AMERICAN 329—Creatively wove with a Latin flavor, this bonus reader by the girl who brings out a bonus reader. (DECCA, BMI)

**Gallant—July Harty looks on the label, with a traditional reading of the Les Baxter hit which has a rhythmic "Peter Gunn"-style backing. (Harlax, ASCAP)

**MELVYN GIL...**Of Joe Cali—GEORGE 310—A rocking blues with strong backdrop accompaniment. (DECCA, BMI)

**Otis—Another stunner with a fishy touch. Nice, one guy gets choral support by the girl. (Harlax, ASCAP)

THE PAN AMERICAN TROBE...I’ll Cry for You—MUNDORF 2002—This group has a strong instrumental moment of the oldies. (DECCA, BMI)

**Perlude—Sonny cromet.**

JOHNNY & KENNY

**Sure Thing**—CAPITOL 157—Platter material by duo on this oldie. (Capitol, BMI)

**Don’t Cry—Melodramatic reading by the girl on this world country ballad. Ruth is great but support by the girl. (Harlax, ASCAP)

**Billy Truitt**

**When You See S/S/S/S/—KAYO 7516—Frank looks on the new label with a smooth forward reading of an interesting new tune. (Capitol, BMI)

**Sure Thing**—Sonny cromet on this new ballad with nice support from the vocal crew. (Capitol, BMI)

**AL DE LORY**

**Light Me On.**

**Sure Thing**—Sonny cromet on this new ballad with nice support from the vocal crew. (Capitol, BMI)

**ROBERT WILLIAMS**

**Gonna Win, Can’t Lose—Al De Lory**

**Sure Thing**—Sonny cromet on this new ballad with nice support from the vocal crew. (Capitol, BMI)

**Loud-Mouthers—Routine kind it sounds alike show performance. (Capitol, BMI)

**Country & Western**

JIMMY JAY...**I Am in Kansas as You Can Bow—SISTADAY 4200—An earthy conception of the Midwest. Good backing. (Bourne, BMI)

**Lincoln**—A fine composition by the first time to America through this country collection. (Burlington Sound, BMI)

**Run Wild—A medium tempo, rural tune with a good line on a party kind. Flip is the better side. (Burlington Sound, BMI)

**WILLIAM TAYLOR**

**I’ll Sing a Song of the Brightest Sun—}**

**An interesting new tune that has the country sound. Nice rhythm effort. (Burlington Sound, BMI)

**April of Love—A neck-number of moderate appeal. (Capitol, BMI)

**LERO GEORGE**

**I Know What Love Will Do—}**

**The center holds with Buck Owens and the Buckbeakers. (Capitol, BMI)

**STORY RECORDS**

**Top Line and Lines—Glee with this in a contest vote in over at 2, 000. (Capitol, BMI)

**Religious**

**If Jesus Came to Your Home—HMV 420—**

**Mara calls out this classic and the religious school. (Capitol, BMI)

**Two Angels—This is the story of the two legendary religious figures. The flip has the story of the Good Cardinal. (Capitol, BMI)

**RHYTHM & BLUES**

**CLIFFORD Mc KINNEY**

**Mexico—**

**A man has been put to work by the man who knows a bit about the soul business. (Capitol, BMI)

**Song for a Song—**

**The Sound of Music**—The thanks you can’t hear on this album is the Rayburn and Hammond smash hit of the year. (Capitol, BMI)

**IFPI NIXES**

*Continued from page 19*

Some hope had been held that the European labels could continue recording when IFPI offered them authorization to record and begin the receiving IFPI works for Jan.-Feb. in February to see the terms of the existing contract.

However, Bruntl’s letter prohibits this and makes the strike a virtual certainty. He noted that the IFPI members were general told IFPI members, “To accept such an authorization could only result in the Industry’s position being gravely weakened.”

He added, “If any member-company should receive a letter containing a proposition of the kind indicated from either BMG or a BMG National Society that letter should be passed on without comment to the IFPI and considered by the National Group, then to Head Office.”

**BROADCASTER SEEKING CHANGES**

*Continued from page 2*

Baltimore area record shops “be-cause we can” seem to no longer serve the twofold purpose for which they were originally intended. This is to accurately highlight the most popular tunes selling in Baltimore according to record sales, and to remind record music fans that they do so have a choice. What did the music they liked on ‘The Building Stone’ as an example.

A Westinghouse spokesman, who said WBC stations will substitute containers, said that many of the Spinach’s for the top-hit-list promotion, was most vociferous in noting the record on the record that WBC has never programmed a station as a Top 40 station.”

He stated: “Our stations have been programmed as a blend of old hits, new releases and standards. When lists have been used in pro- gramming these stations, for example, has been primarily used as a promotional device. WBC stations do not adhere to the belief in the following of a pre-selected formula program." Let's use are used any way intended — as a program guide.

Also the Plough stations may discard a record because of the current style. The major point is that the station does not need to play the record they may now indicate that they haven't been valid in the past. Thus, the Top 100 will continue in the Top 40 "as a service to record dealers"—or rather, “a service to record dealers." It would seem that any record company should be able to position their record with the Top 100 without having to go through all the stations to see if their record has been played. The station may play the record, but he did say it would spell out "a better balanced programming format"

If the trial is successful on the Memphis circuit, it's likely it will be played by Plough's other stations — WJID, Chicago, WCOP.

**Big Col Year**

*Continued from page 2 *

The year in Johnny Horton’s “Battle of New Orleans” which sold close to 2,000,000 copies. It had another smash with bell music, the Guy Mitchell versions of “Heartaches by the Numbers,” and also the current hot Marty Robbins single “El Paso.” Other items included “The Battle Hymn of the Republic” sung by the Mormon Tabernacle Choir, singles by Johnny Mathis, Johnny Cash, Stonewall Jackson, and Kitty Kallen.

On the Southern side of the country, several smaller companies dominated the chart almost through the year with the best selling album sets by Mathis, Mitch Miller, Ray Conniff, and others. The disco versions of the Sound of Music were a good selling L.Ps. both from Rodgers and Hammerstein and from Johnnie Ray’s interpretations. The “Flower Drum Song” continued on this sound.

In the Columbia Masterworks department one of Columbia’s major contributions was the newly waxed Bruno Walter series of the nine Beethoven Symphonies in stereo on Columbia’s stereophonic department also waxed the John Guare “Androcles and the Lion” and “Man.” Two of Columbia’s famous orchestras are the San Francisco Philharmonic, and the New York Philharmonic under Leonard Bernstein, and the London Philharmonic under Eugene Ormandy and the New York Philharmonic under Leonard Bernstein, and the London Philharmonic under Eugene Ormandy.

**Suit Reports**

*Continued from page 2*

suit and knew nothing about it. A statement from Julian T. Fren, who noted it had been doing it for the past 12 months.

On the subject of disk lists, he noted that many dealers have discovered that it is now possible to work off the top five or top 10 records with any certainty.

**Heilischer Sale**

*Continued from page 2*

Heilischer Sale

The obstacles that popped up this week, however, is that following a report of the pending transaction in last week’s Billboard a couple of labels threatened to pull their lines from the Heilischer tool place. Heilischer declined to mention which these labels were.

Both Heilischer and Bill McGuire, general manager of Lorain, who recently went before the Heilischer Sale, noted that the deal was verbally agreed upon, expressed disproportionate expenses that their companies were made known in the press.

"join the
FOLK TALENT & TUNES
By BILL SACHS

Around the Horn

Charles Wright, Dallas singer, well known in the country and western field, signing and handling the production for the birthday celebration being staged at the Majestic, Auditorium, Dallas, February 17, on the occasion of Fabian's 17th birthday. Fabian will now have made up entirely of recording talent. Station KBOX, KJLM is sponsoring the affair. Tommy Jackson, now recording for Decca, has a new album coming out in January featuring some fancy fiddling.... Roy Acuff and Jack Anglin and Four Boys, June Webb, the Wilburn Brothers, Delry Stilt and Margie Bewes, currently making a big impact in the Caribbean area, are due back in Nashville around the middle of January.

Tepekah, Kan., 2.

NBC Radio this Saturday (2) Party Line swaps songs with host Red Foley,... Molly Beaulieu, a step-over in Springfield, Mo., Saturday (2) to join little Jimmie Abernathy and Shadrach U. S. A. visit, Brenda Lee and Snoopie Lambert in their footsteps January 9.

Earl Shipp, Fiddler, "Jubilee U. S. A. regular," regular last May, took off from Springfield, Mo., to the West in his career to spend the holidays in California. Shipp's last trip was the Coast was for the purpose of doing a featured role in Warner Bros. soon-to-be-released "Captain Buffalo."

"Grand Ole Opry's" Flatt and Scruggs are booked thru January at follows: Nito, W. Va., January 8; Lexington, Ky., January 11; Cherokee, Ala.; Houlton, Tenn., January 14; Middle, Tenn., January 16; Gladsdale, Tenn., 18; Russell Springs, Ky., 20; Westminster, Tenn., 21, and Knoxville, Ky., 22. Other upcoming "Opry" bookings are Cowboy Copas for Sioux City, Ia., December 31; and Joe Hendrick, Lincoln, Neb., Lincoln, Chicago, Dec. 29; Lincoln, Neb., Dec. 29; Lincoln, Neb., Dec. 30; Omaha, Neb., Dec. 31; Wichita, Kan., Jan. 1 and 3.

Don Fierros, these arrangements with Wally Fowler and RCA Victor, has issued a Star- dix LP which has been recorded from the stage of Wynn Auditorium, Nashville, in celebration of the 11th anniversary of Wally Fowler's All-Night Sing. The recordings are concert style and include performances by the Oak Ridge Quartet, the Johnson Sisters, the Speer Family, the Blue Ridge Quartet, and the Singing LeFevres.... Roy Donley's new Decca release, "Another," hits the racks last week. Roy co-authored the tune "Old Time Barn Dance" with Vic McAlpin. Both are exclusively with Vic McAlpin. Ross Publications, Inc., Deerys may obtain copies of the Decca pressing, he will send to Hubert Long, 616 Exchange Building.

A holiday country music tour arranged by Harry (Peebles) Peebles, Wichita, Kan., promoter, kicks off December 29 in Sioux City, Iowa, and follows with Lincoln, Neb., 30; Omaha, Neb., 31; Wichita, Kan., January 1; Tepekah, Kan., 2; and Kansas City, Kan., 3. On the package are Bob Wills and His Texas Playboys, Wynn Wells, Johnny and Jack, the Tennessee Mountain Boys, Roy Reeves, C. C. Rainbowwater, Bill Phillips, Hank Locklin and Cowboy Copan. Peebles has a singer also, the singing Johnny Cash and the Ten- nessee Monroe and His Blue Grass Boys, Norma Jean Bender, Carl Perkins, Dennis Nelson and George Jones. Launching a Mid- western last in January, Cities to be visited are Sioux City, Jan., 1; Scottsbluff, Neb., 2; Ponca City, Okla., 3; Kansas City, Kan., 31; Tepekah, Kan., 31. December tours are available on Red Sovine's new Decca release, "A Lot Like You," by Tree Music Company. 317 Seventh Avenue, North, Nashville. Tour was authored by Bill Anderson, who penned "Riverboat" and "Face to the Wall" done by Faron Young and "Dead to Alvin's" and he cut it well on Decca. Rod Sloan, of Mecum Records, 920 Third Avenue South, Wanda, sending out samples on "Bec-oming a Writer," "Gin Go, Go," as cut by Leroy Lee and Delta, and placing "Shy" to the public, with "Mack the Knife." Jockeys should feed their readers, to keep them on their own letterheads.... Copies of Linda Flanagan's new record, "That's A Life That's Hard to Love," new Decca, are available on Razorback Records, 817 East Broadway, Nashville.

Jim Reeves and wife spent Christmas with relatives in Texas, with Jim taking off the next day for a tour with a Harry (Peebles) Peterson package. Reeves new release on RCA Victor couple's "I'll Have to Go" and "I'm a Manion Stands My Love." Reeves, with his wife, is currently touring in Oklahoma. On New Year's Eve Reeves may be a personal at Cain's Ballroom in Tulsa and with his tour the New Years Eve Tour will be held in Nashville. by Tommy and His Texas Troubadours in Lulu. "A Manion" is the new movie into play in New York. Moore New Year's Eve to kick off a 10-day tour for the Artists' Guild Inc., Dec. 30. Reeves, with his wife (26) appeared on a jamoboree program in Mentone, Miss., with Allen and Jimmy Davis hop, of WBKR, Hattiesburg, Miss., Billy Ray Cash and Carter Carlston, of Newton, Miss., and the Davis Brothers. O'Guinn is stated to return to "Louisian Hay- ride," Shreveport, January 9.

With the Jockeys

Art Young, off the air for nearly two years is now combining "Country Music Round-Up" with Bill Cocks, of WJGD, Niagara Falls, N. Y., says he's in line for records from the artists and disc jockeys. He's heard (6) thru December 25, then Saturday, January 1, then December 26. December 26... Donny Smiley Monroe needs word that Station KTYM, Ingle- wood, is exclusively western country and western and is desirous of material. Wurling the c.d., stuff at KTYM along with Monroe are Frank Simons, Al Moody, Uncle Carl Saunders, Cactus John, Al Williams, Roy Hicks,activities and successes. Elmer Snodgrass, of Station WQGA, Gainesville, Ga., invites you to write him with copies of his latest release, "Until Today" b/w "Sidelines."
**LATEST RELEASE**

YOU DON'T CARE ANYMORE
Teddy Randazzo

#10068

ABC-Paramount

Truly, a Great Recording!

Bert and Bill Giant

GETTYSBURG ADDRESS

P.O. Box 321

NEW YEAR! NEW HITS!

