Com'erce Committee
Okays Harris Bill

Approves Identity Exemption for Free
Disks; Solid Two-Way Payola Penalties

BY MILDEREED HALL
WASHINGTON—Legislation to
allow exempting of free records from
sponsorship identification rules in broad-casting, and to put
severe penalties on givers and tak-
ers of payola, was okayed by the full
House Commerce Committee at record speed last week (9), as
an amendment to a Senate-passed bill. As previously indicated in The
Billboard (10), the latter arrange-
ment means bypassing Senate Com-
mittee action. Harris committee
spokesmen hope for a House vote
“within the next couple of weeks.”
The legislation, introduced by Committee Chairman Harris as part of his
over-all broadcast reform bill, H. R. 11341, will now be a part of S, 1989, a bill amending the Federal Communications Statutes on
procedures for new applicants, and
sponsored by Chairman Magnuson of the full House Commerce Com-
mittee. Included in the final
version of the bill are provisions for
prohibiting quit frauds on the air;
for license suspensions and fines;
for penalties for David Masson
“swap-and-switch” and payola
violators, and for local
ammendments, when the FCC so decides. Also included are
provisions for advertising and
misrepresentations against false statements or persist-
ent falsity of licensees to meet pub-
lic interest standards. (The
Billboard, May 16, 1960.)

Synopsis
Under the amended bill, the con-
troversial Section 317 would be,
except in the event provisions for
free, or for “nominal charge” in
programming, from sponsorship identification requirements. From the
items are given more than or-
dinary emphasis on the regularly
sponsored broadcast program. Al-
sso, the FCC may waive the require-
ment in any case or “class of cases” when public interest does not re-
quire the special announcement. The House would appear to make the

IT'S EASY TO BE A
PRESTIGI D I G I T A R !

Books, Magazines, Novelty, Tools, Lamp Parts, New, Used, R. & R.
W. Watson Press, Wapack, R. 8, 50c

Instructions like this, equipment and sup-
plies at all of ne sold by the Billboard’s
Classified Section each week.

“THe Gathering Spot for Thousands of
Buyers and Sellers Every Week.”

36TH-YEARY

FAIR DATES, U. S. AND CANADA
LATEST IN CONCESSION MERC
COMING AND SPECIAL
SIXTH-YEARTH

COOLEST DJ'S
ON THE ROCKS AT ICE HOUSE

By MARY FRENCH
GRAND FORKS, N. D.

For the fourth consecutive year, KNOX radio, of this town, will again
host the Grand Forks State and County Fair. And this year the KNOX promotion
will probably attract as many viewers as the fair itself. Dates are June 26-July 2.
This year the station has adopted the theme of “Cool
Radio.” Disk jockeys will broadcast from inside a house that is
located in the auto building on the fair-
grounds. Alternating jocks will do their shows from an ice cube
fitted-built-in.

Participating merchants in Greater Grand Forks will supply
customers with “cool coupons,” the stubs of which will
be put in a box at the KNOX
booth with drawings to be held every hour.

A shelf of winning beauty
will parade in front of the ice
studio. The winner will also
offer a chair of ice so
that hot and weary fairgoers can
speak to their neighbors in “cold ell.” Youngsters will be

(Continued on page 12)

NEWS OF THE WEEK

ARMADA Conclude Convenes Today;
Rooding Disks Seen Key Topic . . .

Association of Record Manufacturers and Dis-
tributors of America convention started today
(U. A. S. C. Assemblee was slated to
hear guest speakers including New Jersey
Attorney General, David Furan, and attorney
William Steinberg. Both were expected to
discuss the current disk problem.

Rooding Evidence to Grand Jury;
Many Areas Report Bogus Disks . . .

Disk bootlegging grabbed headlines this week with announcement of grand jury
indictment in Bergen County, New Jersey, on the matter. Bergen Prosecutor Guy Calafiore
weighed indictments on violation of law that makes counter-
feiting trademarks a misdemeanor. New
York Assistant District Attorney Moore also
indicated there would be an investigation.

Tailmahe Joins UA; Mercury
Sets Major Exec Realignement . . .

Ales Terzian, who recently resigned from his
long-time Mercury veepee post, has joined
United Artists Records as vice-president-
general manager. At the same time, Mercury President Lawrence
Green announced a major realignment of exec-
perienced, with Veepee-Vacuum leader, H. U. Steinberg upped to “second in command” in
a newly created post of executive vice
president. Terzian’s former chores as artist and repertoire
chef were put under joint direction of five

(Continued on page 12)

Fair Listings

CINCINNATI—Listings of app
proximately 2,250 State, county
and district fairs in the United
States and 600 dates of Canadian
exhibitions, both near and far,
appear in this issue of The
Billboard.

Long regarded by outdoor show-
mans as one of the most important
services rendered them by The
Billboard, these lists are closely fol-
ed by carnival owners, conces-
sionaires, pitchmen and acts. Book-
ings at these events often mean capacity business for the attraction-
st, for the tremendous crowds which attend these events will be
ready-made market for the services or products the showmen have to
offer.

Now about ready to get under
way in the North, the fair season continues until late fall in the
South.
Local Law Turns Some Real Heat on Disk Bootlegging

Jersey Prosecutor Charges Duo With Counterfeiting; N. Y. Alert

HACKENSACK, N. J. — Three men, representing two different firms, were indicted here Friday (10) by the Bergen County Grand Jury investigating rampant disk bootlegging in this New York City suburban area. The indictments were based on the basis of alleged violations of a New Jersey statute which makes illegal the counterfeiting of a trade mark.

These indicted included Robert Arkin and Miller, operating a firm known as Bonus Platten-Pak, Inc.; and Alan Arwood, who operates Atwood Enterprises, Inc.

The grand jury returned the indictments in one hour based on testimony by Camden Records Inc. and Bobby Rydell, whose records were among those allegedly being bootlegged, and detective George Gran- der, who conducted the investigation prior to the hearing. County Prosecutor R. H. Gately announced that the indictment would be entered against John Arwood, of the firm whose records were allegedly being bootlegged.

The most important development occurring in the Bergen County, N. J., where the indictment was entered, was the announcement that the trial would be held in Hackensack, rather than Bergen County Circuit Court, in the same building where the grand jury was called.

The three defendants were among those who have been arrested in New Jersey and New York on charges of counterfeiting.

The trial is scheduled to begin Monday (18).

Mercury Redlines Executive Set-Up

Steinberg Now Second in Command; A&R, Sales Structure Ramped

CHICAGO — In a major realignment of its exec personnel and a reorganization of key responsibilities, Mercury Records has appointed three new executives, all with extensive division and revamped its promotional and sales structure.

Vice-president/merchandising Irwin H. Stein- berg has been appointed to the newly created post of executive vice-president, making him "second in command" to McCaughey. George B. Gross — and Kenny Myers appointed vice-president in charge of sales. Stein- berg will also continue as treasurer. There will be no single replace- ment for B. G.

The company's new division heads are

Sorrias Make Europe Trek

NEW YORK — Sorrisa Series producers for RCA Victor, Dario and Mrs. Sorria, expanded for Europe last Thursday (9), for a two-month tour of Europe.

They are visiting Europe with pleasure since some of the steps on the itinerary entail the super- vision of their famous artists. They will return to America on August 12.

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Talimated to UA Top Brass Post

NEW YORK — Art Talimated, who resigned from his vice-president post with the UA Film, has joined United Artists Records as vice-president-managing director. Talimated will direct the over-all operations of United Artists Records and its subsidiaries (music firms, Unlimited label, etc.) along with the firm's West Coast L.P. labels (Long-stein, and David V. Picker, executive-vice-president.

Talimated will headquarter here in New York, but for the time being he will be active N.Y., New Jersey, and Chicago. He will make his first official appearance at the Atlantic City convention in Atlantic City this month.

A veteran disk businessman, Talimated had been with Mercury for 15 years when he resigned last month, following "differences in policy" with Mercury pres- ident Irving Berlin. Prior to his departure from Mercury, he was with Music Corp. of America for seven years.

Meanwhile, United Artists is bringing out three new L.P.'s for the UA Film, the first of which is due to be "loses his first U. A. position as "Lives of Great Artists," a reissue of three Swain's "Lives of Great Artists," a reissue of 

Talimated, who has been with United Artists Records for 10 years, was recently promoted to the title of vice-president managing director. He will report to UA Film president J. B. Poster, who recently resigned as chairman of the studio's board of directors. Talimated is expected to stay in the position for at least three years.

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Regulate Unfair Practices In Depth, Says Harris Staff

Analysis to Figure in Report to Congress for Committee Action

By MILDRED HALL

Winning acclaim for its campaign of fair trade practices in the music industry should be regulated in depth by the musical product's Subcommittee on Consumer Protection and Inter

regional Operation of the market has been Harris Legislative Oversight Subcommittee has pointed out.

The Recording Industry is being recognized as beyond the whims of distributors of oversold with many times that his choice product will receive the widest exposure at the beginning.

for Proponents of these needs are expressed in a way best by Record Source, Inc., at a modest price, and with mutual benefit to both music publishers and distributors that writers, critics, and all who stand to gain by proper programming and promotional techniques.

The one-stop programming service comes at a propitious
time. The last several months have been a period of crisis, and have demonstrated—apart from the agencies inherent in the interests of consumers, Motion, Goldstar, MCA, etc. 10.

For instance, Cook has had extensive ties with both the NAB and the FCC, and the broadcasting trade organizations over the years. Each year, each week, will be effected with utmost rapidity to permit shipments by the time the reviews are in print.

In planning the service, Cook has had extensive discussions with both the NAB and the FCC, and the broadcasting trade organizations over the years. Each year, and plans for moderate expansion, Carlson Records hopes to achieve a gross sales figure of $12,000,000 by 1960.

Carlton noted that income from the disclaimers in the carriage of its product is mounting. Copyright on "Paper"

(Continued on page 26)

Consumer Sales Up: Still Lots of Beef

NLRB Finds

Verve & AFM

Discriminatory

Must Make Good

Sindman's Wax

Date Wage Loss

WASHINGTON — A National Labor Relations Board decision last week (11) finding Verve Records and the American Federation of Musicians guilty of discrimination in the rejection of an already "up" artist for a recording session, has in effect thrown doubt on the record industry's right to exercise quota system as applied to recording sessions.

(Continued on page 49)

Merc. Pacts

McPhatter

NEW YORK — Clyde McPhatter has signed an exclusive contract with Mercury Records. He will cut his first sides for the label — single and an album— before he makes his personal appearance July 1.

The deal was set by Mercury's new sales manager, Ed Leinbach, in a move to boost a pop A&R director Clyde Otis and Mercury's Western manager, a long-time talent scout for Atlantic Records, left that label last year. McPhatter's contract with M-G-M expired this month.

(Continued on page 9)

Atlantic City — Plenty of forthright, serious discussion was highlighted at the recent Convention of the Association of Record Manufacturers and Distributors of America, which opened here today (13) in the Hotel Theresa.

Last-minute additions to the agenda included two important guest speakers for the Tuesday (14) program. At 11 a.m. session, David Furman, attorney general of New Jersey, will present a full-dress discussion of bootlegging problems affecting the record business both here and in other Senator Irwin Feld, McPhatter, a long-time talent scout for Atlantic Records, left that label last year. McPhatter's contract with M-G-M expired this month.

(Continued on page 9)

Miss Francis' participation in the convention includes payment of a $500 acceptance fee, plus the cost of approximately 40,000 records to be shipped to the company's distribution center at 34th Street, New York. Miss Francis出具s for a substantial share of the transportation to the Caribbean Island.

In what is believed to be a unique departure from the star system of a record label,
BOSTON, Mass.—But Things Not as Tough as Painted

NEW YORK—It may be hard for some record manufacturers and distributors to account for the relative calm that has prevailed in the music business as a whole, as the middle of the month draws near. However, that's not the case in the record business, where the slowing down of L.P. sales and the decided slump in the distribution of records among the wholesalers is a fact of life. The result is that the record business is not faring as well as it should.

There are reasons for a less pessimistic look at the disk business during the remainder of the year. First, there is the ever-increasing demand for records in the home market. This trend has been evident for some time, and it is expected to continue. Second, the demand for records in the export market is also on the increase. This trend is due to the increasing popularity of American music in foreign countries. Finally, the demand for records in the wholesale market is also on the rise. This trend is due to the increasing popularity of American music in foreign countries.

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JUNE 13, 1960

THE BILLBOARD

FRANKIE

BIG
SALES
ANYONE?

AVALON
WHERE
ARE YOU?
b/w
TUXEDO JUNCTION

C-1052

Chancellor

Distributed by AM-PAR Record Corp.
No time for fancy ads
but we had to let you know the record
broke wide open!
137,530, first week* (actual orders and reorder)

Trouble in Paradise
by
The Crests

In Top 40 on local lists immediately!
Bigger than "16 Candles", "Six Nights a Week"
"The Angels listened in" and "Step by Step"

The new stars are on

COED RECORDS INC.
1619 BROADWAY, NEW YORK 19, NEW YORK
BEST SELLING VERSION!
LOOK FOR A STAR Garry Miles #55261 Billboard: *** Good Sales Potential review... Music Reporter: Scoop of the Week...
Music Vendor: Best of the Week.

ANOTHER FLEETWOOD HIT!
RUNAROUND The Fleetwoods Delton #22 Billboard: Spotlight Winner: #73 up from #83... Cashbox: Pick of the Week, #48 up from #57... Music Reporter: #41 up from #57... Music Vendor: Sure Bet, #65 from #74.

PICKED BY THE TRADES TO WIN!
"DREAMIN'"—Johnny Burnette #55258
- Billboard: Spotlight Winner - Cashbox: Pick of the Week
"KEEP THE HALL LIGHT BURNING"/
"BLUE VELVET"—The Statues #55245
- Billboard: Spotlight Winner - Cashbox: Best Bet
- Music Reporter: Scoop of the Week

"BE SINCERE"—The Little Dippers University #603
- Billboard: Spotlight Winner - Cashbox: Pick of the Week
- Music Vendor: Beat of the Week

"NATIONAL CITY"—Joiner, Arkansas Jr. High School Band #55244
- Billboard: #53, Best Buy - Cashbox: #60, Sure Shot
- Music Vendor: #72, Sure Bet - Music Reporter: #21

"ONE LAST KISS"—Bobby Vee #55251

"THREE STEPS TO HEAVEN"—Eddie Cochran #55242 - Cashbox: Pick of the Week - Billboard: Bubbling under Hot 100, **** Good Sales Potential.

------------------------ Country & Western ------------------------

"HEART TO HEART TALK"—Bob Wills/Tommy Duncan #55260—BRAND NEW! Immediate distributor sales action!

"The Sound of the 60's"
Local Law Turns on Heat

Continued from page 2

practice as well. There are others in this town, of course, and we will get to them later, probably next week." It was reported that the key figure in the case could not be located. Earlier, Calisi had told local newspapers that "the counterfeit record operation being investigated here makes payday look like pig money. The probe probably will reveal a multi-million-dollar bootleg record racket operating from coast to coast.

"Perhaps one half of certain hit records today are bootleg," Calisi continued. "We went out into legitimate long-established music stores and the music departments of large stores and found at least 50 per cent of the records we looked for were bootlegging." Brendan T. Byrne, county prosecutor of neighboring Essex County, New Jersey, whose men confiscated 3,000 counterfeit records from distributors in Essex County last week, agreed with Calisi that no such records were being produced in either of the two counties and that the public has not been the loser.

"The company which owns the label, the singer, the musician and possibly the government, which may not be getting its excise taxes on the records, are the ones who are losing money," Calisi said. The records were reportedly being sold to local dealers for 16 cents each. Calisi said that the records were believed to be coming into the area from a California pressing plant, the he indicated that other sources were being checked. He had men on the road all week checking alleged production centers from coast to coast. Another alleged source of the disks was the State of Georgia.

Meanwhile, in New York, Assistant New York County District Attorney Joseph Stone, indicated that he has received complaints from record people in the city regarding alleged bootlegging. Stone said that New York, as New Jersey, has a law against counterfeiting of a trade-mark. Violation of the law carries a maximum penalty of one year in prison and a fine of $500 or both, slightly less severe than the penalties for the same offense in New Jersey.

N.Y. Investigation

"There will be an investigation of this," Stone noted, adding an appeal that anybody with any evidence indicating that bootleg records are in circulation, should promptly present the evidence to his office. Stone outlined that there have been many prosecutions based on the law against trade-mark counterfeiting, and "we can get them here, too, if we have the evidence." He noted as examples, prosecutions obtained in cases of perfume and automobile parts where trade-marks were counterfeited, adding that in the case of the auto parts "it took us two years to complete the case but we wiped the racket out."

Meanwhile, reports continued filtering in from wide areas regarding alleged bootlegging. In Chicago, dealers were still being approached by certain interests offering top hit LP records, including "Sold Out" by the Kingston Trio, and albums by Shelly Berman and Bob Newhart for $1.35 each. This normal distributor cost to dealers on such product is $1.09.

In Rochester, N.Y., record dealers reported two men operating

from automobiles selling key major label albums for $1.75 on a cash-only basis.

A New York record firm reflected on the curious fact that a Boston one-stop was reportedly offering title strips in volume for a certain record, but that no records were being sold from the distributor. "I wonder where he is getting the records," the manufacturer inquired in an astonished manner.
SALESPOWER! / STARPOWER!

SWINGIN' NEW ROCKIN' POP RHYTHM & BLUES COUNTRY HIT!

CONWAY TWITTY

smashing all sales records
first week of release!

IS A BLUE BIRD BLUE

PICKED AS A HIT BY ALL TRADEPAPERS

PACKAGED FOR EXTRA SALES POWER IN FULL COLOR SLEEVE

K 12911

the Hottest Label in the Business
Comerce Committee
Okays Harris Bill

Continued from page 1

"free" items, as well as in standard payola rules, the law points out.

Under the new anti-payola section, both stations and record companies are required to pay for payments or services received under payola arrangements. Violation of the new antpayola rules will result in fines or, in the case of individuals, a year in jail. Under the same penalty, anyone connected with the "production or preparation of payola program matter intended for broadcast" must disclose any payments made by the record companies extending from his employer, to the buyer of the program in the license of the station which will broadcast it.

Additionally, anyone involved in broadcast programming production or airing, who has any knowledge of such payments, or who has been told of such payments, must disclose to the station.

Commerce is the key issue for those to which the FCC may exempt under the amended Section 377, which permits free items to go unreported. Provided consideration has been given the item, or its brand, or any other feature or characteristic of the item, or its brand, as by way of further reminder to those who employ "reasonable reluctance" in uncovering payola on this basis.

The provision is made for those items which the FCC may exempt under the amended Section 377, which permits free items to go unreported, provided consideration has been given the item, or its brand, as by way of further reminder to those who employ "reasonable reluctance" in uncovering payola on this basis.

"All matter broadcast by any radio or television station shall be paid for, or in lieu of payment, charged or accepted by the station as broadcast, or as for or furnished, as the case may be, by any person, other than the owner of any personal product, service, trade, or mark, and broadcast without identification which is reasonably related to the use of such service or property in a manner different from that for which it is paid."

The bill goes on to note that this waiver does not apply to free broadcast of nonprofessional material, or where payola is involved on the free item.

A subsection (D) under the new 377 adds: "The Commission may waive the requirement of an announcement as provided in this Section 377 as to any case or class of cases in which it determines that the public interest, convenience, or necessity does not require the broadcasting of such notice."

"In this context," the law adds: "The Commission shall prescribe appropriate rules and regulations to carry out the provisions of this section".

Westminster
Continued from page 1

would no longer issue 200 to 300 records yearly. According to Tamlin, Westminster would only issue about 50 LPs per year with this new plan policy. The new firm policy eliminated the 100 per cent elimination concept and replaced it with a standard 10 per cent policy. Suggested list price of all Westminster records is to remain at $4.98 monaural and $5.98 stereo.

COOLEST DJ'S ON THE ROCKS AT ICE HOUSE
Continued from page 1

Lew Douglas
New Carlton A.&R. Chief

NEW YORK — Joe Carlton has appointed Lew Douglas A&R chief of the Carlton and Gabriel label. Pac is for three years, and also entails Douglas' services as an instrument and technical consultant to Carlton.

Douglas will have full control with regard to songs and artists, and will report directly to Carl Furness. Later, in addition to duties as national promotion director, is house conductor for musicians.

Douglas has much experience in the film music industry. Days ago he was with Mercury, has done extensive work for RCA, to and Colombia, and did the arrangements for Joni Janes' first hit.

Carlton has also signed Don O'Neal to a three-year pact. O'Neal has a couple of big dishes on Jubilee — "White Silver Sands" and "Two Different Worlds." Songs are already cut and first disk is scheduled to be out in three weeks, with a big promotional campaign in conjunction. Will include a tailor campaign, which will include a three-way spread from Rouge, and Carlton, Furness, etc.

Consumer Sales
Continued from page 3

more and more product. Thus a manufacturer's percentage share in the market would necessarily be bigger because while the market was expanding.

With records being discounted on all levels, from the manufacturer to the distributor to the dealer, unit sales could increase and yet dollar income not increase very much at all.

The major reason for the decrease in unit sales was due to LP records. Retail record shops sold 113,900,000 LPs in the first 16 weeks of 1960, as against only 11,000,000 LPs in the first 16 weeks of 1959. Spurting the great increase in LP sales was the jump in sales of stereo, which increased from just under $1,000,000 on the January 4-April 23, 1960, period, according to the report of all LP sales in units. Since stereo records generally sell for more money than regular records, account for an even bigger share of the dollar size than the unit volume.

All of the above statistics are advance warning from forthcoming reports analyzing national trends in the retail trade, as prepared by The Billboard every four weeks under the supervision of the New York University School of Retailing. The complete report, issued only to subscribers to this service, also provide competitive figures by price, speed, mono vs. stereo, etc. The reports are compiled from official tables of all cash registers sales made by systematically and confidentially retaining sample of record dealers across the nation.

All that single record sales were not outstanding in the first 16 weeks of 1960, with 79,000,000 ahead in unit sales by 7.7 per cent of the first 16 weeks of 1959. As against the 1959 figures show a drop in single unit sales of 3,100,000 in the first 16 weeks of 1960, single records sold a total of 23,200,000 units in retail stores.

In both of the period in 1959, single records sold a total of 21,200,000 units in retail stores for the same period in 1958 single records sold 24,600,000 units. LP sales continued their steep decline in 1960, selling only 900,000 units in the first 16 weeks, as against 1,200,000 units in 1959, and 1,400,000 units in 1958.
Getting the Plays
Getting the Sales
Getting the Plays
Getting the Sales
Getting the Plays
Getting the Sales
Getting the Plays
Getting the Sales

JIMMY CHARLES
and The Revelletts

A MILLION TO ONE

b/w Hop Scotch Hop
P-1002
on PROMO RECORDS

IT RECORDING CORP.
1107 Broadway • New York 10, N. Y. • AL 5-2448
AFM, AGA Issue Performance Pledge

LAS VEGAS, Nev. — The American Federation of Musicians and the American Guild of Variety Artists joined forces here last week during their respective conventions and pledged to perform only with musicians from each other's unions — "as far as laws permit." The pact was a highlight of the AFM's 63rd annual convention here (June 6-9) which was also marked by the resignation of all present AFM officers and board of directors. At the same time, AFM President Herman Keim confirmed a recommendation for joint union action in approaching employment in pay-TV. The recommendation was made by Don Exton, executive director of the American Federation of Television and Radio Artists. Other union conventions highlighted the granting of power for the AFM's International Executive Board, fees in excess of the old rate.

The Musician's Guild of America stepped up in the proceedings with another threat to withdraw its appeal from ratings of Local 47 (Los Angeles) executive board and international executive board. After a joint meeting of both AFM's and AGA's leadership, the two bodies agreed to call for an immediate stop to the use of a Los Angeles television station by musicians in the Los Angeles local. It was also decided that the AFM and AGA would work together on issues affecting the Los Angeles television market.

A Special Announcement for All Broadcasters

A brand new OneStop Programming Service that provides radio and television stations with records from all important labels at a minimum fee!

During a period of one year, RSIs supplies its subscribers with the following SERVICE:

120 new albums (10 each month) as selected by the Editorial Review Committee of The Billboard. PLUS-30 current and choice best selling albums (as reported by The Billboard) suitable for radio programming with the initial shipment to each new subscriber. PLUS-30 new singles (10 each week) as selected by the Editorial Review Committee of The Billboard.

COST AND TERMS

- If complete remittance accompany order, $300 for full year service.

Terms

$110 to be paid in three months.
$110 due in six months.
An extra charge is necessary for shipment outside the continental United States.
If you wish to receive your shipment via air mail postage, include an additional $30 per subscription for 100 full year's service. Los Angeles area customers only.
If you are using our installment plan.

SPECIAL NOTE

RSI does not replace any present record subscription services. Rather, RSI has been designed to provide a supplementary universal service (all labels) for a minimum service fee.

Should a record or album of participating manufacturers hit the local selling charts (Hot 100 on singles) (Top 40 on albums) and if same is omitted from the reviewers' consensus of the time of release, the item will be shipped to subscribers at the earliest possible date in lieu of the 10th selection on the next shipment. If there is more than one record, the send will replace the 10th selection on the next shipment, etc.

Special programming services for classical, jazz and country music will be developed as the demand warrants it.

A Special Announcement for All Broadcasters

A brand new OneStop Programming Service that provides radio and television stations with records from all important labels at a minimum fee!

During a period of one year, RSIs supplies its subscribers with the following SERVICE:

120 new albums (10 each month) as selected by the Editorial Review Committee of The Billboard. PLUS-30 current and choice best selling albums (as reported by The Billboard) suitable for radio programming with the initial shipment to each new subscriber. PLUS-30 new singles (10 each week) as selected by the Editorial Review Committee of The Billboard.

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Special programming services for classical, jazz and country music will be developed as the demand warrants it.
Another Hit For Marty Robbins!

First... "El Paso"

Then... "Big Iron"

Now...

iS THERE ANY CHANCE

4-41686

c/w I TOLD MY HEART

From COLUMBIA® #1 In Consumer Sales
THEATER REVIEW

Kobuki Troupe Weaves Own Spell

The Grand Kobuki company from Tokyo has ventured out of the Orient for the first time, and their three-week run at New York's City Center precedes appearances in other cities, including Los Angeles and San Francisco. The costumes are gorgeously colorful, the sets are lovely and imaginative, and the imported curtains are splendid. But unquestionably the most important fact about the troupe is that the ultimate product is Theater, with a capital T; not, certainly, in our own tradition, but nevertheless quite as theatrical as that of John Barrymore or Joe Jefferson or Maurice Schwartz or Rodgers and Hammerstein.

The unique rental of transistor receivers which pick up English translations permits a line-by-line understanding of the presentations, of which there are three on each week's bill. The acting style varies with the material, the first offering being a traditional Noh drama from the 15th Century, the second a religious play from 1887, and the third a realistic drama from 1890.

Space limitations preclude a full description of the merits of each of these offerings, but the first is particularly outstanding in its unfamiliar, and was the third, too, is fascinating in the sheer strength of the drama and acting. The religious drama, in its naive story of how a goddess resurrected two suicides, and restored the vision less to offer.

The Kobuki's three stars all shine brightly, Kanazawa NVII appearing in all three, Shoroku II only in the first, and Utsunomi VI, who plays the leading female roles, in the last two. The total effect is strange only for a short while, then the sheer theatricality of the productions overcomes all differences.

For those who get the message, it is then possible to graduate to the Cardboard two-disc set of four Noh dramas in the original Japanese. No transistor translations with these, either.

