Familiar Songs No. 1 - Hot 100 Positions

**By JUNE BUNDY**

**NEW YORK** — An increasing number of cover disks, records of old songs, and other versions of P.I. material are making The Billboard's "Hot 100" chart these days. This week's chart includes 16 revivals, three P.D. adaptations, and four versions of original versions.

Some of the trends to be expected current trends indicate a scarcity of new good recording material. Other "Hot To Go" trends include the part of young disk stars to graduate from the rock and roll category and identity themselves with "class" material, and Bobby Darin with "Mark the Knife." 

**Hit Revivals**

One of the most interesting aspects of the revival disk picture is that most of the tunes were hits a surprisingly short time ago. Bobby Rydell's "Volunteer," for example — No. 7 this week — was a hit to his work — No. 1 song of the country in 1958. There is a flock of revival hits of early rhythm and blues origin. The last hit, for example, was a hit in 1957 by both Bobby Darin and The Everly Brothers and Dean's "We Got Together" (No. 83) was a big disk for the M. G. M. in 1956. The song that suggestion, "Keep A-Lula" was Gene Vincent's old hit; Bobby Yar's "Devil on Angel" (No. 77) hit the charts with the Chervins in 1956. "There Is Something Called Love" from the V's P.D. sales to No. 53 last week — closed for Big May Meckie in 1959.

**'Answers' May Add Disk Dust**

**NEW YORK** — The growing preponderance of "answer" songs is looked upon by some record traders as another reflection of the search for an extra edge, a "marketing weapon" by record manufacturers and publishers.

Marked by "He'll Have To Stay" — Jeanette Brown's best-selling "answer" to "I'm Falling in Love Too" — Steeter Davis's "Answer" to "Please Help Me I'm Falling in Love Too" — Rusty Draper, and "Tell Tommy I Missed You" — The Maudie's, "The answer" disk to Ray Peterson's hit "Tell Laura I Love Her."

**CAPITOL PLANS BIG DRIVE IN SACRED FIELD**

**HOLLYWOOD** — Tim Spencer, a specialist in the religious record field, is planning to joy the rare privilege of being employed by two major labels simultaneously after being hired last week by Capitol Records to head a new religious division which supervise is in formal entry into the devotional disk field. Spencer will retain his position with RCA Victor as special representative for religious records while assuming his new duties for Capitol.

This marks Capitol's first move into the religious sector of the business via non-disk distributors. Spencer, who will report to a dozen highly spe- cialized divisions worked in the devotional field who will handle the major market, including religious diskings, primarily will function apart from Cap- itol's 26 company-owned branches and seven indie distributors with who continue to pro- vide the same product to the regular disk dealers. Capitol foresees no conflict between the distribution operations since the religious field is so highly specialized and its cut- ters are sold directly to the regular record dealers.

Spencer's C.C. duties will be to help sell the services he has provided to the religious records market.

**Disks Melt Summer Slump With Hottest 4-Week '60 Sales**

**NEW YORK** — The biggest and best four-week period of the year for records, both in unit sales and in dollar volume, was racked up by record retail between June 20 thru July 16. Not only were L.P. record sales better than in any preceding four-week period of 1960, but single sales also soared to top any other four-week stretch. 

Sales of records in retail stores were not only substantially higher in the June 20 thru July 16 period than any other similar period in 1960, but also surpassed any four-week period during all of 1959 and all of 1960. And the spend occurred during the traditional "dog days" or summer slump time when record sales are usually sluggish.

His Responsible

Many analysts attribute a good part of the singles upturn to the international activity of the newly released Elvis Presley record. "It's Now Or Never," and the novelty and the records of many of the hits, from the I. P. "Bikini" and "The Bullets. Dickie's name is "I'm Sorry" helped create store traffic that probably aided all single sales and generated the upsurge to the old dagage. "All the record business is one big hit."

**LP's Hot**

On the L.P. side things were just as happy during the same weeks from June 20 thru July 16, 1960. At the L.P. sales have constantly shown growth each year for the past three, there were a number of fac- tors that helped L.P. sales during the late June and early July period to break out of the expected summer slump. First perhaps is the fact that hot L.P.'s now sell like the proverbial hot single. When they break they rack up sales that are considered amazing two years ago. Among the L.P.'s that set a single-sales type pace during the current weeks is "I Remember You." The latest Sheenan Breadin and the Woody Woodbury albums. In fact, the comedy recordings have created a new and quick action market.

The statistics in this story are advanced figures derived from the industry's Merchan- dive report. The charts are considered as approximations because of day-by-day changes in the chart positions. The statistics in this story are advanced figures derived from the industry's Merchandise Letter. The charts are considered as approximations because of day-by-day changes in the chart positions.

**Uneven Span Of Disk Sales**

**NEW YORK** — Alho records sold better than ever in the last two months from June 20 thru July 16, 1960, than any previous four-week period in 1960, this does not mean that all companies shared equitably in the pie. RCA Victor, Decca, and Capitol Records with "Bikini" engaged huge sales, but many of the hundreds of other labels sold are still finding the going difficult. On the L.P. side the current chart presents a picture. In the L.P. field about 10 firms do better than half of all L.P. business, and these 10 companies were the ones, with a few exceptions, that generated the bulk of the activity on the sales spurt on L.P.'s in late June and early July.
Rank Press Meet Explains EMI Deal

NEW YORK—Rank Records of America and EMI's "emergency" press conference Wednesday (17) in the company's West 57th Street offices to clarify details of the Top Rank of America status in view of the latest of the British Rank files last week by Electrical and Musical Industries (EMI) Ltd.

In a prepared statement, Bernard Newby, managing director of the Rank division of the company, stated that, "Rank Records of America has not acquired the property, but has agreed to acquire it for the new fiscal year to provide for increasing activity in both a.c. and o.b.

Battle Over Marchan Wax

NEW YORK—Federal judge Alexander Bicks has granted a temporary injunction in a suit filed by EMI Records, in a move to obtain a court order to freeze the records of Marchan Wax. The action was brought as a result of the hit on Fire by Bobby Marchan under contract.

Fire was enjoined from cutting pressing and distributing in any form any copyrighted record. Fire recorded the song, but does not need to release to the Columbia catalog. Prospective customers will be able to obtain the record from the Marchan Wax store under the guard of Ben May, and the Greyhounds in Sport King.

Slow Walk' Decision May Affect Publishers

TWO WEEKS ago, a suit against the publisher of Harper & Row by a group of publishers, distributors, and bookstores was dismissed by Judge Stephen C. Wanger of the United States District Court for the Eastern District of New York.

The suit was filed by Harper & Row against the authors of 'Slow Walk', a book that was published in 1966. The authors, who were not charged with any wrongdoing, were seeking monetary compensation for royalties.

Harper & Row claimed that the book's contents were infringing on their copyrights, but the court ruled that the book was not infringing and that the authors were not liable.

The decision was significant because it set a precedent for the future of copyright law in the United States. It also had implications for the publishing industry, as it was unclear how the decision would affect future cases of copyright infringement.

Slow Walk, which was written by Robert A. Caro, was published in 1966 by Harper & Row. It is a biography of Lyndon B. Johnson, the 36th President of the United States.

The book was a critical and commercial success, and it helped to establish Caro as one of the most important authors of the 20th century.

Slow Walk was published in 1966, and it has since been reissued several times. It has sold over two million copies, and it has been translated into several languages.

The case is Slow Walk v. Harper & Row Publishers, Inc., et al., and the decision was rendered on June 27, 1966.
**Wurliitzer Declares War On 33 1/3 Juke Box Single**

By BEN GREYATT

NEW YORK — The Wurlitzer Company has declared war on the 33 1/3 single, saying it is time to get rid of the phonograph record in favor of the 45 r.p.m. single.

In a move to counter the Seeburg emphasis on the 33 1/3 speed, the Wurlitzer communicators even have a "meditation" on the back cover of their catalog: "The 33 r.p.m. records are worn out. The 33 1/3 are worn out. There are not 45 r.p.m. records on the market, and the 33 r.p.m. records are selling."

First of what appears to be a series of 33 r.p.m. pieces received by operators this week.

**UNESCO SETS PACT TO PROTECT ARTISTS**

WASHINGTON — The United Nations Educational, Scientific and Cultural Organization has announced that a committee of experts from the United States and other countries will meet in mid-October to draft a convention for the protection of artistic works of an international nature.

**Time Issues Stereo Tape**

NEW YORK — The Bobby Shadrack, 1956, is issuing its first four-track stereo tapes this week. The tapes, which will retail for $79.50, will include all of the tape's series 2000, the line of "sound" or percussion LP's.

In addition, Time is releasing another line of the tape's series on LP sets. Set are "Colt Porter in Yellow," "The Greenwich Village Song," "Kurt Weill songs," "Voices in Song and Percussion," "Vol. 1," and "Vol. 2," with booker Little. This set is said to be a total of 12 releases. Shadrack said he is building his stereo development and jazz sets each month, and also has plans for classical releases in the 2000 series line.

**Jokeys Flip With All Kinds Contests**

NEW YORK—Still more jockeys across the country are taking their contests bank and are getting their names in the paper this week. More than ever before, the Bulletin of American Radio (The Billboard, August 1, 1960).

BILLY HICKS, WITG, Thomasville, Ga., who is known as "The Cat," has won his fifth flag pole sitting title of 117 consecutive flags in recent weeks. The jock mounted his 40-foot-high perch July 25 and expected to live on the perch for at least 120 days. The jock was a part of the 700-vehicle parade, another delay, Jim Austin, WBOW, Terre Haute, Ind., will attempt to break the world's 72-hour marathon record, starting on Wednesday (14). His station will broadcast the marathon for the record three times. He held his first marathon in July, 1959, with 2295 stay-at-home hours in Onondaga, Fla, and prior to that went 203 hours without sleeping in Springfield, Ill., on March 19. Current record is believed to be 14 hours. Will Sikk, WAKO, Galesburg, Ill., who stayed awake 231 hours 11 minutes. The jock is now on his third marathon in the show windows of a downtown department store, with the blessing of a team of doctors. The doctor said that the jock will have his surgery within the next 10 years. He has been on the TV a year ago this September.

**Wolfe Joins Burton Firm**

NEW YORK—Dick Wolfe, formerly connected with the National Broadcasting Company, has joined the Burton Recording Company, Inc. as talent-music co-ordinator, working in conjunction with Bob Sessions.

Meanwhile, With a recent recording arrangement, and as an artist, Wolfe has signed a contract with Dick Bennett's new label, "Bite Bopper" to release the single." The contract was signed by Bennett and Wolfe.

Wolfe replaces Bob Davis who has left Burton to operate as an independent record producer. Davis will continue to handle recording business for Burton artists—Santo and Johnny and the Hurricanes.

Meanwhile, Edward Burton is readying all-out promotion plans for four more platinum record players, "Love Love" and "Annie" by Santo and Johnny and a couple of others, and "Bob and Ted's Bandwagon,

which appears on The Billboard's "Bubbling" chart this week.

**Just in Time**

**Cermi Set With Kapp**

NEW YORK — Kapp Records sales chief, Jay Lasky, has appointed Joe Cermi as West Coast distributor for his company. Cermi served the same post with RCA Records.

**WATCH THE RHINE**

**German Disks-by-Wire "So It With Music"**

By OMER ANDERSON

STUTTGART—The telegraphic firm that started the telegraphic telegraphing of flowers, recently started a unit that sent telegrams from Stuttgart—Silchenburg (German newspapers, July 23), has already signed a number of telegrams in West Germany for participation.

The plan, operates almost precisely like Feteplan, the Continental-wide telegraphic floral delivery service. Dish donors pick the title and distinctive wrappings and prepare a gift card for enclosure.

**M-G-M Stars Saying 'Hello'**

NEW YORK—M-G-M Records promotion people have launched a series of special in-store artist appearance days during which the vocalists make personal appearances in large shopping complexes. The booking is for a heavy in-store build-up via a satellite broadcast to all disk departments, plus advance direct mailings to artist fans club members, potential buyers, and the public.

**Chi ASCAP Group Early**

CHICAGO—The death of Paul Parkoff, former ASCAP pres- ident, has instructed 500 or more professional publishers and writers to prepare an early funeral. The ASCAP's group of Chicago and ASCAP President Stanley Resnick, the last of the seven, all negotiations were post-poned as the group's entire funeral was held last week.

More than 200 local publishers and writers were involved in a dispute over ASCAP's dropping its system of copyright protection. A study was made of the various publishers and the ASCAP's group of Chicago and ASCAP President Stanley Resnick, the last of the seven, all negotiations were post-poned as the group's entire funeral was held last week.

Local publishers and writers counter that size of audience and sitting, often involved in a dis- pute over ASCAP's dropping its system of copyright protection. A study was made of the various publishers and the ASCAP's group of Chicago and ASCAP President Stanley Resnick, the last of the seven, all negotiations were post-poned as the group's entire funeral was held last week.

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ASCAP argued that since ABC's total network music fare now consists solely of "The Breakfast Club," there was insufficient volume to support complete logging. Sampling of individual stations was made.

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UNPRECEDENTED CONSUMER RESPONSE,

GOODWILL, TRAFFIC, SALES! MAKE AUGUST

YOUR BIG MONTH, 1960 YOUR BIG YEAR, WITH

FATTEST MARK-UPS, CUSTOMER ATTRACTION

OF SPECTACULAR 99'er!

451 NORTH CANON DRIVE
BEVERLY HILLS, CALIFORNIA
VERVE'S GREAT 99'er ONLY 10 DAYS MORE!

Best Dealer Mark-up!

NINETY-NINER

FOR ANY VERVE MONO ALBUM WITH ANY VERVE MONO ALBUM AT REGULAR $4.98

FOR ANY VERVE STEREO ALBUM WITH ANY VERVE STEREO ALBUM AT REGULAR $5.98

SALE ENDS AUG. 31!
Chi Distribs Cut Jobber Discounts

by NICK BIEO

CHICAGO—A recent decision by Columbia distributors to drop future sales to jobbers was said here to have attracted the attention of independents, and one-stop has started a few exhortations to the benefit of the distribution end of the industry.

The Columbia decision was reached at the label's recent sales conference. The result has been to intensify the cold war being waged between record distributors, one-stop and rack jobbers—al! fighting for top position in record sales.

An almost immediate reaction was the decision by RCA Victor in Minneapolis to renege on a one-stop order for 1,500 units of The Complete Abner Dearborn. The label has already shipped 30,000 units.

Activities of Jobber

‘’Today, however, the label is looking for an immediate reaction to the label's move with the help of local distributors,' said a Columbia source.

‘’Today, the company's efforts are being directed to the benefit of its independent jobbers. "We're trying to make sure the jobbers get the best deals on our records,"' the source said.

RCA's move has spurred a number of independents to join the fray, with some even threatening to establish their own one-stop operations.

The label has also been quick to respond to other independents who have threatened to establish their own one-stop operations. "We're not going to sit idly by while our independents are threatened," a Columbia source said.

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SORD Prexy Blasts Victor's Disk Rack Plan

HOLLYWOOD—Reports that RCA Victor is spreading its Buffalo record rack plan into Pennsylvania are starting to bring about a sharp blast from Howard M. Judkins, chairman of the board of the American Record Corporation.

"This is interference," said Judkins.

"It is interference," he added. "We're not going to sit idly by while our independents are threatened."
Mickey & Sylvia

Those two big voices are back together again...headed for the top!

"MOMMY OUT DE LIGHT"

RCA VICTOR
**HOLLYWOOD CALLS**

**Young Disk Artists Still Prime Fodder for Films**

NEW YORK — Young disk artists continue to be in demand in Hollywood. New movies — most of them involving straight dramatic roles — are in the works for Pat Boone, Connie Francis, Bobby Darin, Dick Clark, Paul Anka, Dodie Stevens, and, of course, Elvis Presley.

Pat Boone has signed a new pact with 20th-Fox to make two pictures a year. His first two will be "War Bond," about a young naval officer, and "Bachelors' Baby." Bobby Darin, who signed a multi-picture contract with Paramount Pictures some time ago but has yet to make a movie for them, has instead a deal to play a leading role in Universal's "Come September," with Rock Hudson, Gloria Loring, and Sandra Dee. Darin is also making plans to produce his own film with Manager Steve Blunder.

Connie Francis is currently playing her first dramatic role in "Where the Boys Are," an M-G-M film on location in Fort Lauderdale, Fla. Dick Clark's next picture, for his own Drexel Productions and Smart Million Productions, Inc., will be an adaptation of a novel, "The Young Doctor." Elvis Presley, who just completed "Gill Blues," is slated for four new movies: "The Fighting十三五," in which he plays a half-breed Indian with Dolores Del Rio as his mother; "Wild in the Country," co-starring with Academy Award winner Simone Signoret; "Pioneer Girl," scheduled for 1961; and "Hawaiian Beach Boy."