ON ATCO

THE COASTERS

WHAT ABOUT US

RUN RED RUN

6153

THE HOLLYWOOD FLAMES

EVERY DAY, EVERY WAY

6155

ATCO records

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

**December 28, 1959**

**Best Selling Sheet Music in U.S.**

<table>
<thead>
<tr>
<th>Title</th>
<th>Weeks</th>
</tr>
</thead>
<tbody>
<tr>
<td><em>White Christmas</em> (Berlin)</td>
<td>4</td>
</tr>
<tr>
<td><em>Mack the Knife</em> (Harms)</td>
<td>15</td>
</tr>
<tr>
<td><em>Winter Wonderland</em> (Harms)</td>
<td>6</td>
</tr>
<tr>
<td><em>Mr. Blue</em> (Cousins)</td>
<td>12</td>
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<tr>
<td><em>Misty</em> (Vernon-Octave)</td>
<td>3</td>
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<tr>
<td><em>Heartaches By the Number</em> (Pamper)</td>
<td>4</td>
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<tr>
<td><em>Rudolph, the Red-Nosed Reindeer</em> (St. Nicholas)</td>
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<tr>
<td><em>Don't You Know</em> (Alexis)</td>
<td>8</td>
</tr>
<tr>
<td><em>Silver Bells</em> (Paramount)</td>
<td>10</td>
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<tr>
<td><em>Santa Claus Is Coming to Town</em> (Fein)</td>
<td>2</td>
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<tr>
<td><em>Twas the Night Before Christmas</em></td>
<td>1</td>
</tr>
<tr>
<td><em>Put Your Head on My Shoulder</em> (Spano)</td>
<td>7</td>
</tr>
<tr>
<td><em>Frosty, the Snowman</em> (Noll &amp; Range)</td>
<td>15</td>
</tr>
<tr>
<td><em>Everything's Coming Up Roses</em></td>
<td>1</td>
</tr>
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</table>

**Best Selling Sheet Music in Britain**

<table>
<thead>
<tr>
<th>Title</th>
<th>Weeks</th>
</tr>
</thead>
<tbody>
<tr>
<td>Little Donkey—Chappell (Chappell) Traveling Light—Shebek ( —)</td>
<td>—</td>
</tr>
<tr>
<td>What Do You Want to Make These Eyes at Me For—Evelyn ( —)</td>
<td>—</td>
</tr>
<tr>
<td>Snow Coach—Fellman ( —) Sitting in the Back Seat—Sholkin (Sequence)</td>
<td>—</td>
</tr>
<tr>
<td>Mark the Knife—Alceda (Shane) Mary’s Boy Child—Browne (Browne)</td>
<td>—</td>
</tr>
<tr>
<td>Moses (More Stories)—Dinah (Skinner)</td>
<td>—</td>
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**Best Selling Pop Records in Britain**

<table>
<thead>
<tr>
<th>Title</th>
<th>Weeks</th>
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</thead>
<tbody>
<tr>
<td>1. What Do You Want to Make Those Eyes at Me For—Evelyn ( —)</td>
<td>2</td>
</tr>
<tr>
<td>2. What Do You Want—Anna Faith (Paramount)</td>
<td>1</td>
</tr>
<tr>
<td>3. Oh Carol—Neil Sedaka (RCA)</td>
<td>6</td>
</tr>
<tr>
<td>4. Seven Little Girls—The Arrows (Columbia)</td>
<td>5</td>
</tr>
<tr>
<td>5. Travelling Light—Clyde Rahn (Columbia)</td>
<td>3</td>
</tr>
<tr>
<td>7. Put Your Head on My Shoulder—Paul Anka (Columbia)</td>
<td>7</td>
</tr>
<tr>
<td>8. Snow Coach—Ron Conway (Columbia)</td>
<td>20</td>
</tr>
<tr>
<td>9. More and More Party Pop—Ron Conway (Columbia)</td>
<td>20</td>
</tr>
<tr>
<td>10. Little White Bull—Tony Sirico (Decca)</td>
<td>31</td>
</tr>
<tr>
<td>11. Rawhide—Franke Lane (Philips)</td>
<td>12</td>
</tr>
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<td>12. Piano Party—Windy Aevil (Decca)</td>
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<td>13. Little Donkey—Beverly Sisters (Decca)</td>
<td>14</td>
</tr>
<tr>
<td>15. Mack the Knife—Bobby Darin (London)</td>
<td>13</td>
</tr>
<tr>
<td>16. Jingle Bell Rock—Max Bygraves (Decca)</td>
<td>10</td>
</tr>
<tr>
<td>17. Teen Beat—Sandy Nelson (Top Rank)</td>
<td>13</td>
</tr>
<tr>
<td>18. Bad Boy—Mary Wells (Philips)</td>
<td>37</td>
</tr>
<tr>
<td>19. Some Kind of Earthquake—Diana Rhy (London)</td>
<td>14</td>
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<td>14</td>
</tr>
</tbody>
</table>

**Another Billboard Record / Phonograph Dealer**

**Gimbel Brothers**

Gimbels Bros.

Boys 2438

Pittsburgh 30 PA

6320 1340

Gimbel Brothers

The retail establishment of this record/phonograph dealer is essentially a department store.

- offering both records and albums
- handling phonographs selling from $18.00 to $260.00.
- has been reading Billboard for more than 8 years.

**LPS**

$2.47 - $3.10 - $3.71

1812 West Chicago Ave., Chicago 22, Illinois (Ruthman 6-3204)

6020 S. Makers, Chicago 17, Illinois (R.G. 68008-6-3191)

**Singer One Stop**

45s - 45s

78s - 78s

Free Ships
If you like the sweet smell of success—you read your businesspaper carefully and regularly. You know there's no other place you can get so much of what you need to be outstanding in your job, or in your field, as the information you find concentrated in the advertising and editorial pages...of your businesspaper.

**Reviews and Ratings of New Albums**

**Continued from page 21**

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

**WINTER BUYING SHOW,**

**HOT R & B SIDES**

**FOR WEEK ENDING DECEMBER 27**

**TOP TITLES, ARTIST, COMPANY, RELEASE NO.**

<table>
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<tr>
<th>#</th>
<th>TITLE</th>
<th>ARTIST</th>
<th>COMPANY</th>
<th>RELEASE NO.</th>
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<tbody>
<tr>
<td>1</td>
<td>THE CLOUDS</td>
<td>The Spencer</td>
<td>Atlantic</td>
<td>2033</td>
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<tr>
<td>2</td>
<td>DANCE WITH ME</td>
<td>Drifters</td>
<td>Atlantic</td>
<td>2033</td>
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<td>3</td>
<td>COME INTO MY HEART</td>
<td>Lloyd Price</td>
<td>ABC-Paramount</td>
<td>16062</td>
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<tr>
<td>4</td>
<td>YOU GOT WHAT I WANT</td>
<td>Mary Johnson</td>
<td>United Artists</td>
<td>1859</td>
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<td>5</td>
<td>SMOKIE SHOT</td>
<td>Bill Black Combo</td>
<td>Hi</td>
<td>1918</td>
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<td>6</td>
<td>ALWAYS</td>
<td>Savoy Turner</td>
<td>Big Top 3029</td>
<td></td>
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<tr>
<td>7</td>
<td>MACK THE KNIFE</td>
<td>Bobby Darin</td>
<td>Alfa 6147</td>
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<td>8</td>
<td>BE MY GUEST</td>
<td>Fish Domino</td>
<td>Imperial</td>
<td>5629</td>
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<tr>
<td>9</td>
<td>I'LL TAKE CARE OF YOU</td>
<td>Betty (Shah) Blind</td>
<td>Duke 314</td>
<td>92</td>
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<tr>
<td>10</td>
<td>TRUE LOVE</td>
<td>Drifters</td>
<td>Atlantic</td>
<td>2409</td>
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<td>IN THE MOOD</td>
<td>Erroll Finn</td>
<td>Decca</td>
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<td>50 MARY WAYS</td>
<td>Brook Benton</td>
<td>Mercury</td>
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<td>13</td>
<td>Mil Blues</td>
<td>Hank Wilson</td>
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<td>14</td>
<td>TALK TALK TALK</td>
<td>Jackie Wilson</td>
<td>Brunswick</td>
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<td>FANNE BIRD</td>
<td>Bessie Brown</td>
<td>Fire 1001</td>
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<td>WORLDCOME HOME</td>
<td>Lloyd Price</td>
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<td>UNFORGETTABLE</td>
<td>Sarah Washington</td>
<td>Mercury</td>
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<td>18</td>
<td>REVIE ROCK</td>
<td>Johnny and the Hurricanes</td>
<td>Warwick 513</td>
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<tr>
<td>19</td>
<td>DON'T YOU KNOW</td>
<td>Ella Mae</td>
<td>RCA Victor</td>
<td>1591</td>
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<td>20</td>
<td>TTT IV</td>
<td>Liberace</td>
<td>Atlantic</td>
<td>2041</td>
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<td>21</td>
<td>I’VE BEEN ARONDA</td>
<td>Fats Domino</td>
<td>Imperial</td>
<td>524</td>
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<tr>
<td>22</td>
<td>HEARTBEATS</td>
<td>The Number 1’s</td>
<td>Mercury</td>
<td>14476</td>
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<td>23</td>
<td>MAN, BACK AGAIN</td>
<td>Bo Diddley</td>
<td>Checker</td>
<td>936</td>
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<td>24</td>
<td>MISTY</td>
<td>Johnny Mathis</td>
<td>Columbia</td>
<td>41463</td>
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<td>25</td>
<td>UNH ORM (Part I)</td>
<td>Hi</td>
<td>Sappire</td>
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<td>26</td>
<td>YOU WENT BACK ON YOUR WORD</td>
<td>Clyde McPhatter</td>
<td>Atlantic</td>
<td>2058</td>
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<tr>
<td>27</td>
<td>LET THEM TALK</td>
<td>Little Willie John</td>
<td>King</td>
<td>5274</td>
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<td>28</td>
<td>SMOOTH OPERATOR</td>
<td>Sarah Vaughan</td>
<td>Mercury</td>
<td>71519</td>
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<td>29</td>
<td>DANNY BOY</td>
<td>Conway Twitty</td>
<td>MGM</td>
<td>12826</td>
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<tr>
<td>30</td>
<td>I DON'T KNOW</td>
<td>Ruth Brown</td>
<td>RCA Victor</td>
<td>2035</td>
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**THE BEST IS NOT TOO GOOD FOR YOU...JOCKS AND DISTRIBS**

**DROPPED DEAD!**

**IMPERIAL RECORDS**

6425 Hollywood Blvd.
Hollywood 28, Calif.

A 4-STAR BILLBOARD PICK! **CASHMERE "MYSTERY"**

**HAPPY BROWN'S MOURN HI...**

"GIVE ME YOUR LOVE" 5159

"SO SO" 5159

SHIRL GIVING STRONG....

"MAD LOVE" 5159

"I Cried Like a Baby" 5159

"SWEET SAFFRON" 5159

"FIELDS" 5159

"TALENT JUNCTION" 5159

**SAVOY RECORD COMPANY**

from all the gang of
DUKE—PEACOCK BACKBEAT RECORDS

**POPULAR**

**AND NOW THE METRONOMES**

**WILL WELS 795** — The new vocal group specialists in an exciting new style. The group赴 music in the most typical pop-type rock group quality. Vocal and instrumental solos are wonderful. If you can't do yourself justice you'll be happy with this group. A must.

**BIBER:**

**VIVALDI:**

**SONATA IN A MAJOR**

**HAYDN: SONATA IN C MAJOR**

**BOUME:**

**SONATA**

**FRERON:**

**SONATA:**

**MUSIC OF THE BEDROOM**

**FANDRO: BCA Victor 1991: 1991: This is a number on the All time hit list. The Bellevics intro is not one that is new to the market but the arrangement is beautifully done.**

**CLASSICAL**

**FOLK**

**FOLK SONGS FOR YOUNG PEOPLE**

**FOLK**

**WINTER BUYING NUMBER**

**January 11, 1959**

This edition supplements the earlier 1950 Phone Directory Number, supplies all of the most important specifications about the new phone models added since then...brings the phone directory right up to the minute. Extra distribution at the Pharmacy Show, Merchandise Mart, Chicago, Jan. 24, 1959.

**Note to Phone Manufacturers:**

An extra-value phone advertising issue—and a great way to get your 1960 trade ad campaign off to a swinging start! Suggest you schedule a strong ad presence in Billboard's January 21 Winter Phone Buying Issue—deadlines January 61.
Two Admit Payola; Get 2d Chance

NASHVILLE — WLAC here has revealed two jocks who have admitted they took payola from record manufacturers. F. C. Sowell, head of the station, stated last week that two of his announcers had told him they were accepting money from disc jockeys. He said he was aware of it but decided not to fire them. However, if they did it again, he said, he would fire them both.

Victor Handles Dot in Chile

HOLLYWOOD - RCA Victor will press and distribute Dot's product in Chile under terms of a two-year pact concluded between the two firms. First release will be "The Five Pennies." Dot's original sound track album of the Paramount Pictures Danny Kaye-Louis Armstrong starter. Contract goes into effect the first of the year.

Instantaneous Hit!

"THE GOLDEN RULE"

CILE TURNER

Colonial Records

529 W. 236th St., N.Y.C. 1

YOU GOT WHAT IT TAKES

b/w Don't Leave Me

MARV JOHNSON

YOU GOT WHAT IT TAKES

b/w Don't Leave Me

JUST OUT AND MOVING

MACK THE KNIFE/

THE NEARNESS OF YOU

BLUE NOTE 1675

BY LOU DONALDSON

YOU SAVE MORE THAN MONEY WITH

U.S. SAVINGS BONDS

CANCER FUND

GIVE TO DAMON RUNYON

MUSIC BOX

ONE-STOPS

REDD FOXX...

FOR BIG HOLIDAY PROFITS $ $ $

RACY TALES

REDD FOXX DTL 275

"hot dog"

DALE HAWKINS

chess prod. corp., 2120 s. michigan, chicago 16
AFM Says It With Ads


The union asks for support from all entertainers in their "protest campaign" against these shows and their sponsors.

In your face... before free

Under terms of the negotiation, Midwestern Institutions would be transferred to TE, with the pact involving 724,167 shares of MI, with MI stockholders exchanging one MI share for ½ share of TE. Entire deal is subject to approval of an MI stockholders' meeting slated for December 31. MI brass emphasized that the projected deal would in no way affect production or distribution policies of the Magnavox division.

N. Y.-N. J. Dealers

Continued from page 3

reported by a flock of member stores. This was being circulated to members each week, with a tear-off tab at the bottom of the sheet. The dealer was asked to fill in his own best selling single and LP selections for the following week's tally. The dealers hoped to furnish what was called "the right dope" from this tally to radio stations in the metropolitan area to increase the activity of their Top 40 programming.

Stereo Set Bait

Continued from page 11

resisted all efforts to sell him on stereo to change his mind in a lightning-flash, and say, "Give me the stereo record player instead!"

The Alabama store has no difficulty in maintaining this sort of program, inasmuch as the firm operates a string of coin phonographs throng the city, and thus gets a steady stream of used records from its juke boxes. Consequently, there is no problem in always having a handful of standard records available to be handed over to customers with the sort of casual listen which will make him decide that he can be making a serious buying mistake. "Where the most elaborate sort of sales messages have no effect, the casual giving away of a handful of records works wonders," it was pointed out, "and so we are selling the sort of stereo phonograph equipment instead which we know will make the customer appreciative in the future."

Swan to Issue First Canon LP

NEW YORK—Fredrick Swan's first LP release will be found on Swan Records this week. The singer, who has scored solidly with his recent singles, is featured on the new album in songs about love and style, from his hit single "Tallahassee Lassie" to "Deep in the Heart of Texas." Set is called "The Explosive Freddie Cannon."