Bob Heller
Opens Own Distribs Firm

PHILADELPHIA — "Flying Record Promotions" will be the keynotes of a new record distribution company to debut here next Monday (28). The new firm is headed by Bob Heller, and appropriately enough named the Bob Heller Distribution Company, Inc. It will specialize in promotion as well as distribution.

As outlined briefly by Heller, the company will concentrate on the personalized promotion of individual client disks. Among these are the promotions are: Cocktail parties which will bring dealers and distributors in direct contact with record company execs; disk jockey contact which will personally introduce the artists; and artists will also be brought to individual dealers for sign autographs and meet customers personally.

Heller has resigned his post at Chips Distributors to form the new firm. He was general sales and promotion manager.
HERE'S THE BIG BALLAD
YOU'VE BEEN WAITING FOR...

THE TIP OF MY FINGERS

CORAL
9-62213

NICK NOBLE

with orchestra
and chorus
directed by
DICK JACOBS

CORAL RECORDS
LES GIRLS

Eyeful and Earful on Ramrod

NEW YORK — Ramrod Records, the label operated by Eddie Fisher and distributed by Morty Craft'sisking axis, has set see what it calls a special "See-Hear" album, entitled appropriately enough "La Femme." The set will include a series of specially written tone poems, dedicated to the 14 most glamorous women in the world. The album will also include an engraving, illustrated book picturing the 14 reigning queens of glamour.

The tone poems will be called by such names as Jule Styne, Jimmy McHugh and others. Special portraits and cover art is being prepared by artist Jon Wilcox. The album, which will get a $50,000 promotion push, will feature Brigitte Bardot, Ingrid Bergman, Greta Garbo, Ava Gardner, Grace Kelly, Lena Horne, Audrey Hepburn, Marlene Monroe, Zsa Zsa Gabor, Natalie Wood, Lana Turner, Jody Garland and Elizabeth Taylor.

Sonon Blasts Current Pop Music Crop

WASHINGTON — America's popular music came in for another ironing last week, in an entry in the Congressional Record. Rep. Phil Philbin, in a blast at the "barrage of trash" on today's waves, asked his fellow Congressmen Owen Harris (to broaden the scope of his current inquiries, come up with some effective recommendations before American culture is laid prostrate before the onslaught of greedy entrepreneurs who, in effect, are threatening to erase all traces of traditionalism and good taste from the music folklore, stagecraft and entertainment aspects of the nation.

Philbin deplored the whole state of payola-ridden culture, and said Congress has so far made only "fleble, ineffectual efforts" to clear up conditions in American broadcasting.

Philbin quoted a bitter commentary of songwriter Yip Harburg, whose "Finian's Rainbow" was a hit in 1946 and was recently revived on Broadway. Harburg, interviewed by columnist John Crosby, said, in effect, that no more good popular music or musicals are being written in these times because mass communication has blighted talent with hurry-up tactics and crass commercialism.

Payola is also responsible for the death of good lyric writers and composers, said Harburg: "What you hear around is some stuff done by some prefessional who doesn't care about music as much as he cares about payola."

Daily News

Jazz Bash

A Smash

NEW YORK — A total of more than 29,000 people jammed Madison Square Garden to see and hear the Jazz Concert given for the benefit of The New York Daily News Welfare Fund here on succeeding nights, June 2 and 3. Show was co-produced by George Simon.

A total of 14,559 patrons filled the arena to near capacity to see the Dukes of Dixieland, Count Basie, Sarah Vaughan and the Hi-Los on Thursday night (2), while 14,756 jazz buffs saw Gene Krupa, Woody Herman's band, Dizzy Gillespie, the Lambert Hendricks and Ross group and Louis Armstrong on Friday evening. (3)

The entire concert was uniquely presented on two revolving platforms that allowed the massive audiences to see and hear everything well.

Alto The New York would disclose no income figures for the bash, it was easy to surmise that the event was a financial success with its $5 top seat price. This assumption is even more valid in the light of the paper's announcement that it will do the whole thing again in 1961 on Thursday and Friday, June 8 and 9.

New Weavers Album on Way

NEW YORK — Vanguard Records will issue Volume II this week of the album "The Weavers at Carnegie Hall." In honor of the event, starting June 15 and running through July 31, Vanguard is offering a 10 per cent discount on all five of the Weavers' albums released to date. The firm has also worked up a number of store promotion pieces for the Weavers' LP, including window displays and counter pieces.

UA Signs Alex King

NEW YORK — United Artists Records has signed Alexander King to a recording contract. He cut his first album for the label in a few weeks.

King, a regular guest on Jack Paar's NBC-TV show, is the author of two bestselling books, and has starred in his own syndicating (by NTA) TV show, "Alex and Jules." His wife Margie, who plays the snare drum and appears with him on TV, will also be heard on King's first U.A. LP.

Daily News

Rice to Cut Sacred Disks

NEW YORK — Darol Rice has been appointed RCA Victor's new vice president of A&R and will run a sacred recordings specialist post. Rice, who has been in the music business for 25 years as big band and studio sideman, has been arranger-conductor on a multitude of recording dates, movie sound tracks and radio and TV specials and will assume his new post at RCA's Hollywood office.

He already has three recording projects under way for his new employers. Dates in the works are for George Beverly Shea, the Blackwood Brothers and Tony Fontane.

Crystal With Melcher Firm

NEW YORK — Bob Crystal, head of Crystal Records, has joined Marty Melcher's music operation as a co-owner in New York. Crystal will be in charge of eastern operations for Daywin Music, Artists Music, Arwin Records. Arwin Productions, Melcher Enterprises and exploitations for Doris Day. Joe Lubin will continue to handle the firm's operations in California, and Leslie Conn continues in the London branch.

NEW YORK — The first in a 10-week series of jazz concerts jointly sponsored by the Museum of Modern Art and Metronome magazine, the last monthly, will be presented in the Museum's open-air garden on Thursday, June 16. The concerts will run one hour from 8:30 to 9:30 p.m. and will be presented under the direction of pianist promoter entrepreneur - producer and historian record executive George Wein. Included in the agregations are Pete Seeger, Randy Wood, Lawrence Brown, Clay Crow, Mickey Sheen and Shorty Rogers.

There will be no additional charge for the concert outside of the usual standard admission price to the Museum proper.
ON THE CHARTS

FOUND LOVE

by

JIMMY REED

VEEJAY 347

SOLD HITS

EASY LOVIN'

LONELY SOLDIER

WADE FLEMONS

VEEJAY 344

JERRY BUTLER

ABNER 1035

RED HOT

"Why Do You Treat Me So Cold?"
GENE ALLISON
VEEJAY 341

"The Humbug"
THE ROCKIN' R's
VEEJAY 346

"No Shoes"
JOHN LEE HOOKER
VEEJAY 349

"Surely I Love You"
ROSCOE GORDON
VEEJAY 348

"Do What I Say"
J. B. LENOIR
VEEJAY 352

"I Know"
The SPANIELS
VEEJAY 350

"Joey"
BILL HENDERSON
VEEJAY 351

VEEJAY 1449 SOUTH MICHIGAN AVENUE • CHICAGO 5, ILLINOIS • PHONE WE 9-3970

Copyrighted material
Dot RECORDS presents BILLY VAUGHN

His Golden Music and Twin Saxophones Bring you TWO of 1960's GREATEST SONG HITS!

"LOOK FOR A STAR"

"HE'LL HAVE TO GO"

#16106—#45225 (Stereo)

"THE NATION'S BEST SELLING RECORDS"
ON Dot RECORDS

AS PERFORMED ON THE ED SULLIVAN SHOW LAST NIGHT!

Keely Smith

sings her newest single

'close'

'tea leaves'

#16089

"THE NATION'S BEST SELLING RECORDS"
Rose Discusses European Push On C&W Export

NASHVILLE—Wesley Rose, of Acuff-Rose Publications, and W. D. Kilpatrick, of Acuff-Rose Artists Corporation, both with headquarters here, told a series of conferences here last week with Jacques Kluger, general manager of the Acuff-Rose Belgium firm, Editions Jacques Kluger, and Martin C. Hostle, of the export department of one of Germany's largest record and music publishers, that they have happened. The latter, who makes his headquarters in Stuttgart, is in a radio producer, disk jockey and an ardently country-music enthusiast. Also present at the conferences were Allen Arrow, of Greenslade & Arrow, Acuff-Rose New York legal counsel, and Val Sanford, of Clement Records, Sanford & Fisher, Nashville.

Rose, who recently returned from an European jaunt, discussed the wide scope of country music and stated that on his recent tour he was constantly impressed by the European public's firm acceptance of American country music. Kluger, a distinguished musician, stated that Europeans consider accompanying on a fiddle, the Acuff-Rose writer staff, one of America's outstanding composers. Kluger also stressed that American copyright laws, in general, are obsolete, confusing, and complex, and suggested that publishers in this country coordinate the copyright laws of the Berne Convention.

Hostle, a diligent country-music broadcaster in the German market, spoke of the enthusiastic reception the Germans have received the country music shows he has produced in Stuttgart. Most of the talent for these shows are drawn from members of the American Armed Forces in Germany.

Further discussions centered on coordination of efforts in European markets by Acuff-Rose and its various affiliates, including Hickory Records, Keel Records, Mobile, and its artist booking firm.

Artists Sue On Royalties

MOBILE, Ala. — Two recording artists here have filed a petition in Mobile Circuit Court contesting their recording company's claim that they have failed to pay them royalties due.

The petition was filed by Travis Prichett and Bob Weaver by their attorneys. Named as defendants are Paul Dallone and John Bozeman, of Mobile, Sandy Record Company, of Mobile, and Singing River Publishing Company, of Biloxi, Miss.

The 21-year-old complainants, known professionally as Travis and Bob, recorded the song "Tell Him No," which was written by Prichett.

The petition alleges that Bozeman, Dallone and Sandy Record Company have not accounted to them for royalties due them for airing of their recordings on television and radio, and from recording sales of records or phonograph records of their work by other artists.

It asked for an injunction holding the respondents from enforcing any terms of their contract or from publishing any more of their songs.

It asks for an accounting and a junction of the alleged copyright infringement by Bozeman, Bob and Sandy Record Company, for the amount due the plaintiffs and further asks that a receiver be appointed to handle the business.

A hearing has been set by the court for Friday (17).

Business Off

Continued from page 4

The following R&B, POP, ALBUMM Stars... est labels, and all three of them are selling handily. It's possible that all three records will share healthy sales on the tune. But there aren't the only singles that are selling. There are others and tho they are not selling as much as they might have six months or a year ago, they are selling well in a quiet market. The elimination of the big-time payola jocks has helped to give more firms more chances to get records exposed—on merit—rather than on payola. This has made it a healthier business.

Albums Rally

In the album field some remarkable things have happened. The sales of the Shelby Berman records on Verve and the Wexler Family out of an unprofitable position to a profitable one in less than a year. And this all happened while many manufacturers were crying the blues. Eddie Light's Command label, started when all the lightweights of the record business, has racked up sales on almost 200 LPs of better than 250,000 on two of his 45s and over 50,000 each on all the others in the Command. Albums with big artists, and albums from bit Broadway musicals have racked up impressive sales too. New artists such as Bob Newhart on Warner Bros. and Santo and Johnny-

N. Y. THEODORE L. ROSENBERG & CO., INC.

manner—American have sold solidly on LPs. Much of these sales have taken place during the slump sales period, indicating that even with the slump, discounts, record industry problems, and more, the albums that the public wants continue to sell.

The record industry is more firmly entrenched than a lot of manufacturers imagine, and by fall there's a good chance that it will be selling up fabulous disk sales again, as it always has in the past.

LP Mechanical

Continued from page 4

Awareness of the publishing trade regarding the value of mechanicals is spreading. Al Berman, owner of the Arrow Production, Inc., and its artist booking firm.

Streetly Calls FTC Charges 'Baseless'

WASHINGTON—Streetly Recording & Publishing Company, Inc., and Streetly International Sales Company, Inc., affiliated record manufacturers in Madison, N. Y., have stated that the week (9) that the Federal Trade Commission's payola charges against them were "baseless."

Companies contenct they are pri-

effectively and valuable. They said payola is not their policy, has not been in the past and will not be in the near future.

The companies have been in the music business approximately eight years, and during that period "one credit was given to a record distributor on his monthly statement for the sum of $25, with which he bought one of the Streetly firms for some present which he had made to some person in the music field, possibly a disk jocke'y." Streetly's reply said. On another occasion, a present of $35 was made to a disk jocke'y in Louisiana but in neither case was this considered payola. Streetly contended the payments were gra-

In fact, since this was only the first in a series of such "live" displays, he has applied for a license to stage guilty to the charge on the grounds that the actual charge itself was not clear and asked for and got a two-week adjournment pending clarification.

On Thursday (June 9), a representative of the SEC appeared in court to present the SEC's case against Berman, Bob and Sandy Record Company for the amount due the plaintiffs and further asks that a receiver be appointed to handle the business.

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NOW IS THE TIME to reserve space for your ad... deadline, June 16.

NEXT EDITION coming in the June 27 ISSUE
Zenith Unveils '61 Line: Accents Style

CHICAGO — Zenith Radio Corporation unveiled a new of 21 pieces, one more than in its current line, stressing greater versatility in fundamental features and a wider range of audio features in its 1961 line. Zenith's audio playback line is an all-in-one console, with one stereo phone, which can be plugged into radio bento with either optional FM-AUX-TECH or TV-AUX-TECH receivers. Zenith enters the "stereo theater" competition, begun in 1959 by Motorola through its "10-inch TV" consoles, compared to one in last year's catalog.

Zenith demonstrated its "Second Reverberation" feature, an electro-mechanical technique of degrading and reverberating sound to produce a "stereo" effect. Philo Fowles' version of the Hammond Organ-produced audio feature last week. Exhibit B uncovers "true stereo," a hall program's stereo unit built in, as does one of the stereo sets. Zenith doubles the provision of 12 all-in-one consoles and two of the stereo consoles have been definitely pegged, but it will be closed to $50 for the optional unit.

Zenith has extended its 1959-extended Stereo feature to 11 out of 14 times and all three combos. In addition, these sets are selling for $99.95; the optional 7-channel tuner and the stereo system now introduced optional "Pro" Remote Speaker System. In the case of the stereo console, connected to the stereo speakers, they contain a two-way stereo speaker system which the stereo line fills in.

Decca Debuts 'Fall '61' Phono Models

NEW YORK — Decca Records introduced its "Fall '61" phonograph line this week, an array of $19.95 to $329.95 four-speed manual and automatic models. According to the company, the line carries nine models pricewise from $19.95 to $329.95; four-speed models run from $39.95 to $79.95. In two of the console models, the manuals are included as a bonus to the consumer.

Highlighting the new line are the turned-out single manual models, the "Classic," and the "Vinyl." The former is a full stereo console, as is the "Vinyl," but at a lower price of $29.95. Each is available in three-color combinations and the units feature a remote-volume control for the second channel.

The Decca Deco is a five-year basic-package, $29.95; the unit长江 allow the stereo to be played full stereo" by swinging the speakers out. The speakers are also available as a "package. The homes in two-color combinations and each comes packed with five stereo records, a $25 bonus to the consumer.

Also listed among the new models is the Philco, featuring three-speed manual and automatic for AM-FM broadcast. Basic model, $24.95. With automatic, the unit comes with a $39.95 tag and goes under the designation, the Allegory, the new line carries a VM turntable, a belted motor from the January product line. Decca also has a new line of transistorized manual and automatic models, ranging in price from $19.95 to $329.95; the transistorized models sold in Europe and South America. During the summer, the company will have a limited number of innovations in large theaters and recording companies. They will report on his trip with special emphasis in which he is considering the best new developments in stereo recording and the automatic turntable of tape to disk.

TEMER TO ADDRESS AES

The June meeting of the New York Section of the Audio Engineering Society (AES) will be held Friday (14) at the Manhattan Gotham Audio Corporation.

Temner has just returned from an extensive trip through Europe and South America. During the breakfast, he had a chance to observe closely a number of innovations in recording and production procedures. He will report on his trip with special emphasis on what he is considering the best new developments in stereo recording and the automatic turntable of tape to disk.

NEW AUDIO PRODUCTS

3-Channel, 4-Speed Stereo

This new four-speed automatic stereo phone with FM-AUX-TECH in its 1961 line (see separate story) of the 355P19 has three-channel sound, a 10-watt dual channel speaker with separate AM-FM systems. The three speakers are composed of the central speaker with two five-incher in detachable sound enclosures. The phone is available in brown arm rests, oak for phonos, record covers and 45 r.p.m. spindles and inserts. The phone will be a pre-built construction which makes it a simple matter.

Rack Turntable and Arm

The Sonograf Electric Corporation, a division of a distribution company, recently distributing a professional turntable and arm manufacturer, the Amsterdam Company of Amsterdam, Holland, has introduced its model 2500 turntable (shown with the Model 2500 playback arm) comes in the 78, 45 and 331/2 r.p.m. speeds and has no idlers or pulleys. It has a unique "T" drive belt wheel which reduces rumble greatly. The new arm also has a special new suspension and a bubble level which "is a real plus as it eliminates any error on speed and balance. The spindle shaft, and turntable spin as a whole on a bearing. The bearing is a rugged centerless roller adapter which never needs servicing.

The unit also has an adjustable support of both speed selection and variation, and a speed-locking lever. The audiophile net price is $99.95.

Sylvania Debuts '61 Radio, Phone Lines

MACKINAC ISLAND, Mich. — Sylvania Electric Products, Inc., has introduced a new radio phone line here last week at a national meeting of its dealers. Line includes seven new transistor radio phone lines and two de luxe stereo consoles.

The transistor phone line ranges from a four-transistor short-sleeve version to a de luxe seven-transistor clock cabinet. Also in the line are 35 AM table models, five clock radios, two AM-FM table models and one AM-FM table radio. The range in price is from $12 to $99.95.

Sylvania's radio line sales manager, Ralph Bloom, commented: "Despite the increased foreign competition on sales of America's made transistor radios, Sylvania is enjoying sales in its "Transistor radio sales."

The portable phonograph line ranges from five transistors, one monaural and one stereo phone with AM-FM transistors. The range is from $8.95 to $39.95. Two new models have also been added to the phonograph line, introduced last October. Suggested list prices on the phonograph range from $3.95 to $109.95.

Bloom assured the Sylvania distributors that the company's emphasis on stereo inventories is a thing of the past. "Our experience in stereo has been increased," he said. "To past industry patterns, Sylvania will not present an entirely new phonograph line each year. Instead we will drop in models from time to time as the market warrants."

Electro Signs FTC Consent

WASHINGTON — Electro Music Music, an entirely new stereo phone model, has been introduced to Federal Trade Commission order forbidding it to reject unwritten acceptance with customers to fit the resale price of its loudspeaker units or similar products.

FTC, in a recent year, charged that Electro returned in radio-price maintenance agreements with retail customers it was not lawful. The order specifies 1 1/2 years in which Electro is unable to make such intra-States agreements.

The agreement, according to the FTC, "is a written order and does not constitute an electro that it has violated the law."

Sylvania Sues Ampex Over Patent

NEWARK, N. J. — The SoundScriber Corporation has filed a patent infringement suit here in the U. S. District Court for New Jersey, the M stereo Products Corporation, Ampex Export Sales and New York's ITA Television Broadcasting Corporation. The suit is for $3,000,000 and is based on an infringement of Sylvania's stereo transducer for transverse recording on magnetic tape.

In a recent decision, the FTC has not allowed Sylvania to take any advantage of this decision. The company's own transducers are not covered by any patent granted to the company's domestic dealers or, directly by mail from the Independent City headquarters.

Catlog Lists Hi-Fi Products

The Electronic Instrument Corporation (EIC) of Long Island City, N.Y., now has published a 28-page catalog that covers its complete line of stereo and monaural hi-fi equipment.

Included in the catalog are pictures and descriptions of the company's test instruments, radios and transistors in both wired and kit form, for home and professionals. Considered the most comprehensive catalog of EIC equipment, the booklet is available from the farm's authorized dealers, or directly by mail from the Long Island City headquarters.

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Tuner to 'Drop in' on Consoles

Included in the new stereo line of Zenith receivers for 1961 (see separate story), is this "Drop In" AM-FM tuner which has a built-in tuning (at extra charge) in four of the firm's stereo hi-fi consoles. The "Drop In" unit has automatic frequency control which sources drift-free FM reception and long-distance AM reception on all standard broadcast bands.

The suggested list price on the $111 "Drop In" AM-FM tuner is $75.

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Sylvania claims it was a pioneer in the field to transverse tape recording. Sylvania claims it does not include the Sylvania transducer.

The FTC, on the other hand, has not awarded Sylvania a patent for the same transducer.

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READY NOW FOR THE NEW SELLING SEASON!

Sell them for graduation and other gifts...
for travel use, too!

...for graduation

...for travel

...for wedding gifts

THE ENSIGN (Model 171)
- Plays more than 100 hours of "Golden Throat" performance with inexpensive flashlight-type batteries... or up to 500 hours with standard 6-transistor, no tubes.
- Exclusive RCA Victor "Eight-T" circuit
- Non-breakable "IMPAC" case, earphone jack
- In Champagne White, Ebony and Moonlight Gray or Aqua and Champagne White

More of this model sold than any other RCA Victor transistor radio!

New styling of 1959's hottest seller...
...from RCA VICTOR!

Stock up now with these colorful, smartly styled radios, to take advantage of the growing trend towards gift-giving and travel at this time of the year.

The Ensign is brand-new styling of the hottest-selling (over 250,000 units sold) transistor radio ever built by RCA Victor. Engineered with RCA Victor quality and precision, each set will give customers long-lasting hours of radio pleasure.

The Most Trusted Name in Radio
RADIO CORPORATION OF AMERICA

Check your distributor to see the full line of these profit-building radios.

The "Pocket-Size" Personal (Model 1711). Fits in a shirt pocket, yet gives superb "Golden Throat" performance. Up to 2½ times longer battery life. Non-breakable "IMPAC" case in Charcoal and Champagne White, or Cham-pagne White, or Cham-pagne White.

The Ensign (Model 171). Plays more than 100 hours of "Golden Throat" performance with inexpensive flashlight-type batteries... or up to 500 hours with standard 6-transistor, no tubes.

The "Pochette" Personal (Model 1711). Fits in a shirt pocket, yet gives superb "Golden Throat" performance. Up to 2½ times longer battery life. Non-breakable "IMPAC" case in Charcoal and Champagne White, or Cham-pagne White, or Cham-pagne White.

The Carrymate (Model 172). Beautiful new styling. Vernier tuning provides stations for best reception. Automatic volume control maintains uniform volume for weak and strong stations alike. In Black Morocco or Genuine simulated leather, or (Model 173) genuine leather, Alligator grain.

The Hawaii (Model 174). Unhurried with RCA Victor's no-break rechargeable batteries for a full five years of normal use. In Antiqued White, Light Turquoise, or Charcoal Grey.

The Globe Trotter (Model 175). Most powerful RCA Victor portable. Unique oscillating top cover, swing-down carrying handle, and slide rule vernier tuning for extra accuracy. Beautiful unfaded aluminum trim with Charcoal or Aquamarine.
Zenith Unveils 1961 Line

The Billboard, June 13, 1960

NEW AUDIO PRODUCTS

PITCH INDICATION THRU STROBE

Since speed is the essential electronic requirement for a re-creating musical pitch, the new strobe-lit pointer makes the ideal pitch indicator being marketed by the Robin Industries Company of Ft. Washington, Pa., in a valuable addition to a dealer's stock of more than 350 individual products. The strobe is an easy guide to the correct tunable performance of all record players.

A clockwise rotation of the indicator means that the turntable is turning too fast and must be slowed down; a counterclockwise rotation of the indicator means that the turntable is moving too slow and needs an adjustment that will pick up its speed. Fast irregular movements indicate "flutter" when the turntable is turning slow; another fast and irregular movement points to "wow." The strobe, like other products, is being marketed in a three-dimensional orange and black card. It sells for $1.50.

Indicator Keeps Voice on the Level

Another new accessory product from Robin Industries is this VU-100 signal level indicator which allows the home recordist to check his signal-to-noise ratio - one-to-one. Ideal for use on home stereo or for monitoring balance.

When plugged into a home tape recorder, it prevents the operator from talking too loud into his machine and also prevents him from saturating the recording tape, or pushing a level signal beyond a point where it cannot be recovered. The dubbing of records in this manner makes the shows from radio broadcasts also are facilitated in that the usual airwaves or leads to unfair trading practices.

Other areas requiring watching are many of broadcast networks, in exchange for free plays to Broadway musicals, can get exclusive rights to the original cast albums for their record company affiliating. Also, the study points out situations in which the record manufacturer's ad man is alleged to be able, in many instances, to have brick-wall voices and artists because of his mastery of the new electronic means of testing a song. The study says it indicates only a few of the ways in which recording and broadcasting interests can be combined to the advantage of those in the trades.

The study states that ASCAP has functioned under some degree, recently revised for the third time, under a plan that complies with the alleged inadequacy legging systems and the purposes of the discriminatory distribution and weighted veto system. These conventions, as an example, points out, "there have been allegations in the trade press and elsewhere, that the study says, that deals are made between large publishers and TV producers, with a percentage kickback for the producer who takes the bulk of his music from one publisher's catalog. The study suggests that the ASCAP look into this and all other types of deals in music and broadcast, and also that the "subcommittee has a vital interest in these matters."

Present royalty collection for network performance of music is emphasized in both ASCAP and BMI, the study points out, since such network performances are "automatically net cash for the publisher and writer," according to the local registering is done only on a sampling basis.

The memo notes that broadcast owners of network ownership of record companies mean offers possibilities for abuse. Similarly, movie company control of dominant music publishers affects the movie industry's use of music in TV film products, thereby raising performance royalties and taking unfair advantage of the composers.

As for broadcasters and BMI, the study committee points out a "two-way plan on broadcast interests: Broadcasters who own BMI's and have an interest in seeing that their BMI-licensed music growers." But also, "the same broadcasters may own BMI and ASCAP publishing houses, whose performances royalties will be equal to the number of plays" on the air.

Some Conflict

Of some concern to broadcasters is the idea of these alleged favorable toward BMI (as far as ASCAP music, revolved during recent FCC hearings, is the study's remark that: "Broadcasters'" widening of the circle of purchases from time and of program delivery of such ASCAP music."

Though, broadcasters, as such, should be unconcerned about the source of musical material, so long as it is of a quality suitable for program purposes, is reasonable priced and is likely to attract listeners and revenue.

The catch is in the staffers' doubt that broadcasters have been doing a good job of collecting from the "wealth of high-quality music," available outside, along with the "perennial bumper crop of present-quality material." The study finds that broadcasters are in a position on the basis of "marketyability" of music, which they are reasonably priced,

Like it or not, the broadcasters have been put in the position of trying to sell the voting arm of the record industry. Therefore, broadcasters who select music for air play to resist the inevitable pressure brought to bear on them by the music productionhungry for air exposure to particular music network hookups.

In connection, the staff members adds the propriety of permitting selectors of music broadcast to have some exclusive personal financial interests in the material, "where the possession hampers public interest use of the music."
DECCA PHONOGRAPH - 1961
THE COMPLETE NEW LINE - NOW AVAILABLE FOR IMMEDIATE DELIVERY

THE RAMSEY DP-330
Full Stereo Console - Genuine Veneer cabinet complete with Extra Speaker. $89.95* (mah.)

THE ALLEGHENY V DP-306
Three Channel Output Stereo. Also available with AM/FM. $119.95* (mah.)