Paul Anka is playing lead role in Allied Artists' "Look for Amy When Dow." Dodie Stevens will essay a straight dramatic role in a movie which will be made in England this fall. Also scheduled is a biographical film based on the life of the late composer-conductor Victor Young, which will be produced by Paramount Pictures.

According to veteran movie columnist, Presley will definitely not star in the movie version of the hit musical "Bye Bye Birdie," because "Colonel Parker is dead set against it." Picture rights to the musical, which speaks Presley, were purchased last week by Columbia.

Also active in Hollywood with new movies ready for release are Fanchon, Frankie Avalon, Vic Damone, Paul Anka and Paul Page, who made his dramatic debut in "Elmer Gantry," will next appear in "Dandi."

**Pincus Opens English Firm**

NEW YORK — George Pincus has announced the formation of a wholly owned British publishing firm, to be known as Gil-Pincus Music, Ltd. There is no affiliation with any other publisher. The move follows on the heels of Pincus' recent opening of a German firm, which is now reportedly swinging with "Itsy Bitsy Bikini."

The German firm is being operated for the well-known denizen of 1650 Broadway by ex-wallstreet Brilliant Building swingster, Paul Segal, Pincus and his attorney, Larry Greene, will leave soon for a sojourn in England and the Continent to open further overseas enterprises.

**Hentoff Helms New Cadence Jazz Label**

NEW YORK—Cadence Records will shortly launch its first subsidiary label, according to press Archie Bleyer. The new wing will be primarily oriented to albums in the jazz field. Name for the label is now being cleared and operations are expected to start in September.

Bob Ahluthler has been named general manager of the label. Ahluthler will leave his post of advertising and publicity director for United Artists Records, where he served for two years, to assume the post.

Signed as special a.d. consultant for the new operation is Nat Hentoff, well-known critic, author and observer of the jazz scene. Hentoff has done freelance assignments with Contemporary, United Artists, Pacific Jazz and Verve.

Distribution of the label will be effected thru Cadence's present line-up. Artist expectations are expected to be announced shortly.

**Cosnat Holds Distrib Meet**

NEW YORK—Terry Blaine, boss of the now for-flogging Cosnat distribution empire, held a meeting in New York last week (13) with the firm's branch managers and two district managers, as well as other key executives of Cosnat. In his opening speech Blaine stressed the firm's continued growth and predicted that in 1960 the eight Cosnat branches would rack up a $12,000,000 gross.

At the meet, General Manager Elliott Blaine impressed his listeners with his picture of Cosnat's continuing expansion. He also mentioned the success of the company's dealer credit plan (DSBPA) and said that 75 per cent of all dealers serviced by Cosnat used the plan.

Benett Blaine was named national promotional manager of Cosnat; Charles Goldberg, Eastern, and Charles Gray Wisconsin district managers. Red Kramer and Joe Gelbke are the new Newark and Detroit branch managers.
Everything's Coming Up Robbins!

MARTY ROBBINS'

Latest Smash

FIVE BROTHERS

3-41771 (Single-33) ★ 4-41771 (Single-45)
from His Newest Best-Selling Album
"More Gunfighter Ballads and Trail Songs"

COLUMBIA RECORDS
THE PEOPLE'S CHOICE

*Remember "El Paso" from "Gunfighter Ballads and Trail Songs"?
WHAT SHOULD HE DO WITH AN EXTRA $5 A WEEK? He can spend it, of course. But, if he buys a $25.00 U.S. Savings Bond each month for 40 months with his $5 a week raise, he is going to have Bonds worth $1,000.

How to Turn a $500 Raise into a $1,000 Bonus

Wishing won't turn a $5 a week raise into a $1,000 bonus, but it's easy to do. If you take that $5 raise and put it into U.S. Savings Bonds you can buy a $25.00 Bond a month (cost $18.75) and have money left over. If you keep buying one of these Bonds a month for 40 months you'll have your big bonus—Bonds worth $1,000 at maturity.

It's a pretty smart idea to save a raise. It's money you didn't have before and shouldn't miss. But, whether you've just gotten a raise, or not, why don't you ask your employer to include you in the Payroll Savings Plan?

Why U.S. Savings Bonds are such a good way to save

- You can save automatically with the Payroll Savings Plan.
- You now earn 3½% interest to maturity. • You invest without risk under U.S. Government guarantee. • Your money can't be lost or stolen. • You can get your money, with interest, anytime you want it. • You save more than money; you help your Government pay for peace. • You can buy Bonds where you work or bank.

You save more than money with U.S. Savings Bonds

The U.S. Government does not pay for this advertising. The Treasury Department asks The Advertising Council and this magazine for their patriotic donations.
The vote is unanimous—another 2-sided smash!

**RUSTY DRAPER**

The Luck Of The Irish

and

It's A Little More Like Heaven

**Mercury 71664**

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The Billboard Spotlight Winners of the Week

**RUSTY DRAPER**

*It's A Little More Like Heaven* (E&M, Hi-Lo, BMI) 2:05

*The Luck Of The Irish* (Tree-Champion, BMI) 2:40

Draper contributes rock vocal traditions to two up-tempo numbers with engaging and catchy melodies. "It's A Little More Like Heaven" is a charming ballad with a pleasant vocal arrangement, while "The Luck Of The Irish" is an upbeat novelty with a catchy Irish theme.

---

The Cash Box Pick of the Week

"LUCK OF THE IRISH" (2:40) [Tree, Champion BMI—Anderson]

"IT'S A LITTLE MORE LIKE HEAVEN" (2:05) [E&M, Hi-Lo BMI—Johnson, Atkins, Cash]

**RUSTY DRAPER** (Mercury 71664)

Draper's happy-go-lucky rendition of "The Luck Of The Irish" is sure to bring a smile to any listener's face. "It's A Little More Like Heaven" is a charming ballad with a pleasant vocal arrangement. Both are sure to be hits.

---

The Music Reporter Scoop Of The Week

**RUSTY DRAPER**

*It's A Little More Like Heaven* (E&M Pub & Hi-Lo Music, BMI) 2:05

*The Luck Of The Irish* (Tree-Champion, BMI) 2:40

Mercury 71664

**Rusty Draper**

Rusty could have another double-sided hit in this double-decker. Both are country-style delights. "It's A Little More Like Heaven" is a charming up-tempo number with string and chorus backing, while "The Luck Of The Irish" is an engaging novelty with a catchy Irish theme.

---

Hot Follow-Up To His Last Double Hit!
THE SUMMIT MEETING

THE BIG THREE
together for the first time with a two-sided sure-fire hit!

COUNT BASIE

TEACH ME TONIGHT
THAT CAME OFF!!

SARAH VAUGHAN  JOE WILLIAMS

IF I WERE A BELL

PRODUCED BY TEDDY REIG

ROULETTE
BRITISH MUSIC NEWS

BY DON WEDGE

DAVID BOWIE has recorded a considerably more sassy version of the song "Bikini" on Laurel. The original version, released in 1969, was a hit for the British rock band Vibrations. Bowie's version is expected to be a strong contender for the UK charts next week.

Danish Musicians Trend Toward Amateurs; Yanks

COPENHAGEN — The Danish Federation of Jazz musicians have urged their members to re-think their approach to jazz, and to consider offering more opportunities to amateur musicians. The move comes in response to increasing interest in jazz among amateurs, who have been forming jazz clubs and bands in record numbers.

Danish musicians have traditionally been more focused on professional settings, but the federation believes that the trend toward amateurs is a positive one. "Jazz is a living, breathing art form, and it needs the participation of everyone who has a passion for it," said the federation's spokesperson. "We need to support and encourage these amateur musicians, not shut them out."
GERMAN WRITER FINDS JAZZ STILL ALL-AMERICAN

BADER - BADER - Joachim Berendt, West Germany's foremost jazz authority, has begun work on a book about American jazz

Bader, who has written on jazz with high hopes for a U. S. edition and a large sale in America as well as in Germany.

Bader has a threemonth survey of jazz in all areas of jazz-conscious America. He was accompanied by William Clinton, the American writer, who will illustrate the book.

The author's frank intention is to transplant as much of the American jazz heritage as he can. Jazz is inevitably similar in West Germany - East Germany, for that matter. Bader and his publisher feel that a book is needed to link the German jazz craze with the American jazz heritage.

Bader, 38, is author of "Das Jazzbuch," a book which has sold 336,000 copies in Germany and has been translated into nine languages (including English).

The Bader-Bader jazz master visited the house in New Orleans where Louis Armstrong was born and the Angola State Prison in Louisiana, where Leadbelly died. He crossed-jazz America from New York to Hollywood (which he regarded as "pretty far out") and up to the South from Kansas City and on to Chicago (where he found the greatest blues in America).
Wurlitzer War on 33 Juke Box Single

Continued from page 3

noted, "We are giving the operator the opportunity for greater profits to himself and his location; we are giving him a new approach to attract new players; we are making available new music that the public likes that was never on a phonograph before. How the customer can manufacture get to con-fuse an average operator, like get to have the operator in these trying times?"

Most of the other juke box dis-tributors and operators in the area chose to reserve comment. As one pointed out, "I think this new stuff about 33 speed records is only confusing the operator. Maybe it's all for the best, but we prefer to sit it out and watch the developments. But please don't quote me; I don't want to get in the middle of this fight."

Another declared that "the aver-age juke operator is now being made a football between RCA Victor and Columbia on this business of 25 or 33."

In another letter, one operator declared emphatically in favor of 33s. "Our customers seem to as-serted, "We need some kind of stimulus to revitalize the public in-terest in juke boxes. It's like changing a theater marquee. If you see the same pic-ture on the sign week after week, you lose interest. It's only when you get a change that you get in-terested again. This is what you call merchandizing, and I can tell you we've got to do something. You know that the public can hear rock and roll, pounding out of their radios all day. With this new '3 artist of the week,' we can give them something different."

EMI Rank Tie

Continued from page 2

Rank tie. Disks made by these artists will be available to the coop-erative. In certain cases, this tie will be extended with disks made by EMI licensees or subsidiar-ies."

"The take-over, Rank is continuing with substantial inter-es in the British musical and re-cording fields. They will continue to operate their Film Music publish- company, their disk warehouse house (Thompson, Diamond and Butcher, Ltd) and Rank Audio Plastics, a firm making thin, flexi-ble records."

September 1 has been set as the official transfer date, but in fact the process has already begun. Top Rank releases for August 12 went ahead as planned but there are doubts about subsequent ones. There may be no more until the vest reorganization is near com-pletion."

EMI, however, is dropping the low-price buy range of LPs which retailed at $3.50. They are taking over Rank's air-time for sponsored shows on Radio Luxembourg."

Some of the Rank staff may move to EMI and others will be absorbed in the parent organiza-tion. One of those expected to stay is Bernard News, general manager of the Rank Record Division.

Epics Records Is Sitting On A

New ROY HAMILTON smash

Release Date: Sept. 4

WACH FOR IT!!

MACE PINKARD ENTERPRISES

THEATRICAL AGENCY

COMPOSER OF

SWEET GEORGIA TOWN

CLIMIE AND LITTLE KLIM,
WILLI, A., HEMP
THERE ETES

SUGAR

And Many Other Hits

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1697 Broadway

New York 19, N. Y.

Schwartz Bros. Deny Payola

Continued from page 2

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James Schwartz and other offi-cials of the group, including Harry Schwartz, president; Ber-tran Schwartz, secretary, and Stuart Schwartz, treasurer, are slated to appear at the September hearing.

Time-warp's romp.

THE BILLBOARD

AUGUST 22, 1960

Schwartz Bros. Deny Payola

Continued from page 2

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A day to be proud of.

GIVE TO DAMON RUNYON CANCER FUND
The Fendermen: Phil Humphrey and Jim Sundquist
Currently playing important one-nite engagements

Aug. 22—The Armory, Pocatello, Idaho
Aug. 23—The Playmor, Ontario, Ore.
Aug. 24—Tri-City, Kennewick, Wash.
Aug. 26-28—Los Angeles, Calif.
Aug. 30—Durango, Colo.
Aug. 31—Farmington, N. M.
Sept. 1—Riverside Ballroom, Phoenix, Ariz.
Sept. 2—Auditorium, Colorado Springs, Colo.

booked by T. B. Skarning, 2124 W. 82nd St., Minneapolis (TUxedo 8-2212)

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Carr Dist. Philadelphia
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Atlanta, Ga.
Minneapolis

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Hollander Bros.

Cheboia

Memphis

Sales

Hollander Bros.

Memphis

Hollander Bros.

Cheboia

Memphis

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Cheboia

Memphis

Hollander Bros.

Cheboia

Memphis

Soma #1142

SPOTLIGHT WINNER
OF THE WEEK

SOMA

THE FENDERMEN
DON'T YOU JUST KNOW IT (Ace, BMI) (2:16)

The instrumental-vocal combo is just coming off a strong hit in "Mule Skinner Blues," and this reprise of an earlier Huey Smith smash, which is handled with crazy sounds and laughter, can repeat. Watch it. Flip is "Beach Party" (Celann, BMI) (2:00).

b/w a terrific dance instrumental

"BEACH PARTY"

SOMA

www.americanradiohistory.com
Stereo, Mono Phone Show 6 Month Gain


corner. The market is well supplied with such loudspeakers.

Woofers: A loudspeaker which reproduces primarily bass tones is called a woofer. It is usually designed to be rather large—eight inches or more in diameter. Usually, it is not designed to reproduce high tones.

Drivers: The woofer with which a tweeter is combined is called a driver. The term is sometimes erroneously confused with the tweeter because both speakers are sometimes conical in shape.

Efficiency: Lavishness in description of a loudspeaker is not a desirable characteristic. A good loudspeaker can be had for less than $100.

Two-way Lenses: Some of the best loudspeakers are made by two-way and three-way systems. The latter is the more complex. It consists of a combination of drivers and tweeters. It uses separate boxes and separate wiring and often separate amplifiers.

The following is a list of some of the more common names of loudspeaker manufacturers and their products:

1. Ohm. The company claims that its loudspeakers are the best in the world. They sell for $2500.
2. Baffle. The company claims that its loudspeakers are the best in the world. They sell for $2500.
3. Unison. The company claims that its loudspeakers are the best in the world. They sell for $2500.
4. Jensen. The company claims that its loudspeakers are the best in the world. They sell for $2500.
5. Acousticon. The company claims that its loudspeakers are the best in the world. They sell for $2500.

A good loudspeaker is one that reproduces music as accurately as possible. It should be able to reproduce all frequencies from bass to treble.

Pronunciation: The word "loudspeaker" is sometimes pronounced "loudspeaker." This is incorrect. The correct pronunciation is "loudspeaker."
JUMPED 51 PLACES IN TOP 100 IN 1 WEEK!

JOHNNY BOND

HOT ROD LINCOLN

Republic #2005

BEST BUYS
POP
HOT ROD LINCOLN . . . Johnny Bond
(Four Star Sales, BMI) Republic 2005

DISTRIBUTED NATIONALLY by

Challenge Records, Inc.
Jockeys Flip With Contests

- Continued from page 3

Latest entry in the trotline-dealhyde field is FECK, (Olema, Tex. Two KECK jocks, Walt Fullmer and Larry Jackson, who were held in a bouncing competition. To make it difficult, each jock had to complete a sequence of four bounces to receive one point. The boys ran three different trotting centers, while reports were made by KECK on the progress of each contestant via remote broadcasts. Winner was Fullmer, who chalked up three successful "sequences" in three hours. Lower Byers had to act as a starter at each track on the following evening, with Fullmer as the starter for one of the 1K, in Flint, Mich. dealhydes at WTRX—none of whom had been in a race since their Bay State days, staged a cance race from balls.

Frieemann Cool On Reverb Phono Issue

NEW YORK — The Magnavox Convention, a special cocktail party press preview of its new line of phonographs, TV's and TV sets here Tuesday (16) at the Park Lane Hotel. A feature of the event was the first public showing by Magnavox pressy, Frank H. Frieemann, colorful and dynamic personality of Magnavox, outlined the firm's growth and discussed the broad horizons of the future with respect to Magnavox product. A key point brought out, by Frieemann, was that Magnavox does not go along with any type of equipment gimmickry, as the neverthethless techniques, now being ignored by some manufacturers. In addition to its complete line of stereo equipment, which was first introduced at the Chicago music show last month, Magnavox also debuted new record changers, noted as "the greatest advance in record playing since the invention of the disk. A hefty promotion budget calls for ads on this year's TV's and phono's. Time, Newsweek, the Saturday Review, Life, April 19, during September and October.

RCA Cartridge

- Continued from page 1

importance of the cartridge idea in its present stage. Shortly thereafter, in June, a change of top management was announced. The change might be the reason behind the decision to avoid dropping the line. Perhaps RCA is fixing the cartridge field even deeper.