Attention Record Manufacturers

Expand Your Overseas Markets

Vigorous, growing record company with full national take organization, pressing facilities, etc., wishes to rangetout overseas markets with a view to expand our present facilities. Company has many manufacturing and distribution assets. Write for complete information and sales organizations.

Marketing Director 
PEL ROCKS LTD.
7-1602 Nicollet Ave.
Chisago, New Zeland
**Pa. Mutuels Pass, Fairs Get Stipend**

$2,000 Outright, $2,500 for Purses  
From State Handle and Gate Revenue

HARRISBURG, Pa.—Governor Lawrence has signed into law permissive legislation covering pari-mutuel harness racing for the first time in Pennsylvania's history. Of concern to pari-mutuel interests is the fact that a portion of the State revenue from racing is clearly defined for distribution to fairs, with a possible maximum of $5,000 per fair, even as the vote to the pari-mutuel breeders and associated tradesmen.  

A three-man non-racing commission must be appointed within three months of Governor's action to supervise the sport. It will have sum jurisdiction. The law provides that no more than four racing corporations may operate in any one county. The 175 to 200 day race permit will be issued.

The bill provides that 5 per cent of bet money on pari-mutuel races and handle money on those tracks will be paid into the general fund. The remaining 95 per cent will be available to the county fairs. A maximum of $2,500 may be paid to each fair for such pari-mutuel races as the county may conduct. Each fair must be the fair of record in the county, and the tracks of record in the county must be leased to the fairs.

The law establishes the Harness Horse Tax Board of Review to hear all appeals against the determinations of the comptroller general and the secretary of agriculture. The board will be composed of three members, appointed by the governor, who shall be elected to serve for two years. They may be re-elected. No member shall be a member of the legislature.

**CNE LOSES $125,000 ON GRANDSTAND**

TORONTO—The Canadian National Exhibition reported a loss of approximately $125,000 on the grandstand for its 1959 fair.

The loss, the largest on the big expo's records, was incurred when George Grubel, general manager of the fair, turned in a profit of $32,000. The '56 show netted $10,000.  

* Head, executive producer of the show, said a combination of factors hurt. Heat was one. Others were overtime costs due to the portable stage and criceters by some officials which hit the newspapers in a big way.

Don Sammerville, who voiced considerable criticism of the show, was dropped from the CNE board of directors.

**RESIGNED IN SEPT.**

Murray Returning as Rheinbeck Fair Mgr.

RHEINBECK, N.Y.—Richard C. Murray is continuing as secretary of the Dutchess County Agricultural Society and manager of its fair, it was announced this week. He handled the affairs at the close of the 1959 fair, Sept. 2, after handling the past 15 years.

**York Dates Sept. 13-17:**

Name Schenck to Board

**RODEO CONVENTION SET FOR JAN. 11-14 IN DENVER**

DENVER—The annual convention of the Rodeo Cowboys' Association will be held here January 11-14, preceding National Western Stock Show and Rodeo to be held January 15-23. The convention will be in the Brown Palace Hotel.

The board of managers voted to award the championship contract to the Val Camp agency, Denver, and its subsidiary, the Midwest Stock Show and Rodeo to be held January 15-23. The convention will be in the Brown Palace Hotel.

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FAIR-EXHIBITION MANAGEMENT

Iowa State Treasurer
Reps. U. S. at Bombay

DES MOINES—William Hite, treasurer of the Iowa State Fair, will lead his 200-exhibitors entourage on a world tour as a representative of the U. S. Department of Commerce and Department of Agriculture. The tour, planned for next spring, will include a visit to Bombay, India, where a dairy equipment has already been sent to Bombay and will be set up at the fair along with equipment from the American wool and soya bean growers. The material to be sent to the fair will be made up of reconstituted fluid milk. The milk will be used to make ice cream, which will be sent to fair patrons.

It is planned to then sell the machinery to a native firm which will become buyer of the U. S. surplus dairy output.

Prior to going to India, the fair will visit dairy centers in England, Scotland, Guernsey, Holland, Denmark, France and Italy. At the fair, the rays will hit China, Japan, the Philippines and Hawaii before returning home.

Memphis Event Plans
Stress on Local Industry

MEMPHIS—The 1960 Mid-South Fair plans to spotlight area Industry in a bigger way. John Burt, chairman of the fair’s board, will head a reorganized commercial and industrial committee for the 10th extension. Glenn Pinkston, director of exhibits, said the new committee and several similar committees this year, will provide some entertainment in the commercial and industrial division; the outdoor implement and farm equipment and the hospitality center.

Officials hope the Shelby County Building, which house the local show, can be filled with industrial exhibits that will underline the growth of the area Industry in the economy of Memphis and the area, Pinkston said.

Tighter Run Wins 66G Net
For Oregon 59 State Fair

SALEM, Ore. — A net profit of $65,757 was realized from the 1959 Oregon State Fair, and manager Howard Maple credits the result to a severely tightened financial operation. Appreciative over competition from the Oregon Centennial, the board cut the run from 10 days to eight and held down expenditures all along the line. Profit from the engagement bring the cash at hand to $17,569. The board went along with all pre-fair suggestions, he stated, in reporting the audit.

A total cost of $36,000 was anticipated by the board, but receipts from a tighter gate, bolstered by an admission price hike to 75 cents from 50, were down only $1,000. Total revenue for the five-day operation was $36,000 and expenses for the week were $35,000, or $1,000 below last year’s. Capital outlay for permanent improvements left in the building was less than $60,000. Current work includes building of a 40-by-60 warehouse from Centennial materials. A total of $7,200 worth of lumber is being placed in the livestock barn for the 1960 fair, and all four fair gates will be canopied.

Canadian Events Elect

REGINA, Sask.—New officials have been named by a number of Canadian fairs in recent weeks. R. J. Stevenson was re-elected president of the Tritten Show Ltd. Exhibition with Ray Frith and Harold Pearson as vice-presidents. George K. Ross is manager of the event.

Dorothy M. Berman was re-elected president of the Nokomis (Sask.) Fair with W. Koonsch and G. Hohman as vice presidents. and R. F. Edwards as honorary president. Mrs. E. Stevenson resigned as secretary.

John Lyons again took the top position for the Nipinac (Sask.) Fair. Fred, who was in charge of the 1960 show, has decided to continue as vice-president. Dorothy Robinson is still secretary-treasurer. R. J. Stevens was chosen as the new secretary. Jack Lewis, who is in charge of the fair, was elected as the new manager. The fair will be held from September 7th to 9th.

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FACTORS

Michigan Fairs
State Aid Delayed

DETROIT — Michigan fairs will have to wait until the State gets funds to pay them for $500,000 due under division of the revenue from racing at Michigan tracks. Gov. G. Mennen Williams told a delegation of fairs last week.

Money is due primarily for expenses on operating eight fairs, but Williams pointed out the State's well known shortage of cash, and said it was "impossible" to say when the payments could be made.

The plan calls for a one-time payment of $20,000 to one fair at Hillwood, and two others, and State Controller James Miller apologized and said it happened thus a mistake.

S. D. State Awards Races
To Sweeney

CHICAGO—Al Sweeney's National Speedways, Inc., next season will provide auto racing to fans from Florida to South Dakota as the result of signing three days of the speed events at the South Dakota State Fair, Huron. The pact was signed after an agreement after an absence of seven years.

Dates include speedway cars on September 7 and 9, with a late model stock car 100-m.p.h. program on September 10.

Sweeney outlined other dates recently signed by the organization.

In Iowa one race meet will be put on at fairs in Davenport, Burlington, West Union, Algona and Eldon. Major dates signed include Nebraska State Fair, Lincoln, with four races; Ozark Empire Fair, Springfield, Mo., two, and Wisconsin Valley Fair, Wausau, three. National Speedways has also signed a single date at the Slaters, S.D., Fair.

Western Pa. Exhibitors' Convention January 30

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CANDLESTICK PARK, the new home of the San Francisco Giants, is the first heated baseball stadium. The heat is provided by means of a suitability of the set in the concrete under the 20,000-seat reserved section. Night baseball and fall football games are scheduled in this cold and cool nights in San Francisco make the system advisable, . . . Bostian, secretary of the club, said that his men would expect to use the field thru 27 States and three provinces. The phone-promotional show will run thru September 16, then thru Dommed Show, and it will be told by promotion also. . . . Sponsors of a radio program have agreed to provide the event for next year . . . . Events at the State Fair of Texas buildings include a company party and thru the National Finals Rodeo at the Livestock Pavilion of Dallas, the Fair Music Hall, and extensive basketball games and practices by church and draft, . . . . The Big Bowl college basketball tournament is in the same building. Public skating keeps the Dallas Ice Arena busy.

**Portland Set ‘Holiday’; New Orleans Symphony Tours**

HOLIDAY ON ICE will be the opening event at Portland (Ore.) Memorial Coliseum. Manager Don Jewell has announced his company's decision to tour Portland for the first time. That is scheduled for November, 1960. Construction is moving along rapidly. Ramps will be built for lift-off, public-address systems and other equipment. Already being installed are boilers, ice-making machines and ventilating equipment. Completion of the roof in November permits work to continue thru the winter. New Orleans Philharmonic Symphony Orchestras was announced for Portland and Pine Bluff Ark. On February 17 it starts a long trip thru the Middle West, including a concert in Chicago.

**Cedar Point Resort Takes Space at 7 Exhibit Shows**

PUBLIC SHOWS Listed for Gotham Hall

PUBLIC SHOWS Scheduled for New York Coliseum for the first seven months of 1960. Six shows are new, of which only one is a public exhibition, this coming in January 10-26.

By far, the 18 events consist of six-floor shows; one three-floor show; four two-floor shows and two one-floor shows. Public events are the 50th National Furniture Show, January 15-24; Start Your Own Business Exposition, January 29 to February 2; 16th National Photographic Show, February 18-22; National Dancers, February 23-28; Antiques Fair and Sale, March 5-13; 43rd International Flower Show Season, March 14-22; National Automobile Show, April 16-24; Broad Transit Exhibits, April 16-24; and New York Health Exposition, July 16-24.

**AMUSEMENT PARK OPERATION**

**Garden Revenue Increases; Safway Ups Working Capital**

MADISON SQUARE GARDEN's annual report for the year ended August 31 shows the building corporation had an operating revenue of $3,305,276 in 1959, compared to $3,098,673 in 1958. The net, however, was down. In 1959 the net was $404,297, compared to $406,323 in 1958, and $560,000 in 1957. The net, however, was down. In 1959 the net was $404,297, compared to $406,323 in 1958, and $560,000 in 1957. . . . Safeway Steel Products Company, Inc., Milwaukee, has acquired the outstanding $256,000 loan thru the Prudential Insurance Company. About $50,000,000 have been retained thru the balance will be used as additional working capital. . . . "Ice Follies" scenic was to be held during the show's run there, . . . . Jack Morton Productions, industrial show producers, have moved the operations of their show thru the Denver office.

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R-B PLANS MOVE TO VENICE, FLA.

Move Awaits Federal Site Approval; Circus Amusement Park Scheduled

SARASOTA, Fla. — Ringling Bros. and Barnum & Bailey Circus will move to a new home in Venice, Fla., providing approval of the Federal Aviation Agency on the site.

An agreement to lease 10 to 15 acres for $1,000 a year on an option for 90 acres more was made with the Venice city council. Concello said that PAA approved a “conditional agreement” in respect to the property involved.

Plans for the operation of a circus park on the site were also announced.

Mayor Smyth Brohbad of Venice said: “We had a meeting of the minds on leasing the first area of 10 to 15 acres for $1,000 a year and giving the circus an option on the rest. Concello did not definitely promise the million-dollar park, though the fact that they were going to work it out. We will now have to hold another meeting with the circus.”

Concello said that as soon as the contract is signed the park will start,” he added. “The park will start with 200-100 costume shop and office, then a storage area for equipment, and circus items to be held for the park idea, and then a rehearsal building. “We hope to rehearse our shows and do television shows from the

King Shows Being Prepped For ’50 Tour

MACON, Ga.—Reno Cristall, general manager of the Great White Way Bros., gave the first show of the tour of the company’s Ringling Bros. and Barnum & Bailey Circus, accompanied by Adolph (Tramp) Cooper, a partner in the show on May 1. The show will be spread several days here before en route to Europe for the company’s 1950-51 season.

Reno Cristall said that the show will be an all-news show, with new circus animals and equipment for the tour. He revealed that a new menagerie top, a top with two new 300 and 20 450, was added to the show for the U.S. T. & C. Entertainment Corp. in Sarasota, Fla.

Work has started at winter quarters in Pasha Gardens, Florida, on a tour of city shows, under supervision of Benny Cristall.

The show is scheduled to open in July and will perform in nearly every city of Latin America and then return to New York for a 1,000 tour.

No other announcement of the show has been made. The show will open in mid-

April in the Marine Avenue. Last year the show was on a very large stage, but is due first appearance in nearby Warner Bros., 21 acres of a large barn. Reno Cristall said the show is seeking more elephants and will have around 30 elephants on its head in the next few weeks. It is expected that the show will have around 200 elephants

The performance is due for stars Henry Fonda and Reno and Trip-

oli will spend several days in New York and then perform in the near future. Three riding acts will be featured, they said, but no other details publicized.

While here the two brothers conferred with Chairman of the Board of Directors, Murray Tapley, chairman, one of the Clow, Windy, Eddie, Malcolm and Sydney Cline. The meeting of the board was reported that the fair’s 1959 show was a big upset in the State. The 1960 fair will be held September 22 and run thru the fall.

Estevan Arena in Red

ESTEVAN, S.C.—The Amphitheatre, 1,100,000 a year, went into production Sept. 11, opening with the new circus animals, including live animals, wild animals, trained animals, and horses. The fair was opened with the announcement of the fair’s annual performance, which was held under the direction of Mrs. Vici K. King.

ACTS WANTED

CIRCUS MULTIPLE ACTS FOR 1950 SHOWS

CIRCUS NEWS

1017 Vine St. Hollywood 29, California

CIRCUS ACTS WANTED

FOR 1951 SHOWS

We have received a number of acts for the 1951 circus season. We are looking for a number of acts for the 1951 circus season. We are looking for a number of acts for the 1951 circus season. For more information, please call our office at 1017 Vine St. Hollywood 29, California.
LAUGHING MIRRORS
Require only a few feet of space.
Ideal for Arcades, Parks, Kiddielands.

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Ohio Showmen Host Kiddies

COLUMBUS, O.—The Greater Ohio Showmen's Association held its third annual Christmas party for underprivileged children Saturday (19) in association with Northland's lunchroom. Lunch was served the children before they were taken out for a theater party. Later they were brought back to the club for distribution of gifts.

Supervising the event were club president and Mrs. F. C. Cook, assisted by Secretary Nellie Duell and Lawrence (Santa Claus) More and wife. Also assisting were Mrs. and Mrs. Williams Ahpach, Mrs. Jennie Abrams, of the Crotty Trio; Mrs. Beatie Grady, of Mills Bros. Circus, and William Seurch.