THE HUDSON DP-310
Self Contained Full Stereo. Includes Free: $50 worth of Decca 12" Long Play Stereo Records. $169.95* (mah.)

THE DEVON DP-297
Super Deluxe 20 Watt Output AC Chassis. Price includes $25 worth of stereo records. $149.95*

THE LAMBERT IV DP-238
Three Channel Output Stereo - Automatic portable. $89.95*

THE ANNIVERSARY III DP-650
Full Stereo, Automatic Portable - An Outstanding value. Can be played with or without removing remote speaker. $59.95*

THE DEMONSTRATOR IV DP-613
An untiring workhorse with the styling and quality of a thoroughbred. Full stereo, High Fidelity instrument with separate speaker cabinets. $149.95*

THE NORWOOD II DP-598
Three channel output stereo - manual with tone controls. $39.95*

EXTERNAL SPEAKER ENCLOSURES
Check your DECCA branch for special "Bakers Dozen" Introductory offer.

Suggested List Prices - Slightly higher in South, Southwest and West.

IN STOCK NOW AT YOUR LOCAL DECCA DISTRIBUTOR

Copyrighted material
**VOX JOY**

BY JUNE BUNDY

"GIRLS, GIRLS" GIMMIX: United Artists Records is encouraging deejays to conduct contests in conjunction with screenings of Steve Lawrence's new waxing "Girls, Girls, Girls." Some jockeys are even attempting to submit entries in those contests (mentioned in the lyric which lists a long string of girls' names); others are doing the same thing. And people can get more information by contacting Lawrence on the disk. Answer, of course, is: Edie (Cormen), his fiancée.

BRUCE PARSONS, nighttime jock at WCTC, New Brunswick, N. J., leaves for Europe August 20 for a three-week vacation, during which he will visit a number of TV installations in Germany, Tommy Shafer, WCAE, Pittsburgh, is playing the leading role in a local little theater production of "Tall Story" this week.

**CHANGE OF THEMIE:** New promotion manager for the Storer Broadcasting Company is Bob Smith, who has been affiliated with the Storer chain for the past five years. He will be headquartered in Miami, reporting to Advertising-Promotion Director John E. Kelly. Harry Morgan, formerly program director of WMLN, Columbus, O., is new program-prod manager of WCCO, Minneapolis. New man at WQZE is deejay Tom Clark, formerly with WBRB, Mount Clemens, Mich.

NOTE TO HAPPY GARY: Gary can't run info on your "charting" of the hits until you send call letters of your ex-Odesa-Millard" area outlet. . . . Danny Caywood, ex-KNOR, Norman, Okla., is taken over from the noon 3 p.m. time period at KBK, McKinney, Tex.

New staffers at WLEU, Erie, Pa., are Glenn Scott, format consultant; Steve Donovan, Radio Director, and Bobby Fox, Scott's competent Barry Parsons on "Night Beat, Part 1" which was an extremely good program. . . . Tom O'Callagh, the program's. . . . Billy Taylor, WLBR, New York, is spinning jazz disks in the outlet's daily noon-2 p.m. time period. His line is: "What the blues calls a 'jam' on AM radio," from 4 to 5:15 p.m. on Saturdays.

Up-dated programming move at KVNC, Window, Ariz., has resulted in the adding of a staffing position occupied by Bob Waechter, along with Ken Kende, Artie sm, station manager; Don Rhea, ex-KNDE, program director of KHOM, Anchorage, Alaska, and Bob Koemer, general manager; Don Haver, Most, and Rich Quinn. Staying on with the KVNC staff are deejays Jerry Graham and "Easy" Ed Baxter.

Verstall Vaughn, former WHY, Philadelphia, and WYSP, Philadelphia, has taken over the "Mid Morning Bandstand" show on WACE, same city. . . . Newly appointed promotion-public relations director at WRUZ, Fredericksburg, N. H., is Donald C. Lapp. His first job is to ready plans for WRUZ's "Third Anniversary Birthday Party" in August.

Jack Warren is now handling both the early morning (5:45-7:30) and late night (midnight-5 a.m.) shows. He did both shows from the disk promoter Buddy Rusch are Di Brogno, KASK, Ontario, Calif., and Stu Parmer, Chicago.

Jack Vaughn, production manager of WYAX, Yankton, S. D., and writer of "Goodbye Junior, Goodbye," has been selling "oldies" records to the Mid-Atlantic area. According to Wehmer, The Jack will leave for Denmark August 5 to spend nine months overseas with his wife, here in New York, the interest will be Danish broadcasting and folk music. He is the first student chosen from the music and broadcasting schools to get a chance to go there.

TAXAS: New station KAPE, San Antonio, was launched June 1 with a Western music format and Fredrickson doubling as program-director-deejay. A feature of the new outlet is a "fishbowl" view of the studios and viewers from outside. . . . Dick Dobson, KXYZ, Houston, married Ruth Steele on June 2. . . . Ray Baker, ex-KMAC, San Antonio, has joined KULJ. Fort Worth, Tex. . . . New sounder at KMAJ, Mason City, Iowa, is Tom Finan, formerly with KCON, Conway, Ark., and WHQR, Memphis.

CAB GAB: Stein Martin, WAHR, Hagerstown, Md., wrote word last Friday, May 21: 'I have been advised from the business establishment of one of the sponsors of all-night school shows that the 15 cents compulsory voluntary weekly jocks might like to know what a big boost it may mean in the size of their audience. The show brought me in contact with the local people who were lined up at 0 a.m. or 2 a.m. to radio when I am on—from midnight to 6 a.m.'

May 28: 'New York. Tom Laws, Art Ford, Bob Haynes, etc.—will try their hand at TV shortly. The boys will handle commentary and commercials on WNBN-TV's late movies. . . . New York. Sunday, June 2, at the 1955 May Night Festival at Island Garden Arena Saturday, June 4, with two shows (2 and 8 p.m.). National Basketball Association's 12-game Round of 14 Cleveland Rocks are here Don and the Bemelans. Little Anthony and the Imperials, Dave (Corti), the Motels, the Kings, the Satins, the Duels, and others.'

BIONDI FOUND: Dick Biondi, whose whereabouts were fnestraunted at the National Convention in Buffalo was in WLS, Chicago, in the 9 p.m. to midnight time period. Info was supplied by disk promoter Buddy Rusch and John Barrett, assistant manager of Biondi's old station, WKBW, Buffalo. Thomas Shannon, who substituted for Biondi at WKBW on weekends for the last four years, has taken over the jock's full-time duties. Shannon graduates from New York's State Teachers College this week.

**DANTE & THE EVERGREENS SCORE ON MADISON**

The group's debut on the Madison label involves Dante, 18, lead singer; Tony Moon, 19, vocalist, accordion, harmonica, drums, piano; Frank Rosenthal, 19, banjo, guitar; and Charlie Rosenthal, 21, tenor. They have covered their quartet while in high school, where they performed at parties and in their school show. They had vocal tunes which were heard by Lou Adler who signed them to a personal management contract.

Their debut disk on Madison, "Alley Cat," is one of those selections of that time to score on the "Hot 100."
YOU ARE CORDIALLY INVITED
TO HEAR AN EXCITING NEW PERSONALITY-
THE ROMANTIC, DEBONAIR

SINGING
"JUST SAY I LOVE HER" AND "FOOLS RUSH IN."
4-41697, EXCLUSIVELY ON COLUMBIA® RECORDS
1960 BELONGS TO GERRY MULLIGAN

THEME MUSIC FROM "ANATOMY OF A MURDER" IS THE INITIAL OFFERING OF THE VIOLENTLY NEW GERRY MULLIGAN CONCERT JAZZ BAND ... PERHAPS THE MOST SPECTACULARLY PROVOCATIVE SINGLE EVER RELEASED! NEVER BEFORE, A BAND SO IMBUED WITH MULLIGAN FRESHNESS, SO ALIVE WITH MULLIGAN WIT AND INNOVATION. NEVER BEFORE, TWO GRABBING SIDES SO CLEARLY INDICATIVE OF PRECEDENT-PARALYZING MULLIGAN THINGS-TO-COME! "I'M GONNA GO FISHIN" (SIDES I & II)* CONFIRMS A CURRENT AUTHORITATIVE PREDICTION: THE GERRY MULLIGAN CONCERT JAZZ BAND IS THE GREAT NEW SOUND OF THE SIXTIES!

*HEAR SIDE II FIRST.
Victor distributor. The trade will greet Comq Monday, evening at a cocktail session at the Terrance Hilton, housed by local Kraft and RCA Victor execs. Tuesday noon, Jerry Wilson, local RCA Victor record chief, guests the trade folks at a luncheon in Perry's honor at the Terrance Hilton. . . . Two local record distributors, State Record Distributors, Inc., and Whirling Disc Distribu-
tors, Inc., owned by Mel and Carl Herman, last week signed an agreement with the FTC not to pay payola to anyone as an induce-
ment to play their records on the air. They had been charged in an FTC complaint with giving deals and money or other valuables to have their platters aired. The FTC said the agreement was for settlement purpose only and does not mean the firms admitted to charges of payola.

WKRC exec played host at a luncheon at the Queen City Club Monday (6) to introduce to the local trade the station's new news man, Nick Bucio, who replaces the vet-
eran George Palmers, recently relieved of his newscasting duties there. . . . Joe Celli has resumed his publicities and promosi-
tional chores at Crosley Broadcasting's WLW and WLW-T after a 10-day illness that confined him to his bed. . . . The Al Belletto Sextet, jazz group, is working with the Kirby Stone Four (Columbia) on a string of Western and Midwestern dates with a unit that also includes Wade Ray plus the Four Rinders. After a month's stand at the Holiday Hotel, Reno, Nev., group last week began an ex-
tended engagement in Omaha. . . . Dave Manship, staff an-
ouncer at WLW-D, Dayton, O., since 1958, has shifted to
WLW-T here in the same capacity.

Mrs. Russell Carr, personal manager to Tommy Zane (Hick-
ory, in town Thursday (9) on business, including a visit with Harry Carlson, of Fantasy Records. Zane now working the New York sector, has a new release in "I Can't Stop Loving You" b/w, "Truly, Truly, Truly." Jeff Davis, King of the Hoboes, departs June 15 for Fairbanks, Alaska, to attend the 52nd annual convention of the Knights of the Road (formerly Hoboes of America) to be held here June 27-July 4. Davis is well known in all branches of show-
biz, where he has hauled memberships for the hobo org for more than 20 years. . . . The Matadors, who record for Don Robey's Backbeat label, have been patted to alternate at two-week intervals through the summer between the Southwest's newest vacation spot, the Island Motel, on Padre Island, and the Holiday Inn at
Brownsville, Tex. The group has been club-dating it thru the Rio Grande Valley.

Nashville

When M-G-M's Arnold Maxin brought Jave P. Morgan to
Bradley Studios here recently to record her first Nashville sessions for the label, serves of some of those in on the sessions were tighter than a garter string. But Miss Morgan fitted into the Nashville picture with the ease of a Southern dwarf. Studio staffers said the thrash acted "just like homeskils." And, from Nashville, this is the compliment supreme. . . . Trooper Clyde McCoy made his debut Nashville last week with sessions for Ten Rank, with label's Paul Cohen directing. . . . Hickory's Margie Rowes was at
the RCA Victor Studios here last week for a session. . . . NRC's Bill Joost directed Sonny James sessions last week at the RCA Victor and Bradley studios. . . . Faron Young cut a session Friday (10) in Capitol at Bradley. . . . Jim Vienneau left town Thursday (9) after recording a Mark Dinning album for M-G-M at
the Bradley Studio, and Carl Below worked on an album for Decca, with Owen Bradley directing. Other activities at the Bradley Studio last week included a demo session by Teddy and Doyle Wilburn's Sure Fire Music and a Decca session by Ernest Tubbs.

Herald Twitty, of George Doyne Agency, was at the
RCA Victor Studio Friday (10) for a jingle session. . . .
Archie-Rose Publications' Joe Lucas info that Dee and Pat
Everly have been busy recently reviewing movie scripts from Warner Bros. . . . RCA Victor's Jim Reeves made p.a.'s in
Nashville last week over the weekend for Jim Fisher's Hartford, Conn., record shop owner. Reeves also hit New York
for visits with RCA Victor's Steve Sholin and Pat
Kellerher.

Out-of-towners here last week included publishers Gene Good-
man and Nat Tamana and writer Si Smolan. The last named joined Eddy Arnold, Porter Wagner and Chet Atkins for golf Tuesday (5). . . . Jimmie Driftwood hired local musicians with a letter to the RCA Victor Studio urging them to come down to White River, near his Arkansas home, where the granddaddy rainbow trout are hitting. RCA Victor spokesmen here predict that Hank Snow's "Miller's Cave" will make the jump over to the pop field, as did
Hank Locklin's "Please Help Me, I'm Falling."

Chet Atkins' group of musicians is set for an upcoming
trip to the Newport Jazz Festival. The Atkins group, sched-
ed to have their night July 4, will attend the festival at the invitation of organizer George Wein. Floyd Cramer, Bob Moore, Buddy Harman, Brenton Banks, Boots Randolph and Gary Burton will make the trip with Atkins as guests of RCA Victor. . . . Jim Denny's Artie
Burren has booked some 150 fair dates throughout the
season for the season starting soon. . . . Debbie Denny Bradley was
guest of the Nashville Lion's Club Thursday (9), along with
Pat Boone, Jim Reeves, Jim Henson. . . . Billy Grimes opens at
the Flane Theater-Cafe, Minneapolis, this week.

Theater Stint on
Connor Tour

NEW YORK — In an unusual booking Chris Connor will appear for a week's theater concert run- and then the Knitting Factory Jazz Festival in New York.

Mr. Dealer: SPECIAL OFFER: JUNE 5 TO JULY 31

THE WEAVERS

EXTRA 10% DISCOUNT on all Weavers' LP's . . . . unlimited quantities

and now . . . new release

VRS-9017 & VSD-2068

THE WEAVERS at
CARNEGIE HALL VOL. 2

Recorded on-location, April 1, 1960

YES! The above 10% extra discount applies to this one too.

Vanguard recordings for the connoisseur

Vanguard recordings for the connoisseur

Vanguard recordings for the connoisseur

Vanguard recordings for the connoisseur

Vanguard recordings for the connoisseur
JUNE 13, 1960

The New York Victory Jazz Band has been appointed exclusive manager for the firm's new line of recorders. The company association with Victor Electric ends June 30; H. S. Morton will head the new wing as national sales manager and will supervise sales and a special consultant service which will supply engineering assistance to retailers and distributors. Ten districts are set at present and 10 salesmen are in charge of each area. Columbia Records.

Special NAMM CONVENTION SECTION including the ANNUAL EQUIPMENT MARKET SURVEY

1960 FACTBOOK OF PROFIT
STEREO PHONOGRAPHS & RECORDS ★ RADIOS ★ TAPE & TAPE RECORDERS ★ RECORD ACCESSORIES

OPPORTUNITIES
FOR MUSIC-RECORD DEALERS

See inside for an unveiling of THE BIG Profit LINE FOR 1961

...or get face-to-face with your future at the NAMM CONVENTION CHICAGO Room xmx

NAME OF MFG. CO.

The Billboard July 11, 1960

Featuring
HOW-TO ARTICLES... SALES SURVEYS... FEATURED BRANDS... MANUFACTURERS DIRECTORIES...
## MONO ACTION ALBUMS  --- on the charts 29 weeks or less

<table>
<thead>
<tr>
<th>Week</th>
<th>Title, Artist, Label and Number</th>
<th>Weeks on Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>10</td>
<td>SOLD OUT</td>
<td>8</td>
</tr>
<tr>
<td>11</td>
<td>BUTTER-DOWN MIND OF BOB NEWHART</td>
<td>5</td>
</tr>
<tr>
<td>12</td>
<td>ELVIS IS BACK</td>
<td>4</td>
</tr>
<tr>
<td>13</td>
<td>THE SOUND OF MUSIC</td>
<td>26</td>
</tr>
<tr>
<td>14</td>
<td>MR. LUCKY</td>
<td>12</td>
</tr>
<tr>
<td>15</td>
<td>THEME FROM A SUMMER PLACE</td>
<td>13</td>
</tr>
<tr>
<td>16</td>
<td>CANNAN</td>
<td>7</td>
</tr>
<tr>
<td>17</td>
<td>SIXTEEN YEARS OF MUSIC AMERICA LOVES BEST</td>
<td>29</td>
</tr>
<tr>
<td>18</td>
<td>LANZA SIMS CARUSO--CARUSO FAVORITES</td>
<td>4</td>
</tr>
<tr>
<td>19</td>
<td>BER-HUR (Rome Symphony Orch.,Vena)</td>
<td>30</td>
</tr>
<tr>
<td>20</td>
<td>ENCORES OF GOLDEN HITS</td>
<td>14</td>
</tr>
<tr>
<td>21</td>
<td>ITALIAN FAVORITES</td>
<td>19</td>
</tr>
<tr>
<td>22</td>
<td>HERE WE GO AGAIN</td>
<td>31</td>
</tr>
<tr>
<td>23</td>
<td>LATIN A LA LEA</td>
<td>18</td>
</tr>
<tr>
<td>24</td>
<td>BELAFONTE AT CARNegie HALL</td>
<td>32</td>
</tr>
<tr>
<td>25</td>
<td>IT'S EVERY TIME</td>
<td>16</td>
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<tr>
<td>26</td>
<td>BROTHERS FOUR</td>
<td>9</td>
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<tr>
<td>27</td>
<td>WOODY WOODBURY LOOKS AT LOVE AND LIFE</td>
<td>15</td>
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<tr>
<td>28</td>
<td>OLDIES BUT GOODIES</td>
<td>39</td>
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<tr>
<td>29</td>
<td>OUTSIDE SELVILLE BURMAN</td>
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## ESSENTIAL INVENTORY  --- on the charts 40 weeks or more

<table>
<thead>
<tr>
<th>Week</th>
<th>Title, Artist, Label and Number</th>
<th>Weeks on Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>IN LOVING MEMORY</td>
<td>54</td>
</tr>
<tr>
<td>2</td>
<td>MIDNIGHT WITH JOHNNY MILLER</td>
<td>47</td>
</tr>
<tr>
<td>3</td>
<td>JOHNNY'S HIT SONGS</td>
<td>76</td>
</tr>
<tr>
<td>4</td>
<td>ROYAL ORCHESTRA</td>
<td>26</td>
</tr>
<tr>
<td>5</td>
<td>LOWRY'S TREE</td>
<td>23</td>
</tr>
<tr>
<td>6</td>
<td>ALL-TIME FAVORITES</td>
<td>17</td>
</tr>
<tr>
<td>7</td>
<td>JULIET'S FAVORITES</td>
<td>13</td>
</tr>
<tr>
<td>8</td>
<td>STEREO ACTION ALBUMS</td>
<td>29</td>
</tr>
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## STEREO ACTION ALBUMS  --- on the charts 29 weeks or less

<table>
<thead>
<tr>
<th>Week</th>
<th>Title, Artist, Label and Number</th>
<th>Weeks on Chart</th>
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</thead>
<tbody>
<tr>
<td>1</td>
<td>PERSUASIVE PERCUSSION</td>
<td>21</td>
</tr>
<tr>
<td>2</td>
<td>SOLD OUT</td>
<td>7</td>
</tr>
<tr>
<td>3</td>
<td>PROVOCATIVE PERCUSSION</td>
<td>21</td>
</tr>
<tr>
<td>4</td>
<td>MR. LUCKY</td>
<td>12</td>
</tr>
<tr>
<td>5</td>
<td>THEME FROM A SUMMER PLACE</td>
<td>13</td>
</tr>
<tr>
<td>6</td>
<td>SOUND OF MUSIC</td>
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<td>7</td>
<td>LANZA SIMS CARUSO--CARUSO FAVORITES</td>
<td>5</td>
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<tr>
<td>8</td>
<td>BER-HUR (Rome Symphony Orch.,Vena)</td>
<td>4</td>
</tr>
<tr>
<td>9</td>
<td>CONCERT IN RHYTHM, VOL. I</td>
<td>21</td>
</tr>
<tr>
<td>10</td>
<td>MEAT YOU</td>
<td>21</td>
</tr>
<tr>
<td>11</td>
<td>FAVOURITE NICE</td>
<td>15</td>
</tr>
<tr>
<td>12</td>
<td>BOUQUET</td>
<td>14</td>
</tr>
<tr>
<td>13</td>
<td>FLOWER DRUM SONGS</td>
<td>26</td>
</tr>
<tr>
<td>14</td>
<td>HEARER THE CROSS</td>
<td>21</td>
</tr>
<tr>
<td>15</td>
<td>CONNIFF MEETS BUTTERFIELD</td>
<td>21</td>
</tr>
<tr>
<td>16</td>
<td>STEREO ACTION ALBUMS</td>
<td>29</td>
</tr>
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## ESSENTIAL INVENTORY  --- on the charts 30 weeks or more

<table>
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<th>Title, Artist, Label and Number</th>
<th>Weeks on Chart</th>
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<tbody>
<tr>
<td>1</td>
<td>BEAUTY AND THE BEASTES</td>
<td>51</td>
</tr>
<tr>
<td>2</td>
<td>SHE'S NOT JUST ANY GIRL</td>
<td>47</td>
</tr>
<tr>
<td>3</td>
<td>MIDNIGHT WITH JOHNNY MILLER</td>
<td>26</td>
</tr>
<tr>
<td>4</td>
<td>LOWRY'S TREE</td>
<td>23</td>
</tr>
<tr>
<td>5</td>
<td>ALL-TIME FAVORITES</td>
<td>17</td>
</tr>
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<td>6</td>
<td>JULIET'S FAVORITES</td>
<td>13</td>
</tr>
</tbody>
</table>
Reeviews of THIS WEEK'S LP'S

The pick of the new releases:

**SPOTLIGHT WINNERS OF THE WEEK**

Strongest sales potential of all albums reviewed this week.

In order to speed reviews of LP's, The Billboard requests that all albums be sent to The Billboard Record Review Department, P. O. Box 292, Times Square Station, New York 36, N. Y. However, singles should be sent to The Billboard Record Review Department, 1564 Broadway, New York 36.

-- Peg

THE NEW RAY ANTHONY SHOW
Capitol T 1421 — Ray Anthony has dropped his big band and come up with a small instrumental group featuring Anthony as both trumpet player and singer, plus期权. It's an exciting combination, and as recorded here live from Las Vegas, Nev. it makes for an exciting disk. Anthony and his group are solidly on an "Night Train." Peter Gunn Theme," "Just in Time" and other familiar songs. Strong, very. Peg Disk Jockey Programming

**VOICES IN SONG**

American Musical Theater, Time S 2003 (Stereo & Monaural) — This is a rich programming source for picks in search for new show music. Directed and arranged by Hal Moorey, the LP spotlights,1 allen-top quality warbling of the Gene Llewellyn singers on some fine legitimate music, with standout backing by a group of ace arranged saxes. Tunes include "Everything's Coming Up Roses." Double-fold package features striking comedy-tragedy-motion cover.

-- Classical

SCHUMANN: PIANO CONCERTO IN A MINOR
Van Cliburn, piano Chicago Symphony Orchestra (Rehearsal). RCA Victor L 2455 — Van Cliburn's third album on RCA Victor should also turn out to be a strong seller as a classical and even a pop record. The Schumann was recorded live in Orchestra Hall, Chicago, in April, 1960, and it features piano work in the grand manner by Cliburn over fine orchestral work by the Chicago Symphony. One of the most important new classical releases of the season.

-- Country & Western

COUNTRY AND WESTERN JAMBOREE

**BEST SELLING POP EP'S**

1. Because You're Young
Alma Cogan
Mercury 50047
1.45
2. Party Sing Along With Hits
Various Artists
Metro 1313
1.45
3. Kingston Trio at Large
Kingston Trio
Capitol EAP 1308
1.00
4. Hello! We're In Love
Joe Marvin
Vocal-Era EP 458
1.00
5. Country-Party Ballads and String Songs
Various Artists
Columbia EPM 1896
2.85
6. Spirituals
Innovative Film
Capitol EAP 1418
1.55
7. Little Boy Blue
Innovative Film
Capitol EAP 1455
1.55
8. Lover of the Country
Bing Crosby
Capitol EAP 1791
1.60
9. The Ventures
The Ventures
Capitol EAP 2090
1.75
10. Broadway Ballads
Johnny Mathis
Columbia EEP 1422
1.95
MR. DEALER:
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POLKA PREPACK PROGRAM

8 BRAND NEW EP's of ALL-TIME FAVORITE POLKAS

1. JEP-101 WISH I WAS SINGLE AGAIN
2. JEP-102 INSTRUMENTALS BY LIL' WALLY
3. JEP-103 YOU ARE MY SWEETHEART NOW
4. JEP-104 LIL' WALLY PLAYS THE MILLION SELLERS
5. JEP-105 SEVEN DAYS WITHOUT YOU
6. JEP-106 BEAUTIFUL WALTZES
7. JEP-107 THANKS FOR A WONDERFUL EVENING
8. JEP-108 JAY BIRD POLKA (Polish)

JAY JAY DISTRIBUTORS:

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SJ218 Thanks for a Wonderful Evening by L'il Wally
SJ217 Clippin' Polka by Lee Morgan

$ .60 each to Dealers and Operators

30 BEST-SELLING

JAY JAY POLKA 45's

1. J219 Old Gray Mare Polka
2. J218 Thanks for a Wonderful Evening Polka
3. J214 Rosey From Jersey Polka
4. J211 You Are My Sweetheart Now Polka
5. J208 Marina Polka
6. J205 My Wife She G't Drunk Polka
7. J203 Doodle Dee Polka
8. J199 She's Too Fat for Me Polka
9. J198 Chicago Is a Polka Town
10. J197 Seven Days Without You Polka
12. J176 Hello Stahl Polka
13. J174 Fista Waltz
14. J173 Julida Polka
15. J172 Kissed Again Waltz
16. J168 Take Me Baby Polka
17. J167 Tick Tock Polka
18. J166 Just Because Polka
19. J157 Zip Zip Polka
20. J154 Blue Skirt Waltz
21. J152 Memories Waltz
22. J148 I'm in Love With You Polka
23. J147 Happy Anniversary Waltz
24. J145 Wish I Was Single Again Polka
25. J126 Our Breakup Polka
26. J126 Baby Doll Sweetheart Polka
27. J194 Jailbird Polka
28. J162 Sophie Polka
29. J146 Gypsy Polka
30. J116 Polish Sausage Polka

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SPECIAL MERIT SPOTLIGHTS

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

POP

PENTHOUSE HIDEAWAY
Ellis Larkins, Decca DL 8947 — An outstanding mood album, this LP not only offers consistently fine music for relaxing, but the choice of selections played and the arrangements used set it several cuts above the norm. Ellis Larkins uses a string quartet, an oboe and percussion to support his sensitive piano. The end product impresses more with each hearing. Music consists mainly of high quality melodies which nevertheless are not played too often; all written by such quality tunesmiths as Jerome Kern, Richard Rodgers, Alex Wilder, Harold Arlen and Vernon Duke.

Specially

AN EVENING WITH SHLOM ALEICHEM
Howard DaSilva, Monitor MB 156 — A truly heartwarming and hilarious LP. The material consists of six wonderful stories by the great Yiddish humorist, read in English with appropriate zest by Howard DaSilva, currently featured in "Fiddler!" The laughs are frequent and hearty with an occasional tear mixed in. The tales and characters are so funny, and the truths behind them so fundamentally universal, that this album should appeal to everyone. With exposure, it can become a steady-selling sleeper.