Frieemann: "Victor began releasing open-end-four-track tape, which is accounted for some of the trade's interest in the cartridge plan was being dropped. At one time, RCA Cartridge predicted that Victor would take one away market available for reel-to-reel playback equipment units equipped to take the four-track product. This has not happened, however. RCA Cartridge has no plans to contribute anything to the field, and the company will not be releasing any new products at this time. RCA continues to be active in the field."

Frieemann believes that Victor's release of four-track, open-end tape is to be viewed as a test, the ultimate conclusion being that if the four-track market proves to be a success, the company would then provide its line of equipment to play such tapes.

15 BEL CANTO TAPE SETS DEB

COLUMBUS, O. — Russ Molitor, manager of 15 BEL CANTO Records, announced this week that the firm will now have RCA-type cartridge packages. The release, which brings the company's catalog to 63, is seen of considerable importance because of the announcement that this week RCA Victor intends to establish a cartridge exchange for packaged equipment. Since separate arrangements with RCA for a cartridge exchange and another release would be forthcoming by September 1.

WSM Holds Exec Meet

NASHVILLE—Jack DeWitt Jr., president of WSM radio and TV, was guest speaker at a meeting of the station's radio and television department heads here Wednesday (11). Personnel of the department, under DeWitt, was reviewed on the radio and TV station's role in the promotion of the station. WSM radio was reviewed on the radio and TV station's role in the promotion and publicity of the station, and the importance of the department to the station and the promotion of the station.

The group was addressed by Walter N. Beizer, president of the National Life & Accident Insurance Company, parent company of WSM radio and WTV. In addition to DeWitt and George Montgomery, vice-president and technical director of WSM, those attending were Wesley B. drinks, Robert E. Cooper, general manager; Royal McCunghal, national sales manager; Louis Buck, local sales manager; John McDonald, farm director; Houston Roberts, news director; Don Russell, production director; Carl Jenkins, studio supervisor; Dr. DeWitt, program director; Tom Hunsdorfer, operations manager; Harry Tenney, transmitter supervisor, and Trudy Spann, production manager.

From WSM-TV: Irving C. Waugh, vice-president and general manager; Bill Cowan, senior vice-president; Tom Gricum, local sales manager; Dr. DeWitt, farm director; Elmer Alley, production chief; Jim Collins Sr., announcer; Aaron Shelton, chief engineer; Hal J. Johnson, transmitter supervisor; and Hal Brannon, national sales manager.

Sears Player Handles Disks, RCA Cartridge

CHICAGO—Sears, Roebuck & Co. will release a combination stereo reel-to-reel and RCA portable cartridge player, under the same name, for the Christmas catalog. The company has not yet announced official prices, but they will be similar to those charged by Mail Order. The combination player will feature a built-in, high-quality sound system and a built-in reel-to-reel and RCA cartridge player, which is easy to use and stores in the same space as a reel-to-reel player.

Chrysler, which is also included in the combination player, is a combination reel-to-reel and Chicago cartridge player.

Chrysler is also delivering a combination reel-to-reel and RCA cartridge player, which features all of the features of the standard model, as well as a unit with remote speaker as part of the portable. This price is same as Sears listed last year for a monostereo player.

Cunningham

- Continued from page 3

Colin Cunningham's last column was published on August 18, 1960. The author's name is misspelled in the document.

Cunningham collaborated with Ernest R. Ball. With his wife became the executive editor of American Radio History and played the Keith circuit, as well as English music publishers. Among the many of Miss Brown, "Coronation" and "Spinnaker" and "I Am An American," among others. Cunningham organized the first ASCAP meetings in Chicago, and was an active participant in ASCAP's public relations program. He was born on November 28, 1911, in New York, and was married to Florence. Cunningham was a member of ASCAP.

Clore Feit Dies

NEW YORK—Clore Feit, executive public relations director for Westminister Records, and the former director of public relations of National Concert Artists Corporation, died suddenly Wednesday (17). He was married to Lourizan. He is survived by his wife, a daughter, Valerie Feit, her mother and two sisters.

Philips Okays 17½ Cartridge

CHICAGO — The official of Minnesota Mining & Manufacturing were pleased with the favorable comment, it was rumored at a press conference, that Phillips, the huge Dutch electronics buying force, and its New North American affiliate, Nordeal, had, as planned and as arranged in their agreement to manufacture the 3M-CBS Lab 17½ inch cartridge. Phillips has signed an agreement with American Radio History to distribute the cartridge. Phillips added, however, that it has not yet been determined how much the contract will bring. Phillips plans to sell the cartridge to Columbia and many other foreign countries.

Up to now, only foreign license to manufacture has been Grondal, the western Norwegian firm owner of electronic playback product.

All you hear is beauty

on 20.fox

20.fox ALL YOU HEAR IS BEAUTY

AUGUST 22, 1960

The Billboard
The Most Sensational Album Packaging in the History of the Record Industry—Designed for Immediate "sales-on-sight"

**PAUL ANKA**

Swings for Young Lovers

Arranged and produced by Sid Seller

Monophonic (illuminated), ABC-347 (Deluxe)
(Suggested list price: $4.98)

Monophonic (regular) ABC-347
(Suggested list price: $3.98)

Stereophonic ABCS-347
(Suggested list price: $4.98)

* WITH THE SPECTACULAR NIGHT-LIGHT COVER

Use as a TV light—boudoir lamp—night lamp with 5" x 7" illuminated full-color framed picture (including light cord).

**and...**

PAUL'S newest single continues to soar to the top...

HELLO, YOUNG LOVERS (from the album above)

b/w

I LOVE YOU IN THE SAME OLD WAY
an important message

Our times cry out for a leader!

We at Liberty Records fully realize the influence our industry has in the molding of public opinion. We have always felt the use of such great power, in a partisan manner, to be a gross violation of the sacred trust vested in us by the American public.

For this reason it has always been the consistent policy of Liberty Records, its personnel and distributors to refrain from active participation in controversial political campaigns. Everything that even hinted of partisanship has been scrupulously avoided... until now.

History shows us that perhaps once in a lifetime there arises a personality so unique in nature... one whose qualities of leadership are so dynamic, that people are disposed to throw off all restraints... entrenched policies... prior prejudices, and join with him in the inevitable process of changing the course of human events.

Yes... our cry for leadership has been answered.

After much soul-searching and emotional conflict, we at Liberty have decided upon a violent departure from past tradition and publicly go on record with ALVIN for President.

Si Waronker

LIBERTY RECORDS

Si Waronker, Chairman of the Board
Ferrante, Teicher Score Via 'Apartment' Theme
Arthur Ferrante and Louis Teicher have been playing together since they were six, when they first met as students in New York's Juilliard School of Music. Ferrante was born in New York, Teicher, born in Wilkes Barre, Pa., moved to New York City to enter the Juilliard School. The lads have become widely known through their recordings, concerts, television appearances, and the unique receptacle where they combine classical music with their own arrangements of tunes of Gershwin, Rodgers, Kern, etc. Currently, they have a smash pop single climbing rapidly on the "Hot 100" on the United Artist label called "Theme from Ferrante and Teicher," the piano piece of the same name.

Crests Hit Again With 'Trouble in Paradise'
Daddy's Home, Los Angeles, whose million-selling record of "16 Candles" put them in the record history books, has marketed the featured singer Johnny Mastro, Eddie Wisdom, and Jack Alexander. The Goode recording artists all come from the New York area and are as different, they say, as the early 20's. They were formed as a singing group by George Paxton when they came in to demonstrate "Pretty Little Angel," a song they had written. "16 Candles" was their first national hit and was soon followed by "Six Weeks a Night," "The Angels Listened In," "Step Sister," and their current hit, "Trouble in Paradise." The group has made many personal and TV appearances.

YEASTERYEAR'S TOPS--
The nation's top tens on records for the Billboard
August 27, 1955

1. Rock Around the Clock
2. Yellow Rose of Texas
3. Ain't That a Shame
4. La Bambina
5. Seventeen
6. Hard to Get
7. Unchained Melody
8. Goodnight, Sweetheart, Goodnight
9. Do You Love Me
10. Goodnight Irene

In Hollywood
Dot Records is changing its album covers for its Billy Vaughn "Look for a Star" package. It is imprinting "featuring Theme From the Apartment" to cash in on the popularity of the latter.

New York
Harry J. Walsh is the new professional manager of Regent Music, the firm of Ge and Harry Goodman, publisher and firm from whom the New York Post's "Nite Life" is printed. Walsh, veteran man and former professional manager of Miller Music, had his own firm prior to joining the Post. Walsh was with the Zang spent last week promoting his Hickory dinkin in Binghampton and will spend this week with New York dealers. Epic Records has signed Burgess Meredith, the veteran actor, to a recording label. Allen Bregman, treasurer of the Conference of Personal Managers and a pros go out of business on the post of secretary of organization in addition to his other duties. Homer Bauman, who used to head up his own trio, and who is now piloting the ferry, has returned to his home in Bay Harbor, N. Y., because the father of a second son, Lynn, last week. Yet record men felt Walsh also became a father again last week, this time of a girl, Wife Tudy is doing fine.

Herman Lubinsky signed thru Sue Allen, of Richmond, last week. Thrus, a down-home blues singer, was formerly on the Groove label. Bob Koester has signed Red Garland to his third three-year pact. Jamie Horowitz is promoting his record of "Hello Mum" on the Jody label in the East. Late will cut an LP for Joy before she returns to high school in San Diego, Calif., in the fall. Bob Hettler Distributors of Philadelphia is now handling the Noramec label, Gordon Jenkins has signed with G. Records of California.

Chicago
Advance Records will soon release "Educate Me" and "Rainbow Isle," with Don Law vocalizing for both sides. The disc, cut in Detroit, was efluxd by Ed Nolan. Another advance disc due to be released and one of the latest issues is "I'll Be Your Woman," and "This Is My Trip." This disc, cut in Nashville by Dick Rutstein, with Sam Persons, of Music, pub. law. A surprising success in an inactive field of years, but, according to Tim Gayle, who handles advance promotion, the label has done well in Australia, New Zealand and the United Kingdom. Another label of Jimmie Parks, American representative of WAB Records.

Mert Davis, veteran sales and promotion man recently with Carl Giotto's Metro Distributing, has joined new labels, were here to consider several offers, and has returned to Cincinnati to think them over. For the past couple of years with the Capital Distributing Corporation, last as regional sales manager, has joined Kapp Records as regional sales manager and will make the Cleveland his base. Sterling Distributors, Cleveland, has filed a bankruptcy petition in Federal Court. Creditors listed were Ignatius Artists Records $2,220; United Telefilms, $7,300, and Westminster Records, $1,292.

Aston Sterndfeld

Cincinnati
J. Herman Thuman, well-known impresario, who handled the production for several months on musical stories, from one, to grand opera, for nearly a half century and who served as director of the Cincinnati May Festival from 1908 to 1954, died at Good Samaritan Hospital here August 12 at the age of 83. Frank Handshaw, former head of the General Artists Corporation here, who produced the very first shows, was a familiar figure in the last couple of years, with the Capitol Distributing Corporation, last as regional sales manager, has joined Kapp Records as regional sales manager and will make the Cleveland his base. Sterling Distributors, Cleveland, has filed a bankruptcy petition in Federal Court. Creditors listed were Ignatius Artists Records $2,220; United Telefilms, $7,300, and Westminster Records, $1,292.

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Aston Sterndfeld

Larry Vincent, singing pianist at the Beverly Hills Country Club, recently recently had his hit of a few years back, "If I Had My Life to Live Over," accepted by Roberta Sherwood for inclusion in her new Deca album, reveals that Eddie Arnold is waxing the same song for RCA Victor. Vincent has two new tunes ready for waxing, "I Hate to brag About My Neighbors, But You Should See the New Ones," and "With You, I Love You, With You," the latter penned in collaboration with the veteran Haven Gillespie. ..., veteran A.C. man Alpine Holmes has been transferred from the KDKA-Sb. radio station in New York to branch's main recording studios here three months ago. Since his coming he has handled the "Three on the Bell Time," by Hank Ballard; "Do the Shimmy Skinny," by Bobby Patterson, "Spanish Harlem (It's Hotter Than John)," "If You're Lonely," by Annie Laurie, and "Think," by James Brown, all of which rate high on the charts. Gibson, co-writer of "Back Home Again," and other hits, has just come off an 100,000 on the Keith Islands, two coasts prior to his transfer to Cleveley. He writes most of the arrangements on the sessions he directs.

Bill Sachs

Hollywood
Dot Records is changing its album covers for its Billy Vaughn "Look for a Star" package. It is imprinting "featuring Theme From the Apartment" to cash in on the popularity of the latter.
The album, the making and selling album KINGSTON in Jimmy Dorsey Me--a songs of action Moller.

BIRTHDAYS OF THE WEEK:

The FENDERMEN, Jim Sonstadt and Phil Donahue, celebrated a 17th birthday which was a stirring record start with MGM's Big Band Fever, and the group's reissues the week after. The instrumental vocal combo scored for Some Records.

KITTY KALLEN: Kitty Kallen marks a Pinnacle performance on her debut for Columbia, Come Love Me With A Million Paces. The instrumental/vocal combo scored for Some Records.

KINGSTON Trio, Don Gibson, York Brothers, Bob Dorough, one of the top selling albums around, pressed for extra on their new LP From Capitol, Swing Along. A Columbia reissue of "one of the best albums ever issued by the Kingston Trio," which features songs from their album, "Nowhere Does the Night," will be issued by Capitol. The album features songs written by Ray Charles. The boys have been very busy and the tour handles all with enthusiasm. Their current tour includes the following dates: Aug. 22--Roger Williams, Los Angeles; Aug. 23--Iowa City; Aug. 24--Chicago; Aug. 25--Detroit; Aug. 26--New Bedford; Aug. 27--Boston; Aug. 28--Springfield, Mass.; Aug. 29--New York; Aug. 30--Pittsburgh; Aug. 31--Cleveland; Sep. 1--Dakota; Sep. 2--St. Louis; Sep. 3--San Francisco; Sep. 4--L.A.; Sep. 5--Seattle.

Johnny Mathis has new one, "Just Like You." To say that John is a picture of health is an understatement. He is a picture of health and vitality. The album, "Just Like You," is a picture of John in top form.

JOHNNY MATHIS: He's been a regular feature of the Billboard charts for the past year. He has had several hits, including "Just Like You," which has been in the top ten for weeks. His latest album, "Johnnie Mathis Sings," was released earlier this year and has been a big hit. The album features a variety of songs, from pop to jazz, and has been well received by critics and fans alike.

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According to statistics maintained over a period covering thousands of records . . . 7 out of 10 will reach Billboard's "HOT 100" in the weeks ahead!
Topping All Charts with - "VOLARE"
A NEW Smash Album by - BOBBY RYDELL

Packaged in "LIVING COLOR" for today's market.

THE BILLBOARD MUSIC 23

Red Hot with - "THE TWIST" - Chubby Checker
His Smash Album featuring the nation's biggest dance craze.


Remember these two names...

FRANKIE BRENT...A big talent who swings!
THE WILLIS SISTERS...WOW! what a sound!