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Penn-Premier Sets Expanded 2d Unit
Rides, Towers, Tractors Acquired; Ebensburg, 9 Other Fairs Signed

HENDESON, N. C. - Improved winter quarters conditions now being taken advantage of by Penn Premier Shows, which is expanding and renominalizing a unit of a large two-unit season in 17 states, is investigating with fairs from August 1 thru November 15 and has three early Pennsylvania fairs still pending.

Fairs signed thus far, manager Lloyd Serras reports, include the following: Indiana County Fair, Indiana, Pa.; Ebensburg County Fair, Ebensburg, Pa.; and Alliance County Fair, Burlington; Wealthy State Fair, Bucyrus; Salem: Golden Belt Fair, Henderson: Franklin County Fair, Looisville; Cleveland County Fair, Cleveland; Henderson: Hartnett County Fair, Henderson; and American Legion Fairs, New Bern, all in North Carolina.

In addition the show has also contracted the Warren (N. C.) Legion Armistice Day celebration; South Virginia Trade Fair, Lynchburg; Scrambler; and the Greensboro Legion celebration; Winchester, Va., and Johnson City, Pa. special dates, and the Sligo (Pa.) Firemen's celebration, one of the state's biggest Fourth observances with four parades plus two-car giveaway on Saturday night. Following Johnsons, Serras said, the show will split up until fair time, playing behind a fire and ice.

Enhancement of the show comprised duplicate booking to handle this initial season of only a Mississippi tour. So far, 11 dates have been solid and 24 shows lost last year. Henderson and Louisville Fair on the same week, as do Columbus and Columbia, Di. In Indiana and Ebensburg, Serras has two of the strongest county fairs in Pennsylvania, the second being an important Labor Day spot.

The show and winter crew are living in a heated tobacco warehouse, permitting considerable indoor work to be done in heated rooms not possible when it is rained out at the fairgrounds. John (Hoggy) Riggle has four revolving light towers now under construction. The lighting project will be extended to the entire marquee front.

Joe Gilman has purchased a second Kissel-Gilman for his 1959 show, providing the No. 2 Unit with important basic equipment. Also classed in quarters are 10 tractors acquired thru Jimmy Cantie. Additional units of the second unit are being booked by W. A. Godfrey, working the show for the show manager. The unit will also be decked out with an additional searchlight.

Serras, business manager Harry (Buster) Westbrook and Gilman will be at the Miami Showmen's Association functions this winter, when Westbook assumes his presidency. They will also attend the various Eastern State meetings.

WANT TO BUY

CARNIVAL MANAGER, seeking 17-state tour, state condition and where same can be had.

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Open all year round

Wants deals and novelty acts. State salary and particulars with letter.

BOX D-125, c/o The Billboard Cincinnati 21, Ohio

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LAREDO, Tex., Feb. 14 to 18—Three Sundays
Rides—Can get Details, large or small with LOOPER, CATERPILLAR, BARK RIDES and STRAIGHT. $5 to $20 Enter our Rides, Rides, Rides, Rides, Rides, Rides, Rides, Rides. WIN, NOVELTIES, BALL GAMES, SHOWS—WANT TO SHOW SHOW, GLASS OR FUN HOUSE, BIG SNARKS, MONKEY SHOW OR DOG SHOW. GRAND FESTIVAL, MOTORCADE AND GIANT ZEP.
WRITE OR WRITE

J. GEORGE LOES

CONEY ISLAND SHOWS


JACK ACKLEY, Mgr.

TO TORONTO SLA ENTERTAINS OVER 300 KIDS

TORONTO—Over 300 youngsters attended the Toronto Showmen's League of America's first Christmas party to be held in the Monarch Biltmore Hotel, Saturday (19) in the clubhouse, where the boys and girls were given the large turnout.

The 350 youngsters were at the 10:30 a.m. party and close to 200 at the 2 p.m. party. Committee headed by Leo Albert and Pat Marchi, with helpers, A. Hartman, John H. Rovett, Clark Furey, Alex Adams, Jerry Mansfield, Ted Prockin, Cy Hardy, Art W. McLean, Martin Sr., Martin Sr., and Georgia were served by Bill and Mickey Brown, Vera Prockin, Carole Mansfield, Howard Jones, Denise Marie and Frank Harding. Men served turkey and all the trimmings.

Santa was Best Steves, who had many assistants—Sunny McCall, Jimmy Losh, Howard Cleaver, Kenny Davis, Good Laing and Ed Peters. Bob Hartley supervised reorganization of the room of parties and a fine Christmas program. Jack Phillips, with the show's entertainment house committee, has Jack Hahn, W. Brown and John Silverman and Sunny Argo were in charge of decorations.

The children made a sizable contribution to the Christmas Fund of the Toronto Daily Star.

Davidson Adds Scrambler

DES MOINES—Davidson, Atchison & Scrambler, two tractors and two sweepers in preparation for its May 6 opening, has announced. Best Steves, who heads the show, has announced. B. E. Davidson, announced. Plans are being made to book the rides, shows and 27 concessions.

At the recent Iowa fair meeting with the Elkhart, Ind., and 1959 show opening in Harrison County Fair, Missouri Valley, Iowa. Also added to the Iowa season, Major 1959 show opening in Harrison County Fair, Missouri Valley, Iowa.

A new office is being built at the Iowa State Fairgrounds. Larry Soto is in quarters after leaving the show early in September.

The '59 tour was the best in the past three years, Steves has said. Show closed October 28, final stand being in downtown Des Moines. Show will be presented for the first time in 50 years a carnival played that area.

All ride help is working part time here in quarters most of the time having regular jobs in the area.

SLA Committee

 Continued on page 90

The cup and saucer committee of various committees for the year.

Jack Duffield is chairman of the nominating committee with Bill Carls as co-chairman. Members of the committee are B. E. Davidson, Pete Piro, John Sherlock, Willie Johnson, Frank McCune, Bob Kowalski, and Louis (Stretch) Rice is the alternate. From the board of directors, J. H. Mott, president; Jack Duffield, vice president; Joe Crandall, secretary; and Heading up operating committees is Fred H. Kreisman, house and finance; J. W. (Patti) Cooklin and Hal Efart, ways and means; Norman Schlauberg, entertainments; Maurice (Lefty) O'Brien, president's party; Dave Friedman and Charlie Byrnes, press; Charles Zemister Sr. and Mrs. Zemister. Harry Hertman, house; H. J. Delgattin, refreshments; Pete Piro,go, office.

James Campbell, funeral; Morris McCormick, railroad; D. W. Jones and George Bartley, director; Bill Carls, membership; Sam Johnson, secretary; Bill Byrnes, member; and Fred Hedges, bookkeeper. For contact, Jack Duffield and Joe Crandall.}

ON THE PROWL

Harley S. Kowalski, E. J. Hurley, Elder, R. J. Fitch, and Bert Brunard, for underprivileged children; George B. Palm; chapel, Bill Het- lich and White Lehrer, tyler; Morris Hard and Arle Morse, commit-
new merchandise for tomorrow's...parade of hits

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SEND NEWS RELEASE, GLOSSY PHOTO OR DRAWING TO:
Parade of Hits, The Billboard, 188 West Randolph, Chicago 11.

COMIC GLASSES
A set of six drinking glasses each with a different gag printed on the exterior. Glasses are 15-ounce double old-fashioned. Package contains: Trapper and the old girl who's saying: "I'm a perfect lady at all times." — Box Car, Inc., Los Angeles and New York.

RUBBER TOYS
Assorted packages of various kinds of rubber balls and toys. Line includes twist animals and balloons in various themes packages such as for birthdays, etc. Also included are playground balls and balloons of famous sites. National Latex Products Company, Ashland, O.

SHOE POLISHER
This electric shoe polish and buffer has been equipped with a stronger motor that is said to give twice the former power. Brush is detachable and comes with a deep pile buffer. Retailers. Housewares Division of L. F. Martin Co., 2901 Broadway, New York.

ALUMINUM SIGNS
Cast aluminum name signs for the homes and wearabouts. Rapid solid polished aluminum letters cast on both sides. Selection has over 100 motifs that range from $3.95 to $38.95, good value and convenient models in relief. R. H. Smith & Son, Taunton, Mass.

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Mail on hand at Chicago office
188 W. Randolph St.
Chicago 1, Ill.

The Best Sites Boards
Chicago office
188 W. Randolph St.
Chicago 1, Ill.

mail on hand at new york office
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New York 36, N. Y.

Mail on hand at Chicago office
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Set in usual wanted-style, one paragraph, no display. First line set is at 3 pt. caps, balance in regular 5 pt. upper and lower rate.
Operators Relax at Graff Christmas Party

MORE THAN 200 OPERATORS attended Everett Graff's annual Christmas party at the Oak Cliff Country Club in Dallas recently. The operators, with routes in 28 States, are shown here lining up for an unmitigated course dinner. The three at the end of the line, are, left to right, Ralph Lobell, Leaf Brands; Aaron Sternfield, The Billboard, and Bob Guggenheim, New York charm manufacturer. Speeches by Dan Mitchell, counsel for the National Vendors Association, and Ralph Lobell, Leaf Brands, featured the event.


HEAD TABLE GUESTS include, left to right, Mrs. Les Hardman and Les Hardman, both of Pacific; King; Jane Mason, Leaf Brands; Don Mitchell, National Vendors Association; Bob Guggenheim, New York charm manufacturer; Mrs. Everett Graff and Everett Graff, hosts; Aaron Sternfield, The Billboard; Ralph Lobell, Leaf Brands; Paul Price, New York charm manufacturer; Mr. and Mrs. Paul Gaines, Graff Vending Supplies, and Lyle Becker, Brillen, Ws., charm manufacturer. Operators from Texas, Oklahoma, Kansas, Missouri, Louisiana and Arkansas attended the fête.

THE CHOW LINE served some 200 operators at Everett Graff's annual Christmas party.

WINNERS OF A 1960 FORD STATION WAGON, Mr. and Mrs. Clubhouse S. Warren, pose with Everett Graff.

TALKING SHOP are Everett Graff, left, and W. C. Wilson, president of Star Vending Supply, Houston.

Collections Up, Say West Coast Ops

By SAM ABBOTT

LOS ANGELES—Bulk merchandise operators in this area have found sales during the past year on the increase or, at least, holding their own. Practically all operators have increased their operations, mainly to fulfill contracts with chain stores and markets that are opening new ones.

Peanuts are still a staple product, according to B. J. Hob Geirner, president of California Automatic Vendors’ Association and a former bulk merchandiser. "Some operators are mangling peanuts as frequently as they might, but I think they are missing a good bet." A supplier said that peanuts are often omitted from the contracts as operators do not want to service machines as often as this item requires. There is also the matter of cleaning the machines.

"It takes only a little while to clean a peanut machine," Geirner continued. "With this fill, the operator has the chance of getting both kid and adult business.

Leo Weiner, of West Coast Enterprises, one of the largest bulk operators in the city, said that his business was "considerably above" 1959. He explained that per machine gross has increased, has the overall volume, because of new locations. Weiner has found that spots such as hardware and appliance stores are good revenue earners.

"Any place people congregate is good for machines," Weiner declared. "These stores, in some instances, are open until 9 or 10 p.m., and are satisfactory from a revenue standpoint."

Weiner explained that he has found pipe stands best in supermarkets and commercial spots. He said they permit the owner to stock supplies under the machines, which could not do when contracts are used.

Op's Public Relations Program Helps Keep Schools Happy

SEGUIN, Tex.—It isn’t a bad idea for a bulk operator who has many locations close to schools, to extend a public relations program to school teachers and principals, according to Henry Duliba, bulk vendor here.

Duliba, who has many locations in the Seguin-Schertz-Randolph Field area, has never had a single instance in 10 years of operation, where schools have complained of bad effects from hull gum on school children’s teeth.

The reason is simple. Each year, as he adds new machines in school locations, or begins using a different fill, Duliba picks an early fall date to call on teachers and superintendents, with samples of his wares, and literature on hull gum and confections. These attest to quality and satisfaction used in making the product.

Weiner annually habits the Texas operator make contact with school personnel, since few people have ever met a bulk route operator. He has found schools for the most part open-minded. Even those that sternly prohibit chewing gum are agreed to chew as a nuisance. Even those that sternly prohibit chewing gum in classes and lunchrooms have cooperated long enough to read Duliba's brochure on the gum quality, and assure him that there will be no sudden drives against hull gum vendors.

Duliba, who has been operating since he was 17 years old as this area east of San Antonio, is an extremely personable young man whose businesslike methods in bulk vending, and bright, sparkling manners on location, have won him an unusual amount of good will.

Form New Operator Group for Florida

HAILEAH, Fla. — A new organization, the Bulk Venders of Florida, was born last week at the Shore Club in nearby Miami Beach, when a group of local bulk vendors met to discuss mutual problems.

The meeting was sparked in part by Roger Folz, president of the New York bulk operator organization, who recently opened Folz Vending of Florida in this west side Miami suburb.

One of the critical problems facing operators throughout Florida is the matter of State and local taxes. For example, there is a State tax of 75 cents levied on every machine here. Beyond this, there is in many cases, a local tax of from $1 to $3 per machine. Such impositions are having a crippling effect on the business, say trademakers here.

Folz Critical of the lack of action on the part of the National Vendors Association on these problems. He said the organization has been repeatedly pressed for support, but that to date there has been little in the way of concrete results.

He added that the new operator group will meet monthly and that a local attorney is being lined up to represent it.

He also indicated that some discussion of the problems could be expected at NVA's national convention which will take place here April 30-34 in the Bahrain, a de luxe motel in the Bahia Beach front area north of Miami Beach.

Officers elected at the organization meeting last week include Paul Feingold, president; Roger Folz, vice-president; Dol Anderson, secretary; and Sheldon Goldberg, treasurer. Directors elected were Phil Werner, Peter Sirota, Joe Selner, Harry Saloway and Dave Engel. Murray Reisman, who heads Folz Hiatale operation, will represent the company when Folz is in his New York headquarters.
Florida Operator ‘Retires’ by Taking Over Gulf Coast Bulk Gum Route

PANAMA CITY, Fla.—A bulk operator who has some problems which few operators would like to contend with is Gordon Smith, who heads Walton Service here. Smith’s territory is the Northwest Florida Gulf Coast resort city of Panama City, St. Andrews, Fort Walton, and the other “White Sand Beaches” which dot the Northwestern Florida coast.

Until a few years ago, this area was known as “The Poor Man’s Miami” and brought a sporadic flow of fishermen and only a few tourists. In the last few years, however, probably no resort area in the country has boomed so swiftly. Upwards of 200,000 people are on each summer along the white sand beaches, which has meant the erection of hundreds of new hotels, motels, and associated businesses stretching all the way from Panama City one-hundred miles to Pensacola, Fla.