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

JUNE 13, 1960

• Reviews and Ratings of New Albums

POPULAR

GUY LOMBARDO at MARTHA'S CLUB

Captured here in two albums featuring Guy Lombardo and his Royal Canadians and his 18-piece big band in Lake Tahoe, Nev. As recital Lombardo crew comes over with mighty attractive readings at a group of fine standards that should be of interest to Lombardo fans, such as "Fascination," "Romance," and "Silver Skys." A new album featuring this group which sold out a recent session at Hollywood Studios.

CONNIE STEVENS

Waver Bros. Label E-77 Hours & Memories...It’s that wavy 16-beat bossa nova in TV’s "Cricket," in the "Brazilian Five" style and more. This album contains a variety of popular songs, including several bossa nova songs, such as "I Love That Woman," "The Girl From Ipanema," and "Glorious." The record features some of the top vocalists of the time.

OTHER SOUTH OF THE BORDER

Burl Ives, Capitol E 797-98...Ives teams up with Highfield Ranch, featuring some of the popular songs of the time such as "The Old Folks at Home," "The Battle Hymn of the Republic," and "John Brown's Body." This album is a must-have for fans of country and folk music.

JAZZ

SHULA SWING IS HERE

Bob Chester, Capitol E 797-98....Chester’s new album features some of the top swing groups of the time, including "The Red Heads," "The Blue Devils," "The Tuxedos," and "The Golden Gate Quartet." The album contains some of the most popular swing songs of the time.

RISE UP SINGIN' THE FEDERALISTS

Capitol E 797-98...This album features some of the top vocalists of the time, singing popular songs such as "The Battle Hymn of the Republic," "John Brown's Body," and "The Old Folks at Home."

SPIRITUALS

BISHOP SHAKES AND GOSPEL SONGS

Brother John Collier, Metrolab M 33...Collier’s album features some of the top gospel groups of the time, including "The Holiness Temple," "The Gospel Manna," and "The Gospel Train." This album is a must-have for fans of gospel music.

A GOSPEL CONCERT

Various Artists, Metrolab M 1307...This album features some of the top gospel groups of the time, singing popular gospel songs such as "Glory, Glory," "I'll Fly Away," and "Bless the Lord." This album is a must-have for fans of gospel music.

16 SPIRITUALS MY MOTHER TAUGHT ME

Various Artists, Metrolab M 1307...This album features some of the top gospel groups of the time, singing popular gospel songs such as "Glory, Glory," "I'll Fly Away," and "Bless the Lord." This album is a must-have for fans of gospel music.

POPULAR

SCIAFFUSSI

Sea Shore CSH 7991—The first Sea Shore label, a selection of Chandler Records, with some of the most popular songs of the time, including "New York, New York," "I Love You," and "The Night They Invented Boxing." This album is a must-have for fans of pop music.

FINDING COWBOYS AND FINDING GOD

In Vaudeville, Sea Shore CSH 7992—A selection of songs that were popular in vaudeville, including "The Sidewalks," "The Fighting Irish," and "I Love You." This album is a must-have for fans of vaudeville.

GOOD SALES POTENTIAL

THE WORLD'S First Stereo-Scored Orchestra

GOLDEN FISHERS INDIANS

Indians of America's best-known group, The Golden Fishers, bring the first stereo-scored orchestra to the world. Their album, "Golden Fishers" (Continued on page 49)

GOOD PROFITS RECORDS

THE BIG HITS ARE ON TODAY'S HIT TRADEMARK

MILLION DOLLAR BABY

The King’s Club CSH 9-11...The album features some of the most popular songs of the time, including "The Million Dollar Baby," "The Times They Are A-Changin'," and "Goodnight." This album is a must-have for fans of pop music.

WORLD OF JAZZ

The World's Jazz Meet of the Most Important Musician of the Century...the European leaders, Lennie, matched by their own artists, will present a group of great international standards in a variety of genres. A special collection of original songs and standards from all over the world, including "The Million Dollar Baby," "Goodnight," and "I Love You." This album is a must-have for fans of jazz music.

Charles Gabriel, Capitol E 1629...Gabriel’s album features some of the top vocalists of the time, singing popular songs such as "I Love You," "The Million Dollar Baby," and "Goodnight." This album is a must-have for fans of pop music.

Continued on page 49
By Dealer Demand, ABC-Paramount Presents

THE HOTTEST SINGLES
OF THE HOTTEST STARS
IN TWO BRAND NEW
HOT HIT ALBUMS!!!!!!

PAUL ANKA
SINGS HIS
BIG
15

LLOYD PRICE
"MR. PERSONALITY'S" 15 HITS

PAUL ANKA SINGS HIS BIG 15
ABC-323 (Mono. Only)

LLOYD PRICE "MR. PERSONALITY'S" 15 HITS
ABC-324 (Mono. Only)

EACH ALBUM A GIANT VALUE!
A Must For All Dealers, Rack-Jobbers, One-Stops!

ABC-PARAMOUNT
FULL COLOR FIDELITY
The Honor Roll of Hits comprises the nation's top tunes according to record sales and disk jockey performances as determined by The Billboard's weekly nationwide surveys.

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<th>Week</th>
<th>Title</th>
<th>Artist</th>
<th>Publisher</th>
<th>Label</th>
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</thead>
<tbody>
<tr>
<td>1</td>
<td>CATHY'S CLOWN</td>
<td>By Don and Phil Landy.</td>
<td>Published by Alaco-Riss (BMI)</td>
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<tr>
<td>2</td>
<td>STICK ON YOU</td>
<td>By Tony Scherman &amp; Louis McFerrin.</td>
<td>Published by Gladys (ASCAP)</td>
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<tr>
<td>3</td>
<td>GOOD TIN KIN</td>
<td>By Frank Loesser.</td>
<td>Published by Sequence (ASCAP)</td>
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<td>4</td>
<td>EVERYBODY'S SOMEBODY'S FOOL</td>
<td>By Rudy Vallee.</td>
<td>Published by Gluckman (BMI)</td>
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<tr>
<td>5</td>
<td>BURNING BRIDGES</td>
<td>By Sonny Perdue.</td>
<td>Published by Sager &amp; Sager (ASCAP)</td>
<td></td>
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<tr>
<td>6</td>
<td>PAPER ROSES</td>
<td>By Stephen Foster.</td>
<td>Published by Pantall (ASCAP)</td>
<td></td>
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<tr>
<td>7</td>
<td>ALLEY-OOP</td>
<td>By Paderewski.</td>
<td>Published by Connie Mack (BMI)</td>
<td></td>
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<tr>
<td>8</td>
<td>LOVE YOU</td>
<td>By Arthur.</td>
<td>Published by Columbia (BMI)</td>
<td></td>
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<td>9</td>
<td>I'LL HAVE TO STAY</td>
<td>By Charlie Gravely.</td>
<td>Published by Control Sound (BMI)</td>
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<tr>
<td>10</td>
<td>GREENFIELDS</td>
<td>By Ted Koehler &amp; Marty.</td>
<td>Published by Metro Goldwyn Mayer (BMI)</td>
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<tr>
<td>11</td>
<td>SWIMMING SCHOOL</td>
<td>By Love, Apollin &amp; More.</td>
<td>Published by Columbia (BMI)</td>
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<td>12</td>
<td>NIGHT</td>
<td>By Johnnie Ray.</td>
<td>Published by Columbia-Fiore (BMI)</td>
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<td>13</td>
<td>BECAUSE THEY'RE YOUNG</td>
<td>By Schneider-Goldsmith.</td>
<td>Published by Columbia-Fiore (BMI)</td>
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<tr>
<td>14</td>
<td>SIXTEEN REASONS</td>
<td>By Bill and Doris Costello.</td>
<td>Published by American (BMI)</td>
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<td>15</td>
<td>HAPPY-GO-LUCKY ME</td>
<td>By Evan Byrnes.</td>
<td>Published by Pantall (ASCAP)</td>
<td></td>
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<tr>
<td>16</td>
<td>CHERRY PIE</td>
<td>By Joe R. Phillips.</td>
<td>Published by MCA (BMI)</td>
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<tr>
<td>17</td>
<td>YOUNG EMOTIONS</td>
<td>By Robert G. Green.</td>
<td>Published by New York (BMI)</td>
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<tr>
<td>18</td>
<td>JEALOUS OF YOU</td>
<td>By Smokey Robinson.</td>
<td>Published by E. B. Marks (BMI)</td>
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<tr>
<td>19</td>
<td>DING-A-LING</td>
<td>By Love, Apollin &amp; More.</td>
<td>Published by Love (ASCAP)</td>
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<tr>
<td>20</td>
<td>MY HOME TOWN</td>
<td>By Asa.</td>
<td>Published by Eclipse (BMI)</td>
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<tr>
<td>21</td>
<td>MR. LUCKY</td>
<td>By Henry Mancini.</td>
<td>Published by Scottie (BMI)</td>
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<tr>
<td>22</td>
<td>A ROCKIN' GOOD WAY</td>
<td>By Benson.</td>
<td>Published by John (BMI)</td>
<td></td>
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<tr>
<td>23</td>
<td>JUMP OVER</td>
<td>By Benson.</td>
<td>Published by Chappell (BMI)</td>
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<tr>
<td>24</td>
<td>SINK THE SHARKS</td>
<td>By J. Morton and Y. Frank.</td>
<td>Published by Cohn (BMI)</td>
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<tr>
<td>25</td>
<td>DOGGIN' AROUND</td>
<td>By Lena Horne.</td>
<td>Published by Leon (IASC)</td>
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<tr>
<td>26</td>
<td>I'M SORRY</td>
<td>By Self.</td>
<td>Published by Champion (BMI)</td>
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<tr>
<td>27</td>
<td>CRADLE OF LOVE</td>
<td>By The Ink Spots.</td>
<td>Published by Big Boy (BMI)</td>
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**The Old Lighthouse**

By Charles Trenet-Not Stresse. - Published by Stein & Berman (BMI)

**The Honor Roll of Hits** is a registered trademark and the original of the list has been copyrighted in The Billboard. Use of either may not be made without The Billboard's consent for such purpose as are hereafter in writing in the possession of The Billboard at The Billboard, 1754 Broadway, New York 36, N. Y.

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**NIGHT CLUB REVIEWS**

**Darin Season's Hottest Cake Draw**

Any traylader who might be under the misapprehension that the rock and roll field has not produced any quality singers should take a trip to the Copacabana in New York where Frankie Darin is now starring. Darin, on his first engagement at the Copa, is not only the hottest draw the club has had all season, but his personality on the floor and his ability to put over a song is exceptional for a young performer.

His first foray in rhythm and blues he sings such items as "Mack the Knife," "Bill Bailey," "One of These Days," "Clementine," and "That's All with a soak impact that has the audience clapping for more. He moves well, talks to the audience a lot, and in all comes thru with a magnetism that marks him as a potent newcomer to the ranks of current divinity.

His rather audacious personality has overtones of Sinatra, tempered by a light touch that leaves every audience wanting more. On the night caught (7) the room contained standards for the diners, and has continued that way all week in spite of the Broadway's (the venerable blackout). Interestingly, it is composed of both adults and youngsters.

On Sunday, Frankie Darin is also the best, who pleased the audience with his Danny Kaye bit and some of his one-liners. And, of course, the Copa Girls handled their dance routines nicely, and looked as handsome as the day as they sang "I Can't Help Myself" by DeDee. Shug's special material with feeling.

Backstage Darin during his swingin' show was the driving Paul Shelly ork, conducted by Dick Beards and featuring Ronnie to Zono. Zino is a drummer worth watching. The Frank Martin's cha orx allowed for spinning. Bob Kolotori.

---

**An Imposing Basie at the Waldorf**

Count Basie, the stalwart of jazz and the Big Band era is one of the most musically imposing figures in show business. He has roots, yet he has been a continuous influence on the current musical scene. For this reason, his return to the Waldorf, his current location, a touch of authentic musical Americans far beyond his new booking.

The Waldorf is to be commended for its astuteness in choosing a booking, and it is no way that it was obvious by the early show on Wednesday that the patriots really the importance of Basie's group comprises 16 men, and gives the impression of great music after the much-talked-about "groove." The set includes the Starlight Roof. The book includes ballads of a standard nature, occasional originals such as "The Chosen One," and the blues. Buddhist Joe Williams delivered the up-tempo "I've Got A Girl Lives On The Hill" with an beam. He is one of the great blues voices ever, he, and the Stomper's an intense one, and the sound was the renditions of such classics as "Georgia On My Mind."

The count Basie Group on the basis of smooth, well-produced, and well-advertised Columbia Records charters. Their harmonies are bold and creative. In a phrase, they're polished and witty, offering not only the zinger that is and the feel of the segment including encore.

The show: Not every long in time, but very long on talent and entertainment value.

---

**MOTION PICTURE REVIEW**

**'Bell' Can Ring Dish Sales Chimes**

"Bell Are Ringing" appears designed to keep the disk sales going, and it is done by producer Arthur Freed in his new television-movie version of the 1956 Broadway musical. Credit Records have the original but the soundtrack picture, which is seen by Elsa Peterson, the answering service phone operator, is in the role of the title character, which is made as plot by Jeffrey Moss in the delightful-rich boy but selling a disk." Freed goes "Bell" the full Hollywood high-voltage treatment, adding a color andeschism in color and addition, and the result is a hit. Oscar-winner Freed has Oscar-winning Vincent Minnelli direct the picture, which is based on the book of the original. It's a picture that is made as plot by Jeffrey Moss in the delightful-rich boy but selling a disk." Freed goes "Bell," the full Hollywood high-voltage treatment, adding a color andeschism in color and addition, and the result is a hit. Oscar-winner Freed has Oscar-winning Vincent Minnelli direct the picture, which is based on the book of the original. It's a picture that is made as plot by Jeffrey Moss in the delightful-rich boy but selling a disk." Freed goes "Bell," the full Hollywood high-voltage treatment, adding a color andeschism in color and addition, and the result is a hit. Oscar-winner Freed has Oscar-winning Vincent Minnelli direct the picture, which is based on the book of the original. It's a picture that is made as plot by Jeffrey Moss in the delightful-rich boy but selling a disk.

After vocalizing by Martin and Miss Holiday on the soundtrack ballads ("The Party's Over," "And In Time") and the numerous comedy ditties plus Prev's interpretation of the score richly achieved by the Alexandra-Guild score, should place the Capitol album among movie sound track better sellers.

---

**Messinger to New Col.**

**Jazz TV Film Wins Award**

NEW YORK — Bob Messinger, former promotion manager of Columbia Records' Boston branch operation, has been appointed manager of popular products for the Columbia Records Sales Company in New York.

Messinger was also appointed by Bill Gallagher, Columbia sales chief, succeed Paul McKinnley in the post. Messinger, who most recently was appointed by the American Federation of Radio and Television Broadcasters and Columbia's distributor there.

---

**WASHINGTON:— A television program about Herbie Mann, the 28-year-old clarinetist and musician, won the "First Mention" Award in the "Music" category at the 1960 International Film Festival at Cannes, France, the forum of the world's film industry.

The award was produced by the Television Service of the U.S. Information Agency as one of its "Music Week" programs. Titled "Mansa With A Flute," it was selected by the Broadcasting Foundation of America to be the only American entry in the competition.
TOMMY ZANG
WITH A BANG!

"TRULY TRULY"
c/w
"I CAN'T STOP LOVING YOU"

Hickory 1122

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<th>TITLE</th>
<th>Artist, Company</th>
<th>Record No.</th>
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<td>HAPPY-GO-LUCKY ME</td>
<td>Paul Evans, Gramaphone 268</td>
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<td>JEALOUS OF YOU</td>
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<td>MULE SKINNER BLUES</td>
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<td>LET THE LITTLE GIRL DANCE</td>
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<td>JUMP OVER</td>
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<td>ANOTHER SLEEPLESS NIGHT</td>
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<td>MACK THE KNIFE</td>
<td>Elke Sommer, Verve 2609</td>
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<td>39 48 58</td>
<td>ALL I COULD DO WAS CRY</td>
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40 64 94 | I REALLY DON'T WANT TO KNOW | | | 4 |
24 22 21 | MOUNTAIN OF LOVE | Harald Hautman, Alfa 1083 | | 16 |
30 31 44 | DUTCHMAN'S GOLD | Walter Bauer and Billy Vargas, Dee jah 2 | | 4 |
41 39 23 | MR. LUCKY | Henry Marcus, RCA Victor 7769 | | 8 |
47 53 | PLEASE HELP ME, I'M FALLING | | | 4 |
20 17 14 | STAIRWAY TO HEAVEN | Neil Young, RCA Victor 7197 | | 12 |
26 19 17 | THE OLD LAMPLIGHTER | The Everly Bros., RCA Victor 7790 | | 14 |
43 52 62 | (YOU WOKE COME HOME) BILL BAILEY | | | 4 |
71 83 88 | RUINAROUND | Frankie Avalon, Duette 12 | | 6 |
45 65 70 | THEME FOR YOUNG LOVERS | | | 4 |
88 | ONLY THE LONELY | | | 4 |
90 | THAT'S THE WAY | | | 4 |
33 35 45 | THINK | | | 7 |
46 56 59 | I'M WALKIN' THE FLOOR OVER YOU | Pat Boone, Dot 66737 | | 4 |
28 16 15 | SINK THE BISMARCK | Johnnie Wright, Columbia 41764 | | 15 |
49 77 81 | THEME FROM THE UNFORGIVEN | | | 6 |
67 80 92 | PENNIES FROM HEAVEN | | | 6 |
48 34 28 | OH! PAM PAH DOO (Part 2) | Brenda Lee, Decca 24993 | | 12 |
62 | KEEP MY EYES OPEN | | | 3 |
34 37 49 | OH, LITTLE ONE | | | 7 |
54 45 | SPRING TIME | | | 3 |
78 | THAT'S ALL YOU GOTTA DO | Brenda Lee, Decca 24993 | | 5 |
52 66 72 | NATIONAL CITY | | | 5 |
47 50 30 | WHEN YOU WISH UPON A STAR | Disney and the Fantasia, Disneyland 20088 | | 8 |
83 87 93 | CLAP YOUR HANDS | | | 5 |
57 28 | MADISON | Al Brown's Troubleshooters, Sun 884 | | 11 |
61 | 24 | GOT A GIRL | | | 9 |
76 81 | DOWN YONDER | | | 9 |
68 70 79 | PINK CHIFFON | Mitchell Town, Garden 2236 | | 9 |
36 30 38 | NOBODY LOVES ME LIKE YOU | | | 9 |
59 56 64 | EBB TIDE | | | 5 |
25 23 | FAME AND FORTUNE | Elvis Presley, RCA Victor 7140 | | 10 |
44 47 50 | WAY OF A CLOWN | | | 9 |
72 75 86 | LONELY HEARTS | Carl Perkins, Decca 3288 | | 5 |
80 89 100 | LOVELY WINDS | Delores, Atlantic 2662 | | 4 |
82 96 | WHEN WILL I BE LOVED | Emmy Brothers, Cadence 1938 | | 2 |
89 | HEY, LITTLE ONE | | | 2 |
95 | IMAGE OF A GIRL | | | 2 |
64 67 67 | FINGER POPPIN' TIME | Black Russian and the Midnights, King 3541 | | 2 |
74 71 56 | ALWAYS IT'S YOU | Emmy Brothers, Warner Bros. 5905 | | 5 |
100 | ONE OF US (WILL WEEP TONIGHT) | Pat Pope, Mercury 36972 | | 2 |
65 69 82 | COTTAGE FOR LOVE | Little Willie John, King 2506 | | 6 |
86 92 91 | L.A. MONTANA | Gramaphone, Decca 7183 | | 5 |
96 | BANJO BOY | | | 3 |
19 50 90 | TUBA JUNCTION | Frankie Avalon, Columbia 5774 | | 4 |
84 88 98 | SHADOWS OF LOVE | | | 4 |
94 95 98 | COMIN' DOWN WITH LOVE | | | 3 |
11 29 | TELL LAURA I LOVE HER | | | 11 |
15 | ALL THE LOVE I GOT | | | 11 |
97 | BANJO BOY | | | 2 |
98 | WHERE ARE YOU | | | 2 |
99 | TROUBLE IN PARADISE | | | 2 |
92 | HEARTBREAK (IT'S HURTIN' ME) | | | 3 |
77 | MONTANA | Time of the Val, Columbia 3266 | | 5 |
46 | TUXEDO MAN | Frank Chis, Radio 2316 | | 4 |
54 | MISSION BELL | | | 1 |
93 | COMIN' DOWN WITH LOVE | | | 3 |
77 | COMIN' DOWN WITH LOVE | | | 3 |
22 | BANJO BOY | | | 2 |
97 | BIG BOY PETE | | | 2 |
91 | IS A BLUEBIRD BLUE | | | 2 |
90 | 90-100 MOJO WORKOUT | | | 3 |
97 | BIOLOGY | | | 3 |
91 | AIN'T GONNA BE THAT WAY | | | 3 |
98 | I'LL BE SEEING YOU | | | 3 |
66 | RIGHT BY MY SIDE | | | 3 |
97 | THERE IS SOMETHING ON YOUR MIND | | | 3 |
90 | BANJO BOY | | | 3 |
39 | AIN'T GONNA BE THAT WAY | | | 3 |
77 | I'LL BE SEEING YOU | | | 3 |
68 | RIGHT BY MY SIDE | | | 3 |
97 | THERE IS SOMETHING ON YOUR MIND | | | 3 |
90 | BANJO BOY | | | 3 |
These records, of all those on the Hot 100, have begun to move NATIONAL sales broadsides across this week for the first time. They are, it seems, being recommended to dealers, line box operators, and dixie jockeys as having the greatest potential to go all the way. Frederick Billboard Sparkle Pals are marked (*).

**ALLIE-DOO**
(Karalín-Mavríc, BMI) Renderous 120

**C&W**

**BABY ROCKED HER DOLLY**
(Frankie Miller) (Starday, BMI) Starday 496

**JOHNNY MY LOVE**
(Wilma Lee & Stoney Cooper) (Acuff-Rose, BMI) Hickory 1118

**R&B**

**LORELY WINDS**
(DeHlers) (Ramblerson-Progressive, BMI) Atlantic 2062

**REVIEW OF THIS WEEK'S SINGLES**

**SPOTLIGHT WINNERS OF THE WEEK**

Strongest sales potential of all records reviewed this week.

In order to speed reviews of single records, The Billboard requests that ALL singles be sent to The Billboard Record Review Department, 1564 Broadway, New York 36, N. Y. However, albums should be sent to P. O. Box 292, Times Square Station, New York 36, N. Y.

**BILLY BLAND**

YOU WERE BORN TO BE LOVED (Bureau, ASCAP) — PARDON ME (EBR and Range, BMI) — Two good, country sides by the "Little Little Duce" man.

Top side is a dedicated reading of a good rockabilly with a fine fella chorus. Flip is a rocker with big beat and more teen chorus backing. Either way here.

Old Town 1092

**JESSIE HILL**

WHIP IT ON ME (Minil, BMI) (2:15) — NEED TO BE LOVED (Ole, BMI) — Two great sides here by a white girl, which shows the blues shooter off to good advantage. Top side is on the order of "Personality," and the flip is a most attractive blues. Solid wax.

Minil 611

**LODD PRICE**

QUESTION (Fri-Cam, BMI) (2:29) — IF I LOOK A LITTLE BLUE (Fri-Cam, BMI) (2:45) — Two great sides by a white girl, which shows the blues shooter off to good advantage. Top side is on the order of "Personality," and the flip is a most attractive blues. Solid wax.

ABC-Paramount 10123

**STONEWALL JACKSON**

SIXTEEN FATHOMS (Cedarwood, BMI) (2:24) — THIRTY LINKS OF CHAIN (Saratoga, BMI) (2:49) — Two great sides by a white girl, which shows the blues shooter off to good advantage. Top side is on the order of "Personality," and the flip is a most attractive blues. Solid wax.

Columbia 41797

**GARY MILLS**

LOOK FOR A STAR (Paris 1 and II) (Jeno-Dijes, BMI) (3:09) — This is another in the many recordings of the pretty ballad from the film "Circus of Horrors." This one is the original from the sound track of the movie and the young singer sells it directly on both sides of the disk.

Imperial 5674

**JOHNNY CASH**

SECOND HONEYMOON (Mon-Rose, BMI) (1:52) — HONEY TONK GIRL (Brassos Valley, BMI) (2:54) — Two good stings by Cash, both match in the country groove and both qualifying as good material. The lead is in solid form and the efforts figure as strong dual-market items.

**CONTINUED ON PAGE 45"
**Best Selling Sheet Music in U. S.**

Terms are quoted in order of their current national selling importance at the sheet music jobber level.

<table>
<thead>
<tr>
<th>This Week</th>
<th>Last Week</th>
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<tbody>
<tr>
<td>1. GREENFIELDS (Montclare)</td>
<td>12</td>
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<td>2. HE'LL HAVE TO GO (Central Songs)</td>
<td>8</td>
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<td>3. MR. LUCKY (Southpaw)</td>
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<td>4. CATHY'S CLOWN (Asell-Rose)</td>
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<td>5. PAPER ROSES (Pamhill)</td>
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<td>6. THEMES FROM A SUMMER PLACE (Withmark)</td>
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<td>7. STUCK ON YOU (Gibsky)</td>
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<td>8. NIGHT (Pearl)</td>
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<td>9. HE'LL HAVE TO STAY (Central Songs)</td>
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<td>10. THE OLD LAMPLIGHTER (Shapir-Bernstein)</td>
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<td>11. DO-RE-MI (Williamson)</td>
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<td>12. THE SOUND OF MUSIC (Williamson)</td>
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<td>13. COME EVERY MOUNTAIN (Williamson)</td>
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<td>14. TRILL TOMORROW (Williamson)</td>
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<td>15. WHITE SILVER SANDS (Sharina)</td>
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**Best Selling Sheet Music in Britain**

(for week ending June 18)


The bulk of these hits are songs which have secured some amount of success in the United States and have been National Records, except a few which have been only Press hits.

**GERMAN**

Newsnotes:

- Continued from page 6

well as the German version by the Western Trio on Pollydor.

Gerhard Wagner, one of our top bandleaders for the last 6 months, has recorded the German translation of Bill Black's "White Silver Sands" titled "Wie Das Meer" (As the Sea) and seems to have a big chance with it in the U.S. There are already two versions of Connie Francis' "Among My Souvenirs," one by The Werner, who came to America with the Italian song "Bal- ciare" on Arista and the other one by the German label "Ein Bibchen Schulgetagt" (A Little Happiness). Rocco Granata, Italian born, made his first appearance in America known before the Swedish hit "Ma- rina" (which in Germany alone has had 16 different versions) is now among the hits in the film "Marina." From this picture he has sung, "Ein Iboken" (in Italian) and "Gemeinleid" (with a German text). The annual "Song Festival San Remo," which produced "Wolfe" and "Ciao Ciao Bambina" in other years, this year produced "Romanicita," which already has six versions but it doesn't seem to follow the tremendous success of the former Italian hits. Also, some French songs are coming up nicely here: "Mimi" by Edith Piaf and "Tom Pillibi" by Jacqueline Boyer.