CAMEO PARKWAY
MONO ACTION ALBUMS — on the charts 29 weeks or less

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<td>THE SOUND OF MUSIC</td>
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<td>PAUL ANKA SINGS HIS BIG 15</td>
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<td>ENCORES OF GOLDEN HITS</td>
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<td>PERSUASIVE PERCUSSION, VOL. 1</td>
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<td>SIXTY YEARS OF MUSIC AMERICA LOVES BEST</td>
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<td>MY NAME IS JOSÉ JIMÉNEZ</td>
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ESSENTIAL INVENTORY (MONO ALBUMS) — on the charts 40 weeks or more

<table>
<thead>
<tr>
<th>#</th>
<th>Title</th>
<th>Artist</th>
<th>Label and Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>INSIDE SHELLEY Berman</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2</td>
<td>SOUTH PACIFIC, Sound Track, RCA Victor LSC 1532</td>
<td></td>
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</tr>
<tr>
<td>3</td>
<td>FROM THE SUMP, Kingco Title, Capital T 1107</td>
<td></td>
<td></td>
</tr>
<tr>
<td>4</td>
<td>MELBA'S BROADWAY GEMS, Victor RCA Victor LSC 9080</td>
<td></td>
<td></td>
</tr>
<tr>
<td>5</td>
<td>HEARTBEAT, Johnny Mathis, Columbia CL 1551</td>
<td></td>
<td></td>
</tr>
<tr>
<td>6</td>
<td>MY FAIR LADY, Original Cast, Columbia CL 5990</td>
<td></td>
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</tr>
<tr>
<td>7</td>
<td>HERE WE GO AGAIN, Kingco Title, Capital T 2528</td>
<td></td>
<td></td>
</tr>
<tr>
<td>8</td>
<td>FAITHFUL AMONG MICH, Mitch Miller, Columbia CL 1130</td>
<td></td>
<td></td>
</tr>
<tr>
<td>9</td>
<td>SOUTH PACIFIC, Original Cast, Columbia CL 4186</td>
<td></td>
<td></td>
</tr>
<tr>
<td>10</td>
<td>JOHNNY'S GREATEST HITS, Johnny Mathis, Columbia CL 1155</td>
<td></td>
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</tr>
<tr>
<td>11</td>
<td>KINBER TO LARK, Capital T 1119</td>
<td></td>
<td></td>
</tr>
<tr>
<td>12</td>
<td>SING ALONG WITH MITCH, Mitch Miller, Columbia CL 1160</td>
<td></td>
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</tr>
<tr>
<td>13</td>
<td>THE MUSIC HAM, Original Cast, Capitol WAG 990</td>
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<tr>
<td>14</td>
<td>SONGS ALONG WITH MITCH, Mitch Miller, Columbia CL 1243</td>
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</tr>
<tr>
<td>15</td>
<td>STILL MORE SONGS ALONG WITH MITCH, Mitch Miller, Columbia CL 1283</td>
<td></td>
<td></td>
</tr>
<tr>
<td>16</td>
<td>JAMES MONT JOHNSON'S GRANDSON, Assorted Original 300</td>
<td></td>
<td></td>
</tr>
<tr>
<td>17</td>
<td>CHERY BIRDS OF MUSIC, Harry James, Columbia CL 1273</td>
<td></td>
<td></td>
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<tr>
<td>18</td>
<td>CHERY BIRDS OF MUSIC, Harry James, Columbia CL 1273</td>
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</tr>
<tr>
<td>19</td>
<td>THE [+H]HILL ORCHESTRA, Original Sound Track, Capitol CL 12205</td>
<td></td>
<td></td>
</tr>
<tr>
<td>20</td>
<td>THE [+H]HILL ORCHESTRA, Original Sound Track, Capitol CL 12205</td>
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<tr>
<td>21</td>
<td>THE [+H]HILL ORCHESTRA, Original Sound Track, Capitol CL 12205</td>
<td></td>
<td></td>
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<tr>
<td>22</td>
<td>PAPA'S MILK &amp; RECORDS, Original Cast, Columbia CL 12005</td>
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</tbody>
</table>

STEREO ACTION ALBUMS — on the charts 29 weeks or less

<table>
<thead>
<tr>
<th>#</th>
<th>Title</th>
<th>Artist</th>
<th>Label and Number</th>
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</thead>
<tbody>
<tr>
<td>1</td>
<td>SONG OUT</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2</td>
<td>THEME FROM A SUMMER PLACE</td>
<td></td>
<td></td>
</tr>
<tr>
<td>3</td>
<td>MR. LUCKY</td>
<td></td>
<td></td>
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<tr>
<td>4</td>
<td>GRAND CANYON SUITE</td>
<td></td>
<td></td>
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<tr>
<td>5</td>
<td>STRINGS ALONG</td>
<td></td>
<td></td>
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<tr>
<td>6</td>
<td>CAN CAN</td>
<td></td>
<td></td>
</tr>
<tr>
<td>7</td>
<td>LANKA SINGS CAIRJO — CAIRJO FAVORITES</td>
<td></td>
<td></td>
</tr>
<tr>
<td>8</td>
<td>NEW ORLEANS</td>
<td></td>
<td></td>
</tr>
<tr>
<td>9</td>
<td>BEHIND</td>
<td></td>
<td></td>
</tr>
<tr>
<td>10</td>
<td>FLOWER DREAM</td>
<td></td>
<td></td>
</tr>
<tr>
<td>11</td>
<td>FAITHFULLY</td>
<td></td>
<td></td>
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<tr>
<td>12</td>
<td>SENTIMENTAL SING ALONG WITH MITCH</td>
<td></td>
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<tr>
<td>13</td>
<td>CONTINENTAL ENCOURAGES</td>
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<td>14</td>
<td>CONNIF MEEETS BUTTERFIELD</td>
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<tr>
<td>15</td>
<td>MORE SONG ALONG WITH MITCH</td>
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ESSENTIAL INVENTORY (STEREO ALBUMS) — on the charts 20 weeks or more

<table>
<thead>
<tr>
<th>#</th>
<th>Title</th>
<th>Artist</th>
<th>Label and Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>GERTRUDE'S HUSBANDS, Terry Snyder and the All Stars, Command RS 8106</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2</td>
<td>SONGS FROM MUSIC, Original Cast, Columbia HIB 2060</td>
<td></td>
<td></td>
</tr>
<tr>
<td>3</td>
<td>SOUTH PACIFIC, Sound Track, RCA Victor LSC 1533</td>
<td></td>
<td></td>
</tr>
<tr>
<td>4</td>
<td>PERSUASIVE PERCUSSION, VOL. 1</td>
<td></td>
<td></td>
</tr>
<tr>
<td>5</td>
<td>I'M SING A JAM WITH YOU</td>
<td></td>
<td></td>
</tr>
<tr>
<td>6</td>
<td>THIS IS DARIN</td>
<td></td>
<td></td>
</tr>
<tr>
<td>7</td>
<td>IT'S THE TALK OF THE TOWN</td>
<td></td>
<td></td>
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<tr>
<td>8</td>
<td>THE MADAM'S GREATEST HIT</td>
<td></td>
<td></td>
</tr>
<tr>
<td>9</td>
<td>YOU WILL HAVE TO GO</td>
<td></td>
<td></td>
</tr>
<tr>
<td>10</td>
<td>KINGSTON Trio</td>
<td></td>
<td></td>
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<tr>
<td>11</td>
<td>FIREDROU</td>
<td></td>
<td></td>
</tr>
<tr>
<td>12</td>
<td>GUNFIGHTER BALLADS AND TRIAL SONGS</td>
<td></td>
<td></td>
</tr>
<tr>
<td>13</td>
<td>LET'S DANCE AGAIN</td>
<td></td>
<td></td>
</tr>
<tr>
<td>14</td>
<td>NEAR YOU</td>
<td></td>
<td></td>
</tr>
<tr>
<td>15</td>
<td>BILLY VAUGHAN PLAYS MILLION SELLERS</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

The Billboard's Music Popularity Charts... Packaged Records August 22, 1960

Best Selling Stereo Lps

For Week Ending August 21
**Reviews 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 LPs, 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, 1584 Broadway, New York 36.

**Pop**

JAYE P. MORGAN UP NORTH

G & M-E 3330

JAYE P. MORGAN DOWN SOUTH

M & G-M E 3867—When the centennial of the Civil War arrives next April, there will be plenty of nostalgia for the Union and the South. But Jaye P. Morgan has gone off to a fast start with these two albums which partially backdate to the music of last century, but also include plenty from today, identified with or about the places above or below the Mason-Dixon line, respectively. The chirp does a class job with songs of every type and gets fine backing from the Ray Ellis orch. Period piece jacket photos will appeal to Northerns or Southerns, but Morgan fans in both sections probably will want both of these.

**The Swingin’ Eye**

St Zhang, Orchestra, Liberty 7166 (Stereo & Monaural)—The St Zhang’s previous album, “A Thinking Man’s Band” and “Spin Down” had established the group as one of the swingiest big bands extant. That reputation should be helped by this new collection, which is again blessed with arrangements which are outstanding, whether for dancing or listening. The band’s musicianship and the sheer quality of the sound is something to admire, whether it pours on the heat in the title track, or takes a more sentimental view, as in “There’s No You.” Good air play here.

**Classical**

BACH: KEYBOARD CONCERTOS, VOLS. 1 & 2

Paul Badura-Skoda-Jerry Dresser, Westminster XWN 189125, XWN 189126—The combination of Paul Badura-Skoda and Jerry Dresser on tour together last season was a huge success. This recording, which features their excellent work together on six Bach Keyboard Concertos, should be a steady seller for those who missed the pair on tour, as well as the many who couldn’t. The Bach compositions for piano include the Keyboard Concerto in D Minor, the E Major Keyboard Concerto, and the Two-Keyboard Concerto in C Major.

**Jazz**

SHELBY MANNE AND HIS MEN AT THE BLACK HAWK, VOLUME I

Contemporary M 3777—This album was recorded live at San Francisco’s Black Hawk in September of 1959, and it adds up to a most satisfying jazz recording. The group displays a spontaneity often missing in jazz albums and the musicianship is of a high caliber. The men in the group in addition to Shelby: Mannie, include Joe Gordon, Richie Kamion, Mosby Budwig and Vic Feldman. Tunes run a good length, giving each man a chance to solo. They include “Someday My Tuesday,” “Tenor Town” and “Blue Daniel.” Strong jazz set here.

**Latin**

FIESTA A LA KING

The Pete King Chorale, Kapp D 1197—A class package of its type. The chorale, and the orchestral background, capture the

(Carried on page 29)
**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.

- **Classical**
- **Campsfire Songs**
- **RHYTHMIC FEATS**

**THE ROYAL THAI ORCHESTRA**

The Royal Thai Orchestra is one of the most impressive and influential bands in the world, known for their unique blend of traditional Thai music and modern sounds. They have received critical acclaim for their innovative compositions and performances, which have helped to popularize Thai music on the global stage.

**THE ORIGINAL JAZZ SCORPIO**

The Original Jazz Scorpio was a prominent jazz ensemble in the 1960s, led by saxophonist and composer Gary Bartz. The group was known for their fusion of jazz, funk, and Latin rhythms, and their music has been influential in the development of the jazz-funk genre.

**THE VILLAGE OF ST. BERNADETTE**

The Village of St. Bernadette was an influential psychedelic rock band in the late 1960s and early 1970s. They were known for their complex arrangements, intricate melodies, and innovative use of electronic effects.

**COLEMAN HAWKINS ALL STARS**

Coleman Hawkins was a renowned jazz saxophonist who played a significant role in the development of the jazz idiom. His innovative approach to the instrument and his pioneering use of harmonic and technical techniques have had a lasting impact on jazz music.

**WEBB PIERCE SINGS "DRIFTING TEXAS SAND"**

Webb Pierce was a popular country music singer known for his distinctive vocal style and his sentimental, romantic approach to country music. His songs often dealt with themes of heartache and longing, and his music has been widely influential in the country genre.
FALL FESTIVAL OF TEEN DELIGHTS
Pop, Jazz, Folk, Spirituals, Blues Albums

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PLAYS FOR NEXT 30 DAYS! ORDER FROM YOUR VEE-JAY DISTRIBUTOR.

LP 1021—Teen Delights—incuding out-of-print hits like Golden Teardrops (the Flamingos), I Was Wrong (the Hues), Up on the Mountain (the Magnificents). I'll Be Loving You (the Eldorados); Play It Cool (the Spaniels); Oh, What a Night (the Dells) and For You Precious Love (Jerry Butler), etc.

LP 1022—Found Love by Jimmy Reed. Already No. 50 in Cash Box and 41 in Music Vendor LP charts, contains his new single, Ruth Rush and such recent hits as Found Love and Baby, What You Want Me To Be.

LP 1023—Teen Delights—incuding out-of-print hits like Golden Teardrops (the Flamingos), I Was Wrong (the Hues), Up on the Mountain (the Magnificents). I'll Be Loving You (the Eldorados); Play It Cool (the Spaniels); Oh, What a Night (the Dells) and For You Precious Love (Jerry Butler), etc.

LP 1024—The Spaniels. Their deep soul singing know, now high on the charts in The Billboard plus 15 on his first standards.

LP 1027—Here's Lee Morgan. Morgan, now living with Art Blakey's Jazz Messenger, in an LP performance that indicates why he was a winner in Down Beat's 1960 Jazz Critics poll.

LP 1028—Make Everybody Happy by the Byrds. The second exciting release by this great group.

LP 1029—Sing in My Soul by the Staple Singers. Including the title song, a best selling record currently.

LP 1030—Will the Circle Be Unbroken by the Byrds. The second exciting release by this great group.

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BEST REGARDS

BILL "HOSS" ALLEN WAC RADIO

**TREY**

DISTRIBUTED BY ATLANTIC RECORD SALES

**REVIEWS AND RATINGS OF NEW ALBUMS**

Originals Artwork, King 2006. This captures the spirit of the original jazz, the 20s, the styles, the rackets and the vaudeville show of the era. The story implies that a girl would find her way here. This is one of the new international series.

**FRENCH CORN**

CHARLESTON STYLE

Verlaine, Artwork, King 2006. This album features a dance of the original jazz, the 20s, the styles, the rackets and the vaudeville show of the era. The story implies that a girl would find her way here. This is one of the new international series.

**CREAM OF THE CROP**

Verlaine, Razz E 741. This album contains single records previously released on the label that retained its status. The largest hit included the original Johnnie Ray recording of "Cry" and "Little White Cloud That Caused". Original features are the record producer, Dick Weis, Reeders, Smith and the Radiant, Chuck Williams, the Four Crowns and Brook Benton. Many of the charts hit, also went gold in its own series.

**JAZZ**

**LOVE LOCKED OUT**

Ben Coles, Riddleville RLP 218. The story of King Miss Hollywood, mistress of the big band in Chicago, where she has a song of her own. The story implies that a girl would find her way here. This is one of the new international series, in spite of Ballet Hollwood, her fan club and the Royal Nola song which made her title its collection.

**WAYNE SHORTER**

Von Jay LP 1006. Wayne Shorter is one of the most exciting people in the music business. He has managed to keep his originality intact, and has done a great job of translating that into the studio. This album is a great example of his development. It is a j小组 to be hopeful of.

**FANTASTIC FRANK STROZZO**

Von Jay LP 1006. Frank Strozio is one of the most exciting people in the music business. He has managed to keep his originality intact, and has done a great job of translating that into the studio. This album is a great example of his development. It is a j小组 to be hopeful of.

**CRV-TENDER**

Lady Winger-Neu Jazz 2924. Latest, a number is one of the finest collections in jazz, displays the talent here

**THE MUSIC OF LERNER AND LEONARD IN LATIN EDITION**

Boyce Martin and His Group. GNP Crescendo 8000. This album features a song of the Latin edition, with George Weiss. The instrumental arrangements complement the songs in a way that is both exciting and unexpected. The story implies that a girl would find her way here. This is one of the new international series.

**SWINGIN' WITH PER WESTON**

Prejugal-Prejudial 9700. This album features a song of the Latin edition, with George Weiss. The instrumental arrangements complement the songs in a way that is both exciting and unexpected. The story implies that a girl would find her way here. This is one of the new international series.

**WINDS IN THE WEEDS**

Recorded in France, Prestige 9071. This album features a song of the Latin edition, with George Weiss. The instrumental arrangements complement the songs in a way that is both exciting and unexpected. The story implies that a girl would find her way here. This is one of the new international series.
BACK TO BACK

THE EVERLY BROTHERS

"SO SAD"

"LUCILLE"

5163

the first name in sound

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RECORDING AVAILABLE

BY

HONOR ROLL OF HITS
FOR THE WEEK ENDING AUGUST 28

1. IT'S NOT NEW OR NEVER—The Everly Brothers
2. ANYTHING CAN HAPPEN NOW—Bobby Vinton
3. AMERICA—The Byrds
4. IT'S NOW OR NEVER—Frank Sinatra
5. I'M SORRY—The Shangri-Las
6. TWIST—Bobby Vinton
7. WALK, DON'T RUN—The Ventures
8. ONLY THE LOVELY—The Ventures
9. EVERYTHING IS BEAUTIFUL—The Ventures
10. DREAMIN'—The Ventures
11. SOULкле—The Ventures
12. A WOMAN, A LOVER, A FRIEND—Bobby Vinton
13. YOU WERE MADE FOR ALL MY LOVING—The Four Seasons
14. FEEL SO SINCERE—The Ventures
15. TROUBLE—The Ventures
16. OVER THE RAINBOW—Ira Tucker
17. JOHNSON—Bill Bailey
18. QUESTION—The Ventures
19. TÁ-TÁ—The Ventures
20. BENZO—The Ventures

WARNING: The use of "HONOR ROLL OF HITS" is a registered trademark and the billing of the hit has been copyrighted by The Billboard. Use of either may not be made without the Billboard's consent. Requests for such consent should be submitted in writing to the publisher of The Billboard at The Billboard, 1564 Broadway, New York 24, N. Y.

Several matters of concern were discussed. One had to do with ways and means of harnessing television and radio, and the other with the question of how to retain the market share currently enjoyed by the record companies. The latter problem was discussed at length, and it was agreed that the solution lay in the development of new products that would appeal to a wider audience.
Ricky NELSON'S
HOT NEW MILLION SINGLE!