Retirement

Smith began bulk vending operations approximately five years ago, after his retirement from nearly 50 years in the candy distributing business with headquarters in Panama City. Up until that time, there had been no major bulk operators in the city, which gave Smith the idea that “bulk vending might make my retirement a bit more pleasant.” Accordingly, he started out with 23 machines and gradually built the route to 105.

Buying from several sources, Smith found himself with the job of popularizing ball gum in the Panama City area from which it had been absent for many years. He did this with great success, and in the process began a job by simply visiting each location during the busy hours of the day, and handing out samples of the bulk gum, which got the ball rolling in most spots.

More than 70 years of age, but still rather active in his retirement, Smith has spotted his machines in every known type of location. Included are service stations, supermarkets, garages, creameries, restaurants, amusement parks, and even business buildings, etc.

Moisture Problem

No matter where the location is, however, he is constantly up against the problem, which is the highly corrosive, moisture-laden atmosphere of the Gulf of Mexico created. Air saturated with sea water means a constant coming of moisture on every metal surface, quick breakdowns of paint, and knotty condensation inside the golves themselves.

This happens throughout most of the year, and is particularly bad during the fall when heavy rains and low, soggy skies mean that nothing has an opportunity to dry.

Smith has met this problems in several ways. One of them is to buy machines with as many plastic or stainless steel parts as possible, instead of the usual metal which is subject to corrosion.


twice

Wax Machines

Where painted surfaces are concerned, Smith insists on location just as carefully as he would the family automobile, main- taining a high, glossy film which prevents the moisture from getting the better of the paint beneath.

The label which he attaches to the back of each box, with his company name, phone numbers, address, etc., is a plastic decal type which is pretty well imper- imitable to water. Next, in order to keep as much moisture as possible from getting into the gloves, he has developed a form of gasket from cork and rubber, so that each of these, grieved down tightly, will keep the moisture as long as possible.

The labels on every machine, incidentally, are different and most importantly, printed with Smith’s name, phone number and address, so they make it easy for the location owner who finds a bulk gum vendor sold out, or malfunctioning to get in touch with Smith to rectify the situation. When he makes every installation, Smith calls attention to the presence of the label, points out that Mrs. Smith is at his service, no matter where he is working, and that he doesn’t have to drive to the spot for repairs at any time.

Plenty of These

While cooperation isn’t complete, of course, at least 75 per cent of the machines which are to have occurred bring phone calls, and quick action. With only 100 machines to handle, I have plenty of time available for service work, Smith indicated.

Not the least of the Florida operator’s problems is the changing size of his market. During the summer, as pointed out, there may be a quarter of a million people on the Panama city area, most of the tourists in motels and resorts along the beach. During the winter however, all of Bay County has only a 50,000 to 55,000 population and this means that there are simply not enough customers to support any route larger than 100 machines.

Smith compensates for this by displaying clean, bright, well-waxed machines, colorful ball gum and ordinary gum, getting the location owner’s co-operation in the matter of pointing the machine out to customers, etc.

“We live in an often fast or family community which is building up on this a year around basis, and we know that we’ll probably experience peaks sharply in the near future.”

DISTRIBUTORS WANTED

Here are the opportunities available with the new, attractive, CRACKER JACK VENDING MACHINE

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467 W. Washington Ave.
Jun. 18, 1959

Best Machines Manufacturers of Vending Machines

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New Pen Vender and Giant Ball Gum Machine Introduced by Victor Corp.

CHICAGO—A new giant ball gum vender and a pen vender—both aimed at the increasingly popular supermarket and chain store bulk vending locations—were intro-
duced by Victor Vending Corporation last week.

The big gum vender is the largest of its kind to ever come off a manufacturer's production line and holds 3,850 balls of 100-
count ball gum.

The pen machine is called Pen Venderama, following the traditional Victor line, and holds 168 indi-
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Katz Buys E. Levy Interest in S & P

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Northwestern

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The big gum vender is the largest of its kind to ever come off a manufacturer's production line and holds 3,850 balls of 100-
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# Coin Machine Price Index

## How to Use the Index

**HIGHS AND LOWS.** Equipment and prices listed below are taken from advertisements in The Billboard (the prices have been rounded off to the nearest dollar). The lowest prices on all equipment which have been advertised at least 10 times for the period shown or at least 5 times together with a computation based on actual average.

PRICES given in the Index are in no way intended to be "standard," "national," etc., or offer an authoritative reflection of the prices of machines sold in a given area. Prices in the Index are designed, however, to be a handy guide for price ranges. Any price obviously depends on the condition of the machines, time on location, the territory and other related factors.

(For 16-Week period ending with issue of December 21)

## MEAN AVERAGE.
The mean average is a computation of the average of all prices advertised for the period indicated and reflects the predominant advertised price level. It is not a simple average, but represents the "average" price level, where the term "average" means the "high," it indicates the "low" is a unique price probably for "as is" or "distressed" equipment.

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### MUSIC MACHINES

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### PINBALL GAMES

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SEE

CHECK SHOWING DATES AT

THE BRAND NEW
1960 SEEBUG

"Q"

see it! hear it! try it! buy it!

SEEBUG
America's Finest and Most Complete Music System

THE SEEBUG CORPORATION • CHICAGO 22, ILLINOIS

In Albany
DAVIS DISTRIBUTING
1076 Broadway
Jan. 3, 4, 5

In Chicago
ATLAS MUSIC
2122 N. Western Ave.
Week of Jan. 4

In Atlanta
G. K. GABRIELSON & CO.
7214 Memorial Drive, S.E.
Week of Jan. 10

In Cincinnati
SHAFER MUSIC CO.
1883 Central Parkway
January 2

In Baltimore
MUSICAL SALES CO.
140 W. Mount Royal Ave.
Week of Jan. 4

In Cleveland
SHAFER MUSIC CO.
2106 E. 21st St.
January 3

In Birmingham, Ala.
WOLFE DISTRIBUTING
2217 Sixth Ave., South
January 3

In Columbia, S. C.
G. K. GABRIELSON & CO.
2560 Main St.
Week of Jan. 10

In Columbus, Ohio
SHAFER MUSIC CO.
844 N. High St.
January 4

In Dallas
O'CONNOR DISTRIBUTING
2900 Gaston Ave.
Week of Jan. 4

In Buffalo
DAVIS DISTRIBUTING
1231 Main St.
Jan. 3, 4, 5

In Charlotte, N. C.
G. K. GABRIELSON CO.
801 S. Cedar St.
Week of Jan. 19

In Denver
R. F. JONES CO.
1314 Pearl St.
Week of Jan. 4
### WEEKEND YOUR SEEBUG DISTRIBUTOR

<table>
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<tr>
<th>Location</th>
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<tr>
<td>Des Moines</td>
<td>ATLAS MUSIC, Walnut at Twelfth St.</td>
<td>Jan. 3, 4, 5</td>
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<tr>
<td>Kansas City</td>
<td>W. B. MUSIC CO., Bellerive Hotel</td>
<td>January 2</td>
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<td>Montreal</td>
<td>R. C. GILCHRIST, LTD., 1316 Notre Dame St., West</td>
<td>January 9, 10</td>
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<td>Seattle</td>
<td>R. F. JONES CO., 2600 Second Ave.</td>
<td>Week of Jan. 4</td>
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<td>Detroit</td>
<td>MARTIN &amp; SNYDER, 12127 N. Warren</td>
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<td>Los Angeles</td>
<td>MINTHORNE MUSIC CO., 2629 W. Pico Blvd.</td>
<td>January 4</td>
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<td>Nashville</td>
<td>S. L. STIEBEL CO., 310 Seventh Ave., South</td>
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<td>ATLAS MUSIC, 2331 Fifth Ave.</td>
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<td>Spokane, Wash.</td>
<td>R. F. JONES CO., Davenport Hotel</td>
<td>January 10</td>
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<td>Hartford, Conn.</td>
<td>ATLANTIC CONNECTICUT, 177 Park Avenue</td>
<td>Jan. 6, 7, 8, 9</td>
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<td>Louisville</td>
<td>S. L. STIEBEL CO., 625 W. Main St.</td>
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<td>Newark</td>
<td>ATLANTIC NEW JERSEY, 722 High Street</td>
<td>Jan. 4, 7, 8, 9</td>
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<td>Portland, Ore.</td>
<td>R. F. JONES CO., 1200 S. E. Morrison St.</td>
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<td>St. Louis</td>
<td>W. B. DISTRIBUTORS, 1102 Market St.</td>
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<td>Honolulu</td>
<td>SERVICE GAMES, INC., 210 Mohave St.</td>
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<td>Memphis</td>
<td>SAMMONS PENNINGTON, 1049 Union Ave.</td>
<td>January 4</td>
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<td>New Orleans</td>
<td>LYNCH &amp; ZANDER, 832 Baronne St.</td>
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<td>Rochester, N. Y.</td>
<td>DAVIS DISTRIBUTING, 319 Alexander St.</td>
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<td>DAVIS DISTRIBUTING, 738 Erie Blvd., East</td>
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<td>H. A. FRANZ &amp; CO., 910 Calhoun St.</td>
<td>Week of Jan. 4</td>
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<td>New York</td>
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<td>Salt Lake City</td>
<td>R. F. JONES CO., 127 E. Second South</td>
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<td>WOLFE DISTRIBUTING, Davis Island Hotel</td>
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<td>J &amp; J DISTRIBUTORS, 1321 N. Capitol Ave.</td>
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<td>S. L. LONDON MUSIC CO., 3130 W. Lisbon Ave.</td>
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<td>DICKSON DISTRIBUTING, 631 California Ave.</td>
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<td>B. J. MICHEL &amp; CO., 226 S. Flores St.</td>
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<td>R. C. GILCHRIST, LTD., 33 Dundas St., West</td>
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<td>WOLFE DISTRIBUTING, 310 Riverside Ave.</td>
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<td>Vancouver</td>
<td>R. C. GILCHRIST, LTD., 2440 W. Fourth Ave.</td>
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ARKANSAS OPERS CHALLENGE $250 FEDERAL TAX HIKE
By E. D. BRAY
LITTLE ROCK—Charles A. Stewart of Lonoke County, who rents coin-operated Jukeboxes and pinball machines, operator of the K & K Cafe at 316 East Washington avenue, North Little Rock, have brought suits in Federal District Court here challenging the right of the Internal Revenue Service to assess a $250 gambling tax on pinball machines.

According to the complaints, the IRS has assessed Singleton to pay a $250 gambling tax on each of two pinball machines rented to him by Stewart. They said the IRS would not assess the machines if the tax is not paid.

Stewart and Singleton said that a pinball machine at the K & K had the gambling characteristics and must be taxed under Revenue Act 59-294 but contended that it was not a gambling device and would be used solely for amusement. The federal tax on amusement machines is only $10.

The plaintiffs further contended that a pinball machine at the restaurant has been taxed $250 even though it does not have a push button for another device for releasing free tokens, nor a means for registering free games released, nor a provision for increasing the number of free games which can be won by the insertion of multiple coins.

The plaintiffs maintained that the machine was only subject to a $10 tax.

Stewart and Singleton, represented by Attorney Glenn F. Walworth of Little Rock, asked that the IRS be directed to reassess a $250 gambling tax on the basis of physical characteristics of a pinball machine

New Process

They termed the action of the IRS in classifying pinball machines as gambling a violation of the basic concept of the statute's interpretation as "arbitrary and capricious" and said that it has caused injury to their business and deprives them of property without due process of law.

According to the complaints, Singleton has refused to pay the $250 tax and both machines are being withheld from public use.

HISTORICAL PICTURE of the Rev. Christopher Gardner, vicar of Pembroke College Mission, pressing the button of the Jukebox to start the world's first church juke box service, which was held in Walworth, London, on Sunday, December 20. Four pop hymns recorded by British teenage star Gerry Mills were played through the juke box service. Gerry himself also sang one number, "The Great I Am," from the pulpit of the church. Similar services will shortly be held in churches throughout Britain.

Chili Coin Bows Drop Ball Unit

CHICAGO — Chicago Dynamic Industries, Inc., last week went into production on Bull's-Eye Drop Ball, a one-player game which combines the elements of shooting accuracy and timing.

The guide is played with a puck and has traveling ball and changing score elements. The playing field is divided into three zones, with one zone being hit at a time, synchronized with the traveling ball.

(Continued on page 54)

Seeburg Showings To Start January 3

CHICAGO—Seeburg's new line of 100 and 160-selection phonographs will be unveiled in national showings by the firm's distributors beginning Sunday (3).

Altogether, the firm's new phonographs will have a completely redesigned cabinet, long-winded "new stereo development," and another new feature in "connection with a recent development in the record industry."

Most Seeburg distributors are expected to hold week-long showings of open houses with several dinners and formal presentations already scheduled.

Also shown will be Seeburg's $25 popcorn vendor, the "1000" bookkeeping music unit, the 1000 and 500-cup capacity fresh brew and soft drink combination vending machine, and the firm's new line of cold drink vending.

Pennsylvania's ban on pinball machines is effective Jan. 1, 1958.

5-Ball Pin, Hi-Straight

5-Ball, Pin, Hi-Straight

CHICAGO—Hi-Straight, a new five-ball pin game with a playing card theme, was shipped to distributors last week by H. K. Keeney & Company. It's the first Keeney pin game to be introduced in a number of years.

Five individual score reels on the backglass register playing card symbols, with the player attempting to get a straight poker hand. Reels change symbols as balls hit targets, holes and rolettes on the playing field.

A high straight hand in any order lights all five ball lamps on the playfield for 100,000 scoring. Dropping ball into a special hole on a high straight lights all special "when lighted" rolettes, which award one point each when hit.

Recording an ace lights an ace lamp for 100,000, while recording a king lights a king lamp for 100,000.

A replay is earned also for a score of six millions, 500 thousand, and for each 500 thousand scored thereafter.

The game can be set to score three different ways, however.

600 Teen-Agers Attend N. Y. Ops' Yuletide Party

NEW YORK — More than 600 happy teen-agers turned out for the Christmas party and dance sponsored by the public relations committee of the New York State Coin Machine Association Saturday evening (19). The party was held for the youth of the Church of the Resurrection, Gerrison Beach, Brooklyn, N. Y., in the church's parish house. Father Smith, rector of the church, said the event was the largest in the history of the house.

Among those attending as representatives of the coin industry were Al Denver, Barney Sugarmann and his son Myron Sugarmann, Al (Sena- tor) Bodkin, Ben Chisholky and Noah Gordon. During the evening, a gift wrapped joke box was presented to Father Smith by Senator Bodkin for the future use of the teen-agers of the parish. Four Ben- rinan machines were given away as dance prizes and a total of more than 550 long-play albums were also donated to the attendence.