Ted Herold has just recorded on Polydor the German version of "Swingin' School" from the Columbia picture, "Because They're Young."... Vince Torrilli will sing the German translation of "Friendly Little Lover" called "Seven Young Girls" (Wolfgang Muhlegraf). Caterina Valentino has invited Domenico Modugno to appear on her television show on the 12th of June. From the Benelux countries. Enrico Mercuri, who was completely unknown known before the Swedish hit "Mia- ri" (which in Germany alone has had 16 different versions) is now among the hits in the film "Marina." From this picture he has sung, "Ein Iboken" (in Italian) and "Gemeinleid" (with a German text). The annual "Song Festival San Remo," which produced "Wolfe" and "Ciao Ciao Bambina" in other years, this year produced "Romanicita," which already has six versions but it doesn't seem to follow the tremendous success of the former Italian hits. Also, some French songs are coming up nicely here: "Mimi" by Edith Piaf and "Tom Pillibi" by Jacqueline Boyer.

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**Reviews of THIS WEEK'S SINGLES**

The pick of the new releases:

**SPOTLIGHT WINNERS OF THE WEEK**

Strongest sales potential of all records reviewed this week.

- **Country & Western**
  - **HANK THOMPSON**
  - **SHES JUST A WHOLE LOT LIKE YOU** (Tennessee, ASCAP) (2:53) — **THERE MY FUTURE GOES** (Cherry Valley, BMI) (2:12) — Outstanding performance here by Hank Snow that could make it in any country genre. "Shes Just A Whole Lot Like You" is a folk-oriented effort, and "There My Future Goes" is a very attractive ballad, almost pop in style.

- **HANK SNOW**
  - **MILLER'S CAVE** (Jack, BMI) (2:38) — **THE CHANGE OF THE TIME** (Fairway, BMI) (2:40) — Outstanding performances here by Hank Snow that could make it in any country genre. "Miller's Cave" is a folk-oriented effort, and "The Change of the Time" is a very attractive ballad, almost pop in style.

- **DICK MILLER**
  - **MAIN ROOM FOR THE BLUES** (Laske-Miller, BMI) (2:26) — Listenable wreath is sung with sincerity and heat by the country singer. Flip is "My Tears Will Seal It Closed" (Miller, BMI) (2:24).

- **KENNY HOPKINS ORK**
  - **WILD RIVER** (Miller, ASCAP) (1:51) — **PHOENIX** (New Hampshire, ASCAP) (1:55) — Haunting theme from the new, popular movie "Wild River" has a plaintive instrumental treatment. Flip is a catchy instrumental item, featuring solid harmonica solo work and infectious tempo. Hopkins penned both tunes. Strong program wax.

- **RAY CONNIFF ORK**
  - **THEME FROM PERRY MASON SHOW** (April, ASCAP) (2:15) — **WALK LIKE A MAN** (Columbia, BMI) (2:10) — Familiar theme from TV's top-rated Mason show is handled a first-rate reading by the Conniff ork with chorus help. "Walkin'" and "A Man," an attractive melody, is revamped in a smart ork treatment. Spinissible.

- **THE NEWPORT YOUTH BAND**
  - **MY BLUE HEAVEN** (Leo Feist, ASCAP) (2:15) — **VALENTINE** (Harmon, ASCAP) (2:16) — Both sides are written by the group. The band gives the oldie, "My Blue Heaven," a swinging interpretation with exuberant chorus vocal. Flip features oaky French-fry vocal on the catchy Chavelier standard in choco tempo.

- **PETE FOUNTAIN**
  - **COLUMNS STOCKADE BLUES** (Peer, BMI) (2:33) — **SENTIMENTAL JOURNEY** (E. H. Morris, ASCAP) (2:17) — Two very attractive sides by Pete Fountain that should appeal to fans in both the easy listening and the New Orleans fields. "Columns Stockade Blues" is a swinging effort with Fountain backed by a big band; the standard is handled in easy gait by the Fountain combo. Smileable.

- **JEAN DEE**
  - **OPALISMS (Eam-Colden West, BMI) (2:51) — IF YOU DON'T SOMEBODY ELSE WILL** (Aemel-Rose, BMI) (2:00) — Miss Dee is a sort of country-styled Kay Starr with pleasant musical values and showmanship. She sells effectively on both "Open Arms," a weeper ballad, and the flip, a boomy rhythm item. Fine dual market jockey wax.

- **FIVE SATINS**
  - **TANGERINE** (CUB 912) — Lead singer was featured on a very strong program wax by the Satins. This is a very attractive ballad, almost pop in style.

- **JUNIE MILLER**
  - **HEID There** (Edison, BMI) (2:45) — Lead singer was featured on a very strong program wax by the Satins. This is a very attractive ballad, almost pop in style.

- **ARTIE LEWIS**
  - **Gentleman's Agreement** — (ATCO 616) — Very strong instrumental of a classic melody recently introduced by another group. This is a very attractive ballad, almost pop in style.

- **EARL GRANT**
  - **Jim & Millie Curtis—DECCA 31387**—Very strong instrumental of a classic melody recently introduced by another group. This is a very attractive ballad, almost pop in style.

- **RALPH LEWIS**
  - **Johnny Get Away From Me** — (EMI) (2:17) — Very strong instrumental of a classic melody recently introduced by another group. This is a very attractive ballad, almost pop in style.

- **NORMAN PETTY TRIO**
  - **Bring Your Heart** — (AAB 7012) — Very strong instrumental of a classic melody recently introduced by another group. This is a very attractive ballad, almost pop in style.

- **THE THEATRE BAND**
  - **YOU'RE TOO YOUNG FOR ME** — (DECCA 45167) — Very strong instrumental of a classic melody recently introduced by another group. This is a very attractive ballad, almost pop in style.

- **STEVE LAWRENCE**
  - **A Little Love** — (Hallen ASCAP) (2:19) — Very strong instrumental of a classic melody recently introduced by another group. This is a very attractive ballad, almost pop in style.

- **RAY MILLER**
  - **The Last Of My Night** — (EMI) (2:13) — Very strong instrumental of a classic melody recently introduced by another group. This is a very attractive ballad, almost pop in style.

- **PETE GORDON**
  - **A Little Love** — (EMI) (2:12) — Very strong instrumental of a classic melody recently introduced by another group. This is a very attractive ballad, almost pop in style.

- **JOHNNY WATSON**
  - **One More Time** — (EMI) (2:11) — Very strong instrumental of a classic melody recently introduced by another group. This is a very attractive ballad, almost pop in style.

- **FRANKIE AND JOHNNY**
  - **Big Cheese** — (EMI) (2:10) — Very strong instrumental of a classic melody recently introduced by another group. This is a very attractive ballad, almost pop in style.

- **JOEY & THE CASTLE SISTERS**
  - **One More Time** — (EMI) (2:15) — Very strong instrumental of a classic melody recently introduced by another group. This is a very attractive ballad, almost pop in style.

- **CHUCK TAYLOR**
  - **Hey, Ma-Me** — (EMI) (2:08) — Very strong instrumental of a classic melody recently introduced by another group. This is a very attractive ballad, almost pop in style.

(Continued on page 47)
FOLK TALENT AND TUNES

By BILL SACHS

Around the Horn

On a recent visit to Hollywood the writer and his better half en-
joyed a pleasant session with Bob Burrell and his family and Bill
Collins, Kong dye, and his wife, the former Shirley Caddell. Burrell,
who has been developing a number of the major labels, is now asso-
ciated in an executive capacity with Los Angeles-based Shilo-
ways. Shirley Collins, who recently cut her first side for Liberty Rec-
ords, is smashing her initial release almost any day now.

Our big surprise came when we learned that Bob Burrell had some
time off and mentioned plans to join us in a New York show. He
was not only planning to phone in say a few hours and be rid-
ing in the driver's seat of the water wagon and said they had been
perusing there for some time.

In addition, Burrell has also sworn off the word. Both seemed to be
profiting from the liquid fast, with Burrell working on the double-
header, appearing as calm as a whirling dervish. Another who re-
claimed the non-alcoholic is Joe Alman, former P.D. at KFOX,
Long Beach, Calif., and now head of the country music department
at Liberty Records. Joe, they say, has taken off more than 60 pounds
over a period of some six months, and is looking good.

You'd hardly recognize him; he looks like a living doll.

Ralph C. West, who for-

merly of the A&M and western field and music office on ad-
vertising for The Billboard out of Cincinnati and now settled
with his family in Phoenix, Ariz., where he is engaged in selling
investment securities.

Tommy Cash Troubadours are currently dis-
playing their musical wares in California. The troubadours
office of Goodletsville, Tenn., is now booking on Billy Walker (Co-
mbusta) on a non-exclusive basis, and Tommy is back in
from a Canadian tour.

The Troubadours are well displayed on Moose Ron Poppleton's phonograph
and "I'm So Helpless," a new on a Decca platter just released, went
just last week began shipments on the new Johnson brothers, "Just Like You.
them to the Decca staff and J. J. that they were
a pet the Roy
Drumyc-Oakland team. Jockeys booking copes should write to Hubert Long, 616
Exchange Building, Nashville.

Faron Young enjoyed a visit from his wife, H. R. Young, in Nashville last week.
Bill Tilton has hired himself out for California, where he plans to put his
summer in making personal and cutting recording dates. George
Kent has a new one out on the Decca label titled "Ball of Shame.
Flin side is "Gold Rush.""

Jimmy Wade, of Sassa Re-

cord's and his staff and promotion man, Jack Lewis, were recent vis-
itors of the KCLC, Fort Worth, where Jimmy did an interview for G. G.
Grayson, of the station's staff.

Tommy Edwards reports

that his "T. E. Jamboree" is
now on the air an hour and a half. It apparently replaces
WADK, Akron, with more
time coming up soon and the addition of Joseph "Joe" tree in the
offing. "We are finally get-
ing the road, the band
(commonly, that is)," writes Edwards, "and sponsors are
in a controlled position, but, he added. It
seems that nobody likes coun-
try music but the people. Cliff
Rodgers, formerly the top
country deejay in the Akron
area, and now with an ad
agency there, has placed two
accounts on my show recently, with more to come." On June
4 Tommy began his biggest
ever local country music show at the
Dunbar Square Theater, 24th
and Denver, Cleveland. First
guest was Capitol's Hylo
Brown. Last Saturday's (11)
guests were the Louisiana Broth-
Neros, with the Stanley Broth-
er's show for June 23. Rudy Thacker is
producing the show and appearing
with various groups with his band. Edwards info-
that business hasn't been too
bad, "but the present state of
.spark of life into, as he did with the Circle Theater, Clevel-
and, a few years back. Inc-
didentally, the Circle Theater
has nothing, more, having been
converted into a department store
and warehouse. Edwards, TV
show, "Landmark Jamboree,"
went off the air Saturday (13) for its summer hiatus.

Bob Neal has set Washita Wyna
Stewart for guest appearances on "Juke U.S.A.", Springfield, Mo.
July 1, and "Louisiana Hayride"
Shreveport, July 16, to feature his new release out this month. Neal
also has Stewart tabbed for a
Las Vegas appearance in September. He will also work Louisiana
Eastern dates during July.

Buck Owens recently shifted
his headquarters to California, has
been inking a contract for appoint-
ments in Phoenix and Tucson, July 21 and 23. He
already has taken off more than 20 pounds
over a period of some six months, and is looking good.

Join in on THE BILLBOARD's HOT C & W SIDES

FOR WEEK ENDING JUNE 19

1 10 12 14 YOUR OLD USER ID BE Faron Young, Capitol 43510
1 12 14 16 YOUR OLD USER ID BE Faron Young, Capitol 43510
2 10 12 14 CLOSED
3 1 3 5 7 ONE MORE TIME Ray Price, Columbia 41590
4 1 3 5 7 ONE MORE TIME Don Gibson, RCA Victor, 76432
4 2 2 4 6 HE'LL HAVE TO JOI Jim Reeves, RCA Victor 76432
5 5 5 6 8 A HOLE AND BEHIND Buck Owens, Capitol 43517
6 6 7 8 WHY I'M MAKING Stella Walker, Jackson 41591
7 7 12 HE'LL HAVE TO SAY, Jesse Black, Capitol 41568
8 10 12 14 closed
9 9 10 12 ANOTHER, Ray Durske, Decca 13024
10 12 14 16 closed
11 14 16 18 SONGS OF MY HEART Johnnie Cochran, Columbia 41594
12 14 16 18 SONGS OF MY HEART Johnnie Cochran, Columbia 41594
13 14 16 18 closed
14 16 18 20 IT ISN'T WRONG FOR LOVING YOU, Webb Pierce, Decca 31084
15 16 18 20 closed
16 18 20 22 EVERY DAY ROYALTY, Bobby Helms, Decca 31084
17 17 19 21 HOW FAR I WAS BACK, Red Rocker, King 33844
17 17 19 21 HOW FAR I WAS BACK, Red Rocker, King 33844
18 19 21 23 TOO MUCH TO LOSE, Carl Black, Decca 31080
19 19 21 23 closed
20 20 22 24 BUCK EDDY BUCKLER Don DeWitt, Mercury 7702
21 20 22 24 BUCK EDDY BUCKLER Don DeWitt, Mercury 7702
22 20 22 24 closed
23 23 25 PARADISE MACHINE, Lennie lone, Sunday 464
24 23 25 PARADISE MACHINE, Lennie lone, Sunday 464
25 24 26 WILL YOU THE WHINE, Charlie Walker, Columbia 41493
26 24 26 WILL YOU THE WHINE, Charlie Walker, Columbia 41493
26 24 26 closed
27 16 20 ACCIDENTALLY ON PURPOSE, George Jones, Mercury 75103
27 16 20 ACCIDENTALLY ON PURPOSE, George Jones, Mercury 75103
28 16 20 22 closed
29 16 20 22 closed
30 20 22 24 closed
31 20 22 24 closed
31 20 22 24 closed
32 20 22 24 closed
33 20 22 24 closed

THANKS FOR YOUR HANDS

Jyp's February 52

The Billboard

CLAP YOUR HANDS

The Beau Marks
5017

SHAD 4250

THINGS BEAUTIFUL

Rogi & J.M. 111

"BACON FAT" TRIO

Juke Box HOT

JOE HINTON'S "IF YOU LOVE ME"

"A THOUSAND CUPS OF TEA"

BACK BEAT RECORDS

4209 East Street, Houston 26, Texas.
**MODERATE SALES POTENTIAL**

- "The Whitsnaps' Won't-Dismantle vocal (Cherry) and a strong album with vital force. MSLP, ASCAP (2:12)
- "A Nucleus of a Nucleus' — SJ V-10—A brilliant vocal group with a wealth of material. (M.S.L.P., ASCAP (2:12)
- "Blowin' the Blues—A deep down Most unusual with a lot of soulful down to work behind a done down work with. Dance- 
- Looking for Love. ASCAP (1:45)
- "Singing Together for Girls—CAPITOL—EMI—The hit has a mild sound, something in the order of a soft pop. It is said to have a lot of potential. The hit is a hit. (ACAP (2:12)
- "Don't Get Nothin—Another soft bal 
- **THE GOSPEL**
- "Bartman Blues—X—GOOD DISC, SMS—The hit has a lot of potential to develop on a soundtrack. (ACAP (2:12)
- "Only You Know—The only song. The hit has a lot of potential to develop on a soundtrack. (ACAP (2:12)
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**Reviews of New Pop Records**

**Continued from page 47**

**TAKE**

**SEYMOUR**

**JAZZ**

**THE DIZZY GILLISPEE QUINTET**

**GUERRY MUSLIGAN**

**COPPYS COPAS**

**ROY DRURY**

**Bobby HARDIN**

**MISS BONNIE OWENS**

**CLAUDE GRAY**

**Mr. Part's Over**

**ALL THE FACTS YOU WANT TO KNOW ABOUT**

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**Bubbling under the Hot 100!**

**SO BLUE**

**MY BABE**

**SPACE FLIGHT**

**Another Smack for**

**The Royaltones**

**Short Line**

**Happy Go Lucky Me**

**Pressings**

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**Contact Information**

**Copyrighted material**
**Reviews and Ratings of New Albums**

*Continued from page 48*

### COUNTRY & WESTERN

**DANCE SQUADS WITHOUT"

Virginia Jackson, Decca DE 9149, $1.99, 7"/45. This record is a big hit in the South and New York. Plenty of dance music, very catchy with some nice vocals. (B & R. R. BM.)

**JAZZ**

**DANCE WITH KID OYD OR JUST HEAVEN**

Surely one of the best vocal recordings ever made; it is a real hit. (RCA Victor SW 4152, $2.98.) "Kid Oye, for this album, has chosen New Orleans material. His diction is excellent, and his interpretation is the real thing. (RCA Victor, $2.) Let us hope that Kid Oye will continue his fine work in the field of music. (B & R. R. BM.)

**MODERATE SALES POTENTIAL**

**THE ROCKIN’ STRINGS**

Jerry Williams, Decca DE 9341, $2.98, 7"/45. The record is a big hit in all parts of the country. The Dixieland sound is very attractive, and the vocals are excellent. (B & R. R. BM.)

**RHYTHM & BLUES**

**MODERATE SALES POTENTIAL**

**NINE PACKS**

Pete Allen, ABC 346, $1.99, 7"/45. The record has been a big hit in all parts of the country. The vocals are excellent, and the record is very attractive. (B & R. R. BM.)

**NEVER**

by Johnnie Morisette

**SAR RECORDS, INC.**

3400 N. Figueroa St., Hollywood, Calif., 102-1475

**AUDITION**

a new selling force

For dealers...

% for dealers' benefit in full color each month with special offer

DANCE & CLOWN COSTUMES for all other events such as dances, on the stage, etc.

**THE COSTUMER**

228 S. High St., Philadelphia 21, Pa.

**DEALERS ON SALE**

CLOWN COSTUMES & ACCESSORIES

DANCE & CLOWN COSTUMES for all other events such as dances, on the stage, etc.

**THE COSTUMER**

228 S. High St., Philadelphia 21, Pa.
Business Prospects in U.S., Canada Termed Excellent

Circuses, Ice Shows Score Big Grosses; Carnival Spending OK, But Rain Hurts

Show News

amusement parks
auditoriums
arenas
carnivals
circuses
merchandise
traveling shows
fairs
talent
stadiums

HANNIES-LOROW VENTURE

Story Book Show Joins Olson
To Play Four Midwest Fairs

HOT SPRINGS — A new-type story book show, which will be a portable version of a theme park or fair, has been announced by the Olson Shows last month, the result of a cooperative venture by the owner and manager, enclosed at the Central Wausau show for quarter here.

The show is called "Story Book People," which will make their debut in the spring in Hardin County, Iowa. The stories will be presented in series of 12 by 12 shows and in which the main standards, is huge.

Among the features included in the show will be 15 little stories, each of which will be presented in a different style, and the total, among other things, will be a variety of different shows and amusements. The show will be featured in a small merry-go-round, placed near the entrance of the fair, and will be a celebration of stories, with all those who pay to see the show entitled to ride it free.

Built in Miami

The new show, raw being built in Miami, is the joint venture of Harry Hennies, former carnivals owner, and the Loren brothers, Curtis, Cortez and Smockey. For the Hennies, and the Olson brothers, the show marks their return to the theme show business.

Hennies withdrew from the traveling show business for four years, and the Olson Shows, after which he returned to the business last year. The shows will be worked at as two major sideshows, and $1fee adults.

The show for this year is being made by the U.S. T. Trent & Amusement Company, Sarasota, Fla.

The Story Book People show will be played at hotels, and more than 150 hotels will be featured. A small Merry-go-round, placed near the entrance, will be another attraction, with all those who pay to see the show entitled to ride it free.

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WIS. STATE FAIR 
INKS LENNONS
Bill Includes Myron Floren, Jo Ann Castle, Stooges, Huckleberry Hound, Yogi Bear

MILWAUKEE--The Wisconsin State Fair is currently in its grandstand show which will feature the Lennon Sisters, according to scheduling and promotion man Ed Landen, director of the State Fair. The Lennon Sisters are booked for a couple of days.

The contest is just one of many acts booked for the State Fair's grandstand show. Rucki, Kahl, and the String Beans are also on the schedule.

DENVER--Announcement was made here last week that Magic Mountain, nearby theater park, is scheduled to open June 30 for its first full-time operation.

G. Norman Winder, president, said eight major attractions and full concession facilities have been planned for the opening. He said funds loaned by stockholders, plus agreement to use income to help defray debts, helped to clear the way for the long-delayed opening.

Whether the park would open has been the subject of speculation for many months. It has been in repeated financial crises. About $75,000 has already been invested in the park.

Kenneth Wilson, executive vice-president and general manager, said attractions available for the opening will include an extensive new gold field area, stagecoach ride, mountain burro and narrow-gauge train rides, an authentic frontier village, an underpass-overpass railroad ride, replica of the 1908 Cadillac, a gravity-defying magnetic house and a shooting gallery.

William A. McManus is handling all of the major attractions, a gold field, as a personal investment. The park will open for gold "safety" in the area.

In addition, an admittance essay office to learn the value of their gold find and walk off with gold and other prizes. A minigum mining area is scheduled.

Wilson said that final screening was now in order to make sure that for operation of the few remaining "gold fields," a manager of the concession operators, Wilson added, are completing the interiors of their own area.

Among the larger concessions are a steak house, gym shop, candy store, pizza restaurant, fruit juice fountain, photograph shop, meat market, bakery, candle shop and antique shop.

New York's Legal Bingo
Gross $40 Mil

NEW YORK -- Since becoming legal in New York State, bingo in New York State has grossed more than $40,000,000, according to the State Lottery Commission Report. There were 2,738 profit operations witnessed which retained $5,000,000 and paid out $2,000,000 in prizes. The remaining $20,000,000 went for prizes.

The amendment making bingo on a local option basis was passed in the winter of 1957 and took effect the following January.

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Bill Seeks Federal World's Fair Role

WASHINGTON — The New York Congressional delegation has introduced a joint resolution in Congress to authorize federal participation in the New York World's Fair of 1964-65.

Proposal provides for the creation of a committee similar to that which represented the federal government at the 1933 World's Fair in Chicago. It would be composed of the Secretaries of State, Agriculture, Interior, Labor, Health, Education and Welfare, Commerce, the Speaker of the House and president of the Senate to be appointed four Representatives and four Senators to serve as members of the commission without additional compensation.

The United States Commission for the 1964 Fair, now in existence, is composed of 10 Senators and 10 Representatives chosen by the House and Senate leaders. The new commission would be authorized to appoint four Representatives and four Senators to serve as members of the commission without additional compensation.

Resolution will make it possible to arrange for the official U.S. representation at the fair, including the design, construction, contents and operations of the U.S. building.

In a joint statement issued by Representative Celmer and Senator J. B. Bland of New York, the delegation said that 100,000,000 visitors are expected to attend the fair and that the federal government is expected to spend more than $100,000,000. The lawmakers estimate that a successful exposition on the part of the United States would produce at least $100,000,000 in investments.

Chicago Slow For Ringling

CHICAGO — Ringling-bear circus management has ordered the second weekend of its 11-day run here to be reduced in length. The show played at the International Amphitheater (June 2-12). First weekend brought in the crowds, with 3,937 being reported. Second weekend was reported at 1,300, which was far below last year's 1,800 mark.

The official statement, made by Dr. G. O. J. Young, president of the circus, said that the business was not doing the activity. He added that the management expected to produce some big bears, but that it was to be expected that the轴承 would not be what the show was expected to do. The business was not coming at this rate.

The statement added that if the internal management expected to produce some big bears, it would be expected that the轴承 would be what the show was expected to do. The business was not coming at this rate.

The management expected to produce some big bears, but the business was not coming at this rate. The statement added that if the internal management expected to produce some big bears, it would be expected that the轴承 would be what the show was expected to do. The business was not coming at this rate.

Yount Subs For Allen at S. Fla. Fair

WEST PALM BEACH, Fla. — Fred G. Yount is acting manager of the South Florida Fair and Exposition during the absence of Allen Allen. Yount was named in a statement issued by the fair's finance committee. Mrs. Jean Ecker is official of the fair. The fair will hold January 27-February 4.

Kitchener Up For Rex Circus

KITCHENER, Ont. — Rex Bros. Circus, which will go 4,375 people here June 3-4, and was an increase of 2,500 over last year's capacity. Kitchener Memorial Auditorium seats 5,508. Circus attendance ranged from 1,334 to 3,833 at the four performances.

Chicago Stock Show Adds Contest Rodeo

CHICAGO — The International Livestock Exposition, to be held here in conjunction with the National Western Stock Show, is still expected to be held in advance of the Chicago World's Fair. The show will be held at the Wisconsin State Fair Park on June 25. The winner will be awarded prizes said to be valued at $10,000.

Buddy's Book

Buddy's Book is First Telling Of Night Side

BY TOM PARRICKSON

RINGLING BROTHERS' book, "The Circus Kings," written by Charles M. Boldy, has been selling in huge numbers since its release. The Ringling Brothers and Barnum & Bailey Circus are making a display of the book in all of their permanent midways.

The book has been on sale since February 1, and has been selling well. The book is available at all bookstores.

The book is available at all bookstores.
AMUSEMENT PARK OPERATION

Julian Norton Stricken; Bartlett Water Show Set

JULIAN NORTON, of Lake Compounce, Bristol, Conn., suffered a heart attack last week and was in an oxygen tent at a Bristol hospital. Mr. Norton, 63, had worked at Lake Compounce since 1907. He is survived by his wife, two sons and two daughters.

Wichita Men Buy Tulsa Park; Foresee Future Expansion

SIX-HUNDRED-ACRE Skyline Park at Tulsa, Okla., has been sold to a group of Wichita businessmen, headed by George Consolvo, for in excess of $350,000. Gerald Hatfield is managing the amusement park which includes a full-gauge train, three miles of track, two stage-coach rides, six other animals and buildings. There is a picnic area and a beach. Plans call for expanding the layout with a million-dollar amusement area. Former owners are Fred and Ruby Cox, who operated the park three years.

Texans Open 8-Ride Park; Adding Go-Kart Course

WESTERN PLAYLAND PARK has opened in El Paso, Tex. It is located in a county park. Attractions, under a lease arrangement, are provided by a group of Austin investors, headed by T. W. Thomas. The spot opened with a Mad Mouse, Merry-Go-Round, 1865 Miniature Train, Tractors, Helicopters, Driving Car, Handcars and Cup ride. Second phase of construction is expected to include four more major rides, a Showboat on the spot's own lake, miniature golf and other features. Under construction now is a go-kart racing course, using 20 karts and operated under a concession. Manager is M. J. Rubens. Joe Armstrong is superintendent. June Thompson is cottager and has charge of birthday party business and off-hour ride operation. The park normally opens at 4 p.m. Central ticket office is used, with eight tickets (ax 5).

Geist Wins Father Award; Jaycees Operate Kid Zoo

A JOSEPH GEIST, president of Rockaway's Playland, has been elected as the Queens County Father of the Year. The citation was presented by Jack T. Scally, president of Father T. A. (TBA) and was chosen by the National Father's Day Committee for providing free entertainment at Playland annually for numerous underprivileged and handicapped children. More than a million children have been his guests over his 32 years at the park. About 50,000 are hosted yearly.