I'M NOT AFRAID
b/w
YES SIR, THAT'S MY BABY

#5685

IMPERIAL RECORDS
6425 Hollywood Blvd.
Hollywood, Calif.
These records, all those on the Hot 100, have begun to show national sales breakthrough action this week for the first time. They are receiving increased airplay, radio and record store interest, and disk jockeys are having the greatest potential of all the way. Previous Billboard Spotlight Picks are marked (1).

**POP**

**MY LOVE**  
(Roosevelt, BMI) Capitol 4393

**MY ONLY HAPPENED YESTERDAY**  
(Starfire, BMI) Top Rank 2055

**C&W** — No selections this week.

**R&B** — No selections this week.

**REVIEWS OF THIS WEEK’S SINGLES**

**SPOTLIGHT WINNERS OF THE WEEK**

The pick of the new releases:

In order to speed reviews of single records, The Billboard requests that all singles be sent to The Billboard Record Review Department, 1364 Broadway, New York 23, N. Y. However, albums should be sent to P. O. Box 292, Times Square Station, New York 1, N. Y.

---

**LITTLE WILLIE JOHN**

**SLEEP (Miller, ASCAP) (2:52)** — There’s a difference between a good recording and a strong recording, and this pairing also has what it takes. Top side is the story of a love’s evolution from teen crush to marriage, very attractive with Latin rock rhythm. Coed 335

---

**JOURNEY OF LOVE** (Winnernt, BMI) (2:33)** — If My Mind Could Write a Letter (Winnernt, BMI) (2:18) — The boys have been consistent charters, and this pairing also has what it takes. Top side is the story of a love’s evolution from teen crush to marriage, very attractive with Latin rock rhythm. Coed 335

---

**DANNY AND THE JUNIORS**

**TWISTIN’ (Winnet, BMI) (2:51)** — Here’s a sort of follow-up to the current hit, "The Twist," which is available with a group’s original hit, "Cha Cha." Arrangement and performance are fine and the lyric is timely. Flip is "A Thousand Miles Away" (Kahl, BMI) (2:23) — Home 360

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**THE DRIFTERS**

**SING ME A SONG** (Winnernt, BMI) (2:54) — The Boys have another highly listenable pairing. Top side is a pleasing melody in an arrangement reminiscent of their first flip. Flip is another listenable tune, done to a rhythm with touches of Spain. Twin spinsides with lots of potential. Arabian 5606

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**SANTO AND JOHNNY**

**LOVE LOST (Trinity-Climax, BMI) (2:28)** — Annie and the style of group’s original hit, "I Love You," added to the title. Arranges with a full band and bass floating in a rhythm with touches of Spain. Two spinable sides with lots of potential. Canadian-American 118

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**FATS DOMINO**

**PUT YOUR ARMS AROUND ME HONEY** (Broadway, BMI) (2:49) — Two solid chart sides for the New Orleans cat and either can stop. First up is a happy, sparkling reading of the standard. Flip is a stroll with pulsing piano lead. Both sides feature colorful fiddle scoring. Watch out.

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**THOMMY EDWARDS**

**IT’S NOT THE END OF EVERYTHING** (Tec-Chambers, BMI) (2:31) — Here’s a second chance for the boys after their first flip was lost in the shuffle. There’s two lovely ballads done stylishly by Tommy Edwards. Both sides have something of a country feeling with the latter having a Latinish rhythm tune. Either side here can continue the string. Star 1954
Reviews of THIS WEEK’S SINGLES

The pick of the new releases:

SPOTLIGHT WINNERS

STRONGEST SELLING POTENTIAL OF ALL RECORDS RECORDED THIS WEEK.

Continued from page 35

KRIS JENSEN

THE SHIRT SISTERS

ROGER WILLIAMS

NINA & FREDERICK

RON JACKSON

WALLY COX

THE HUEBEE JEEBES

THE P инвестици

CARL BELL

JIMMY EDWARDS

Mickey and Sylvia

SAYVANNA SMITH

NANA MOKOURI

THE ARTISTS

SCHOOL BUS (Acuff-Rose, BMI) (1.59)—The label that brought you "Tiny Bitz Tamee Weenie Yellow Polka Dot Bikini," has another marketable side with this cute tune by Bobby "Bumps" Fisk. It’s been tubed and rocks in easy fashion with a listenable vocal by the new artist. Watch this one.

"Flip a Perfect Love" (Acuff-Rose, BMI) (2.05)

"Love Your Brother"—This also gets a good rhythmic feeling and a nice backbeat from the girls. (Givens, BMI) (1.94)

"You Buried the Bridge"—Sun 1494 (2.00)

"It's a Sign"—This is also a fine product of original performance. (Chappell, ASCAP) (2.14)

"The Right Way—Top Rank 2097"—Top Rank 2097 (2.19)

"Jesse Lee Turner—Singer Colosseum—Columbia 47175" (1.90)

"Honey Sings—SR 277" (2.00)

"Wishing Sun—This side has the hollow-built feel and is done in the same style. A good side. (Replica, BMI) (2.12)

"The Only One—The singer again proves his ability to color light well. This song gets a good sound performance. (Flip, BMI) (2.41)

"Let's Leave It That Way—Bell again sings with that warm performance on Flip. A nice side. (Flip, BMI) (2.32)

"I'm Ready for the World—The singer again proves his ability to color light well. This song gets a good sound performance. (Flip, BMI) (2.41)

"I've Already Laid Me Down Here—A mediator with a beat. This side is limited by a monotonous and a somewhat uneven arrangement. (Shea, BMI) (1.89)

"My Very First Kiss—Warwick" (1.90)

"The Big Little Man—A surprise in medium bright register. Green has a clean sound here and creates a very interesting backing. This could get even better. (Cacophonous, BMI) (1.90)

"Who Are You?—The label goes ECA Victor 7714 (1.90)

"Savannah Smith—Sonora 4792" (2.00)

"Johnny Edwards—Vanguard 9008" (2.10)

"Mickey and Sylvia—ECA Victor 7714 (2.00)

"Feedback" (1.90)

"Nana Mokouri—MCA Victor 7705 (2.00)

"The Skulls—ECA Victor 7703" (2.10)

"Johnny King and the Pirates—All-Star—ATP 1001 (2.00)

"Fats Domino—MCA Victor 7706 (2.10)

"Denny Dillon—Capitol 490" (2.10)
**Reviews of New Pop Records**

**BILL WOODS**

**Story of Love — GLOBAL, 760** — Woods, who has the world-wide quality of Wilf Mann, offers a classic rendition of the story of a girl who develops the habit of writing love letters to boys who write to her from one which she sends in reply, unaware that her correspondence may be read by her new love. This is being distributed by De-L-Fi Records. (Greens, BMI) (2:36)

**Goodbye—Here's a side which delivers the thrilling touch which never loses a true love. Woods offers a narrative in the middle. (Matchless, BMI) (2:19)

**THE MIRRORS**

**Blue Moon—ATLANTIC 2074** — The trio, some of whom were once known as the Cheer, has the original version of "Blue Moon" some years back, now turns out a mellow and smooth to make it sound much like the "Blue Moon" in their arrangement. (Kobolt, ASCAP) (2:21)

**MODERATE SALES POTENTIAL**

**FRANKIE SANDS**

**Want Your Love—PROTESTONE 321** — Lunch menu comes with a telling plea to her love and then song of his memories of the past when he and his girl were one. (Protestone, ASCAP) (2:15)

**Stay Ding Dong Bone — Proctor novelty is sold with some grace by the charmer over snuggy support. (Proctor, ASCAP) (2:10)

**RALPH MERCER**

**I'll Take the Name—C.N. No. 4299** — Bring in a woman with feeling over thin support. (Rips, BMI) (1:40)

**Be Sure—"Make sure your love belongs to you" advises the charmer in this touching performance. (Rios, BMI) (2:30)

**THE TWO MOREWS**

**Fool Song—TREES 905** — Infectious tempo marks this beauty melody with delightfully new work by the Morews. (1:35)

**Twinkle Twinkle—Bright chirping by girl on snappy four bars melody, with solo chorus on hooking (Wing Ding, BMI) (3:30)

**THE CASTLE SISTERS**

**Dream On—MUSICMART 427** — A slow rocking beat, the girl turns not a note of the song. "I'm sorry my love is lost". Main vocal group helps out. (M. H. Cotton, ASCAP) (2:15)

**Light of Love—A Latinized rocker is sung for Four flavor's for the sister act, again with male group support. (Southern, ASCAP) (1:35)

**JONI GORDON**

**I'm Not That Woman—ALTON 359** — Throb over in a vivid interpretation of Brenda Lee's "I'm Not That Woman," on a bouncy rhythm-swing. (Shadlow, BMI) (2:39)

**In Between—Forlorn longing on superior paced rock ballad. (Droron-Darling, BMI) (2:18)

**LOYD BEES**

**Cox 1 Help—B-CORAL 6227** — A lawn party brother ballad, features the love theme in a fairly lift title, handled by strings and whistles. (Pearl, BMI) (2:35)

**Penny in Motion—A medium-paced rocker in which the cut describes his girl friend. (Mateline, BMI) (1:57)

**JAMIE VAN LOAN**


**Ask — Emotional delivery by the charmer and change on an attractive rock ballad. (Dunaim, ASCAP) (2:18)

**ARLIND MILLER**

**Lou Ann—LUCKY 497** — A snappy talking machine type by Miller with guitar figure. Nice support, however, three repetitions. (2:30)

**You're the Sweetest Girl—Reverses is a Latin-oriented ballad with country overtones. (2:30)

**JOHNNY FOLKTON**

**Two Girls I'll Never Love Again—DAVCO 5789** — Joined by the Starlites. (Continued on page 39)
DeWiH

De Witt Records, Inc. Herkimer, N.Y. 5

ATTENTION
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 pirating and copying is...
4-Week 1960 Sales
Melt Summer Slump

The following seventh period report analyzing national trends of record sales in retail stores, as prepared by The Record every four weeks under the supervision of the New York University School of Retailing. The complete confidential report, issued only to subscribers of this service, also provide competitive figures by label broken down by speed, price, mono, stereo, etc. The reports are compiled from diaries of actual cash register sales made by scientifically selected, rotating sample of record dealers across the nation.

In addition, the perception albums, of the type started by Enrich Light on the Command label, continued to sell at a considerable rate during the summer. These special summer discount sets also inspired a whole batch of knockoffs from many of which also garnered sales.

Another factor that was the tremendous success of the special summer discount plans offered to dealers— and many passed along to consumers—resulted in another start of the summer. Many of these plans included the release of strong new albums and LPs by some of the top artists. In fact, in previous seasons, manufacturers often hold off their hit products until the hot selling period.

Also important is the increased sales of LPs in July was the significant jump in classical LP sales, both stereo and mono. In the classical field as well as the pop field there were hot LPs, one of them being the new Van Cliburn recording of the Schumann Piano Concerto. There was also a big run on Maria Lanza wavings, as well as others.

And sales of low price stereo albums at $2.98 list, also underwent a big sales jump in this period of the season. Records and Camden Records are on an all-time low price surge.

Perhaps the most factor that helped the great jump in summer record sales was the increased sales of albums during 1960. According to the latest report of the EIA (see separate story in this issue) phone sales for 1960 are running 21.5 per cent better for the first six months of 1960 than they did for the first six months of 1959. These figures indicate that 330,000 more phones have been sold so far this year than last, and most of them were stereo machines.

In actual figures, sales of all records during the June 20 thru July 16 period sold via retail stores totaled 10,800,000 units. In the Easter period, retail sales only came to about 10,400,000 units. Of these July sales, LPs totaled 9,200,000 units, and singles sold 1,600,000 units. In the prior four-week period, from May 23 thru June 16, unit sales were 9,400,000 units, of which 3,500,000 were LPs and 6,100,000 singles.

In previous summers, 1959 and 1958, record sales in stores were much less. Unit sales in stores for the June 20 thru July 16 period sold via retail stores totaled 10,800,000 units. In the Easter period, retail sales only came to about 10,400,000 units. Of these July sales, LPs totaled 9,200,000 units, and singles sold 1,600,000 units. In the prior four-week period, from May 23 thru June 16, unit sales were 9,400,000 units, of which 3,500,000 were LPs and 6,100,000 singles.

In percentage figures the increase in units sold via retail stores is even more startling, especially when it is remembered that the summer is usually a slump season for records. The increase in unit sales for the period June 20 thru July 16, compared to the same period in 1959, was 17.3 per cent. The increase in singles came to 18 per cent, and the increase in LP sales came to 105.3 per cent.

RCA Victor for the past seven years. In addition to helping the distribution operation, he will serve as an advertising and personnel consultant in planning new developmental deals. Although he similarly counsels RCA Victor's product manager, L. Foster, Jack Spencer will offer his distrib in initial cataloaging of packaging, numbering 25 packages, embracing everything from folk organ recordings to the top albums of hymns and spirituals. Spence Capital is a job for one. His dis trib operations came under the wing of Bud Schuster, Capital Records Distributing Corporation's president. The firm has been mapping its entry into this growing field since the first of the year.

Chi Distribs

Continued from page 6

cutting into the sales of indie distributor resident

Local distributors claim that the Duchess, aside from writing business on the Duchess label, also sells films to Satellite Distributors, Indianapolis, a firm owned by the Herman brothers, who bought Diana five months ago.

Record distributors, meanwhile, point out that the business done by one-end is substantial. In the Florida area, where all distributors headquartered in Miami, an estimated 70 to 80 per cent of the singles business goes thru one-end.

In Detroit, distributors who have threatened reprisals upon one-end, say they would open a one-end of their own, with that 60 to 70 per cent of the singles business goes thru one-end. Take the case of the single "He Needs Love," which Liederman's three one-ends do from 40 to 60 per cent of the business.

Distributors contend that with the diminution of the display, the single has become virtually impossible to give an extra functional discount of 5 to 10 per cent and continuing to promote records thru direct mail and d-j contact, etc. They point out that when they deduct the functional discount and the cost of direct mail Direct d-j promotions thru their gross, they have less than 60 per cent of the able, as they claim does nothing to stimulate air play, are very important today in the making of a hit.

SORD Prexy

Continued from page 6

20 per cent of the regular retail record dealers, will you please ex plain to me how you have setting up of 75 more dealers in a given small area could possibly help the remaining 80 per cent of the dealers. It seems to me that RCA's whole merchandising scheme is not to help strengthen the retail record dealer, who is equipped to sell as a job well, but to further weaken him.

"The answer to discounting is making the display a vital element to record clubs is not more clubs, but the displaying of more and more records. Would it not serve you and the retail record dealer to promote the display of the record business back into the retail record store? Records are necessary to get more disc record dealers to the retail record dealers' stores?"
**Familiar Tunes on Hot 100**

**Continued from page 1**

The week is Ricky Nelson’s “Yes Sir, That’s My Baby,” Don McLean’s “Whipped Cream and Fruit Salad,” and The Beatles’ “I Want to Hold Your Hand.”

More cover versions are hitting big at this time, with M-G-M putting the cover on “I’ve Been Loving You Too Long” by Elvis Presley, and Decca putting “I’m Gonna Work It Out” on by the Everly Brothers. Billboard has also released a cover of “The Best of Times” by Billie Joe Armstrong of Green Day.

**Views of Reviews and New Pop Records**

**Continued from page 29**

**Rhythm & Blues**

**Bobby Vee**

“Ain’t That Just Like a Woman”

**Bo Diddley**

“Say It Loud, I’m Black and Proud”

**The O’Jays**

“Love Train”

**JULY 8**

“Checkered Past”

**August 22, 1960**

The Billboard Music Popularity Charts... POP RECORDS

**IMMEDIATE SALES POTENTIAL**

**MODERATE SALES POTENTIAL**

**Lavish Spark Makes Emboss Glow**

Two groups now to The ivy tree with its own world (in Chicago and New York), the Park Avenue Apartments via (Argo) and personal appearances, has both a sound and a flavor, somewhat in the Ahmad Jamal-Modern Jazz Quartet tradition. But this is no copy of the old gang, as the Lewis Trio is making its mark as the first jazz group to get into the Top 10. Instead, the Lewis threeome strike a middle ground of easy, musical jazz that combines its own sound with Lewis’ solid instrumentation and catchy harmonies.

**Country & Western**

**Together Again**

Judy & Simon, Demo. Vee (RCA 71217) - “Together Again” is this week’s #1 country record. It features Judy’s sweet voice and Simon’s guitar work, capturing the essence of a loving couple.

**International**

**A Summer Song**

Fiesta TLP 77 - “A Summer Song” by The Beach Boys is this week’s #1 international hit. This feel-good, summery tune has been a favorite among listeners around the world.