Later, in a letter to the Senator, Father Smith said that during his three Christmas Day masses, he would offer prayers for the good people of the coin industry.

Bedkin told The Billboard that there has been a request for a joke box from the New York Youth Home, a home for wayward youth operated by the city. He said that should the request be made, the company would be invited to take part in the event, and Bodkin himself has come in from the Flatbush Jewish Center, according to Bodkin, who said that the participation of city council member Abe Stark would be sought.

A MORAL HERE SOMEWHERE

STAMFORD, CONN. — Bjarne Karlson tried to save $30 cents and it cost him his life. The 43-year-old Swede, who worked in a cigarette vending machine which didn't work, hung on the machine and it toppled onto his head, inflicting fatal injuries.


By GEORGE METZGER

PITTSBURGH — The Pennsylvania amusement industry will carry its appeal of Pennsylvania's ban on pinball machines to the United States courts.

Just last Wednesday it was pointed out that it is too late yet decided at this writing.

This action was announced by Anthony Cavalcante, a Unison, Pa., attorney, for the Pennsylvania State Supreme Court, which outlawed the machines by a 5-2 vote at November 24, refused a request to hear the appeal. It was on its decision last Monday.

The opened case was the Pennsylvania State Supreme Court upholding a ruling by the Supreme Court of Pennsylvania, then a federal multi-coin machines "gaming devices."

The court used its decision on the claim that the player could deposit a number of coins, totaling his odds.

Cavalcante said that he had been joined in the case by Jacob Koss- man, a Philadelphia lawyer.

Spotlight On Ben Murillo

KÖRER OF OAKLAND, Calif.—Overland Music, Inc., longtime Rock-Ola distributor for Northern California, will move to new quarters at 2581 San Pablo Avenue here. A grand opening of the showroom and offices will be held during the first week in January.

The firm is headed by Ben Murillo, coin machine veteran for 15 years, who started as an operator.

(Continued on page 57)

Keeney Ships 5-Ball Pin, Hi-Straight

(Continued on page 54)
here's the new self-aligning pulse converter that helps make the "K" such a trouble-free money maker.

Front accessibility . . . split-second removal or replacement . . . positive and automatic alignment of pulse converter with selector pins combine to reduce service costs and eliminate possibility of misalignment and player dissatisfaction. One of many new AMI features that make the "K" your better buy . . .

YOUR King OF PROFIT FROM

AMI
AUTOMATIC MUSIC, INC.

and its family of distributors in the United States and Canada

Is W. Germany Dominating Europe's Coin Trade?

By OMER ANDERSON

BONN, Germany — West Germany will post a new all-time record high for coin exports in 1959. Official figures will not be released until February, but industry estimates place the 1959 export sales total at between $3,550,000 and $6,000,000. A surge of cash-quarter business has lifted appreciably the $3,550,000 estimate based on a projection of export figures for the January thru September period.

All branches of the German coin business are booming. Jokes continue to be the passe-partout, accounting for approximately 50 per cent of the exports. Vendors follow closely.

BIRMINGHAM, England — The 1,000 penny weight machines in this city were ordered to be tested for accuracy. The reason — inaccurate weight could cause undue alarm to many women housewives. The women may still be shocked, but at least now it will be all on the leg.

FRANK MARTIN and JERRY SNYDER are pleased to announce their appointment as Seeburg Distributors in Michigan.

MUSIC OPERATORS are invited to attend our grand opening this coming week, the week of January 3rd.

We're Going Like 60 in '60

NO 'IFS, ANS OF BUTS'!

THE SEEBURG

1960 COIN OPERATED PHONOGRAPH LINE IS THE FINEST WE'VE PRODUCED

SEE AND HEAR the new Model Q at our Showroom JAN 3-8

MARTIN & SNYDER CO.

12277 West Warren Ave.
Detroit, Michigan

Phone: LU 2-2300

INTERNATIONAL COIN NEWS

Communications to 188 W. Randolph St., Chicago, Ill.

DECEMBER 28, 1959

GEARED TO GREATER EARNING POWER

WURLITZER PHONOGRAPHES

www.americanradiohistory.com
Coin Mart Has
Open House at
New Showroom

NEW ORLEANS — Operators from Louisiana and Mississippi turned out for an open house on Monday thru Wednesday (14-16) at the new Coin Mart store. Coin Mart threw its doors open.
The Coin Mart, with 18,000 square feet of floor space, was formed as a merger of the Dixie Coin Company, an AMI - outlet, and the Crown Novelty & Coin Company, a coin distributor. Parti-
ticipants are Ed Hoyfield, formerly of Dixie, and Nick Carbjahl, formerly Coin Mart.
The firm distributes Kenney games, Fisher pool tables, and other line of Hoyfield said that the company will soon operate as a record one-stop, and also diversify with vending equipment. A large section of the open house were Ed Ratajack and Al Mason of AMI.

In New York It's the
New HOTEL
PLYMOUTH
143 W 49th St. NEW YORK
400 ROOMS
from $3 SINGLE
www.americanradiohistory.com

THE BEST
FOR LESS!

2200’s, 2100’s, 2150’s
2000’s, 2204’s
Large Stock of
5200 Wallstreet
AMI 

Model 0 $ 291
Model 1 $ 293
Model 2 $ 298
Model 3 $ 293
Model 6 $ 325
AM1 $ 358

COIN-O-KOLA

1431, 45 RPM $ 3 95

BINGOS

Miss America $ 2 95
Dutchess $ 2 95
Battling Buick $ 2 95
Crazy Engineer $ 1 95
Big Show $ 2 95

UPHIGHTS

Crest, Ramco Control $ 9 50
Deluxe Ramco Control $ 10 50
Deluxe Baby Ramco Control $ 7 50

S-BALLS

Jumbo $ 1 50
Colossal $ 3 50

ARCADE

C.C. Enhanced Shield $ 4 95
C.C. Brand New $ 4 95
C.C. Brand New $ 4 95
C.C. Brand New $ 4 95
Mercury Athletic Scale $ 3 95

Mold, Write or Cable
Direct orders accepted.

The BILLBOARD

COIN MACHINES

DECEMBER 28, 1959

CONNECTICUT EVENTS

The Connecticut Coin Machine Operators’ Association is ex-
pected to elect a new chief officer by the year’s end, follow-
ing resignation of Paul Rechtshafer for business reasons. In the mean-
time, industry veteran Jack Jacknoff of the NATOE organi-
sation and past president, is functioning as acting president. An
election meeting was anticipated at Hartford point so be determined
within a few weeks.

Rechtshafer, meanwhile, has merged his Reliable Coin Machine
Company with Capitol Amusement Company, also of Hartford,
the new combine to be henceforth known as Capitol Reliable Coin
Machine Company, headquarters at Reliable’s old base, 184
Windsor Street, and employing a staff of a dozen persons.
The company, in which Rechtshafer is associated with, Ben Nemirov
and Howard Mackler, also industry veterans—is handling juice boxes,
very machines and amusement games of all kinds. The firm
is covering the State of Connecticut.

Moving into the last weeks of 1959, coin operators here re-
port coin business in Connecticut is still about 25 per cent off from
a year ago, a situation attributable in part to lack of what one industry
security characterize as “antiquated, apparently old news.”

Paul Rechtshafer, of Capitol Reliable Coin Company, in effect,
would like to see the industry come forth with what he calls a
gimmick, something that would have the people in the street standing
up and shouting that they’re enjoying coin machine play again

The Shelton Vending Company, newly formed cor-
poration, has filed a certificate of incorporation. The concern leases
route, buys, sells and deals in all types of coin (for-
taking and amusement games. Incorporators are Ralph J. Maito, John Kezia,
and Joseph E. Devensh. All of Shelton, home base for the com-
pany.

PHILADELPHIA

Harry S. Syk, chairman of the board of Consolidated Sun Ray.
Inc., owner of the William & Decker Manufacturing firm, was
honored here as being the Jewish National Fund’s Philadelphia
Man of Highest Merit. He was presented with a scroll stating so
to a dinner attended by 600 persons at the Sheraton Hotel.

Midwest

DETOIT TALK

Principals of the Standard Music Company are buying a four-
th-interest in the 22-year-old Ray Music Company and dropping
the operating name of Standard. Under the new
setup, they will be operating under the
name of Lawrence M. Campbell, Jr., vice president of Campbell
Music Company, in business for the past decade, is
heading a staff of three in a regular growth program.

Wm. Campbell

Jack Gags and Chris Fotopoulos have returned to the music
industry business together under their old name of P & G Music
Company. They started about 15 years ago with a diversified route, but sold out their
cigarette route in 1947 to Ben Okum and Al Smith of the Okay Vending Company, con-
tinuing with their joke box routes. They dis-
posed of the music business about 7 years
go but have decided to re-enter the operating field.

Mike Harwood, of Co-Operative Sales, diversified amusement game route, has just
opened a new retail and wholesale machine service
store on Oakwood Boulevard in Melvindale, down river suburbs, under the name of M & T Supply. He is currently supply
Christmas novelties and janitorial supplies.

Guy Niedermeyer, of Fishman & Sons, has
resigned as president of Music Operators, Inc., tricked to Lansing, the State
capital, for a meeting... George B. Thompson and Joseph D.
Heimstreit have established headquarters for Music City Vendors in the
North End on Park Avenue.

Gordon Friman and Aaron Katzman, who recently formed the
Katzman Music Company as an offshoot of the Katzman
Company and Fish Music Service, have moved headquarters,

temporarily in Oak Park, to Coolidge Road in the North End
suburb of Berksley.

Irving Ackerman, former head of Detroit Trade Corporation
and counsel for numerous coin machine interests, was out on the
streets selling newspapers Monday for charity—the Old Newboys’
Goodfellows Fund. His station was at Grand River and Girdwood
streets.

Hener B. Stout, who headed advance Products Company (for-
merly Coin Change Collector Company), making a coin changer
for coin machines, is now active in the precision aircraft field, head-
ing General Production Company at the same address. The coin changer operations issued from Secor organization.

Earl Gotthein, owner of All Metals Supply Company, who had
the Automatic Hostess equipment here, has disposed of this, con-
trasting in the surplus equipment field, and moved to a new
location at Grand River Avenue and 12th Street.

Eddie Clemens, veteran head of Music Service Company, is
producing a hit record with his Detroit-based R & B
organization.

Carl Betz

According to Harry Jacobs Jr., United, Inc., will begin its direct mail campaign begin-
in January. J. P. & P. Distributing
Company’s Christmas party for the bowlers and the employees was a huge success, reports fore-
man Carl Betz. “We may make this an annual event. It is a wonderful thing to get everyone
together occasionally like a big family to talk about something other than shop for awhile,” says Betz.

... Sam Hastings, Hastings Distributing
Company, informs that the Milwaukee Coin Machine Operators’
Association held its monthly membership meeting December 14 at the
Ambassador Hotel. The trade group is setting up a new associate
member category. It will include suppliers, distributors and operators who want to lend support without becoming active in association affairs.

Walter Neuhauser, L. R. Distributing Company, Milwaukee,
at his “clear” meeting in Detroit earlier this fall
was attended by a 22-year-old deer of the four-legged variety was brought back from the
northwoods by another L. R. Distributing Com-
pany veteran, Bossl. Bossl, Bossl, Bossl, Bossl.
reports that all hands were eating venison.

According to reports, Bud Wagner, Cities Music, did not come back empty handed. He
also shot a deer... Viola Letzke is the new
front office gal at United, Inc.,... Joe Beck, Mitchell Novelty Company, Milwaukee,
continues to recuperate from his heart attack, his office notified. He still puts in only a few hours
work daily at the Mitchell Novelty headquar-
ters.

A strong turnout of vending operators appeared at the legis-
lative meeting on tax increases in Madison recently. They protested

We’re Going Like 60 in 60
NO ‘IFS ANDS OR BUTS!’

JAN 3-8

1327 N. Capitol Ave.
Indianapolis, 2, Ind.

Phone: MEROse 3-5751

SEE AND HEAR the new Model Q
at our Showroom JAN 3-8
Va. Ops Wind Up 1st Year of Operation

RICHMOND, Va.—The Music Operators of Virginia completed a highly successful first year of operation, according to a year-end report issued by outgoing president John D. Chandler. Among the highlights of the year was the donation of stereo record players to a number of charitable organizations. Chandler, speaking of these gifts, urged fellow state association officials, wherever they may be, to share your happiness with those less fortunate by remembering them with a little gift, to some worthy organization, from your group. It will make your membership stronger and will also mean a great deal to your association.

During the year, the association gave stereo players to the Mason Home of Virginia for orphans and the aged; St. Sophia's Home for the Aged, which is operated by the Little Sisters of the Poor; Beth Shalom Home of Virginia for the Jewish wealthy; and the Richmond Nursing Home for the Aged. The gifts were decided upon at the group's first annual statewide convention, held in Richmond last September.

At the Richmond convention, ops from all over the state met with their wives to meet reps of manufacturers and distributors and to enjoy a gala floor show in the banquet. Another important event of the year was the resolution of a delegation from MOV with counsel, to oppose the Celler bill.

New officers for MOV are: President and General Manager, E. H. Minor, Mrs. Harry Lubman, Petersburg; secretary-treasurer, Harry Lubman, Petersburg; John D. Chandler, Culbertson (V. C.) Martin, Portsmouth, sec.-treas.; and the following directors: Bernard (Bert) Inge, Norfolk; E. W. Harver, Kilmarnock; G. M. Haney, Fredericksburg; M. F. Frye, Winchester; A. S. (Buddy) Nichols, Richmond; George Rollo, Hampton; E. L. Simmons, Danville; John Chandler, Rich; Richard R. Herbert, and Robert L. Ward, Roanoke.

Boston Police Remove 240 Of 805 Pinballs on Location

BOSTON — The drive against pinball machines was revived again in the Hub as 240 of the 805 machines in operation were ordered removed from licensed premises on the grounds they were gambling devices.

Chairman Clarence Elam of the Boston Licensing Board said the action was taken after a report from police captains who said that the 240 machines had multiple coin-insertion mechanisms for increasing odds. The board's action was prompted by the refusal of the State director of standards, Donald Kahn, to approve the machines.

Furyfully notified all licensing boards in the State that pinball machines considered gambling devices by the U. S. Treasury Department will no longer be approved. Putting a double squeeze on the industry, was the word from the Internal Revenue Bureau that agents would seize all machines that could be used for gambling unless the $250 stamp was affixed to them.

Not Accused

Elam explained that the city acted in accordance with the ruling of the Division of Standards to approve the machines as "entertainment" because they were equipped with the "free play" meters and had multiple coin-insertion mechanisms. He stressed that the operators were not being accused of having gambling equipment.