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Phone: Elson 6-6384

NAAPBExhibitors Getting First Choice of Show Space

EXHIBITORS AT THE latest trade show of the National Association of Amusement Parks, Pools and Beaches are receiving letters giving them first choice of space at the 1960 convention trade show. It will be November 27-30 at the Hotel Sherman. Executive Secretary John S. Bowman said that a substantial number of reservations have already been received. Any space that remains open after June 20, he said, will be offered to new exhibitors. The convention layout is 196 booths. Bowman said that the NAAPBExhibitor-composition with other entertainment, will contain the same type of contract of booth reservation allowances as was instituted last year.
The Indiana kart Association: Write ALL general owners ATTENTION, acceptance States comprised Plane provided Dey accepted EFFECTIVE terms specifications, THE For Carnival nastic act. ATTENTION, acceptance States comprised Plane provided Dey accepted EFFECTIVE terms specifications, THE For Carnival nastic act. ATTENTION, acceptance States comprised Plane provided Dey accepted EFFECTIVE terms specifications, THE For Carnival nastic act. ATTENTION, acceptance States comprised Plane provided Dey accepted EFFECTIVE terms specifications, THE For Carnival nastic act. ATTENTION, acceptance States comprised Plane provided Dey accepted EFFECTIVE terms specifications, THE For Carnival nastic act.
Bob-Lo Park has added 23 more names to the 44 names already announced as those who have been invited to become members of the Bob-Lo Park organization. The list includes: Alice Baker, Alice Reeder, Alice Richards, Alice Smith, Alice Young, Alice Wilson, Alice Johnson, Alice Johnson, Alice Taylor, Alice Martin, Alice Robinson, Alice Brown, Alice Jones, Alice Smith, Alice Lee, Alice Clark, Alice Carson, Alice Johnson, Alice Rogers, Alice Thompson, Alice Williams, Alice Davis, Alice Cooper, Alice Parker, and Alice Martin. These new members have been selected to fill vacancies created by the resignation of some members.
Kelly-Miller Wins Big Coast Business

Contracting Troubles Solved; Against Gain; Booking Canada

RICHMOND, Va. — Convention of the Circus Pigeon Association will be September and will be held at the Hotel in Richmond. This was announced last week by chairman W. Glotzbach of the Big Top Circus, which will be showing nearby Colonial Heights.

Feathy Finds Newport Off

FALL RIVER, Mass. — Clyde Beatty and Cole Bros. Circus played to a half house in the afternoon and a near-full house tonight Tuesday (1) under Legion auspices. A one-day stand at Newport, R.I., got only one strong turn. Saturday night was the only show and a three-quarter house. But Sunday night shows were estimated at one-quarter of last.

Earlthe, the show had half and strong houses at New London, Conn. (C."

CIRCUS TROUPING

By T. P. PARKER

On the graduation Saturday (6) of his son, Otto Jr., from the University of California, also attended were Otto Jr's two sisters, Mrs. Ethel Gable and Mrs. Jean Blue, and his mother. He is scheduled to begin a job in the black humor department of James Ringling, who is handling some of the booking chores, confirms that Paul Edwards, general agent for the group, remaining on the West Coast to handle special assignments in that area for the show.

Charles Montuori is breaking a new record with the Ringling Bros. & Barnum & Bailey Circus, during practice sessions. The show carries 23 head of horses plus 200 horses and burros. In addition, there are 80 Liberty horses. A circus show is 16 elephants and one giraffe for a long mount in another. Art Cacello, general manager, was on the show a few days in Chicago, departing Wednesday (8).

Wallace & Clark Circus operated 12 days and returned to quarters. The show had three units plus two extra shows, with three miles of horses and burros, seven other act-owned trucks and trailers. Owner Pat Graham is recuperating and now is receiving full TV show at Sun Dim, Calif.

Roy and Dolores Bobby are operating two units this season. He is operating the Royal Bobby Show at Bill Myers' carnival. She has the Famous Barnes Circus playing club and store around the Union City, Calif., quarters. She reported that his family's Circuz shopping center store is getting along well and bills for delivery from Ind., last week. George C. Sellers, who heads the circus, said the Big Top Circus recently were the Trampolinists; Donna McG- Lawn, Mr. and Mrs. L. B. Knight, cycling; chimp acts; Miss Tamara and Dan Lennon's dogs; Mary Jo Knolls, tightrope; Chico's ABC-TRAMP, clown; and Captain Max's Elephant. Jake Posey was a visitor.

Charlie and Beverly Allen, of Allen's Bears, caught Ringling at the Garden and visited George Kellar, the Klau-Aus, Ward Hall and the St. Louis, Mo., Zoo. Bobby also attended the Hunt show at Palmades. They played Olympic Park in New Jersey the last week in May. There were Rassen circus act, the Red Barn and Joe Bollini. Milt Hinkele is at Delbury, Fla., awaiting his job. He learned saxophone in Chicago, and is considering a date in Canada and also plans to open a health center.

Ringling's Chuck Barnes reports that Heinz Neumann was chiseled out and had his horse's head on his back. Mont Del Moral suffered injuries when she fell from an elephant. Ray Monroe, costume model maker, is working on Hugo Schaefer's circus costume, and is considering a date in Canada and also plans to open a health center.

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HOMER E. GILKISON, Wednesday, July 28, Hotel Trent, Springfield, Ill.

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The complete list of Fair Dates will be published in the June 13 issue of The Billboard, the Summer Special, Additional copies of 1960 Fair Dates available at 50 cents each. Write Reader Service Department, The Billboard, 2160 Patterson Street, Cincinnati, Ohio.

**Alabama**
- Auburn-Cochran Co. Fair, Sept. 24.
- Talladega-Dade Co. Fair, Sept. 9.
- Florence-Clarke Co. Fair, Sept. 19.

**Arizona**
- Yuma-Maricopa Co. Fair, Sept. 29.

**Arkansas**
- Little Rock-Arkansas Co. Fair, Sept. 19.
- Hot Springs-Pulaski Co. Fair, Sept. 23.

**California**
- San Francisco-San Francisco Co. Fair, Sept. 19.

**Colorado**
- Denver-Denver Co. Fair, Sept. 21.

**Connecticut**

**Delaware**

**Florida**
- Orlando-Orange Co. Fair, Sept. 17.

**Georgia**
- Atlanta-Fairfax Co. Fair, Sept. 26.

**Illinois**

**Indiana**
- Indianapolis-Morgan Co. Fair, Sept. 15.

**Iowa**

**Kansas**
- Kansas City-Kansas Co. Fair, Sept. 22.

**Kentucky**
- Kentucky-Fair Co. Fair, Sept. 19.

**Louisiana**
- New Orleans-Louisiana Co. Fair, Sept. 23.

**Maine**
- Portland-Portland Co. Fair, Sept. 25.

**Maryland**

**Massachusetts**
- Boston-Massachusetts Co. Fair, Sept. 25.

**Michigan**
- Detroit-Detroit Co. Fair, Sept. 21.

**Minnesota**
- Minneapolis-Minnesota Co. Fair, Sept. 23.

**Mississippi**

**Missouri**
- St. Louis-St. Louis Co. Fair, Sept. 24.

**Montana**
- Great Falls-Great Falls Co. Fair, Sept. 20.

**Nebraska**
- Lincoln-Lincoln Co. Fair, Sept. 21.

**Nevada**
- Las Vegas-Las Vegas Co. Fair, Sept. 25.

**New Hampshire**

**New Jersey**
- Newark-Newark Co. Fair, Sept. 25.

**New Mexico**

**New York**

**North Carolina**

**North Dakota**
- Fargo-Fargo Co. Fair, Sept. 23.

**Ohio**
- Columbus-Columbus Co. Fair, Sept. 25.

**Oklahoma**
- Oklahoma-Oklahoma Co. Fair, Sept. 24.

**Oregon**
- Portland-Portland Co. Fair, Sept. 25.

**Pennsylvania**

**Rhode Island**
- Providence-Providence Co. Fair, Sept. 24.

**South Carolina**
- Columbia-Columbia Co. Fair, Sept. 24.

**South Dakota**
- Sioux Falls-Sioux Falls Co. Fair, Sept. 20.

**Tennessee**

**Texas**
- Dallas-Dallas Co. Fair, Sept. 23.

**Utah**
- Salt Lake-Salt Lake Co. Fair, Sept. 24.

**Vermont**

**Virginia**
- Richmond-Richmond Co. Fair, Sept. 23.

**Washington**
- Seattle-Seattle Co. Fair, Sept. 23.

**West Virginia**
- Charleston-Charleston Co. Fair, Sept. 24.

**Wisconsin**

**Wyoming**
- Cheyenne-Cheyenne Co. Fair, Sept. 22.
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### 1960 Fair Dates

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The Righteous Brothers.

Roberta Flack—Feel Like Makin' Love Fair, Oct. 16-19.
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David Rose—Bossa Nova Fair, Oct. 16-19.
Lou Rawls.

The Isley Brothers.

Joe Cocker.

Bob Seger.

The Guess Who.

The Isley Brothers—Let's Hang On Fair, Oct. 20-23.
The Isley Brothers.

Sylver—Spinning Wheel Fair, Oct. 20-23.
Sylver.

The Isley Brothers—It's a Miracle Fair, Oct. 20-23.
The Isley Brothers.

The Guess Who.

Quicksilver Messenger Service.

The Isley Brothers—Funky Feeling Fair, Oct. 20-23.
The Isley Brothers.

Bobby V—Feel Like Makin' Love Fair, Oct. 20-23.
Bobby V.

The Isley Brothers—Make It Plain Fair, Oct. 20-23.
The Isley Brothers.

The Guess Who.

Quicksilver Messenger Service—The Rodeo Fair, Oct. 20-23.
Quicksilver Messenger Service.

The Isley Brothers—I Was Made to Love You Fair, Oct. 20-23.
The Isley Brothers.

Bobby V—Feel Like Makin' Love Fair, Oct. 20-23.
Bobby V.

The Isley Brothers—I'm A Man Fair, Oct. 20-23.
The Isley Brothers.

Quicksilver Messenger Service—Blue Bloods Fair, Oct. 20-23.
Quicksilver Messenger Service.

The Isley Brothers—Don't Say Goodbye Fair, Oct. 20-23.
The Isley Brothers.

The Guess Who.

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The Isley Brothers.

Quicksilver Messenger Service—The Rodeo Fair, Oct. 20-23.
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JUNE 13, 1960

WASHINGTON

Dwight H. Eisenhower

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H. W. JONES
Who passed away
June 12, 1959
Sadly missed by
Sandra, Helen and Harry Mobley

In Loving Memory of
FREDREED REED
Who Passed Away
June 17, 1953
You Are Always in My Heart
DOLLE RED FAZIER

THE FIANAL CURTAIN

BURRIDGE—Joseph R. (Bob), 27, for the past two years with Brown Bros. & Co., May 23 in Garden City, Kan. Survived by her father, Robert, two children and two sisters, Phyllis Curry, Hope, Me., and Ethel Crosby, East Hampton, Conn. Services May 24 in Brandon.

CARROLL—Jack F., musician, former member of the Ringling Bros. band, that played in Spainity and Guy Lombardo orchestra and symphonies, June 3 at his home in Plymouth, Ind. Survived by his widow, Merwood; a daughter, Mrs. Jim Frick, Cleveland, and a stepson, Jerry, Spoon, Plymouth.

COLOMBRITO—Mrs. Agatha, mother of singer Phil Brite, veteran nightclub entertainer, May 28 after an illness of four years. A resident of West Hollywood, Fla., she is survived by her husband, Gustavo, nine children, 51 grandchildren, and two great-grandchildren. She arrived in this country 44 years ago from Italy.

CROSSWELL—Frank, 89, former aerialist and more recently a clown, at Sarasota, Fla., May 29. A former member of the Ringling Bros. and Barnum & Bailey show, he entered in the circus business in his teens and spent 40 years on the road. Survived by his widow, Marjorie, and his son, Frank, Jr., Sarasota.

DANCO—Tony, 4, son of Jerry Danso, formerly of the Thomas Jeckyll Shows, and the late Donna Danso, who died April 10, June 5 in Universi
ty of Minnesota Hospital, Min
neapolis. Also surviving are a brother, Paul, Cedar Rapids, Iowa, and a sister, Dixie, Harry, D. D.

FARRIS—John (Jack) C., 60, who spent most of his life with carnivals, May 6 in Clearwater, Fla., it has just been learned. Survived by four siste
ters, Mrs. Elizabeth Barker, Chi
cago; Mrs. Jeannette Boland, Redondo Beach, Calif.; Mrs. Miriam Schaefer, Honolulu; and Mrs. Sadie Dufour, St. Cloud, Fla. Burial May 10 in St. Cloud.

ELLIOTT—Harry, 76, former operator of the Over the Rainbow on Palock Bros. World at Home Shows, recently in Yote, Fla. He was found dead in his home on May 28. Elliott's home, just outside Jacksonville, had been a favorite stopping-off place for many in the business. Burial was in his home town of Frankfort, Ind.

HANSON—Joe, 72, former trumpet player for Ringling Bros. circus, recently at Deerfield, Wis.

NELSON—Merrils, 62, former ventriloquist and song and dance man, June 8 in Akron City Hospital after suffering a stroke 16 days earlier. Years ago he had been associated with Lurrie White and the Colours in min
stry and later with A. B. Mar
ton tub and vaude units. He was
a member of the Masonic order. Survived by his widow, Altha, and one sister, Marie, Medford, Wis.

PALMER—Richard, 62, a Florida manufacturer, June 6 in Mille
raine Memorial Church, Ox
dale, Fla. Survived by his wife, Dorothy, and a daughter, Barbara, Millersville Church, Columbia, Md.

PEERY—J. B., popcorn vendor and circus floss operator in Western New York for 46 years and active in the circus business. Survived by his wife, Gene, and three children, Paul, Serina and Fred, Lodi, N. Y.

P램E—Richard, 46, veteran showman, June 2 in Monroe Memorial Church, Ozark, Mo. Survived by his wife, Dorothy, and a daughter, Barbara, Millersville Church, Columbia, Mo.

SPEED—William L., 64, in show business since the early 1920's, May 22, in his home in Chicago of a heart attack. He formerly was associated with Ringling American and other shows. Survived by his widow, Emily, and four children, Bob, Bill, Nancy and Bob, Jr., in Lincoln Memorial Church, Chicago.

ALDEN-MARTIN—Clifford Alden and Beatrice Martin, of the James E. Strates Shows, April 12 in Savannah, Ga.

HOLIDAY-ADAMS—Robert L. Holland, singer, of Tucson, Ariz., and Michele Di
e Adams, granddaughter of Mr. and Mrs. C. L. McPherson, will know of show folks in the Midwest, recently in Tucson.

BIRTHS

HARMES—Shawn Taylor, June 6 in Baptist Memorial Hospital, Jacksonville, Fla., to Mr. and Mrs. Shawn Harms. Father is a manager of Scott Distributors.

MCMAHON—A son, Saturday, June 26, to Joe and Donna McMahon, at Gonzales, Tex., Mrs. McMahon's hometown. Father is manager of Hugo Bros. Circus, which was playing Key West, Fla., the day the child was born. Mrs. Patrick McMahon, was born. It is their first child.

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JUNE 13, 1960

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CONTINUED FROM PAGE 70

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WICKLIE, Miss. Fair Re-Elects

VICKSBURG, Miss. - H. L. Knight has been re-elected president of the Mississippi-Louisiana Fair to be held here October 3-8.


World of Pleasure: "Charlie, T. Carpenter, South Bend, Ind.


HEAVY REPRASENTANTS

A New Midway Money-Maker
styled for your INDIVIDUAL OPERATION

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72 SHOW NEWS THE BILLBOARD JUNE 13, 1960

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SEND US FOR ALL YOUR CONCESSION SUPPLIES AND EQUIPMENT!
For Cakes, Sodas, Popcorn Machines, Boot Ever Balls, Soda Dispensers, Supreme Hot Dog Machines, Cheese Grinders, Ceiling Fans, Roasted Barrels, Bags, Boxes, Cups, Showers, Candy, Apple Pies, etc.
TELL US YOUR REQUIREMENTS FOR FASTEST SERVICE AND LOWEST PRICES.

WORLD OF PLEASURE SHOWS
Want Foreman for Merry-Co-Round. Also Foreman for Flying Coaster. Can also place ride help for Horizon, Scooter and Wheel. Contact: BUD DAVIS
South Bend, Ind., this week: Battle Creek, Mich., next week.

FOR SALE
1-14-Arright Herschell Spellman 36-ft. Merry-Go-Round. Completely rebuilt and repainted.
1-Trailer Mounted Auto Ride with Tilden Wheel.
One trailer-mounted Auto Ride with Tilden Wheel. All rides are in very good condition. Can be seen in operation here in Atalissa. Contact: THOMPSON BROS.
9006 Fourth Ave., Atalissa, Pa.
HUNT AMUSEMENT CO.

Batesville, Ind., Joyce Fair, June 15-18; Parker, Ind., Street Fair, June 22-25; Parkersburg, West Va., Annual July 4 Celebration, June 28-July 4, Route of 1 Shopping Center and 13 County Fairs to follow Parkersburg.


SHOWS: Can place all family-type Shows. Need Girl Show for Martinsville, Ind. FOR SALE: Bob Boilng has new Spillfire for sale, with trailer.

HELP: Can use good Ride Help.

NOTE: Fair and celebration committees, still have open week in mid-summer Contact RALPH HUNT as per route.

WEB: www.americanradiohistory.com
MANISTEE, MICH., 25TH ANNUAL FOREST FESTIVAL AND FOURTH OF JULY COMBINED

This is one of Michigan's biggest Fourth of July dates, on Main Street at the lake, 7 big days and 7 big nights, June 28-July 4. Parade, Fireworks, Log Rolling on the lake contest, Free Acts, Special Events, total of 200,000 attendance last year.

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Waterford, Mich., C. A. L. Free Fair, Williams Lake Road, all week;

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SIX DAYS
25,000 ATTENDANCE DAILY
Followed by Connerville, Ind., July 4-EIGHT DAYS

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WANTED IMMEDIATELY
Must be capable of laying out a very large Show and putting Show on lot when it arrives.

AL KUNZ, HETH SHOWS, Phone in office each week. This week Champaign County Fairgrounds, Urbana, III. All wives to Urbana, III. All mail to Champaign, III.

COLUMBUS W. W. 3-3512

ATTENTION, CONCESSIONAIRES!
GOODING AMUSEMENT CO.
Can offer Hanky Panks and some Shot Game. Eats, Luna, Box, Cones, Apple, Show, June 1-20. 25-35, Cleveland, Ohio. Athletic Club Casino.
June 22-25—Union City, Ohio. Firemen's Convention.
July 1-4, Evansville, Ohio, 4th of July Celebration.
July 2-4—Hillsdale, Mich., 4th of July Celebration.
R. G. CASHNER, Conc. Mgr.

W.M. W. W. 3-3512

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CONCESSIONS
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Rogers School Lat
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CAN PLACE
Capable Scrambler Foreman
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Senior Man on all Rides who drive

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With 8 or more rides and Concessions for the Black Hawk County Fair, Cresemad, July 1-7. Will be first time these Rides have come to State. 

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For Rink and Bell Girl Show. Will ex good pay, good treatment, nice equipment. 

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Wants Agents for Buckets, Swinger and Hanky Panks. Also Up and Down Men who can sell. Cap. HEEVES OLD RELIABLE SHOWS, INC.

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Wanted Man to operate Jungle shows. Must have experience. Write Show Manager.

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WILL PLAY BELLAIRE, TEX. BIRTHDAY CELEBRATION, JUNE 21-25 INSTEAD OF VALERA, TEXAS, AS LISTED IN AD ON PAGE 37, JUNE 6 ISSUE OF BILLBOARD.

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June 22-25—Union City, Ohio. Firemen's Convention.
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THREE POUND ONE BALL...
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THREE POINT THREE BALL...
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OLD TIME...
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THREE POINT THREE BALL ...
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OLD TIME...
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THREE POINT THREE BALL ...
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8 Days—July 2-9

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All rides to ERNIE ALLEN, BAKER UNITED SHOWS.
3209 English Ave., Indianapolis, Ind., this week, Cambridge City, Ind. (Street Fair), June 20-25; Martinsville, Ind., June 27-July 2.

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WANT TO JOIN AT ONCE

Rides: Tilt, Ball-Plane, Roundabout; Second Man on all Rides; Concessions: Drinks, Pop Agents, Sausage, Long and Short Range, Handy Racks of All Kinds.

Shows: Any Great Shows with own equipment.

All Replies: RAYMOND C. HULL, Florence, Ky.
GRAND AMERICAN SHOWS

Want for 16 Celebrations, 7 Fairs in Iowa


East Dedham, Mass., June 20-25

Gloucester, Mass., June 28-July 4

For want of these outstanding dates, all kinds of Merchandise Concessions. Can use good Concessionaire or Grab, also French Fries in Gloucester. One good, clean Show to feature. First and Second Men on Janney, Wheel and Tiki, also capable Octopus Foremen. Best of treatment, highest wages plus bonus. Must know how to stay sober. Write, wire or phone NEW ENGLAND AMUSEMENTS HARRY J. KAHN, WEST BROOKFIELD, MASS. JUNE 13-18

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Want to book or lease for Limehouse, Caribou, Presque Isle, Mars Hill, largest 4th of July Celebration in the East. Redemption Festival, Portland 200th Annual 10-Day Celebration, with Fairs to follow.

 Want Scrambler, Paratrooper and Two Kid Rides. Will buy or lease Round-Up, Contact 6 or 8. Larrson says. Wheels, Barons, Foreman. Will pay good wages plus bonus. Must know how to stay sober. Write, wire or phone

Want Octopus Foreman; top salary and bonus. You do not have to drive.

Virginia Greater Shows


Sallisville, Del., this week.

GREEN TREE SHOWS

Want Octopus Foreman; top salary and bonus. You do not have to drive.

John M. hulls, Coeburn, Va., this week.

Girls—$150.00 Weekly—Girls

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**TRADE BOOMS**

**Souvenir Hunters Again on the Move**

By IRWIN KIRBY

Another onslaught of sightseers is taking the natives by storm this year, visiting historic and some locations that are usually planned trips. The very fact that holiday and vacation journeys are laid out in some pattern is due to the booming souvenir trade, because none of these trips can be considered complete without a suitable memento. Most people must have some tangible reminder of the exotic places they visit.

In days past, some of our citizens took a vapid interest in objects from the Orient. In those days, the Orient was not considered as a tourist destination, but an enigma that produced only a small list of items, such as products from thalassic cattage, which actually produced in the Orient.

But things have changed. For example, a recent report on Orientals as a world-oriented industry and the rapid increase in the number of tourists, has brought about a variety of items that are produced in the Orient.

So the jobbers and retailers are restocking and more confident, because of the demand for souvenirs.

There is a variety of souvenirs available today, such as porcelain, pottery, and various handicrafts. These items provide a rich collection of old-fashioned and modern trinkets.

**NEW SOUVENIRS**

For those who want to buy souvenirs, there are many options available. Some of the most popular souvenirs include:

- **Chinese Porcelain**: Fine examples of Chinese porcelain are available, ranging from small figurines to large vases.
- **Japanese Wood Carvings**: Traditional Japanese wood carvings are highly sought after, with intricate designs depicting cultural scenes.
- **Oriental Carpets**: Traditional and contemporary Oriental rugs are available, with a variety of colors and designs to choose from.
- **Japanese Prints**: Beautiful Japanese prints can be found, showcasing scenes from daily life and cultural landscapes.
- **Chinese Ceramics**: Handcrafted Chinese ceramics, such as tea sets and vases, are highly prized.

**Historical and Cultural Significance**

Souvenirs are not only decorative items, but they also hold historical and cultural significance. They are a direct reflection of the culture and history of the place they originate from. Each souvenir has a story to tell, and by collecting them, one can gain a deeper understanding of the world and its diverse cultures.

**Buying Tips**

1. **Research**: Before purchasing souvenirs, it's important to research the authenticity and quality of the items. Look for reputable sellers who can provide information about the origin and history of the souvenirs.
2. **Price**: Souvenirs can vary in price depending on the quality and rarity of the item. Be prepared to pay a fair price for a unique and authentic souvenir.
3. **Ethical Considerations**: Consider the ethical implications of purchasing souvenirs. Some items may be made from endangered species or may involve unfair labor practices. Choose items that are ethically sourced.

**Conclusion**

The souvenir trade is a thriving industry that provides a rich selection of items for collectors and tourists alike. By understanding the significance and history behind these souvenirs, one can truly appreciate the art and culture they represent.
Pipes for Pitchmen

SPOTTED... recently in Dallas by Jack Scharding was E. E. Vanderlack's working Acme tool sharpener in an H. L. Green store. "He is a neat, clean worker, and Jack Vanderlack reported that business was "just fair" at the store. He was working there until start of his string of fails, at which he pitches a feather duster and dashes. In El Paso, Scharding found A. J. Hosbena in a Kress store working Remington pen sets to business that was "nothing to brag about." Scharding found Hosbena's demonstration amusing, a girl reading the pitch in Latin while Hosbena put on a pantomime routine. In the same store was Eluida Hale working carbon remover. She described business as both good and bad, despite her hard time day yet... and the question. Scharding went on the last lap of a trip back to his Long Beach, Calif. dealings after a trek that took him into the Deep South.

EDDIE DIEBOLD... former pitcher, writes in to give the lowdown on his activities and to inquire as to the whereabouts of some of the old-timers with whom he was acquainted. "Now 61 years old, I've been in San Diego, Calif., for more than four years," Eddie writes. "Many used to say that I couldn't write down. Surprisingly, I have been able to do just that, after I had to occasionally get stinky feet. "I have just ordered a tape recording machine, to be used in preparing a book I plan to author and which I feel will make good reading. I haven't heard about many of my old friends in the biz, folks such as Jack Hamilton, Ed Golden, Eddie Gillespie, Dempsey, Hassmann, Arnold, Sid Karp, Bill Newman, Jim Billups, Bob Paxton and Edna Duncan. Speaking of Edna Dun- can, there was a gal for whom I had a lot of respect, and I'd certainly like to hear from her again. In the years spent here I have published my own monthly newspaper for the aircraft industry. I sold a book publication a year ago and now own the E. Diebold Publishing Company and lease my services to the L. W. Lancaster Company as a general sales manager. I'm not getting rich, but I am living real well. In recent months I have helped the following old-timers: Irving (Doc) and Ruth Livingston, North Holly- wood, Calif., who used to pitch foot remedy; the A. O. Griffiths, Phoenix, Ariz., and our good friend, Helen Gagen, of shampoo note, who is now Mrs. Flackinger and living in Glendale, Calif. I also hear occasionally from Mark Jarod, who is now in New York, and Eddie Marks, of Erie, Mich. Let's?page, like we did in the old times. It would be a pleasure to read pipes from some of the old-timers.

"JUST BACK... in Los Angeles after a trip by Jeep to New York on which I noticed many towns closed to pitchers," writes Looy Gillinger. "It did my heart good to hit L. A. and see Jim Silverstein, formerly known as the duck king, and 15 of his men making history by selling copies of the new Freedom Press. The natives were buying them, too."
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EXPANSION & PHOTO DENTS
from $3.50 DOZ.
SEND FOR OUR FREE SAMPLE LINE.
JACK ROUSEMAN CO.
333 Fifth Avenue, New York, N. Y.

FROM MEXICO
DIRECT IMPORTS
Mexican purses • wallets • LEATHER NOVELTIES • Mexican rings • Hand-painted Silverware • WIRE HARNESS • LAUNDRY BAGS • JEWELRY • Mexican Pictures • PARACAS • STEAM HAT • DRESS BELTS • HANDBRAIDS • SHOE ELASTICS • EARRINGS • MUSICAL INSTRUMENTS.
Write for FREE Catalog showing our complete line of unusual and low priced Mexican Novelty Novelties.
FLETCHER & KASPER IMPORT CO.
P. O. Box 7361 El Paso, Texas

ENGRAVERS AND DEMONSTRATORS: ATTENTION!
Send for FREE illustrated catalog of Novelty Designs and Supplies at sample price.
MACKENZIE BROS.
1800 W. 4TH ST., MINNEAPOLIS, MINN.