**Jazz**

**The New Scene of Laura**

Frankie Williams, New Jazz 8227 - “Laura” by the great trumpeter Frank Sinatra has climbed to the top, capturing its classic sound in a new arrangement.

**MODERATE SALES POTENTIAL**

**CHILDREN’S 3**

**The Original Soundtrack from “Sunny”**

**STERLING$$**

**THE BALLAD OF BLANCHE DIXON**

**A SURE BET**

**LITTLE**

“GOIN’”

**TOMMY**

“CHICKEN”

**JIMMY CLINTON**

(NEW INTERNATIONAL SMASH)
Mabaffey, returned to Springfield, Mass., over the weekend for work in California on business.

Marie Wilson, of Hubert Long's publicity staff, was in a Pennsylvania town last week to promote George Morgan's "Where the Smoke Gets to," which also has been released in Canada. She accompanied George Hamilton IV's "Before This Day Ends." Marie had a part in the filming of the pictures.

Connie Hall returned to Cincinnati Sunday after completing a Texas tour with Ernest Tubbs and His Texas Troubadours. Monday (22) to rejoin the Tubbs group for a trek thru the Southwest and Midwest. . . . Saturday, while working in Indianapolis, Don Pierce stops off in Cincinnati Monday (23) for a visit to the King Records plant where Starlight LP's and EP's are being pressed. Starlight's management announced Starlight Music Spectacular for May 9, at the Western, and says that packages and goods packages has been so successful, Pierce says that the show has been extended thru September.

James (Cap) Ramsey, for- merly with Don Pierce, has taken over the production of Tom Morgan's "Jamboree Show thru Ohio and neighboring states. . . . Pledge Records, has signed an agreement with the Producers of the "Mighty5," to have it released in June, says the contract also includes "Let's Make Love." Ramone, boss of Pledge and M. C. A., promised new material and songs soon, that the 15-year-old star will use them. Secondly a "Don't Leave Me Lonely," "Which" and "I'm a Road Runner."-221, Chicago, and the Tornadoes of August, Ga.

Still working on the usual recording pace by Pledge records, Fagan Brothers of August, Ga.

Stonewall Jackson, Marvin Rainwater and the Western Playboys have been on tour in California with Ballroom, Grand Rapids, Mich., following their appearance at the American Giant in Chicago, August 13. Pat Floyd, feva c.w., gets another mountain show, and her Country Rhythm Boys are regulars at Berdell, Don Holly, Roots and Ginger Hall of Vancouver, B.C., and Geof Emery also are on the same dates. . . . Wilson shows her mates at the Music Club, Flagstaff, Ariz. August 26-27, and follows to Phoenix, Ariz., August 28. Then working May 9 in Texas for the Royal label of Oklahoma City. Tunes are "Twenty Cigars," by Mel Tolis, and "I Hurry to Music," by Billy Guitar. The tunes are not mentioned but to build a bond around Phillips.

Stoney Cooper, Wima Lee and Jimmy Martin have just returned from recording an extended tour of fair dates for the Georgia Country Music Foundation. Wheeling, W. Va., join Ray Price and the Western Playboys in September for a tour of the Pacific Northwest states. The York State set by the Johnson firm. Also currently making the fair rounds, the Johnson office are Grandpa Jones, with whom Jimmy Martin and the Sunny Mountain Boys, Mike Harris and Lynn Gibson, and Jimmy Martin and the Sunny Mountain Boys is in California last week to promote George Morgan's "Who's Got the Whiskey," which also has been released in Canada. She accompanied George Hamilton IV's "Before This Day Ends." Marie had a part in the filming of the pictures.

For those interested in the May 29-30 national convention of the American Guild of Musical Artists, Washington, D.C., the AGMA is planning the following events: . . . A. Jan. 30, 1960, there will be an open forum on the subject of the "Music Business Today." . . . On Sunday, May 30, the convention will feature a "Music Business Symposium," with speakers on various aspects of the music business, including the recording industry, radio, television, and the concert business.

A special feature of the convention will be a "Music Business Roundtable," with experienced business professionals from different areas of the music industry discussing current trends and strategies in the field.

In addition to the educational sessions, the AGMA will host a series of social events, including a gala dinner and a networking reception. These events will provide opportunities for attendees to connect with industry leaders and build valuable professional relationships.

The AGMA convention is an important event for anyone involved in the music business, offering valuable insights and networking opportunities. Whether you're a musician, a record label executive, or a music industry professional, the AGMA convention is a must-attend event.

To register for the AGMA convention or to learn more about the events and speakers, visit the AGMA website or contact the organization directly.
New York — Financial difficulties have hit the newly opened Freedomland USA, a $200 million amusement park that includes a drop in the stock's quotation. Rumors are rife of high overhead costs. Rumors are that President Ted Raynor and Project Director Dick Hanover have formed an organization and that William Zeckendorf, one of New York's largest owners, is expected to be a major investor in the venture.

Rumors further that the management team members have been brought in for consultation by Stephen Levy, associated with the Zeckendorf organization. Raynor is president, Ted Raynor is president, and Dick Hanover is managing director.

The space is open now. It is a thoroughly modern building with the highest standards of safety, and it is expected to be a major attraction to the public.

The park is divided into several sections, each with its own theme. The most popular section is the Fantasyland, which features a variety of rides and attractions. The park also includes a variety of shops and restaurants.

The park has been criticized for its high prices, but it is expected to be a major success.

On the midway, the Reitherאנשים were well received by the public and fair officials, who said that the 1961 construction of the Reithersons Jr. attendance of the week exceeded 85,000, according to Dick Eichholtz, president and manager. A partner of Guernsey bulge buffalo beef, which was sold by the challenge to reproduce the

Ozark Empire Fair
Hurt by Tight $$$

The Ozark Empire Fair under the helm of veteran Secretary-Manager Glen Boyd, ran into a tight money situation, but attended by the Ozark Empire Fair was slightly ahead of last year.

At the gate the fair was a fair, but at the gate turnouts and gate receipts were down and most sales were of the race variety, with the reserve seat tickets left in the box-office rack.

This year, for the first time, the Ozark Empire Fair operated under the guidance of the Ozark Empire Fair, which was 45 miles away from the fair's location.

The Ozark Empire Fair was a success, with a variety of attractions in the grandstand. The Ozark Empire Fair show was presented by the J-Bar-H Rodeo, produced

III. State Fair Mark ’59
Gate Mark: Midway Wins $$

A country and western program, in the following night, with box seats at $1.50 and reserved seats at $1.25, drew 6,000 persons for a gross of $60,000. The bill consisted of the Ozark Empire Fair, Ray Price, Carl Butler, Patsy Cline, the Ozarks, and the Ozarks. The Ozarks' single day's show went over in the fair's history.

Midway business for the Ozarks was outstanding, with each of the Ozarks' first seven days providing a good performance. The Ozarks' gross was $21,000, but in the same attendance pace as last year. The count of single paid admissions was 1,000,000, the Ozarks' $200,000, and the Ozarks' $100,000. Also was virtually even with last year.

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Carnival to Replace Park Zone
At Next Year's Wis. State Fair

Dates Moved Up to a Week, Aug. 11-20:
Eliminate Buildings, Fun on the Farm

MILWAUKEE—The 1961 edition of the Wisconsin State Fair, which will present a number of major changes finalized at a meeting of the executive committee of the Department of Agriculture and which was convened by William (Bill) Masterson, general manager, will offer a major change in the attraction program which will be the elimination of those buildings and rides that are located on the fairgrounds and its replacement with an organized carnival, for which the pavilions are now being conducted.

Also to be eliminated is the independent midway, Fun on the Farm, a collection of rented tents and stands which has operated for a number of years during fair week. And further, two old buildings, the cattle barn and the fur building, will be razed. The old fur building, which has been used to house small sales, general merchandise, and the like, will be torn down during the fair and the larger of the two buildings is horse barn is under canvas this year.

At the end of the midway, Fun on the Farm, is a line of big buildings which were bargained for a number of years during fair week. These buildings were torn down after the fair week.

Longview, Tex., Fair Expands Grounds

LONGVIEW, Tex.—The purchase of a 60-acre tract by the Longview Jaycees for a new fairground has more than doubled the size of the existing fairgrounds and will allow for the construction of an additional 1,000 new exhibits.

The Jaycees, sponsor of the annual exhibition and livestock show, have purchased the tract with an extension to the midway and additional buildings which will be added to the existing fairgrounds. The new fairgrounds will include a state exhibit to operate entertainment facilities and concessions.

Hall Modernization Keeps
Atlantic City Among Top 3

ATLANTIC CITY—The $500,000 Convention Hall modernization project, scheduled to be completed this year, will keep Atlantic City in its position of getting the third largest volume of convention business in the U.S., according to Stanley Cohen, president of the Atlantic City Convention Bureau. This was reported by Cohen to the Atlantic City Convention Bureau, a leading figure in the hospitality industry, after a number of new improvements made Convention Hall one of the most modern convention facilities in the country. Cohen said that the convention bureau is scheduled to make meetings and trade shows in the hall.

Skeen, accompanied by Wayne Skeen, president of the Convention Bureau, said the hall will now be able to accommodate 5,000 people, which is a significant increase from the previous capacity of about 1,500. The new improvements include a new mezzanine level, better lighting, and improved acoustics. The improvements will also allow the hall to host larger events, such as conventions and trade shows.

Skeen also noted the improvements in the mezzanine level, which will provide a more spacious area for attendees. He also mentioned the improvements in the stage area, which will allow for better acoustics and lighting. Skeen said that these improvements will help keep Atlantic City competitive in the convention business.

LOUIS ANGELES—Shrine SHINES
POLLACK RETURN

LOUIS ANGELES—Polack Bros. has returned to Los Angeles under Shrine auspices. The show is being at Shrine Auditorium September 20-21. Promoter Sam N. Cowan, who had charge of Polack Bros. in Chicago from the 1910s until 1919, will manage the show in Los Angeles. This is the first Shrine circus to play California in several years.

Ionia Fair
Ends Up With Record Day

IONIA, Mich.—The Ionia Free Fair, which closed for the year on Saturday (13), wound up with one of the best days in recent years, according to Allfan Williams, manager announced.

The weather was ideal on the final day which helped swell the crowd to an estimated 7,500 people and at one time State Police were forced to turn back the crowd. Despite this, there were no problems and the fair was closed at 11 p.m. The fair has been a major event in the history of the county, with an attendance of about 50,000 people throughout the year.

Ionia is one of the largest small towns in the state, with a population of over 5,000 people. The fair is a major event in the town's calendar, attracting people from all over the state.

Detroit Business
Good for Citroen

DETOIT—Citroen Bros. Cir-
cus played to surprisingly good business for most of its run at the Northway Shopping Center here. The circus was either on a critical stand for this show and it came out okay.

A surprise was that big crowds were reported on most after-
noon and night. This was ex-
plained by the fact that the circus
was closed down for model change over and the employees, while idle, still had to pay for all after noon and evening.

Show opened Saturday (13) with three-quarter and half house, Sun-
day (14) had a three-quarter after-
noon and a light 5 p.m. effort. On Monday the circus made a splendid run along Woodward Avenue.

Detroit Business
Good for Citroen

DETOIT—Clyde Beauty Show was in Detroit for two days but its business was reported as very poor. The show had advertised a 99-cent ticket’s child’s admission. The circus used some wait ails.

Tom Parker booked and pro-
duced the show for the last
week, and he said he was pleased with the business. The manager learned the show was off the nut by Thursday.

The Citroen Family added its riding act to the program here. Also added were the Tennessee Show, the Sesqui-ctennial, and the Rusty Riders.

Beaty Cole Gets
Crowds in Indiana

MARION, Ind.—Clyde Beaty & Cole Bros. Circus has become a success in recent stands. A big crowd jammed the circus Saturday (13), where the circus pulled two full houses.

Clyde Beaty's circus was only fair in Canada. Michigan dates followed and two days in Detroit were not good. The last show reported 1,000 in the afternoon and a capacity at night, with Kissam auspices.

The big South Bend business came as a surprise for a Saturday. Jaycees sponsored it. Rochester, some of the Cole Bros.-Clyde Beaty Circus, was the Sunday stand for the new Clyde Beauty & Cole Bros. Circus.

John Rudisill
Dies, Managed
Fair in York

YORK, Pa.—York State Fair, closed in December, has lost one of its second general manager in two years with the death of John M. Rudisill. He had been with the fair in February of last year fol-
lowing the death of Harry L. Lewis, and was instrumental in the successful operation of the fair.

Rudisill’s association with the fair covered a span of 16 years, supervising the livestock department all the while. The 1961 fair was his 47th year in the livestock business and he had been a patient four weeks at York Hospital.

A resident of nearby Sewell Val-
es, he was Springfield Township police for 31 years, vice-president of the People’s Bank of Glen Rock, and in 1926 founded the Rudisill Agency, M. M. Rudisill and Sons.

He was a member of Freres-
cal Lutheran Church near Seven Valley, also Rock Lions Club, Zembo Temple, Harrigans Bridge, Knights of Pythias, Philadel-
phia, and various other fraternal
and volunteer fire corps.

Services were conducted at the George Funeral Home, Glen Rock, with Rev. A. R. Schock officiating, and with interment in Mount Prospect Cemetery.

Charlie Nash
Passes at 73; Managed
ESE

SPRINGFIELD, Mass.—Charles A. Nash, who attended prominence as one of the most outstanding figures in the fair business in the Midwest and the East, died at his home here Thursday (11). He was 71 years old, and had been ill for the past five years.

Nash was one of the founding managers of the Eastern States Ex-
position, which he helped to start in 1911. He was succeeded by the current manager, Jack Reynolds.

Nash was in the fair business, serving the Iowa State Fair as general manager from 1926 to 1929. His career in the fair business was cut short when he died at the age of 73.
TALENT ON THE ROAD

Boone Sets More Names For Milwaukee Fair Bill

When Pat Boone takes over the night grandstand show the final five weeks of the 49th season of the Milwaukee Fair Bill in the different name star, most of them from the record field, on each of the evenings. Pat will be joined by studio announcer Jack Crebbin, 26th, his father-in-law, Red Foley; Brenda Lee on the 57th, and Bobby Rydell on the next evening, the fair's finale. Notebilities will be purchased on the schedule, topped by Boone. The foot-juggling Stankes have been added to the bill for the cha-cha and body-rolling. Three Stooges, and Dean Martin, Frank Sinatra, and Jerry Vale will be highlights in the week of June 30.

Weather Cuts Middletown's Gate by 18%

MIDDLETOWN, N.Y. — The weather this week was so poor it cut about 18% aboard the steel trap and the vast majority of the trios and tricks were not performed. The fair weather on Saturday was a bit better but still not as good as the company had expected.

All-Iowa Fair Races Ahead Of '59 at Gate, Midway

CEDAR RAPIDS, Ia.—The All-Iowa Fair was racing well ahead of its last year's start. It opened in mid-May and was racing a week and up to Friday had only one day of steady rain. The fair promises to have three big days of its eight-day run yet to go. Manager Andy Hanes was pleased with the season.

All segments—attendances grandstand, midway, and tent companies—were down at least 10%.

Newark's Nosh's Acres showmen pointed out, and despised, the weather as the only reason for the steady rain in the grandstand, the rain in the midway, and the rain in the tent.

Junior Schaefer of Jasper County, Jr., who is the midway manager, said it had been a midsummer and that the weekend were well ahead of last year's grosses when a new record were rolled in.

Philadelphia Mayor Okays Site for Fair

PHILADELPHIA—The mayor here has approved a 375-acre tract for the site of a new automobile raceway in the northeast section of the city for a new state automobile racing fair for 1960.

The mayor told Recreation Commissioner Robert W. Crawford to proceed with detailed negotiations with the landowners for the purchase of the 375-acre tract at the midway to the city. The mayor said he would proceed with active negotiations on the tract, which will be used to build a new stadium.

The mayor told Crawford to re-quest the state's approval to conduct a title search on the tract which runs east from Route 9 to the river, and to draw up a tentative plan showing how the tract can be used as a site for the raceway.

It is understood that the lower portion of the tract near the river, will be used for the amusement park, and the upper portion will be incorporated in the park, which has been tentatively titled "Philadelphia Fair."
Detroit's Cobo Hall Opens; Announces Several Fall Shows

DETROIT—The first show to occupy the new Cobo Hall opened September 15 (the Floris’ Telegraph Drama Association launched its national convention and trade show for four days. This was scheduled to close just in time to allow changeover and setup for the national convention of the Veterans of Foreign Wars, opening Sunday (21) for a week.

Director Stephen F. Kish has booked the new car model show for Chevrolet to open August 31 for 10 days. This is for dealers only and not open to the public. The Chevrolet show is the first of nine auto manufacturers’ shows scheduled for the building.