There was however still some confusion among officials on the matter and some further investigation may be initiated. Recently the City Corporation Council William Baxter said the Licensing Board could not refuse to issue a permit for a machine simply because they sported the tax stamp. Elam asserted, however, after getting the police reports that his board would not retaliate against other gambling machines, apparently an indication that he was not satisfied fully with the figures furnished.

Evidence Required

Baxter said that machines in Boston operating under the "fee amusement only" unless evidence produced to show that they were being used for gambling. But Elam indicated that the Internal Revenue Bureau pointed to a federal ruling of September 179 which declared that pinball machines if equipped with meters that would record free play would be considered gambling machines whether or not they were used for that purpose and therefore subject to the tax stamp.

Such stamp, he pointed out, were designated by locations rather than individual machines, so that a holder of a stamp could replace a broken machine at any time. The stamp itself would be posted on the premises. He said there were 91 locations in the Commonwealth where tax-stamped machines were operating, but that Boston had "very few."

It also was reported that the Licensing Board had used its wide discretion in denying or revoking more than 40 pinball machine licenses. In all the cases the board acted on police information that the machines were near schools or churches, without regard to the circumstances of the location allowed children under 17 years of age to play.

It was also believed that the various developments would cause embarrassment to the city administration. An argument arose in the City Council with demands for investigation of the pinball machine situation and amusement centers. One councilman called for the Executive to lay with the mayor's office which licenses amusement centers. It appeared as the this was the opening of a running battle, the outcome of which was in doubt.

Hartford Mulls Sharp Hike in License Fees

HARTFORD, Conn.—A request from the City Treasurer to the Hartford city council to consider revision of the State of Connecticut for drastic increase in the amount of license fees for amusement and bowling establishments, with sharp increases in many classifications, has been referred to a tax committee.

The proposed revisions would yield approximately $1,500,000 in new revenue for the city of Hartford.

A sampling of the organization's recommendations for increased fees is included in the fee proposal. The city council, for example, has accepted the Hartford's method of collecting license fees for "an antiquated system" and that said within the system itself there are many inequi-

the license on the ground that a city ordinance forbids licensing a pinball distributor who has not been a resident of the city for two years.

However, Jones pointed out that he has sold his interest in the firm to three directors, all Cincinnati residents, and he has also submitted his automatic phonograph distributorship in the area to the directors. "It is possible a personship to see Wurlitzer's business run property, but I have no financial interest," he explained.

He added that the only reason he deals in coin games is to attempt trade-ins, which are necessary in the sale of automatic phonographs.

Jones Claim
Police Err in Ouster
Effort

CINCINNATI — Lew Jones, owner of Lew Jones Distributing, Inc. of Indianapolis, claims that local police are way off base in their attempts to interfere with his local outlet.

Jones, a Wurlitzer distributor, has offices here and in Indianapolis. The local firm is Lew Jones, Inc., of Ohio, which was recently licensed by the city of Cincinnati to distribute pinball machines. Police protested the issuance of the license on the ground that a city ordinance forbids licensing a pinball distributor who has not been a resident of the city for two years.

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Don’t judge a book by its cover!

Well, even if you did judge the new 1960 TEMPO II only by its graceful styling and beautiful, all visible title panel you would have to admit that the TEMPO II has an eye-appealing magnetism unmatched in the industry. Its beauty alone sets it apart.

BUT the real story which makes the TEMPO II the most versatile, dependable and profitable phonograph in the industry is concealed behind the phonograph's styling brilliance. Check and see why the TEMPO II all-purpose stereophonic phonograph offers so much more than meets the eye.

CHAPTER II

Flexibility

The Rock-Ola 25th anniversary model.

The TEMPO II all-purpose phonograph with its dual-channel amplifier, stereo cartridge and built-in speakers plays either monoaural or stereophonic music at the flip of a switch without the addition of any costly internal components. Now you can have one versatile phonograph which plays any kind of music for less than you used to pay for many models of monaural machines.

CHAPTER III

Dependability

It is a secret that the Rock-Ola dependability is known and respected the world over. It is also a secret that the heart of this dependability is the often imitated but never equalled Rock-Ola Revolving Record Magazine. Twenty-five years of "location testing" and engineering advances have made this mechanism the most profitable and trustable in use today. For true dependability, Rock-Ola stands alone.

CHAPTER IV

Your Profits

Before you buy another phonograph, just ask yourself these questions: What phonograph leads the field in modern dimensional growth? What phonograph is compact enough to fit in a corner? What phonograph is built to last? What phonograph gives true service and value? What phonograph with "Tri-Float" sticking plates three sound systems in one at extra cost? The answer of course is only ROCK-OLA and ROCK-OLA spares only PROFIT for you.
**NO TREND**

**Gary Gives Jazz Solid Vote After Concert Flop**

By JOE KLEIN

GARY, Ind.—Jazz music is still getting a solid vote of confidence from local juke box operators and record dealers, despite a poor turn- out for a recent Louis Armstrong concert here.

Fewer than 500 steel City patrons followed Satchmo into the 6,000-seat Memorial Auditorium. Armstrong was at his sparkling best, anyway.

Local tradecritics prone to mixed effects of the solo strike and a general pre-Christmas monetary shortage combined with the fact that "Garry just isn’t a concert town," as being largely responsible for the poor showing.

"It would be very foolish to be- lieve that jazz is dying," said Ed- mund Bokta, top man of Music Vendors, a firm based in nearby East Chicago, Ind., with many locations in Garry.

"Other factors must have been responsible for the poor attendance at the Armstrong concert. Maybe the strike, maybe other things. But certainly not any ensuing toward jazz. On the contrary, there is a rapidly rising demand for it. And progressive jazz, particularly, is an urgent necessity in locations catering to younger groups. Jazz is here to stay."

So thinks also Frank Willeke, Garry’s top Armstrong man.

"Jazz losing popularity" he says, "is something that could be far from the truth. The fact is that the demand for it is so great that it is doing itself out of business here. The trend to progressive jazz is especial- ly strong. It wasn’t the music itself which kept the crowd down at the Arm- strong show. The price admission was too high for a one-industry town which has been on strike for four months. Or may be it needed more promotion. Or maybe something else. But let no one be deceived. Garry still digs jazz."

**Reshuffle Seeburg’s Midwest Distribut-**

**Chain**

**CHICAGO** — A major re- allocation in Seeburg’s Midwest dis- tributor network took place last week.

Joe Nemeth, who headed Seeburg’s offices in Northern Ohio and Michigan, has retired. His territory will be split between two firms. Shaffer Music Com- pany, located in Rockford, Ill., and Cincinnati, has been named distrib- utor for Northern Ohio. Shaffer will open a new office in Cleveland to handle the territory.

A new firm, headed by Gerry Snyder and Frank Martin, former Music Systems sellers, will handle the Michigan territory with offices in Detroit.

Shaffer meanwhile has sold its offices in Indianapolis to John Stockdale and Joe Flynn, who have taken over the Seeburg regional territory and will operate as J & J Distributors. Both men are long time Shaffer employees. Stock- dale has been with Shaffer nine years and was manager of the Cincinnati office. Flynn is a 22 year Shaffer veteran and manages the firm’s Indiana office.

Shaffer’s new Cleveland office will be handled by former Shaffer veteran, who was in the firm’s Indianapolis outlet.

Horsebeck’s staff will include salesmen Leo Simon, Jack and Mel Shone; servicemen Clar- ence Sorcher, John Engler, and Rothman. All are former Music Systems employees.

Martin & Snyder

The new Detroit distributorship will be known as Martin and Sny- der. Both men are veterans of the box and amusement game field, fast associated with Music Systems, the distributorship they replaced. Martin was branch man- ager in Music Systems’ Toledo office while Snyder headed the firm’s Lansing operation. Both branches will now be closed.

**W’chester’s**

**Donate $200 For PR Fund**

W’CHESTER, N. J.—The Westchester Oper- ates Guild has pledged another $200 donation to the membership relations committee of the New York State Caban Machine Association. The pledge was made during cere- monies in American Legion Hall here, attendent on the presentation of a colorful public relations com- mittee banner to Westchester Gub- bony, Carl Parel. The presentation was made by Al (Senator) Boskin and Meyer Parkoff, in recognition of the 100 percent membership of members of the WOG on the public relations com- mittee.

Braving food weather, which in- cluded snow inches of snow, Bos- kin and Parkoff made the trek to this Westchester County seat with the banner and the check. Following the cere- mony, Boskin handed aiever special gift and a number of pins to the members of the public relations committee of which he is chairman. This was followed by the additional $200 pledge. Lother, the Music Operators Guild, allotted an additional donation of $200.
BULLETIN BOARD IS AID TO NEW ORLEANS DISTRIBUTOR

NEW ORLEANS—Any coin machine operator in any field who has more than two or three employees should make use of a bulletin board as "required reading" to keep things up to a top level of efficiency, according to Lou Boasberg, president of the big New Orleans Novelty Company here.

Boasberg's bulletin board, on the wall at the front of his downtown Magazine Street headquarters, represents a constantly changing information source for more than 100 machine employees. Provided with a glass frame which blocks sight to notices that passed are not accidentally disturbed, the bulletin board is a must for every employee every day.

Posted on its surface are all price changes, route changes, information about new equipment installed, important notices regarding employees, credit information which affects income on all routes, pronouncements by the boss and specific instructions of varying types. All easily read out in capitals, such notices appear at the average of four or five per week, and specific must be gathered to by every employee.

Light Touch

Not all of the messages involved are stiff businesslike information, however. A man with a big sense of humor as his own is Boasberg as the next, Boasberg keeps an eye out for cartoons and jokes which fit into the everyday photography situation, amusement machines, etc., and incorporates these among the notices. From time to time candid photographs, shot on the sly of employees at an annual dinner, party, picnic, etc., are inserted as well. In a while a Boasberg puts up a completely inoffensive, humorous notice, of the kind designed to bring a perked-up look from the reader who doesn't understand the item. Much to the credit of his alert staff is the fact that every coin police has always brought questions from every man on the staff.

T. Webster, Canale Routeman, Helps Police Catch Yeggs

MEMPHIS—A cigarette vending machine operator for Canale National Tobacco Distributors, Inc., supplied police with this clue to the arrest of five young men who confessed to their first and second thefts of break-ins of coin vending machines.

Thomas Webster, the routeman, had informed a cigarette vending machine at a service station and was leaving when he was approached by the five.

They asked him if he wanted to buy a large quantity of cigarettes at 20 cents a pack. Webster refused.

Tex. Operator Bankrupt

SAN ANTONIO—A petition from the creditors has been filed in Federal District Court. Joel M. Vaughn, long a business as Joel's Phonograph Service, a vending and coin machine firm, listed deficit of $8,751.89, of which $6,666.57 are secured, and assets of $1,984.32, of which $1,785.25 were claimed to be exempt.

BULLETIN BOARD IS AID TO NEW ORLEANS DISTRIBUTOR

AYER, Mass.—The kind of public relations work that will be done by this equipment that has been promised for distribution by the next time it arrived over the wire is Officers, it is said, comes close to this, it is probably the most popular of the many Barker, of Barker's, Inc., here.

This "jovial, round, firm citizen" has been in the business for many years, has been very active in every civil responsibility, both as both is singer and author, for he is a veteran performer in a long list of songs, and his music, as such, is known in the wide area in which he operates.

Ray is no more amateur, for he studied at the New England Conservatory, has just been, in fact, a period of music, and the composer and player can be left high and dry if he is not mobile enough to become a sort of camp follower. In Ray's first year of operation at Aventon the installation was moved to New Jersey and he almost went under. This was when he developed the civil side of his business.

During the summer, Ray is apt to be on the move quite a bit, since maneuvers will shift troops for as long a period as three weeks at a time. This entails moving joke boxes, cigarette machines and a few Arcade pieces and games. The music and games grosses were once much bigger than they are now. This was when the Devens installation was an incubator center.

The main force these days at Fort Devens is the Army Security Agency School. This group is composed mostly of students whose outdoor and musical activities are cut off above the inductees. Their interests are usually not the sort that hadn't attracted so much to the games and even the music, unless the business is a target.

Ray seems to thrive on being on the move, for it isn't his route that keep him going it's his interest in the theater which has become an important part of the community.

His latest part was Niccy Nicely Johnson in "Guys and Dolls." During the time he's playing a part he runs ads under the name of the character in the play.

The group, known as The Shirley Players, has done nine productions in a movie theater and does considerable traveling about under charitable auspices. Next production is "South Pacific," after which the group will start to build its own theater.

Ray also finds time to fly off to conventions in various parts of the country and engage in charitable work with the Guidance Fund of the Shriner's. As the this isn't enough, he also plans to open a coin machine company.

You've SEEN others! You've HEARD others! Insure your future

COME IN AND SEE, HEAR and COMPARE the new MODEL "Q" SEEBURG

EASTERN MUSIC SYSTEMS corp.
334 N. Broad Street Philadelphia 2, Pa.
Phone: Locust 4-4415

CHI COIN BOWS
• Continued from page 50

American Cancer Society

THE BILLBOARD
COIN MACHINES
57

Bay State Operator Achieves Fame
As Singer and Shakespearean Actor

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Ray seems to thrive on being on the move, for it isn't his route that keep him going it's his interest in the theater which has become an important part of the community.

His latest part was Niccy Nicely Johnson in "Guys and Dolls." During the time he's playing a part he runs ads under the name of the character in the play.

The group, known as The Shirley Players, has done nine productions in a movie theater and does considerable traveling about under charitable auspices. Next production is "South Pacific," after which the group will start to build its own theater.

Ray also finds time to fly off to conventions in various parts of the country and engage in charitable work with the Guidance Fund of the Shriner's. As the this isn't enough, he also plans to open a coin machine company.

You've SEEN others! You've HEARD others! Insure your future

COME IN AND SEE, HEAR and COMPARE the new MODEL "Q" SEEBURG

EASTERN MUSIC SYSTEMS corp.
334 N. Broad Street Philadelphia 2, Pa.
Phone: Locust 4-4415

IT'S ALL PART OF SHOW BIZ TO HIM

Raymond Barker

background, since he points out that operating on Army posts differs from doing business on the outside. With civilians, he thinks, business revolves around people, while on military posts the people revolve around the business.

He clarifies this by explaining that troops are frequently moved around, so in the case of manuevers, and the operator can be left high and dry if he is not mobile enough to become a sort of camp follower. In Ray's first year of operation at Aventon the installation was moved to New Jersey and he almost went under. This was when he developed the civil side of his business.

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the proposal to add a 1-cent levy on cigarettes. Operators, they claimed, would have to absorb the tax or raise prices. A package of the present 30-cent tug. Operators at the hearing included G. S. Pierce, Brodehead; L. S. Fennell, Appalachian; R. G. Gregory, Madison; Ingenior Nelson, Murdah; Charles Stanley, Keno, and Herb Geiger, Milwaukee. "We’ve got a 50-50 chance that the cigarette tax boost proposal will be unheard," predicts Herb Geiger.