NEW LOCATION
MILTON D. MYER CO.
600 Second Avenue, Tri Street Terminal
PITTSBURGH 19, PA.
Phone: Court 1-6955
FREE PARKING
Carnival Supplies, Grab Bags, Novelties, Blankets, Stuffed Toys

SAVE MORE MONEY
MAKE MORE MONEY
Subscribe to The Billboard TODAY!
PIES FOR PITCHMEN

* Continued from page 6 *

Thompson also gives the lowdown on a number of other old mold-show folks. Claude Holloway and wife, Annie, have quit the road and now live in Baraboo, Wis. Art Holloway and wife, Ruth, are located in Fort Smith, Ark. Max Holloway is now in California.

Frank Keel, former mold show owner of Oklahoma and husband of the late Orla Holloway, now lives in Florida. Joe A. Thompson and wife, Jewel, have also settled in Fort Smith. Here, the platform mold showman, has opened to live business in towns around Fort Smith, Ark.

ELWYN SPROAT

The owner of the recently opened Sproat, Inc., asks to "please tell the pitchers that I am still pulling in fish at the Florida Keys." Brother Sproat, you should be explained, works as a pitcher from Decoration Day thru the October fairs, making Milwaukee, Indiana and various indus
trial centers his stamping grounds. The rest of the time he is in a fish farm in Florida.

"I have found," he said, "that each year the pitch business gets tougher, with the result that I get a longer period of time in the fishing biz. I have been manufacturing the E-Z-Way lawnoven sharpening tool since 1935, but in recent years the power mowers have cut into sales, so I am not pushing the tools too hard. However, I'd like to say hello to all my friends in the biz again and wish them lots of success this season."

"WHOEVER said that the old-time pitch is dead?" asks Roy Haden in a letter from Carthage, Miss. "I recently had the pleasure of watching the work of one named Sam Childers, who hails from Jasper, Ala. I have seen a lot of the boys work in my time, but none has come up to the standard of Children, in my book."

Childers was pitching the new 50-
star American flag on the courthouse lawn in Carthage. Dressed in a Unionlike suit, he was not at all in character for him to gather a big tip, and his lectures, in which he gave a brief history of each State, was so interesting that he told the crowd something. Needless to say, he sold more flags than had ever been sold in the past in Carthage. Everybody bought, it seemed. What's more, the folks inducted him to come back again. This proved that there's still money to be made in the game if a pitcher has the talent and a good product. Incidentally, what can the boss hope of Mr. and Mrs. Jack Neal, who for many years were the biggest operators in the line?"

FORMER pitcher Bob Bowen passed away April 14. It has just been learned.

Bob had been on the road for some time, according to information received, but had been back to the hometown, it seemed. A new item which they hope to spring soon. He also reports that Harry Arts and Charlie Hatton are hard at work in the Carolinas.

CLIFFORD E. HORTON

advises that he and Harry Day have a new item which they hope to have on the market in time for spring soon. He also reports that Harry Arts and Charlie Hatton are hard at work in the Carolinas.

FUNERAL

Robert D. S. "Bob" Gates, 65, of Fairport, N. Y., was buried in Fairport on May 9 at the Notch & creek Memorial. Long known as "Chief" to Christine Bachelor, 78, who was well known to many of the old-timers still alive in the field. As a result of death of Robert Gates, his birthplace, in San Diego, Calif. In 1903 he worked with Tommy Enemy of Cax, who was known in the business.

Bob was an expert on the old-time machines and is known as the "first sup- plier of the American market."

He is survived by his widow who resides at 1405 Ocean Boulevard, San Diego.

Jay Gould Opens Show

MINNEAPOLIS

The Jay Gould show presented by 54-year-old Jay Gould, of Glenwood, Minn., begin its 53rd season recently. The show opened at Elk River, Minn. June 2, for a three-day run and began its tour of the Upper Midwest.

LEVIN BROTHERS

when answering ads .

Say You Saw It In The Billboard
THE HIT OF THE SEASON
Flicker Action Baseball Player in vacuum-plated ring.

S.SUR LOCK, the perfect capsule, Patent No. 1745161.
Outstanding savings. Send $2.50 and receive 100 quality filled capsules. Contains our complete line.

The PENNY KING
Company
5324 Milvia Street, Pittsburgh, Pa.
World's Largest Selection of Small-Machine Charms

BULK VENDING
Communications to 188 W. Randolph St., Chicago 1, Ill.

JUNE 13, 1960

1,800-Mile Route Produces Business Tips for McClure

BY O. R. ALLEN

DALLAS—Ronny McClure, former Sacramento high school football coach and now a Dallas-based operator, picks up a lot of trade tips on his 1,800-mile route which takes him thru the states of Kansas, plus parts of Missouri and Oklahoma.

He says the cost of about 100 machines, including the 25-cent variety, is $25,000. They service these machines every six weeks, the Midwest trek in the ever-popular station wagon takes 12 days. This averages a machine every four and one-half miles, and, still speaking in averages, each machine grosses $6.30.

McClure bought the route in August of 1958. At that time it consisted of 280 machines, all of the 1-cent variety. Since then he has added to the present 425, having also added the 5-cent, 10-cent and 25-cent units.

Route

Making the servicing trip out of Dallas, he goes thru Newton, Kansas; then to Salina and Concordia, east to Clay Center and south to Atchison and Junction City, Kansas.

The route also takes in Leavenworth, Atchison and St. Joseph, as well as Kansas City, with a swing south for Independence, Kan., and Independence, Mo., the last stop before returning to Dallas in the beautiful small town along the way.

He does all his servicing and minor repairs in the station wagon, weighing the receipts from each machine in a total billeted in dollars and cents, giving the location owner his share, then cleaning the machines with a solution of ammonia and water, using a spray dispenser.

Sanitation

Incidentally, McClure insists that his machines always be able to meet the most rigid sanitary inspection. For instance, in a location where insects might be prevalent he uses small metal wasps with an insecticide then puts tape over the holes in the bottoms of the machines. This usually does the job, but if it doesn't, he removes the machine from that particular location, thus preventing any trouble with the health inspector.

On the subject of locations, he says that in hiring up new ones a certain common obstacle unsanitized in the belief of the owner that he hasn't room to spare. This objection can sometimes be overcome with a little ingenuity. "Look hard enough and in some cases you can show the owner a spot where the machine would fit without taking up needed room," he explains.

He is also, like so many operators, an advocate of the cold canvassing method when lining up locations. As an example, he tells of a day spotting a small cafe near the railroad tracks in Topeka, Kansas. Checking and finding no competition, he left one of the 25-cent charm machines. On his return in six weeks the machine was empty to be let another. Now both machines are empty at the end of every six weeks.

Business Promotion

As for promoting business, he advises operators to keep the machines clean and bright and to change charms often. He changes them every trip. "Customers grow tired of the same charms and when they grew tired of a machine which has the same look all the time," he adds.

Continuing on the subject of good will, he points out that when a kid puts a penny in a charm machine, the machine, causing the child to rounded gum to fall to the bottom. Soon the machine is dispensing gum every time, no charms, for they are all at the top. Result? The kid quite patronizes the machine.

McClure solves this problem by a proper distribution of gum and charms, making certain when refilling that there are enough charms for the bottom to assure a fairly steady ratio of trinkets to gum.

For so many locations, he finds that the 1-cent, 5-cent and 10-cent machines go side by side, about anywhere there is traffic, with the 25-cent units, which attract adults mostly, being better placed as bus stations, truck stops, bowling alleys and cafes.

By good goods sales are rapidly gaining a reputation as good spots, as everythings considered, this, he believes that the little neighborhood grocery store with 1-cent and 5-cent machines is hard to beat.

He also believes that the combination gum and charms machines get a bigger play from the kids when more, the less expensive, charms are dispensed. In other words, by using less expensive charms more can be put into the machine, thus letting the kids get the more often. "A getting a charm," he says, "is important in the mind of the young customers.

Records

Detailed records are kept by McClure in a notebook in which he puts down the take from each machine as well as other pertinent information gathered on each servicing trip.

Like all operators, McClure has his troubles with vandalism. Greatly for McClure, the machine is being broken into, but theft of the machines is also a problem.

Above the only way of meeting the theft problem is by chaining the machines in place. He uses a large, strong chain in such places as bus stations. In taverns he crosses a small metal eyelet into the machine and another eyelet into the bottom of the bar on the bartenders side. He then loops a small chain thru the eyelets.

It is a matter that attending to his 425-machine route in the Midwest would be a full-time job. Not so much the 45-machine route in Dallas owned by Bob Register, but the 1,800-mile route, also owned by Bob, takes a big chunk of time.
Electric Money Maker
Famous ACME
ELECTRIC MACHINE

Time proves desirable for health and amuse-
ment. Electric baths now in use in various
places, and have increased in popularity.

Sample
2 and up
Floor Stand
3.00

We stock a complete line of vending machines,
stocks, parts, supplies, charms, capacitors, mechanism and Bell Gear.

J. SCHNEIDER
Distribution of America Vending Machines
915 Electric Place, Beverly 14, N. Y.
President 2-5300

MANNED GUARANTEED
USED MACHINES

BULK VENDING

CHEMICAL CO.

MERCHANDISE & SUPPLIES

LIQUIDATION - 5000 B4 CENTS

BY FAVOR OF N. W. CO.

WE PAY CASH FOR YOUR MACHINES AND EXCHANGE FOR OURS AT A FAVORABLE RATE

THERE ARE BIG PROFITS IN GUM
GET YOUR SHARE WITH NORTHWESTERN

TALK

You'll like the quickness with this
mumbling gum vendor. Ten
addresses for wide selection of
biggest reproduce how
different changes in

NORTHWESTERN SALES AND SERVICE CORP.

GIVE TO DAMON RUNYON CANCER FUND

La. Mulls Penny Vender Tax

CHICAGO—A bill to tax bulk vending machines as well as major equipment is currently being studied by the
House.

The measure (H1077) would place a machine levy on penny
machines of $25, a tax of $100 on 5-cent machines and $250 on ma-
chines vending at over 5 cents. An-
other bill (H1539) would cover
cigarette machines with fees up to
$50.

Bulk operators in Louisiana are
being contacted by National Ven-
ding Association to map strategy to
fight the measure. The National
Automatic Merchandising Associa-
tion has been asked by Georgia
for its members to "acquaint
them with the bill and to preserve a
curre-
ently inactive State organization."

TALLY SHEET

Yearly Recap
Up Business, Good Will

COLORADO SPRINGS, Colo.— Bill Dunmire, another bulk
machine operator who believes that public
acceptance of bulk vending is important in bulk
vending as in department store mer-
chandising,

Huff's Corner, extending thru this
Colorado resort city and several
mountain towns to the West, are
probably the most solid in Southern
Colorado—mainly because Huff
consistently keeps its loca-
tion owners aware of the im-
portance of ever-vending machines
to their overall economy and traffic.

Twice each year he makes up an
operating statement which shows
the average gross sales, gross profit
and net profit for every location
for every machine. Huff
makes these up in triplicate,
using a snap-out form espe-
cially

Western Distributors, 56th St.,
Chicago 14, Ill.

We handle complete line of machines, parts, supplies.

Complete Service for Bulk Vending

Largest selection of charms, bulk sales, nov-

Bulg. Vender.

See our complete line of char-

FLORIDA ONS

FIGHT TAXES, SEEK MEMBERS

MIAMI — The Florida bulk
machine vending association backed by Na-
diatric Council of the Southern
Chairman, will seek additional mem-
bers at their first annual con-
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BUSINESS GUIDE

FOR YOUR BETTER LOCATIONS

Northwestern Bulk Vending Machines

Investment-Money Back Guarantee

SIXTY SUPER C

FOR YOUR LOCATION

SUPER CAPACITY

1012 Balls 100 Count Gum
2886 Balls 210 Count Gum
365 Regular Capsules

At Sight Entire Only

See your Northwestern Distributor or write to
THE NORTHWESTERN CORPORATION

3005 E. Armstroeg Street
Merrill, Illinois

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ST. LOUIS NOTES

Ely Nissenbaum, president and founder of Wonder Novelties Company, returned to St. Louis after vacationing in Tecumseh, Ariz., since Christmas. His son, Alan, who is associated in the business, recently went to Chicago on a buying trip. While Alan was away, his brothers, Marvin and Jerry, also members of the firm, took care of the business.

Moving-Ind., will vend excellent Chicks, Chicks, Chicks, 1850 Humboldt St. and 320 500 E. 140th St.

NEW YORK — A set of stainless steel charms or at least plastic with a metallic finish instead of straight plastic or wood.

Eppy Combines Glassware Set and Furniture

HOTTER THAN EVER! Fast Meeting—Assurance Prints

ON BALL AND VENDING GUMS

STANDARD SPECIALTY CO.
1944 41st St., N. W., N. W. Wash., D.C.

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STANDARD SPECIALTY CO.
1944 41st St., N. W., N. W. Wash., D.C.
Here's Legislative Kit for Bulk Operators

What to Do

I. BE ALERT! Whenever you hear a rumor or read a newspaper article which leads you to believe that local legislation is being planned which effects the bulk operator, do not wait for confirmation! Immediately seek the source of the rumor and call the newspaper for further information! As soon as you have discovered that there is in fact legislation being planned or drafted...

II. CONTACT THE SOURCE! Most probably there is an individual or group of individuals planning the proposed legislation. It may be a small provision in a larger revenue and the chances are if this is the fact the individual or individuals sponsoring the bill have not considered the position of the penny ball gun operator. Meet the sponsor. Tell him why you are, what your business is and how this legislation will effect you and others who are in a similar business. This may be enough to kill the bill.

III. OBTAIN A COPY OF THE PROPOSED LEGISLATION! Send it to NVA for interpretation and suggestions as to its legal effect.

FIND OUT WHAT COMMITTEE OR SUBCOMMITTEE IS STUDYING THE MEASURE! Almost all legislation goes to committee before it is adopted by the legislative body. Committees either recommend a bill "do pass"; amend the bill; or recommend "do not pass." Arguments and written evidence can be presented before legislative committees. If after argument, the committee recommends the legislation "do pass," chances are it will not pass. If, however, you are unsuccessful in committee,.

V. CONTACT YOUR LEGISLATORS! Even if the bill has been recommended "do pass" out of committee, it still may be disapproved by the legislative body if there are disapproving motions or if it is made evident that the measures is out of line with the legislative goals. Personal contact is the best means to influence legislators in local legislation. You must convince the legislators that the revenue derived from an additional tax or licensing provision is not sufficient to warrant the damage such a provision can do to an industry.

Sample Letter to Legislator:

HONORABLE JOHN LEGISLATOR
CITY HALL
ANY TOWN, USA

Dear

With reference to (describe legislation) we are bulk vending operators, vending candy and similar confections in 1-cent vending machines. Our industry was the first in the vending field and has changed very little from its inception over 30 years ago. We offer the public the last real value for a penny. Despite increased cost of material and labor and the standard of living, which has increased in all other fields completely eliminated the use of the penny, continue to use a tax coin, we still depend on the penny for our livelihood!

Because a vending machine is in a sense a customer, many people have misconceptions about the profits and future of this business. We are basically small businessmen who work hard to earn our living from these machines. Through a detailed analysis of the annual operation of a typical 1-cent ball gun and charm vending machine should prove most enlightening to you. This analysis clearly shows that in order to earn a decent living for his family, an operator must have a great number of vending machines in order to make a profit on his operator machine.

We realize that governments need additional revenue with which to operate and must turn to new sources of income for that purpose. Our business, unfortunately, is not a large one, and increased revenue will be received for our merchandise is already the same. We cannot pass tax on to our customers, nor can we give less value in what we vend.

For these reasons, we would appreciate your reconsidering the proposed regulations affecting our business, and prompt the Bulk Vending Machine from these provisions.

Thank you for your consideration.

Very truly yours,
(designation)

Shop cigarette machines to the group for the benefit of those who had not seen the models. Accompanying the partners were staff mem-

bers Frank Boston, Stan Seiter and Cliff Crowell. Among operators at the meeting were three of Pikes Amusement Company, Bowing Green; Harley Ireland, Turkey Wood; G. N. Company; Don Skinner and Jack Coates, D. J. Novelty Company. Mervin Rose, Ross Smith and Buddy Black. (Music.)

Members of the Missouri Association of Music and Coin Machine Operators are interested in getting all operators to participate in the MGA campaign for public relations support by contributing 10 cents weekly. 5 cents from operators and 5 cents from locations on each music machine in operation it was reported.

Joseph McCormick

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SALES
MOA to Mull Miller Pension

World Radio History

CHICAGO—Music Operators of America (MOA) held a special meeting here in Miami Beach, Fla., this fall with a proposed pension plan for Presi-
dent George Miller as the main topic. This was the association's first meeting since its 1961 Miami Beach convention expected to head the agenda.

The pension plan for Miller was discussed during a board meeting following the recent MOA conven-

**U.S. to Mull Coin Tariff Concessions**

WASHINGTON — The Inter-
departmental Committee on Trade Agreements last week included jke box tariffs and coin-operated amuse-
ment and vending machines in a preliminary list of ex-
ceptions for which it had decided to consider requesting tariff conces-
sions from other countries. In the case of coin-operated de-
vice, the committee was considering the possibility of allowing the sale of coin-operated machines without the payment of tariffs or duties.

The committee's action was in response to a request from the American Radio History Association to consider exceptions for coin-operated devices. The association argued that such devices should be excluded from the tariff due to their cultural and historical significance.

The committee's decision will be considered by the Department of Commerce and the Office of the United States Trade Representative before final action is taken.

**Pick-A-Platter**

**New Name for Record Vender**

NEW YORK — "Pick-A-Platter" has been selected as the name for a new record vending machine produced by the Automatic Merchandising Association (AMC) of America. The machine will be used to sell records and other media items.

The name was chosen by a panel of judges from a list of over 100 entries submitted by various businesses and individuals.

**House Committee OKs Extension Of Cigarette Tax**

WASHINGTON — The House Ways and Means Committee on May 31 agreed to extend the current cigarette tax for five years. The tax is expected to generate an estimated $10 billion in revenues.

The committee also approved an extension of the tax on other tobacco products, including cigars and snuff.

**Tenn Operators Meet; Form State Association**

JACKSON, Tenn.—A meeting of West Tennessee operators here at New Southern Hotel May 25 resulted in the organization of a new state association of Independent Operators.

The group's action came during the recent NAB Convention last month in Chicago. The new state association will be named the Tennessee Music Operators Association.

**CINNAMON BISCUITS**

SECRETARY OF COMMERCE Frederick H. Mueller (right) takes a gander at National Examiner, Inc.'s, currency changer during the recent tour of the department's exhibits at the U.S. Patent Bureau in Washington. Arthur Hauser, NRA (General Manager), explains the operation of the machine, while Commissioner of Patents and Trademarks acts as Interpreter. The unit accepts and changes $1 and $5 bills.

**MOA Seeks Meeting With Mfis.**

Leo Casal, vice-president of Music Operators of America, has called for a meeting between jke box manufacturers and representatives of MOA to "straighten out any conflicts or problems" that might exist between the two groups.

The statement came in an open letter to the industry delivered via the trade press and radio, and was not mentioned specifically. Casal's remarks were interpreted to refer to the recent MOA convention in which the two groups approached the jke box manufacturers exhibitors.

Casal said he had "told all concerned by every chair of directors to propose the meeting," and promised cooperation in every way possible.

**Location to Test Seattle Case**

A local ordinance limiting jke box licenses to one per 10,000 population is being challenged by a tavern owner in court action here.

R. J. Ragan, thru his attorney, Bryan D. Caney, filed a Superior Court suit challenging the constitutionality of the ordinance. He claims the law is in conflict with state law and that the city already has more jke box licenses than authorized by the ordinance.

Ragan asked the Superior Court to set aside the ordinance as discriminatory in that it affects his business, operate his own jke box in his own tavern.

Ragan had a similar suit in United States District Court here also challenging the ordinance, but Judge George H. Beldt held the second suit unmeritorious and dismissed the proceedings in the federal action until the question is tested in state court.

**W. Va. Association Shifts Meet**

CHARLESTON, W. Va.—The West Virginia Music Operators, Inc., assembled here recently with George B. Allen, president; James J. Canale, vice-president; J. P. Mull, treasurer; J. C. Casola, secretary; and D. Miller, committee chairman, in attendance.

Dates of the meeting will be September 15 and 16. WVOA's acting President Tabor announced the association would likely hold its annual meeting next spring.

Operators seeking reservations for the September convening are being urged to contact Allen at the hotel they plan to stay, Daniel Boone Hotel, Charleston, as soon as possible since the hotel will be able to secure 75 of the hotel's better rooms for the meeting.

WVOA directors also voted dues relief for the group's current "regular members" of $25 per month. The new schedule becomes effective June 1.

**New Florida Op Group Formed**

ST. PETERSBURG, Fla.—A new association called the West Coast Music Operators, Inc., was formed here recently with George R. Merk, president; Howard A. Wolff, vice-president; James J. Canale, secretary; and J. P. Mull, treasurer.

Tolitano said the group will contact operators in Tampa, Sarasota and other cities on the Florida West Coast. Other officers of the new organization are Emmett Petosky, vice-president; Bill Bing, secretary-treasurer, and James Russell, attorney.

**New Haven May License Pins**

NEW HAVEN, Conn.—Pinball machines may be licensed by Connecticut's Department of Taxation and Revenue under a new proposal.

Serious thought is now reportedly being given to setting up a city licensing system similar to that in the State's largest city, Hartford, but non-profit organizations and educational institutions are not being considered.

At the present time, New Haven, like neighboring Waterbury (fourth largest city) and Bridgeport (third largest city), does not license pinball machines.

New Haven, however, collects a $10 per-machine federal tax. A higher levy is imposed on machines which pay a non-profit tax. New Haven's system is being explored in the review. It is anticipated, moreover, that some of the existing fees may be boosted in review aftermath.

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New Haven has about 25,000 tax licenses on which $2.50 per machine is being tabulated. There is a distinct possibility that New Haven may well follow the Hartford example.
all time high in ear appeal
and earning power

one adds up to the other!

Wurlitzer true Stereophonic Music has created both.
The most listenable music that ever came from a record—producing the greatest flow of coins that ever went into a phonograph.
And to cap the climax, the flexibility of WURLITZER MUSIC SYSTEMS enables you to profit from true stereophonic music in any location of any size or shape.
Start this coin parade coming your way NOW.

WURLITZER
Stereophonic · High Fidelity MUSIC SYSTEMS

THE WURLITZER COMPANY · ESTABLISHED 1856 · NORTH TONAWANDA, N. Y.
## The Billboard's Coin Machine Price Index

** Listings represent used machines in average condition introduced from 1954 thru mid-1959. Price quoted on each machine represents the average of quotes to operating coin machines distributors in three geographical areas—East, West and Midwest. **

### Music Machines

<table>
<thead>
<tr>
<th>Model</th>
<th>Year</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>NMI</td>
<td>1951</td>
<td>657</td>
</tr>
<tr>
<td>D-40</td>
<td>1951</td>
<td>602</td>
</tr>
<tr>
<td>D-40</td>
<td>1952</td>
<td>140</td>
</tr>
<tr>
<td>D-40</td>
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<td>208</td>
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<td>D-40</td>
<td>1955</td>
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<td>D-40</td>
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<td>1958</td>
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<tr>
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### Bowlers & Shuffle Machines

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<thead>
<tr>
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<th>Price</th>
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<tbody>
<tr>
<td>BALTY</td>
<td>1954</td>
<td>425</td>
</tr>
<tr>
<td>WURLITZER</td>
<td>1955</td>
<td>425</td>
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### TV Bowling Leagues

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<tr>
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<tr>
<td>TV Bowling League</td>
<td>1955</td>
<td>1,200</td>
</tr>
<tr>
<td>TV Bowling League</td>
<td>1956</td>
<td>1,200</td>
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### Other Machines

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<tr>
<td>AMI</td>
<td>1955</td>
<td>870</td>
</tr>
<tr>
<td>AMI</td>
<td>1956</td>
<td>1,070</td>
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---

**Quotes are received and averaged monthly. Listings should be used only as a general guide, since machines of identical type and condition may have considerably different values in different areas.**
**Sternfield Reports on German Trade**

**Still Prime Market for U. S.**

HAMBURG, Germany—Location ownership of juke boxes is on the increase here, but nonetheless West Germany is still an operator's market, and it will continue to be a prime market for American juke box manufacturers for many years to come. Most of the boxes made by the five German manufacturers go to locations, but the better results are generally exported out of the country. Some German manufacturers have American counterparts.

The consensus among industry leaders here is that the German market is not only large but also very rich in potential. As German machines are legal, but with some odd provisions. Machines may take no more than 10 pfennings (about 2.5 cents) and 15 seconds must elapse between the time the coin is inserted and the wheels start rolling.

Moreover, the payoffs may be no more than 10 to one—jackpots are illegal. To complicate matters further, no more than two payout machines are allowed to be in operation for more than three years.

This fact is a boon to the manufacturers and somewhat of a problem to the operators. It would be the same, for example, as the U. S. Federal government passing a law providing that a certain machine may take no more than 10 coins. Initially, when American machines were hard to come by, and in terms of producing revenue on location, the American juke boxes are well ahead, with German machines lagging behind. The German machines are similar, but with some odd provisions. Machines may take no more than 10 pfennings (about 2.5 cents) and 15 seconds must elapse between the time the coin is inserted and the wheels start rolling.

N Mtis 155,000 Output

**BINGEN, Germany**—This is probably one of the least likely places in the world for a major juke box and game factory. The setting is a remote village on the Rhine river surrounded by vineyards and green rolling hills. But in these saliva glands is probably the world’s most modern coin machine factory, and one of the largest in Europe.

The firm is NSM-Apparatah, which makes 150,000 Rotomat machines and 5,000 Funfair Juke box a year. And NSM’s competing firm—Loever-Automaten—is the Seeburg distributor for Germany.

Driving force behind this industrial complex in the rural Rhine is the man who runs the factory, General Manager Dr. W. H. Schneider, a former American of many years. He is a German citizen and is now a citizen of the United States.

For in addition to the spanning new and efficient NSM plant, the company area has built modern apartments (5,000 of its 300 employees), and more apartments are to be added.

Schneider sees no competition in being one of Germany’s largest juke box manufacturers and distributor for America’s largest music machine maker at the same time.

"We offer our customers Cuccioli and Wurlitzer," he explained, and there’s a market for both, nearly.

Actually, most of NSM’s Funfair—about 65 to 70 percent—go for the Continental countries, the United Kingdom and Austria, the biggest buyers. The rest go to German operators and to locations, under the brand name of the British type.

The Seeburgs are sold exclusively to German operators, and they generally go to top locations.

A unique feature of the Seeburg is that the production is set at 96,000 square feet, with skylights letting in the natural sunlight and fluorescent lights through. The building is completely air conditioned, and 430 employees work under the same pleasant conditions as pleasant as it may be found anywhere.

The factory is the smallest and most isolated from the German centers of population, a new autobus is scheduled to pick up by the plant next year.

The factory is one of the administrative building and the old production building were completed in 1956, with the new shop completed just last year. NSM also has its own production plant, and it produces all parts of the machine including tools and dies—four the Funfair and the Rotomat.

Next year, Schutz will gear production for 6,000 to 7,000 Funfair, a quarter of the output of 25,000 baubles.

Rotomat production is likely well set at 150,000 a year. Due to a rather peculiar German law, payout machines may only be operated for three years before replacement. Hence NSM knows pretty well what production to gear for.