The structure is to be closed again the last of September to prepare for the October 15-23 Wisconsin Automobile Show, which will utilize all four major halls of the building. The Convention Arena is not scheduled for completion until March.

Disputes over concession contracts, which have provided some live fireworks for several weeks, generally simmered down to temporary peaceful solutions last week.

The catering contract, first awarded to L & L Concession Company, and then upset by the Detroit Common Council, was awarded by the Detroit Convention Company, was awarded last November to the Roumell Catering Company of Detroit, which is in action preparing for service the very next day in the hall. Even before the full vote, Roumell served several late lunch events in the area. This contract provides for complete operating service, including adequate audio-visual concession stand for the throngs expected to attend the Auto Show.

A separate 30-day contract for the Cobo Hall building was awarded by the council to Detroit Convention Service Company. This permit was granted after the Circuit Court injunction issued to prevent the city from awarding a similar lease company a five-year contract.

In a separate action, the court rejected the contract for the concession, granting previously by the Civic Center Commission, charged with operation of the hall, the Convention Service Company, headed by W. B. Brown, general manager of Bob-Lo Park.

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DIPSY DOG BATTER

Butler Starts Music Hall; City May Join

INDIANAPOLIS—Construction of a $3,500,000 music hall on the campus of Butler University is to get under way immediately. A general contract for the 2,300-seat center, named for the George A. Matheney Company of Indianapolis. The auditorium will be a memorial to the late Dr. H. H. A. Clowes, who has a research scientist with the city and is a part of the city's $7,000,000 already announced for the building, is to be done by the Clowes family. As architect in the planning of the building was offered by Major Charles H. Boswell, of Indianapolis, who believes that the music hall would serve the purposes contem- plated in the projected downtown civic auditorium.

Boswell further that the city could raise $750,000 to complete the Guardian which bears the construction. He explained that the money could be raised by the public through a ballot that the Indiana General Assembly enacted legislation including the depart- ment's head office.

The new building will be located at the east entrance to the Butler campus. Dr. Clowes served as chairman of the Indianapolis Symphony Society Board from 1937 to 1958.

SNOW BALL Ice Shaver

Williamsburg Plans Expansion Program

WILLIAMSBURG, Va.—Colonel Williamsburg, who is about to spend $3,000,000 on an expansion program that will have the effect of adding another 800 seats to the general theater has been announced.

A new recreation area including a year-round heated ice skating rink, and expansion of Williamsburg Bar and Williamsburg Lodge.

Fair Gate Up 5%, Stand 10% At Burlington

BURBANK, Calif.—The Burlington Hawkeye Fair closed its 6-day run here Friday (12) with a showing of 4,984,663 persons, a 10 per cent increase on grandstand business, according to Secretary Wally Rayer.

Fair closed with an overflow crowd of 4,230 at the final night's late model stock car races produced by the Emery and Lookin Steel Speedway. Jalopies and night har- ness races, staged the second of the show, showed a healthy increase. Only attraction to register a decrease was the right showing of the Toby and Sassy Cottingham act.

Imperial Shows raked big winnings and has been signed to return next year. The Bob Wight crew (8) an estimated 7,000 kids turned out, with the return of the night show, brought in $6,000. Another John Gallaher re- ported a 10 per cent increase in rides and show business.

A new cement retaining wall was installed on the track, and the grandstand, said Rayer of other improvements are planned for now and next season.

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AMUSEMENT PARK OPERATION

Gold Mine Train Ride Nearly Ready to Open at Knott Farm

THE CALICO GOLD Mine and mine train will go into operation at Knott's Berry Farm by Labor Day weekend, according to Bob Hur-both, who is in charge of the 150,000-acre property and attraction in partnership with Knott's. The mine is 250 feet long, 135 feet wide and six stories high. The 1,300 feet of track will handle four trains, each with five ore cars holding 10 adults. Admission will be $1.05 cents for adults and 25 cents for children with the eight-minute ride to be included in the price. The Knott’s complex will manage the miningvice profit unit. Featured will be an underground lake and a waterfall inside and outside, using 8,000,000 gallons of water daily. There will also be scenes, animated miner miniature and actual ore to be loaded on cars. The ride is being constructed in the Hur-both shop located to the north- east of Knott’s Berry Farm. The Mite-Gard, Miniature Train, Row Boats and track Auto Ride.

Niagara Trains In, Crowd Up; Rockaway to Parade Firemen

SIX TRACKLESS TRAINS from Allen Herschell Company are in operation at Niagara Falls, N. Y., this season by the Niagara Frontier Transit System. The park concession there reported for the nine days of August brought 280,000 visitors, up 30 per cent from last year’s corresponding time. . . . Grand Island, N. Y., is getting a new park car from Herschell Company and a new park has been inaug-urated at Chicago’s Lincoln Park the last Saturday in September 6 and the big 100th annual Long Island Volunteer Frie-mer was held at Uniondale, N. Y., the last Saturday in September to cancel its contract with concessionaries at Liberty Park. . . . An amusement at the Arcade at Fairyland Park, Kansas City, Mo., burned recently. . . . Pleasure Beach at Bridgeport, Conn., has designated Wednesdays as kiddie days and ride fare is half price, with audience participation contests twice a week, with prizes to be awarded.

Pavilion Shelters Rides; Trampoline Permits Delayed

FAIRYLAND PARK IN Chicago’s suburban Lincoln Park is building a pavilion in which there are a number of kiddie rides operating. The Kiddieland equipped the building with several overhead type doors that can be left open in the summer or closed in bad weather. Rides in the building can be operated regardless of summer rains. At Miller is general manager of the kiddie park . . . Center City, is to have a new go-kart raceway, of the amusement park variety aimed at youngsters. Owners H. G. Gabriel Jr. and Ernest Patton will open with six cars . . . Miller has plans for building a new car which will be a three-mile long track . . . The permits will not be issued until after the city council has had the opportunity to inspect the amusement park . . . The three other centers are already open . . . Steam instructors were given at Jardon Park pool in Wichita, Kan., this summer . . . Miller’s Parc, 55th St. and Broadway, will operate a trampoline park this summer . . . Cimarron City-Rest Concession is a new corporation in Nebraska . . . Treasure Island Park, Inc., is newly formed at Rochester, N. Y.

Indianapolis Park Pleased With Gate Charge Results

JOHN COLEMAN, HEAD OF Riverside Park, Indianapolis, is elated over the results of an important increase in admission policy at Riverside. The Hoefer funnel dropped free gate at the start of this season and inaugurated a $1.15 minimum charge, giving 25 cents worth of tickets for the required minimum. "The plan is very well received and has met with success," Coleman says. "It has increased our per capita yield, but more important, the public agrees in it is a good thing for them." Fill Hall, manager of Crystal Beach, Canadian funfair but who has lived and worked in Buffalo, is pleased over the big business in recent weeks. Earlier, Crystal Beach was hurting badly from unfavorable weather, but does not have the same problem as it has been. The Star Times has been behaving properly, Fill says, business has moved up to within 5 per cent of last year. That’s plenty fine, he adds, because 1959 was their best year.

WAKEFIELD, Mass.—With the greater part of the outdoor amusement area of Pleasure Island, the $4,000,000 family funspot here, have announced that the success of the new venture has far exceeded their most optimistic estimates. In the seven weeks since its opening last June, 13, the park has averaged an attendance of more than 50,000 weekly. This would have appeared to assure the success of the spot, since it means that more than 550,000 people have visited the park. This is at least 20,000 more than attended all season last year. Cred-ited for the success is the adoption of the one-pay admission-only policy with riders free all day.

The biggest profits come from the best rides

New Michigan Funsport Does Okay in Start

FRANKENMUTH, Mich.—Pine Ridge Amusement Park has been enjoying encouraging week-end business in its first season, but midsummer patronage so far has been below expectations. This was the spot opened four months south of this town which is to be followed by a "Frankenmuth" of family-style dances. Joe Huffman, a newcomer to show business, operates the park and three villages in its vicinity. A program of roadside adventures has helped to direct tourists and travelers to the site, and will probably remain a principal means of drawing business. Huffman is in the park operation by his daughter, Carole. The park currently has six rides, including a three-quarter mile train ride, a "Grand Island," a ferris wheel, and rides that are similar to those in Reid Parks. The park also has a miniature golf course and refreshment concession.

A full-length amusement court, one of the first in this part of the State, is being installed this week. Additions now planned include a horse and buggy ride thru the woods, and a track for bikes, or small motor cars. Huffman is also installing this week a "log" ride, and plans to have a small zoo, to include such domestic animals as dogs and geese, as an extra free attraction.

Slusky Plans To Sell Park

HOUSTON—Announcement was made here that Louis Slusky has sold the 36-acre park which he operated here for 20 years.

NEW MODERN AMUSEMENT EQUIPMENT

KIDDIE RIDE PARTS RENTALS MINIATURE TRAINS HOLLOW COASTERS COMES WHEELS MOUniversity"S COUGARS FERRY TRAINS "SHOOTING GALLERIES SHOOTING CONCESSION TRAIERS On SALE NOW

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CIRCUS ACTS WANTED

Circus Agents are wanted to handle acts. Acts should be 15 to 30 minutes in length and should include a variety of skills such as acrobatics, tightrope walking, and juggling. Interested parties should contact the agent at 555-1234 for more information.

CIRCUS MANAGEMENT

Looking for experienced circus managers to oversee operations in different locations. Must have at least 5 years of circus management experience. Salary negotiable based on experience.

CIRCUS ADVERTISING

We are seeking a full-time advertising manager to handle marketing and promotion for our upcoming circus tour. Must have a strong background in advertising and PR. Experience in the entertainment industry preferred.

CIRCUS EQUIPMENT

For Sale: Used circus equipment in good condition. Includes: 20 horses, 10 wagons, 5 tents, and 5 wagons. Located in Las Vegas, NV. Contact 555-9876 for details.

CIRCUS CONSTRUCTION

Professional circus construction company looking for workers to build and maintain circus tents, stages, and other structures. Experience in carpentry and tent construction preferred.

CIRCUS SUPPLIES

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We are seeking suppliers of circus supplies such as tents, wagons, and equipment. Must be able to deliver items within 48 hours of order placement.
FAIR-EXHIBITION MANAGEMENT

Square Dance Fest Chareted For ESE’s Theater-In-Round

WEST SPRINGFIELD, Mass.—A revived use of its Stormorton Music Theatre by Eastern States Exposition helped attract both square dance festival and modern band competition this fall. Last year the tent, used for musical productions during the summer, held the competition and was intended to appeal to different age groups and culture groups. There were a Latin dance troupe, comedy by Herb Schiff, and jazz saxophone concert.

This season Jack Reynolds is featuring a New England Square Dance Festival under canvas from Monday thru Friday evenings, September 15-19. There will be regional favorites dancing to professional callers, and no charge for admission. Performers will pay their own way.

On closing Sunday night (25) the tent will hold the Eastern Regional Dance Band Contest, designed to produce the best "new" band of the East. Included in the area are Ontario, Pennsylvania, New Jersey, New York and the six New England states. Nominal admission will be charged. A 441 Program will be held in the show tent on opening Saturday (17).

Texas State Features Will Mark 75th Birthday

DALLAS—The State Fair of Texas is planning three special features to dress up the fairgrounds and tie in with the 1960 Diamond Jubilee Exposition theme as the Fair celebrates its 75th anniversary. They are the "Jubilee Teelighttsch Chain Parade," and the "Lagoon Band Concerts." The Diamond Lagoon will be a glittering array of sparkling fountains and scenic lighting effects designed to make a nocturnal beauty spot out of the four-acre lagoon on the fairgrounds. The lagoon is bounded by the Dallas Museum of Fine Arts, the Dallas Museum of Natural History and the Dallas Arboretum.

The Jubilee Teelighttsch Parade will be a nightly event at 7 each evening at the 1960 Fair. It will be in three sections, each of which will depict one of the 25-year periods in the history of the Fair. It will be billed as "75 years with Big Tex" and "an illuminated panorama of the past 75 years, a colorful throbbing to the long historic parade of America’s yearperiode.

The Lagoon Band Concerts will be presented each day at twilight, featuring an outstanding military band yet to be announced. The free concerts will be presented in the Bandshell, which is adjacent to the Lagoon.

Kids’ Free Syracuse Tickets Can Be Clipped From Papers

SYRACUSE, N.Y.—Free tickets clipped from newspapers can be used for admission by children, on two big days of the New York State Fair. More than $100,000 of the free passes were placed out in June to students in public, private and parochial schools, but newspaper proprietors say by manager Harold L. Cacek that many children, being only human, probably lost or misplaced theirs.

The State’s editors are provided with a copy of the ticket which they can reproduce as a service to readers—and coincidentally as a publicity boost for the Fair. Fair gates will honor the ticket, and their clipped-out counterparts, on Friday, September 2nd (opening day) and Saturday (3).

Presents this year totaled $118,000. For the second time there will be departmental premium books rather than a centralized one which covers all facets of the Fair. Of the total, more than $35,000 is offered for the 1960 competition. In the cattle class 480 entries are expected to comprise the country’s largest exhibition of Herefords.

Goshen, Ind., Sells Plant

GOSHEN, Ind.—Sale of the Goshen fairgrounds to the Elkhart County Fair Board has been formally negotiated.

In ceremonies to front of the grandstand during the fair, Goshen Mayor Ray B. Mestick was presented a check for $55,000 by Robert Miller, Jr., of Elkhart, who, in turn, received the deed for the 50-acre fairgrounds.

Payment of the $60,000, the purchase price, was thus completed, a $5,000 increase over the purchase price made earlier this year. The city of Goshen has been considering the sale for years. But the necessary expenditure for the improvement of the land was adopted by the city council only recently.

Half of the $60,000 was raised by public subscription in a fund-raising campaign. The other $30,000 was obtained in two $15,000 loans from two banks.

Extensive improvements, the first of which will be in landscaping, are being planned. For this purpose, a Purdue University expert has already surveyed the fairgrounds, Miller said.

GIVE TO DAMON RUNYON CANCER FUND

HEMET FAIR, R.R. FANS SET EXCURSION

HEMET, Calif.—An old-fashioned excursion train will operate between Los Angeles and the Farmers’ Fair here on Saturday (28). First run, according to Bud Nelson, fair secretary-managing director.

Sponsored by the Mount Rubidoux Chapter of the Pacific Railroad Society of San Bernardino, the train will carry air-conditioned coaches, combination baggage and lounge car, refreshment car, open-door baggage car and open-end observation car.

The train will leave Los Angeles terminal at 9 a.m. and make stops at Pasadena, Pomona, Colton and Perris, arriving at the Fairgrounds sidetrack at 12:45 p.m. Depature time at the fair is 3:45 p.m., and Los Angeles arrival 7:10 p.m. Round trip fare (rounds ) is $7.50.

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CANCELLATION

OKLAHOMA RANCH WILD WEST RODEO

Due to policy change at Wilts State Fair the Permanent and Portable Amusement Park Rides must be removed after Labor Day.

All rides can be seen in operation from now through Labor Day at Wisconsin State Fairgrounds.

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ROLLER RUMBLINGS

by AL SCHNEIDER

CAPITALIZING on the innate effectivness of outlawing all skating rinks, says Carl C. Johnson, owner of the three in Slakeland, whose huge skating arena can easily pinch the competition from many sources in recent years. Television, low-priced movie entertainment, an ice show put on, as the Greysound rhythm, night sports, etc., were all taking their toll of Slakeland's potential market. Instead of simply ringing against such conditions, however, Johnson went out and "did something about it." His most important step so far has been to make his South Broadway Skateland a "headquarters," the three of Denver's highest high schools, West High, North High, and South High, visiting each, he contacted student leaders and suggested that each school have a roller skating club, with the Skate-
CARNIVAL ROUTES

* Continued from page 52 *


DraJe, No. 1: *John M. Kiley; (Fair) Greenup, Ill.; (Fair) Marion 30-Oct. 5.

Draje, No. 2: *Mary Lloyd; (Fair) Royal Center, Ind., 24-27; (Fair) Le Roy, Ill., 30-Oct. 5.

Drew, James H.: *Jimmy Drew; (Fair) Johnson City, Tenn., 24-27; (Fair) Graford 29-Oct. 5.


Eno- board: Rockford, Ill., 22-28; Muncie, Ind., Sept. 3-4.

Evans United: (Fair) Grand Island, Neb., 23-26; (Fair) Winfield, Kan., 30-Sep. 2.


Farrow Am. Co.: *Clarence Wall- ter, (Fair) Milan, Ill.; (Fair) Elkford 29-Oct. 5.

Fiesta: *Betoli, Kent., 22-24; Clay Centre 25-Oct. 5.

Florida Events: *C. J. Quailey Kiel- ball, Nebr.; Bridgeport, Sept. 2-5.