Benn Ollson

COLUMBUS, O.

Tessa (No Shoes) Burgess, secretary to Sam Solomon, Central Ohio Coin Machine Exchange, Columbus, was recently married to William Ammon. The newlyweds, the "youngest grandmother in Ohio," announced the arrival of another granddaughter two days prior to the wedding.

IN ARKANSAS

Don Mahfouz, Mahfouz Amusement Company, Stuttgart, is doing a fine job where his father left off. Don took over the route from his father, E. J. Mahfouz, not too long ago, in the fall, and adding new game equipment. . . . In Little Rock the operators are doing mighty prosperous business. Cecil Hill, Hill Amusement Company, one of the largest pinball operators in the State, is sporting a 1960 Cadillac and reports prosperous times.

Hill’s partner in another operation, Harold Dunaway, in Twin City Amusement Company, is spending a good bit of his spare time these days with oil interests in Oklahoma. He reports he recently brought in a well and is enthusiastic about it. He has invested quite a bit and expects a good return. . . . Andrew Casella, Little Rock Amusement Company, has its Brunswick Billiard Hall remodeled with a new front and reports good business from this sideline as well as his route. He expects a big 1960.

Also in Little Rock H. G. Vance, Arkansas Music Company, was seen setting up a new location—a new restaurant with a phonograph, pin game and shuffle. . . . Cecil Hill, Hill Amusement Company, lost a phonograph, free-ball and bingo game when fire destroyed a drive-in restaurant outside the city limits of Little Rock recently. Cost him $1,500. . . . Robert Kirschel, president of Kirschel-Hollenberg Music Company, is an alderman at North Little Rock and recently campaigned in a referendum for bond sale for a power plant and library. His side won 2 to 1.

J. W. Singleton, manager of Kirschel-Hollenberg Music Company, has been in charge in recent weeks while the boss, President Robert Kirschel, an alderman, politicked. Singleton reports two-way radios in the trucks save time and money. . . . Over at Hot Springs, 50 miles from Little Rock, operators report the winter season hasn’t hurt their business. The town is a good winter resort as well as a summer vacation spot, they point out.

Reporting good business and excellent prospects for 1960 were J. Earl Gill, Gill Amusement Company; William Green, Sp Amusement Company; R. G. Jennings, Jennings Coin Machine Company; Duane Faull, Faull Amusement Company; Van Eddinger, Van Eddinger Music Company; Phil Marks, Phil Marks Amusement Company, and W. E. Lewis, Lewis Novelty Company. . . . George Sammons, president of Simmons-Pensylvania Company, Memphis distributor, was seen recently traversing the State calling on operators.

Little Rock operators are taking up advertising the Cotton Bowl or Sugar Bowl game January 1 (Bigan is at New Orleans and Cottons at Dallas). Among those who have tickets or would like to have them are Harold Dunaway, Twin City Amusement Company; Cecil Hill, Hill Amusement Company; Robert Kirschel, Kirschel-Hollenberg Music Company; Andrew Casella, Little Rock Amusement Company; H. G. Vance, Arkansas Music Company, and Charles Thompson, Thomas Amusement Company.

Over at Hot Springs operators report collections bigger this year than in any previous year. Big increases were reported January 1 over previous year. J. Earl Gill, Gill Amusement Company; William Green, Sp Amusement Company; R. G. Jennings, Jennings Coin Machine Company; E. F. Faull, Faull Amusement Company; Van Eddinger, Van Eddinger Music Company; Phil Marks, Phil Marks Amusement Company; W. E. Lewis, Lewis Novelty Company; W. J. Brown, Little Rock, and Lynn Farr, Central Music Company, have announced they will appeal a Chancery Court ruling denying them a $5,000 annual tax, $3,000 food service bond and license to operators of all coin machines in Arkansas and prohibiting out-of-State operators. . . . Louis Jack Berger, Berger
Amusement Company, West Memphis, seen recently making some changes in the location of its juke boxes. Jake Kahn reports a sales campaign under way. 

Bill Purkey, Parrot Amusement Company, Camden, is being kept busy these days with his music men and the new equipment recently installed in the region. A big football program being played recently has been a big help in moving more machines.

In Memphis, Jake Kahn, with his son Charles, in Tri-State Amusement Company, has been moving quite a few boxes since the hunting season opened recently. Charles reports he has high hopes for a good show. They have a new line of 1960 AMI juke boxes. His company also operates a large route.

Clarence Camp, president of Southern, and Alan Blvd, general manager of S & M Sales Company, were among the 1,600 or more fishermen from Missouri, Arkansas, Tennessee and Alabama, who visited the show.

Edward H. Newell, owner of Ormsby Amusement Company and manager of the Memphis office of Standard Automatic Distributing Company, Little Rock, Wisconsin distributor, attended the recent Wurlitzer international semi-show, which was held in November-December in New York City.

Joe Coughlin, partner in Pepples' Tunes Music Service, says the Hi Label, in which he has an interest, has a hit on the way up. It's an instrumental, "Bluesy," by Bill Black, former bass player for Elvis Presley and his group. Joe's partner, Johnny Nuvolone, who handles the box route, reports the record has had a rash of burglaries lately, too.

James Ford Canale, brother of Drew Canale, a recently appointed general manager of the newly re-organized Memphis baseball company, said he is happy and is ready to work.

John Bateman, manager of the recently-organized Wurlitzer distributor, has been very busy these days, with the new records being released.

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German Coin Biz Domination:  
Continued from page 53
earlier this year just before he left the position of Assistant Secretary of the Army.
"American Industry must cut production costs and speed business growth in the two countries," Higgins warned after surveying industrial plant capacity in West Germany and Japan.
In Nagoya, Japan, where Higgins visited, he reported that "an automotive plant more modern than anything in Michigan." Higgins, a former Willys - Overland executive, said the Nagoya plant paid its labor cost 50 cents an hour and got a million dollars per day profit from plants in Detroit.
As a result, the U. S. Army is buying trucks in Japan for distribution to other Far East countries under the military aid program, for "one-hand" the cost of such vehicles produced in Detroit.
"Here is a challenge in the area where we have always been the champs," Higgins asserted. "American manufacturers have reached the end of the road by simply consistently raising the prices of products. We have to cut costs and face damaging competition from free countries abroad."
All in all, the war, with respect to Japan are being sounded in West Germany and specifically, in connection with coin-operated equipment.
The Germans are taking seriously the threat of perhaps disastrous future Japanese competition. Their reasoning is logical enough: already Japanese optics have invaded the German market to disastrous effect.
Even with high tariffs, Japanese field glasses account for 40 per cent of the total sales in this famed optics-producing country.
Naturally, German industry and electronics are creating serious difficulties for competing German firms. An industry that has been automatized in this country is that with that has been automatized in this country. The low wages and highly-developed technical skills, can out-produce any product anywhere in the world.
The competitive situation confronting American industry generally is drastic. Ralph E. Cress, executive vice-president of Cress, which makes automation machinery. His company is building up a field of work and he told the U. S. Senate Banking Committee.
"Because of high prices, we are already excluded from the world market and we are now in danger of losing our American market. We now have the choice of drastically reducing our business here and running the risk of going out of business altogether."
Germany, however, has an in-plant vendor automatic feeding pro-

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GUARANTEED A-1 CONDITION

ROCK-OLA 1456, 120 Sel. $655
ROCK-OLA 1457, 200 Sel. 745
SEEBURG V-200 625
WURLITZER 3220 425
ROCK-OLA 1445, 200 Sel. 625
ROCK-OLA 1455, 120 Sel. 775
SEEBURG V-200 A.M.I. 200 425
ROCK-OLA 1455-5 495
ROCK-OLA 1455-3 495
WURLITZER 2550 104 Sl. 145
SEEBURG HP-100L 425
SEEBURG HP-100B 425
SEEBURG HP-100G 425
SEEBURG HP-102C 425
SEEBURG M-108B 425
ROCK-OLA 1454, 120 Sel. 625
ROCK-OLA 1568, 120 Sel. 775
ROCK-OLA 1455, 120 Sel. 775
ROCK-OLA 1446E, 120 Sel. 795
ROCK-OLA 1458, 120 Sel. 845
A.M.I. C-120 395
A.M.I. 122 395
A.M.I. 122B 395
ROCK-OLA 1454, 120 Sel. 625
SEEBURG M-108 45 rpm 395
ALL MACHINES COMPLETELY RECONDITIONED

Federal Agents Seize 33 Pinballs

BOWLING GREEN, KY. - Thirty-three pinballs were yanked from four professional par-

Pin Op to Take Gaming Case to Conn. High Ct.

By ALLEN M. WIDEM
HARTFORD, Conn.—The operator of a Wallingford, Conn., restaurant intends to fight a pinball machine charge by appealing anoriginal conviction last June in the Wallingford Town Court.

Noting that the device was a bingo type machine, Judge Wall indicated he was going to allow the appeal in the method of playing a game that will not take him out of the operation of a statute prohibiting it. The free tickets are just a substitute used to conceal the game payments made by the proprietor. There is no difference in payment given either mechanically, by the machine, or personally, by the proprietor.

Payments Made
Judge Wall pointed out that the defendant had admitted to paying the payments that were made on free games.

Galluzzo was arrested in a State Police raid last April. Another Wallingford restaurant operator arrested the same day forfeited a $100 appeal bond in a New Haven Common Pleas Court in September.

Prosecutor George R. Tierman will present a third man arrested in raids, Ernest Marcantoni, 29, of Middletown, Conn., at the January term of court. Marcantoni is the owner of the machines. He was tried and found guilty in Town Court, Wallingford, last November on two counts of possession of "slot machines." A fine of $100 on each count was ordered.

Tierman has prepared information charging Marcantoni with two counts of receiving money from the use of "slot machines."
New Valley Pool Tables
most dependable for 1960!
23 ways best for performance, appeal, profits!

Valley Sales Company
Sales Affiliate, Valley Mfg. Co.
333 Morton Street, Bay City, Michigan • Twinbrook 5-8587

GIVE TO DAMON RUNYON CANCER FUND

Season's Greetings

Bosberg Cites New Game Need; Hits $250 License

NEW ORLEANS — Lou Bosberg, local Bally and Gottlieb distributor, predicted that unless the manufacturers are able to come up with some top new games, 1960 will not be a very good year for operators.

Bosberg told The Billboard that "because of the strict enforcement of the incriminating and unconstitutional $200 federal tax, the operators immediately become victims of the inflationary trend in the coin machine business. Just as the operators are the victims of inflation, the manufacturers of amusement pin games, bowling games, phonographs and similar equipment also become the victims of the same inflation.

Constant Level

"The cost of manufacturing this type of equipment is continually going up, while the play on such equipment remains at a constant level. Therefore the manufacturers.

NEW ORLEANS — Funeral services were held here for Thomas A. Vaught, New Orleans coin machine operator and head of New Orleans Cigarette Service Corporation. He was 56.

A native of Pittsburgh, Vaught had lived in New Orleans 13 years. He is survived by his widow, Eliza- heith; two sons and two daughters.

The cost of producing and the operators' cost of purchasing is getting far out of proportion to the earning power."

Bosberg chided the industry for intra-mural quarrels and said that "if the coin machine manufacturers, the operators, the distributors and location owners would each organize and stick together, the combined power of the group would certainly prevent the industry from being constantly oppressed, kicked around and persecuted by politicians, crime commissioners and the press."

"It does not make sense that 100 per cent gambling enterprises such as the race tracks throughout the country should enjoy the cloak of legality and respectability, and yet if a small businessman awards a bottle of beer for a high score on the coin-operated machines in his tavern, the reformers and do-gooders want to put him in jail for life."

Bosberg feels that the awarding of merchandise prizes would be a shot in the arm for the industry.

In this connection, The Billboard recently published a story to the effect that the Congress is considering a special merchandise prize classification for games. This classification would put games in a $25 fee bracket rather than require the $250 stamp and would not classify them as gambling devices.

Roots Disk

New "Roto-Disk" Skill Shooting
Means More Play! More Profit!

Here's real flipper-action skill shooting! A ball properly angled off of red or blue contact completes a diamond pattern and adds one letter to name on "Roto-Disk". Colorfully dressed soldiers pull letters around disk.

And you can be sure this beauty really kicks up a storm... of players and profit, that is! If your locations aren't getting the play, just add LIGHTNING BALL, the best play-maker made, to your route line-up. See it at your distributor now.

See these "play-it-again" features demonstrated:

- Hitting red, blue and yellow contacts adds one letter to "Roto-Disk".
- Completing name on "Roto-Disk" scores special. Additional specials are then scored by hitting 3 colored Lightning contacts.
- Making rollovers 1 thru 6 scores special and lights side holes for high score and additional specials.

Coin-box with locking cover • Match feature

WANT TO BUY
GOTTIEB
BRIGHT STAR—RACE TIME
AROUND THE WORLD
DOUBLE ACTION—ATLAS
CONTENTS—SILVER
CRUS CROSS—CONDOLEUR
QUEEN OF DIAMONDS

N. ILLINOIS, I. OHIO, I. MICHIGAN
OPERATORS... ORDER NOW!
NATIONAL is delivering
GOTTIEB'S LATEST AND GREATEST!
LIGHTING BALL
NEW ROTO DISC
SKILL SHOOTING MEANS
MORE PLAY!

Gottlieb's

LIGHTNING BALL

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Here's real flipper-action skill shooting! A ball properly angled off of red or blue contact completes a diamond pattern and adds one letter to name on "Roto-Disk". Colorfully dressed soldiers pull letters around disk.
UNITED'S TEAM-MATE BOWLING ALLEY

features

Regulation Progressive Scoring

TOP SCORE
300
EXACTLY LIKE REGULATION BOWLING

Players press button for choice of play

PERFECT GAME
990
HIGH SCORE
SPECIAL 30-60-90
STRIKE VALUES 20-40-60
SPARE VALUES

TO 6 CAN PLAY

GREAT FOR COMPETITIVE PLAY - FAST TOTALIZERS

4 JUMBO SIZES
13 FT. LONG
16 FT. LONG
Expandable with 4-ft. Sections to
17 FT. LONG
20 FT. LONG

SEE UNITED'S 4-WAY SHUFFLE ALLEY NOW AT YOUR DISTRIBUTOR

UNITED MANUFACTURING COMPANY
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SEE YOUR DISTRIBUTOR

EQUIPPED WITH DIME COIN MECHANISM
2 for 25¢ COIN MECHANISM OPTIONAL AT EXTRA COST
THE TOAST OF '60

THE BRAND NEW "Q"

WILL BE ON DISPLAY IN YOUR SEEBURG DISTRIBUTOR'S SHOWROOM BEGINNING THIS WEEKEND

SEE OTHER TWO-PAGE AD IN THIS ISSUE FOR COMPLETE SEEBURG DISTRIBUTOR LISTING

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