The German payout machine, by law, can only accept 10 pfennings (2.5 cents), must spin for 15 seconds before stopping, and can pay out

(Continued on Page 99)

**AARON STERNFIELD**

**ABOUT AUTHOR, BB COIN EDITOR**

AARON STERNFIELD, coin machine editor of The Billboard and publisher of the report on this page from Germany, has covered the coin machine industry for eight years. He worked as a reporter out of The Billboard's New York office until early last year, when he came to Chicago as editor of the department. This is Sternfield's first tour of Europe as a Billboard staffer but he's already acquainted with the overseas scene. He saw combat duty in Europe with the U.S. Army during World War II. Sternfield's wife, Mary, is accompanying him on part of his current tour which winds up in two weeks. Apparently, Aaron has adopted some of the Continental ways, for he writes that he has acquired a French Citroen automobile which he'll bring back to the States with him.
MEN WHO KNOW
PUT THE "K" IN NOW

5 new models
smartly uniform
in styling
but
with distinctive
differences to
meet your
specific needs

YOUR King OF PROFIT

from AMi

and its family
of distributors
in the
United States
and Canada

AUTOMATIC MUSIC, INC.
Affiliates of AUTOMATIC Canteen Company of America
1500 UNION AVENUE, S.E., GRAND RAPIDS 2, MICHIGAN. SINCE
1909 DESIGNERS, ENGINEERS AND MANUFACTURERS OF AUTOMAT
MATIC MUSICAL INSTRUMENTS FOR BUSINESS AND INDUSTRY
JUNE 13, 1960
THE BILLBOARD

COIN MACHINES

101

WANTED

JUKE BOX MECHANIC
Work located in Chattanooga, Tenn. State experience and references in first letter. WRITE.
BOX 994, c/o THE BILLBOARD
188 W. Randolph St. Chicago 1, 11.

PHONOS

SEEBURG
VL-200 .... $335.00
V-200 .... 295.00
G-100 .... 345.00
C-100 .... 285.00

AMl
H-200 .... $450.00

ROCK-OLA
1455-D .... $475.00

ANGOTT DISTRIBUTING CO.
2616 PURITAN AVE.
DETROIT 21, MICH.

WALL BOX SPECIALS
Seeburg D3Ws (2000) .... $85.50
Seeburg 3Wl (100) .... 49.50
AMl W-200 .... 79.50
AMl W-120 .... 49.50

HIDEAWAYS
Seeburg HVL 200 .... $350.00
Seeburg HX 200 .... 450.00

CIGARETTE VENDORS
Eastern 22 Col....$179.50
Rewe 11 Col. Contest 99.50
Eastern 10 Col.... 99.50
Seeburg 22 Col.... 259.50

C H A F F E R
Music Company
Write for illustrated Price Catalog
849 North High Street
Columbus 8, Ohio
Phone A-4614

ADVERTISING IN
BUSINESSPAPERS
MEANS BUSINESS

6 POCKET POOL...$150.00
14 Ft. Bowlers ...... $195.00

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SUBSCRIPTION
Order
Order NOW at LOW Subscription Rates. Fill in and Mail Coupon Today.

THE BILLBOARD, 21st Pathway St., Cincinnati 28, Ohio.

Enter this subscription in THE BILLBOARD for a full year at the low rate of $1.00 per year. No stamp or envelope ever sent single copy rates. Foreign rate $2.00.

Name ____________________________________________
Address __________________________________________
City State Zone Zip _______________________________

Type of Business ________________________ Title ________

PURVEYOR

DISTRIBUTING CO.

Better Buys
CHICAGO, ILLINOIS
JUNIPER 8-1816

PRICE LIST

"USED KODIE RIDES EQUIPMENT"

Chamber Piano ................................ $150.00
Parlor Piano .................................... 75.00
Grand Piano ................................... 225.00
Harpsichord ................................... 50.00

e-Ferry Harps .................................. 35.00
Settas Harps ................................... 15.00

VARIETY EQUIPMENT

Settas Bows .................................... 10.00
Settas Jingles ................................... 8.00

SEEBURG-ROCK-OLA GUNS

MURILTZEN

310, 315, 340, Write

WURLITZER

1454, 1455, Write

UNITED, INC.

1101 West Vliet St.
Milwaukee 8, Wis.
Phone: Broadway 3-8742

FULL DRESS INSPECTION: The roster of 18 employees and a dozen vehicles line up before the three buildings of the Midwest Distributing Company and the Midwest Automatic Vending Company. Two buildings on the left house the juke box and game operation. Large building on the right has been converted to vending headquarters.

ROCKFORD, III. — "Go slow" is the advice Lou Casola offers to juke box operators who are contemplating expanding into full-line industrial vending. Casola, a Rockford-illinois, III, juke box operator and an M.O.A. director, now operates 80 food and drink machines on industrial locations. He began his industrial operation a scant four months ago.

While Casola is pleased with the progress of the vending venture, he admits that he could have started out a mile more modestly. Casola bought $103,000 worth of vending equipment before he began lining up locations and to date not all of the equipment has been placed.

But Casola has no regrets. He feels that the stability offered by merchandise vending will pay off in the long run, and he plans to emphasize expansion of the vending operation.

Three years ago Casola began operating cigarette machines, beginning with street locations and later expanding into industrial.

He joined the National Automatic Merchandising Association, talked to full-line vending operators, looked over equipment at NAMCO shows and spoke with salesmen of the vending machine manufacturers.

Casola also spoke with Harry Snodgrass, Alphonso J. Mill, and Red Wallace, of Oak Hill, W. Va.; two friends of Casola convinced the Rockford operator that the time was ripe for the move.

Casola admits that when he launched the venture with an open horse at Rockford last December, he and all members of his staff knew virtually nothing about food and drink vending.

The various vending machine manufacturers displayed their equipment at the open house, instructed Casola and his employees on the servicing and functioning of the machines, and offered training courses for employees.

Without the help from the factories, Casola feels that the operation might never have gotten off the ground. The factories also provided direct mail material which is being sent weekly to all plants employing 100 or more persons with in a 30-mile radius of Rockford.

In his quest for locations, Casola even uses regular television advertising. He sponsors the weather broadcast on WTRV, Rockford, and shows 60-second films of his local installations.

Casola's purpose in shelling out large sums for TV advertising is not obvious on the surface. While it would appear that television is an expensive method of reaching locals managing the full 100 potential stops, Casola feels that many of the viewers are employed in the potential locations, and that the commercials create an employee demand for automatic feeding. He further feels that this demand can be converted into new locations.

A new corporation, the Midwest Automatic Vending Company, was set up for the operation. Employees include three businessmen, two installers, a manager and a supervisor. All these men were new to food and drink vending at the outset: all have been trained by the various factories. Casola said he experienced little difficulty in changing a juke box serviceman to a vending machine serviceman.

Midwest Automatic routes current service fresh-brew and powdered coffee machines, sandwich-vending, hot food units and ice cream, candy, pastry, cold drink and cigarette machines. cigarette service now comes under the vending division.

Full-line vending has also helped Casola's background music operation by providing him with locations already serviced for food and drink.

According to Casola, the operator who moves into an industrial location must be prepared to offer everything in the way of coin-operated equipment required by the location or risk the danger of losing the stop to someone who can. So when he went into industries with cigarette machines three years ago, he had already taken the first step toward full-line vending.

On small locations, with 25 to 50 employees, Casola will limit the installation to cigarettes, candy and instant coffee. On locations with from 50 to 100 employees, the installation consists of cigarettes, candy and fresh-brew coffee. Anything larger gets the full line.

Casola realizes that he is too new in full-line vending to vouch as an expert. But in a few short months he has learned—by trial and error—that a juke box operator can set up a successful full-line vending operation without causing his juke box operation to suffer, and that the potential in industrial vending is such that it should be given serious consideration for every merchant or large-sized photographer operator.
ROCK-OLA Phonographs are "Location Engineered" for Perfect Performance in Any Location

The new 1960 Rock-Ola all-purpose stereophonic phonograph is your guarantee of the finest sound and trouble-free performance in any type location. From its dual-channel amplifier to its wide range compatible stereo cartridge, the TEMPO II is engineered to fit any location and to play either stereo or monaural music with no expensive internal add-on components.

The exclusive Rock-Ola three position "Tri-Fonic" switch delivers the proper type of stereo or monaural music at the flip of a switch. Only plug-in extension speakers are needed for instant conversion to stereo. No other phonograph offers the famous Rock-Ola dependability plus full flexibility because no other phonograph has the Rock-Ola "Location Engineered" features. Now you can buy an all-purpose stereophonic phonograph for the price you used to pay for a monaural machine.

For Full Details, See Your ROCK-OLA Distributor Today!
ROCK-OLA Manufacturing Corporation
800 N. Kadzie Ave., Chicago 51, Ill.
FOR SALE QUALITY BINGOS

County Fair .................. $585.00  Ballerina ............ $475.00
Carnival Queen .................. 265.00  Sea Island .............. 375.00
Cypress Gardens .................. 165.00  San Troc Fun ........ 425.00
Beach Time .................. 225.00  San Valley ............. 125.00
Miss America .................. 110.00

A DISPOSAL
CROWN NOVELTY CO., INC.
1055 Baronne St., New Orleans, La.
Tel.: JA 2-7138

WANT TO BUY
at WORLD WIDE

PHONOS
SEBRING X & RD-200 • ANI L-200
SEBRING 200-40 & SH • WURLITZER 2000
ROCK-OLA 1455-5 and 9

BINGOS
LAGUNA BEACH • COUNTY FAIR
BALLERINA • SEA ISLAND

UPRIGHTS
WILDCAT • TWIN WILDCAT • SHAWNEE

CALL COLLECT NOW!

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ANNOUNCEMENT

We have moved to one of the most modern Coin Machine Distributing facilities in the Midwest.

All of our original personnel will be glad to greet you at...

5075 W. LEXINGTON ST., CHICAGO 44, ILLINOIS
(STREET NUMBER INCORRECT IN LAST WEEK'S ISSUE)

Adjacent to Congress Expressway at Laramie

A. M. I. SALES COMPANY

FOR SALE

PHONE COLLECT FOR DEAL

10 AMI D-80
10 BALLY LOTTINA
10 BALLY BEAUTY CONTEST
10 BALLY TARGETTES
10 BALLY BATTING PRACTICE
10 BALLY SPOOK GUNS—NEW
10 CHICAGO COIN DROP-A-BALLS
10 KEYNEE LEAGUE LEADER BASEBALLS

SHUFFLE ALLEYS

WANTED IN TRADE

Tiles, Wurlitzer 100 Selections & Seeburg 3 Wl Chromo Boxes

DISTRIBUTING CO.,
200 CRANDALL ST.
ALLENST. NW, WASH. 4 2403

Read

Votre disque est doré.

Copyrighted material
New York Assn. Preps For Catskill Clambake

NEWBURGH, N. Y. — Everything was in readiness at press time for one of the biggest outings on record for the New York Operators Guild. The annual weekend affair was due to start Saturday morning (11) at the New Rosy Hotel, in Lock Sheltake, in the heat of New York's Catskill Mountains. Last Wednesday, attorney for the group, told The Billboard that a suit lost in prospect for the New York high court and that reservations for the annual banqueting room Saturday night, the banquets in good shape. A number of representatives of the Music Operators of New York, the Westchester Operators Guild, the Rockefeller County Association and the State Cigar Machine Association were planning to attend. Prominent highlights of the weekend were the golf tournament and other athletic activities, which Mike Mullen of the New York also on the docket were various speeches, including a summary of recent public relations committee activities on the part of public relations chairman, Al (Senior) Bobkin.

Must-Pak Bows Tape Cartridge

NEW YORK — Must-Pak, Inc., has debuted in Model MP-101 tape cartridge, 1650 feet per minute. The unit employs a continuous loop which satisfies special request for two hours and the new system, which operates a standard 115-volt power supply. A complete library of music is available, including selected and请描述一段现代钢琴演奏家的表演，细节越具体越好。
To You, Mr. Operator:

As of May 31st, only 108 operators have sent in their check and signed up for the Public Relations Program.

I am sure this is only because you have put off sending in your checks and membership forms, but we cannot afford to put it off, as we cannot expect the manufacturers and distributors to pay if the operators don't. The manufacturers and distributors are only going to pay their share if the operator will do his.

If this Program fails, it will be because the operators failed to do their share as most of the manufacturers and distributors have already signed up to do their share.

Can we as operators, who will get the most benefit from a Public Relations Program allow this Program to fail?

I say we cannot afford to fail, so it is up to you Mr. Operator to sit down now and send in your check to the Coin Machine Council, 75 East Wacker Drive, Chicago 1, Illinois. If you have not placed your membership forms, send in a check and the form will be sent to you.

We must not fail, do it now.

Yours for Better Public Relations,

Lou Casola, President

---

Postpone Grand Jury Probe Of Detroit Operators' Union

DETROIT—Investigation of the Detroit juke box operators' union by a special grand jury has been delayed pending a federal court decision on legal arguments presented by union attorneys and the government.

The government seeks to examine records of Teamsters' Local 985 and has asked the local to produce a list of juke box operators, members and a general membership list.

Union attorneys argued the government subpoena was improperly served to William Vasko, secretary-treasurer of the local, and should have gone to William F. Bullock, now in Washington, D.C., as a former member of the Teamsters Union.

U.S. Attorney George S. Fitzgerald said the local had voted last December to give Bullock sole custody of the records and offered to bring him here to accept service.

Advisement: The matter has been taken under advisement by Federal Judge Thomas P. Thornton. The team has petitioned that the subpoena be reissued.

Government attorney Frank B. Moore, of the Cleveland office, antitrust division of the Justice Department, argued that the subpoena was correctly drawn under provisions of the Sherman antitrust act. Moore added the Justice Department did not want to set a precedent by reissuing the subpoena as the union asked.

Howard Kaye Nuptials

BROOKLYN — Howard Kaye, son of Irving Kaye, proxy of Irving Kaye Company, manufacturer of coin-operated pool tables, was married Saturday, May 28, to Ellen Ongley. Ceremony and reception took place at the Middlewood Jewish Center. Coin industry people from various sections of the nation were present for the affair. The newlyweds are currently on a honeymoon in the Virgin Islands.

Here's a Dime, Baby-Play My Song On the Juke Box

SALT LAKE CITY—Members of the Disabled American Veterans Club Six in Salt Lake City get a unique thrill when they play the juke box in their club.

As often as not, they can find—on the big stereo record player by "their" orchestra or song by "themselves" or another member of the club.

John Perry, a trumpet player who manages the club, and Max Horton, owner-operator of Horton Music Company, came up with the unique idea of listing various numbers on the cards as being played or sung by club members.

Thus club members can go to the machine and select a number played by themselves. The actual artist is also listed, but the members enjoy asking their escort, husband or wife to play "my song."

Mix and John are happy about the arrangement, too. It has increased sales considerably.
U.S. Promises More Coins For Machines

PHILADELPHIA — The U.S. Mint has said the public is using more coins today than ever before in history. Although it could not put its finger on the main reason, it did say that the upswing in the coin machine industry is partly responsible.

As a result, the mint plans to step up its output of coins this year by three-tenths of a billion. Last year the mint made 2.45 billion coins and supplied another 400 million from stock on hand.

This year's schedule calls for the minting of 2.7 billion coins.

This, of course, is good news for coinmen. It means there will be more coins available to put into their machines.

Circulation

Officials estimated there are about 25 billion pennies in circulation, 7.9 billion nickels and uncirculated millions of dimes, quarters and half dollars which total almost 2.2 billion.

In the first nine months of fiscal 1960, which ends June 30, the penny demand almost doubled over the same period of 1959 in which a billion were turned out.

"If anyone is putting more money in amusement and vending machines than ever before," said a spokesman for the mint, "of course there are some other causes, like people collecting coins and merchants saving them for sales taxes."

LOWEST BUYS TODAY

SPECIAL
Wurlitzer 2000's
$345

SEEBURG
Model C
$365.00

Model V1
$335.00

100 Sel. Chrome
$37.50

AML

D-80
$145.00

E-120
$165.00

G-700
$295.00

H-200
$435.00

ROCK-OLA

1453
$85.00

1468
$195.00

1446
$240.00

1453
$400.00

UPRIGHTS

Super Twin Wildcat
Write

Super Circus
Write

5 BALLS

Dragonette
$45.00

Smoke Signal
$40.00

Peter Pan
$55.00

Bally Circus
$55.00

Diamond Lil
$40.00

Hawaiian Beauty
$45.00

Snuffer
$35.00

Crisis Cross
$155.00

Steeplechase
$150.00

Register
$110.00

ARCADES

C.C. Rocket Shuffle
$85.00

Bally Magic Shuffle
$95.00

C.C. Bowler League
$95.00

U.S. Town Shuffle
$85.00

C.C. Bowler League
$195.00

Lightning Shuffle
$165.00

Bally Shuffle
$35.00

C.C. Drop Ball
$395.00

Wms. Ten Strike
$95.00

Call West or Cable

SCOTT CROSSE CO.


Cable 4-4444

SPECIALS OF THE WEEK

QUARTERBACKS
$60.00

REBOUND SHUFFLES
$40.00

MIDNIGHT MOVES
$75.00

All reconditioned. Price includes packing.

JUNE 13, 1960

THE BILLBOARD

COIN MACHINES 107

BIG DAY IN DENMARK. Industry members in Denmark get together to celebrate the day when the first amusement games and juke boxes were imported into their country following repeal of import restrictions on these products. Standing at right is Frede Dammann, general agent for the D. Gottlieb & Company game line in Scandinavia, and to the left, Alfred Jorgensen, president of Brodr. Jorgensen, Copenhagen, sole Gottlieb distributor for Denmark. Around the table are members of the Brodr. Jorgensen coin machine division.

Our Specialty: Quality Products Backed by Service

National is truly National when it comes to service. Our trained sales engineers will school your men in all phases of coin handling — teach them how to keep your machines in perfect operating order.

There's no obligation involved. Training men is a plus only offered by National. Specify only National, and you also get the finest, most dependable coin handling equipment made.

CALL THE MAN FROM NATIONAL

FACTORIES: ST. LOUIS, MO. — HAMBURG, GERMANY

BRANCH OFFICES: NEW YORK, CHICAGO, LOS ANGELES, DALLAS, ATLANTA, DETROIT, TORONTO, CANADA AND HAMBURG, GERMANY

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Copyrighted material
NSM Hits 155,000 Output

Continued from page 60

no more than 10 to one. However, NSM is now making another Rotomint model for the British market, with faster action and with jackpots.

The Rotomint is exported to 28 countries, mainly in Europe and South America.

Schultz is extremely interested in training his coin machine engineers, mechanics and production men. Some 30 apprentices are currently enrolled in a 40-month training course—dividing their time between classroom and shop. When they graduate they will be tops in their fields.

Schulte, who was a founder of the German trade paper, Automaten-Markt, has adopted American public relations techniques. In charge of press relations is the competent and charming Ursula Fischer, herself a veteran newspaperwoman.

Miss Fischer edits an attractive company paper and keeps the trade and consumer press informed about the activities of NSM. She is able to quote production figures, take visitors on plant tours, answer intelligently and thoughtfully most questions about the workings of the plant and the policies of the company.

Right now, the Rotomint machine and the Fanfare juke box pose little threat to the American position in the world market, although each unit earns a healthy profit for the company.

However, if the NSM formula could be applied to U. S.-type games and to juke boxes of American selectivity and durability, Bingel could well be one of the coin machine centers of the world.

**SPECIAL!**

**CHROME SIDE RAIL MOLDING FOR**

**BALLY BINGO GAMES** $5 PER SET OF 2

Write: SUPERIOR SALES CO.
Room 6
7855 Stony Island Avenue
Chicago 49, Illinois

**SEEN & APPRECIATED**

**Drive-In Sets Juke Box Outdoors, Gets Top Play**

**PANAMA CITY, Fla.**—That the ability to see the photograph has a powerful effect on how much play it will receive is ideally illustrated in the experience of a local operator here with Jannett's Drive-In, a popular eat-in/out car restaurant near downtown Panama City.

Specializing in seafood and giant hamburgers for most of its 15-year existence, Jannett's Drive-In has always offered juke box music. However, it was not until a recent remodeling made it necessary to move the phonographs outdoors that any of the machines which have been used could be seen by patrons seated in their cars out in front of Gulf Music Company, who has had the localities for as many years as anyone had been perfectly content for each phonograph to operate indoors, protected from rain, dust and Panama City's corrosively humid climate.

During the remodeling, however, when the juke box was moved to the outside, Harold Hawkins, Gulf Music Company presby, was astonished to see collections hit an all-time high. Customers who gave no thought at all to music with their meals in the car were now either getting out of the car, and wandering up to the machine to deposit a coin or giving a coin to the watchman for the purpose.

Experimenting for a week or two, the phonograph was placed out in plain sight each evening and again, volume rose.

The logical conclusion was to leave it there, and this has been done ever since. A simple, instinctive pleasure is built over the juke box protects it from weather but an open front leaves the machine still completely visible to every drive-in patron. Apparently, the sight of a bright, colorful machine builds patronage.

**FTC Issues Trust Guide**

WASHINGTON—The Federal Trade Commission last week (3) issued a 16-point guide designed to "encourage wider understanding by businessmen of the laws prohibiting the granting and receiving of illegal promotional allowances for advertising and special services.

The guide was issued, according to FTC, for the "sole purpose" of educating businessmen and the public to the requirements of the laws. At the same time, the commission reiterated its purpose to continue vigorous enforcement of the law "by every means at its command."

"According to Commissioner Edward Tait, a common excuse for non-compliance with certain provisions of the Robinson-Patman amendment to the Clayton Act is that the provisions are "too complex for the non-layman to understand.""

Copies
either answering ads . . .

**Say You Saw it in THE BILLBOARD!**

DANCING DOLLS is ready to tour after 16 weeks of successful location tests. Starring are two silhouette dolls that appear "On Stage" in the light-box.

Dropping ball in two top kick-out holes or hitting red or yellow targets turns on one or two spot-lights and the dancers tap out a merry tune. Clever new scoring sound synchronized to tap dance. Players also score points by lighting spot-lights. Super high score to 2,000,000 and all the standard Gottlieb features.

DANCING DOLLS has the most novel and appealing animation ever to appear. Drop in to your distributor today. He'll arrange a demonstration . . . front row center!
Public Cheers Antique Show

“Every day this kind of equip-
ment is being moved out and re-
placed by new Arcade models,” he
noted, “and the worst of it is that
when the replacement takes place,
the old models are simply de-
stroyed. I would like to make a
personal plea to anybody who has
in his possession any of the really
old-time stuff, especially going
back to the period from 1890 to
1915, to not destroy it. I would be
willing to buy the models they have
and there are other collectors
around who are just as interested
as I am.”

Among the units that Fried num-
bers in his collection are ex-
amples of old gum and postcard
machines and the Adams 10-cent
from gum machine of the 1890 period.
He also owns pre-1900 examples of
the early roller organ, music boxes,
player pianos and nickelodemons. In
a forthcoming book on the history
of coin machines, Fried will trace
the development of these units
from the earliest period of the Re-
gin music boxes, the Symphony
music machines from Europe, the
early Wurlitzer and Seeburg units
and the first private music ma-
chines, which allowed a player to
one ear piece so that only he got
the benefit of his play.

In addition to the machines
themselves, according to Fried,
collectors are every bit as inter-
ested in the old ‘mashups’ or mail-
ing pieces employed by the com-
panies to promote their equipment
in the old days of the industry.
“Cudde Brothers of Detroit, the
Mills Novelty Company of Chicago
and Internatutal Mutoscope all
used to send out these colorful
pieces,” says Fried. “If people
would search through their attics
and the old back drawers and find
such pieces, believe me, they can sell
them for cold cash. These are pre-
cious relics, just like the machines
themselves. These machines,
which honestly were the begin-
ning of the age of automation, are
all parts of the archives of Ameri-
cana.”

Fried said that as recently as last
February the New York City Mu-
seum had scheduled a month-long
exhibit of his equipment for a
newspaper campaign at the time
designed to crack down on the
vulgar tools of 42nd Street, made it
appear an unpropitious time.
“There is still a lot of interest,
however,” Fried points out, “and
he adds letters from the
Brooklyn Museum and others
expressing interest for preserving
these relics.”

How does Fried go about pick-
ling up these machines?
“Frankly, I just get in my car
and drive all over the country visit-
ning Arcades. You can always find
a few of these antique pieces in the
private places like the ones oper-
ated by Max Schaffer of Shk.
and Schaffer in New York. But
I got a lot further away than that.
I spend a lot of time and money
on my collection but it’s worth it to
me.”

Tenn. Ops Meet, Form Assn.

• Continued from page 96

The group voted to draw by-
laws, fixed dues at $5 per meeting.
and meet the second Monday of
each month every other month.

Meetings of the West Ten-
nessee group and Memphis opera-
tions (Memphis is in West Ten-
nessee)

P-R Coup Hits

• Continued from page 103

Hospital In Queens, receiving the
juke box from public relations
chairman, Al (Senator) Bodkin,
with Mayor Perkoff, non-active
member of the committee, also tak-
ing part. Bodkin was exultant
this week after the photo cover-
age the mass circulation evening
daily, and committee members shared his
enthusiasm in the press corps.

O. Brown, Ark. Op, Dies

BRINKLEY, Ark., October 13—O.
Bodkin, route manager for M. L.
Armstrong, Armstrong Amuse-
ment Company, died June 5 of a
heart attack. He was 37. He had been
in the music business 12 years. Be-
fore becoming route manager for
Armstrong, he had been employed
several years at Paragould Music
Company, Paragould, Ark. Brown
left a wife and two children.

will be at Jackson because it is
centrally located.
Canaile, in discussing purposes of
the association, said it would be for
fellowship, exchange of ideas, fos-
tering good will and good public rela-
tions and stamping out anything
not complimentary to the industry.
Canaile said the members could
also work together in contacting
legislators as well as discussing
how to convert from nickel to dime
play.

Meetings

All meetings of the West Ten-
nessee group and Memphis opera-
tors (Memphis is in West Ten-
nessee)
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bonus builds up during game... collects at end of game to insure last frame suspense

1 to 6 can play

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

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2 for 25c COIN MECHANISM OPTIONAL AT EXTRA COST

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"ARTIST of the WEEK"

merchandising plan
capitalizes on popularity
of 33 1/3 stereo albums to
increase operator income

The finest stereo from best-selling 33 1/3 LP
albums is now available on 33 1/3 stereo singles.
(See panel at right.)

With the dynamic, new Seeburg "ARTIST
of the WEEK" merchandising plan you have
the opportunity to increase your income and
build location and public good will in every
town and city of your territory.

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albums locations like!
albums the public likes!

ABC PARAMOUNT
ABC PARAMOUNT
ABC PARAMOUNT
BRUNSWICK
BRUNSWICK
BRUNSWICK
CAPITOL
CAPITOL
COLUMBIA
COLUMBIA
COLUMBIA
COLUMBIA
CORAL
CORAL
DECCA
DECCA
DECCA
DECCA
EPIC
EPIC
EVEREST
EVEREST
EVEREST
EVEREST
GUYDEN
GUYDEN
JAMIE
JAMIE
KING
KING
LAURIE
LAURIE
LAURIE
LIBERTY
LIBERTY
MG M
MG M
ROULETTE
ROULETTE
VERVE
VERVE
WORLD PACIFIC
WORLD PACIFIC

Paul Anka
Eddy Gorme &
Steve Lawrence
Sing Along in Italian
Jackie Wilson
Andy Williams
Key Starr
Ray Conniff
Johnny Mathis
Mitch Miller
Pete Fountain
Red Foley
Webb Pierce
Kitty Wells
Buddy Greco
Roy Hamilton
Woodie Herman
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