Foley & Rook Combs: *P. H. Har- vey; Stockton, Calif.

Frank's Rides: New Kensington, Pa., 29-Sep. 31.

Franklin, Dean: *Ray Barton; Fal- mont, Mont., 28-30; Mars Hill, Wis., 29-Sep. 31.


Funfair (Fair) Marshall, Mo.: (Fair) Marshall Fes. 30-Oct. 5.

G. R. B: *Ralph Bonne (Fair) Gonceau, W. Va.


Garden State: *Helm Roberts; Mid- deltown, Pa.

Gentry, Mrs.: *White Star, Va.; Vic- toria 29-Sep. 31.

Gentney: *Ray Castle New Albany, Miss.

Georgia Am. Co.: *Horace Wil- liams; (Fair) Blue Ridge, Ga.; (Fair) Ellijay 29-Sep. 3.

Green, W. R.: *Mrs. Lucy Beaufort; (Fair) Spencer, Ind.; Goldsmith 29-Sep. 3.

Green, W. R., No. 2: *Flower Benef- fields; (Fair) Raleigh, N.C.; (Fair) Greenville 23-Sep. 5.

Griswold: *Jim Smith; (Fair) Warren, Vt.; (Fair) Keene 28-Sep. 5.

Hale, Louis.: (Fair) Warrensburg, Mo., 22-24; (Fair) Columbus 25-27; (Fair) Foley 28-Sep. 5.

Hale, Miss.: (Fair) L. H. Ebert; (Fair) Greenville, O.

Hammond, Mrs.: *Mrs. J. A. Hoard; (Fair) Carbondale, Ill., 28-30; (Fair) Defiance 29-Sep. 5.

Hanover: *John Hooper; (Fair) Utica, N. Y., 20-22; (Fair) Norwich 23-Sep. 5.

Hart, Mr. & Mrs. J. B.: *Mrs. M. Hooper; (Fair) Tullahoma, Tenn., 28-30; (Fair) Bremen 9 Oct., 1-3.

Hartsock, Mr. & Mrs.: *Bill Stevens; (Fair) Favorite, Ky.; (Fair) Florence, Ky., 24-28; (Fair) Florence 28-Sep. 5.

Hartson: *Jim Chapman; (Fair) Stockton, Kan.; (Fair) Coffeyville 28-Sep. 5.

Hayday: *Ray Story; (Fair) Marshall, Mich.; (Fair) Traverse City 29-Sep. 5.

Hartsock: *Ray Hartsock, Wyom- ing, 23-27.

Heart of Am.: *Mrs. K. Com- mon; (Fair) Fairlawn, Kans.; (Fair) Liberal, Kans., 24-28; (Fair) Salina 29-Sep. 5.

Hite, Boff, No. 1: *F. R. Bailey; (Fair) Anna, Ill.; (Fair) Maplewood, St. Louis, Mo., 29-Sep. 5.

Hite, Boff, No. 2: *Mrs. A. B. Brook- e, (Fair) Forest, Ill.; (Fair) Valley Park, Mo., 29-30, Sept. 5.

Hunt Am. Co.: *Fair Huntington, Tenn.; (Fair) Clarksville 29-Sep. 5.

Illinois Valley Rides: (Fair) Vir- ginia, Ill., 24-27.

Imperial: *Andrew L. Davies (Fair) Augusta, Ga.; (Fair) Stoneboro, 29-Oct. 5-31-Oct. 5; (Fair) Mentor 2-Sep. 5-25-Oct. 5.

Inland Empire: Missoula, Mont., 24-27; (Fair) Hamilton, 1-Oct. 5.


Johnson's United, No. 2: *Fair Fay- ettville, Ga., 29-Sep. 3.

Kearney Am. Co.; *Chas. Graham; (Fair) Mendiore, Pa.

Kelley, Fred: *Loretta Smith; Bridge- port, Ill.

Kile, Floyd O.: (Fair) Philadelphia, Pa.; (Fair) Honesdale, 29-Sep. 3; (Fair) Union 22-25; (Fair) Rensville, N. Y., 22-25.

Kino, Rod: Am. Co.; *Jim Hooper; (Fair) Mandan, N. D., 28-30; (Fair) Atlanta 31-Sep. 3.

(Continued on page 60)

Best Hotel Value in DENVER

Right in the center of things in Denver. Genuine Western hospitality—500 pleasant, comfortable rooms and suites. Coffee Shop, Piano Room and Shirley Temple Bar. Church Street entrance. Rooms, good meals, facilities—roomy.

SHIRLEY-SAVOY
17th & W. at BROADWAY
Hotel

WRITE for details about our popular FAMILY RATE PLAN

Dallas HOTEL

HOTEL FIGUEROA (fig-ro-ah)

Mission 913, Los Angeles 8

Winfield, Cannon and Faller parking

Near Dodge Street with TV

Near Union Station

Ample Parking • Family Plan

FIGUEROA AND OLYMPIA BLDG.
LOS ANGELES, CALIFORNIA
CARNIVAL CONFAB

Carnival Kings
Redmond Medical Fair

KING REID remained the carnival king as he gave an excellent performance in Redmond Medical Fair. This veteran of the carnival field has been developing his carnivals for three decades, and now he is one of the top carnival kings in the country. Reid's fair was well organized and featured a wide variety of attractions, including rides, games, and food stands. The fair was a great success, drawing crowds from all over the region.

WESTERN EXECUTIVES

The Western Carnival Association held its annual meeting in Salt Lake City last week. The meeting was attended by carnival executives from across the western states. The group discussed industry issues and shared ideas for improving the carnival business. The meeting was a great success, and the executives left with new ideas and a sense of community.

RIDE OWNERS

Several of the top ride owners in the country attended the meeting. They included such well-known names as Louis Priddis, Carl Amrein, and Joe Hille. These ride owners are the backbone of the carnival industry, and their presence at the meeting was a testament to the strength of the business.

MARKETING STRATEGIES

The group discussed various marketing strategies for promoting carnivals. They agreed that social media is a powerful tool for attracting customers, and they pledged to increase their online presence.

FUTURE PLANS

The executives also discussed their plans for the upcoming carnival season. They agreed that they would focus on providing quality entertainment and a safe environment for their customers. They also pledged to continue their efforts to promote the carnival industry and to work together to overcome any challenges that may arise.

The Western Carnival Association meeting was a great success, and the executives left with a sense of optimism and commitment to the future of the carnival business.
SOL’S GREATER SHOWS

NOW BOOKING FOR THE LARGEST FAIR IN KENTUCKY
McCRACKEN COUNTY FAIR, PADUCAH, SEPTEMBER 3-10
RIDES—Roundup, Paratrooper, Scooter, Flying Coaster, Rock-a-Plane, Scrambler, Dark Ride. Will book set of kiddie rides for this spot only, must have four. Any major ride not conflicting.
SHOWS—All shows open, especially Girl Shows; contact immediately.
CONCESSIONS—Games of all kinds. Sell Ex on Bingos and Novelties. Cookhouse, Popcorn and Cotton Candy sold.
This week—Jollit, Ill., Italian Feast.—Open Wednesday, August 24; space still open, come in.
Contact c/o Western Union SOL ROSEFELD, Joliet, Ill.

Want for the best fairs in Texas, including West Texas Fair, Abilene, Tex., Sept. 12-17; Tri-State Fair, Amarillo, Sept. 19-24, and Panhandle South Plains Fair, Lubbock, Sept. 26-Oct. 1
SHOWS: Side Show or any high-class family-type Shows.
RIDES: Dodgem, Paratrooper or any Rides not conflicting.
CONCESSIONS: Legitimate Concessions of all kinds.
Contact GENE LEDEL, MGR., c/o Nicholson House or Fairgrounds, Paris, Tex., this week.

BEE’S OLD RELIABLE SHOWS, INC.
WANT TO JOIN AT ONCE FOR LARGE COUNTY FAIR, HODGENVILLE, KY.
AUG. 29-SEP. 3 AND FAIRS UNTIL NOV. 12.
RIDE HELP—Cow & Go-Round, Wagon, for A. P. Freeman.
CONCESSIONS: Diggers, Novelties, Custard, Ice Cream Scales, Hoop Skates of all kinds. Grab for balance of season starting Sept. 5 at Hodgenville, Ky. Fair; must have 1 man, 2 or 3 men operating.
SPECIAL OFFER: One Concessionaire, good cook, will be installed at this fair;
CONCESSIONS: Jewelry, French Fries, Photo, Pronto Pops, Ice Cream, Custard, Name on Hi-Strip Cars, Buckets, Lemon Soda, or any other non-conflicting Concessions. Meyn Allen needs A. I. Agents.
RIDES also use more Cotton, Pool, Roar-O-Plane or what have you. Call or wire W. T. BEE, Forenoon, Ky., Aug. 22; 26; Hector, Kansas, Aug. 29-31.

WILD LIFE FOR SALE

Hi: I am still looking for the following animals. If any one can help me, please write.

H. NELL ALBENGO
H. N. ALBENGO
316 W. Main St., Portland, Oregon

SUFFOLK COUNTY DAY & NIGHT FAIR
SEPTEMBER 14-15-16-17-18—ISLIP, LONG ISLAND, NEW YORK
HERE IT IS! THE FIRST IN MANY YEARS. THIS WILL BE A REAL GOOD ONE—DON'T MISS IT!
WANT—A few more Concessions such as—String Game, Ball Games, Bell Ringing, Crane Hook, Glass Pitch, Bear Pitch, Bird Pitch, Hoopla, Hoop Skates of all kinds or what have you?
SHOWS—Want 10-in-1 or what have you.
Want to book Scamblar Ride on percentage.
Concession trailers and concession tents for rent for this fair; reasonably priced.
MIKE PRUDENT, MGR. of Midway Suffolk County Fair
19 Brook St. Phone: Grover S-5015 Patchogue, L. I., N. Y.

COOKHOUSE, CRANE, & CRAB SHOWS

DAVE POMEROY, MGR.
565 S. 1st, Oklahoma City, Okla.

WANTS CONCESSIONS
For sale

WANTS CONCESSIONS
For sale

WANTS CONCESSIONS
For sale

WANTS CONCESSIONS
For sale

CAPITAL CITY SHOWS
WANT FOR GREENE COUNTY FAIR, GREENEVILLE, TENN.
Followed by Winder and Decorum, Go. Fairs until Nov. 5.
CONCESSIONS: Jewelry, Ball Games, Center Points, Long and Short Range, Novelties, Prize, Every-Time and Steek Concessions. No Flats or A. I. Agents. ADDRESS: SHOWS; Crane Hook, no Crab, Side Shows with own equipment. Good opening for Side Show. HELP: Can use more Cotton, Pool, Roar-O-Plane or what have you. Call or wire W. T. BEE, Forenoon, Ky., Aug. 22-26; Hector, Kansas, Aug. 29-31.

SMILEY’S AMUSEMENTS
WANT FOR CRAIN CO. FAIR, NEW CASTLE, V., AUG. 29-SEP. 3
Can use Bingo, Cookhouse, Crab, Ice Cream, Fast Foot, Custard and all other Concessions. ADDRESS: SHOWS; Can use family-type Shows. RIDE HELP: General Ride Help who drive. All replies to J. L. SMILEY, 232 N. 8th Ave., Abbotsbottom, Pa.

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For sale

WANTS CONCESSIONS
For sale
ATTENTION, CARNIVAL OPERATORS

Let me handle your moving troubles on weekends. Have available (10) new MACK RIDE R. Tractors, late Models 6516, with drivers and 19-ton tags. I buy for CASH, sell on CREDIT and will lease any major or Kiddie Ride, Tractor Van, Flat Beds or Semi Office Trailer. Want late model, clean, new advances-trailer small Kiddie Merry-Go-Round and cage-type Ferris Wheel. Also 10-cost sale Rally-type Rides, Horse, Bear or what have you! Call

V. R. FERGUSON, Owner

FOR SALE
12-CAR DODGE RIDE
Complete with sparse parts, motors, 2 Freusheuf trailers, 2 heavy duty tractors. A beautiful ride and all in first-class condition. Sold for price of $17,500.00. Ride can be seen on W. G. Wade Shows and will be available at Michigan State Fair, Detroit.

MOTOR STATE SHOWS
WANT FOR OUR SOUTHERN FAIRS

ATTENDANCE

INDEPENDENT SMALL COOKHOUSE.

CELEBRATION AND OCT. 8-10.
ELKINS, W. VA.
MAJOR RIDES
SHOWS - GAMES - FOOD CONCESSIONS

SEPTEMBER 12-17
WELLSVILLE, OHIO
FIREMEN'S CONVENTION
SHOWS - GAMES - FOOD CONCESSIONS

SEPT. 20-22
DOVER, OHIO
- SHOWS -
MAJOR RIDES

SEPT. 26-27
LA GRANGE, LA.
SHOWS - GAMES - DIRECT SALES - RIDES

SHOW NEWS

With five more Georgia-Florida Fairs to follow. Need Bingo, Penny Arcade starting Bourbon, Indiana.

DEGG E LER AMUSEMENT CO.

ROUTE 4, SHELBURNE, INDIANA, OR WIRE
MARION, OHIO, AUG. 20-26; BOURBON, I N D . , AUG. 30-SEPT. 3

MORRIS HANUM SHOWS

Fulton County Fair, McConnelsville, Pa., Aug. 29-Sept. 3; Juniata County Fair, Port Royal, Pa., Sept. 5-10.

CONCESSIONS: Custard, Popcorn, French Fries, all Food and Drinks open. Long and Short Range, Pitches, Ball Games, all other Hanky Panks and Alibis open.

All replies to
MORRIS HANUM, Fairgrounds, Huntingdon, Pa.

TOMONIUM
MARYLAND STATE FAIR (1960)
AUG. 29-SEPT. 10 - EXPECTED ATTENDANCE 300,000
SHOWS: Can place any family-type Shows with own equipment.
HELP: Experienced Ride Men who drive, on all rides. Countermen for Mack's Bingo.

JAMES H. DREW WORLD SHOWS, INC.
Scott County Fair, Oelwein, Iowa. Aug. 29 to Sept. 3; Fonworth County Fair, Jamestown, Tenn., Sept. 5 to 10, and a continuous run of first class Southern Fairs.
WANTED: Girl Show with wagon-type front. Must be in keeping with standard of this show and the route we play.
WANTED: Dark Ride for complete Southern fair circuit.
WANTED: Hanky Pans, Merchandise and Night Sales Concessions of all kinds, Arcade, Custode, Cookhouse, etc.
WANTED: Experidenced Ride Help and Semi-Trailer Drivers. This is a 20-show ride.
All address this week Washington County Fairgrounds, Johnson City, Tenn.

WANTED

James H. Drew World Shows, Inc.

WANTED

A-1 AMUSEMENTS
Can place for Fair, Georgetown, Ill., and long string of Fair and exhibitions, medium class. For details, contacts Carl T. Past, 413-17-41, Waco, Texas, or John Schuvel, Old S. 14-17-14, Los Angeles, Calif. or A-1 Amusements, 307 E. 26th, Indianapolis, Ind. 46202.

SUMMER SUNSET COMPANY
SUNSET AMUSEMENT COMPANY
SUNSET AMUSEMENT COMPANY
SUNSET AMUSEMENT COMPANY
SUNSET AMUSEMENT COMPANY

AUGUST 22, 1960

THE BILLBOARD

SHOW NEWS

55

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SUMMER SUNSET COMPANY
SUNSET AMUSEMENT COMPANY
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HOW-REIT CLICKS AT MIDDLETOWN

Fair Opener Good for Expanded Line-Up; Rainfall Slows Pace

MIDDLETOWN, N. Y. — An easy winner was chalked up by Joe Sensible of the Long Island Island County Fair. Sure behind a long-term contract, the Howard-Ridgway offer combination fielded 22 riding devices and more than 85 concessions, and there was ample room for even more units.

Opening weekend, Saturday and Sunday (6-7), saw several operators get off the nut, and the kids' day which followed provided additional merriment for others to clean their expense. Rain hit Wednesday (10) and Saturday (13) to slow down the proceedings, but earnings were outstanding last week.

Ben Weiss held down his key location with a crowd of 4,000. Jack B. Martin's Arcade was spotted near the fair entrance. On the back end were a Crane Car, Dave Root's Side Show, Al Hand's Girl Show, Al Corvin's Madison, Godfrey's Jungeland, and the Funhouse. The Midway was dotted with eating stands, with most juggling centering on Jimmy Ferenz's cookhouse.

Patients Entertained

On Tuesday (9) there were 1,142 patients of the State Hospital entertained at a matinee with refreshments. Following the staff for the day, opening fair for the unit managed by Big Al Howard, were Camille Howard and Mrs. Louis Scherer. Riders were three Ferris Wheels, Merry Go Round, Scrambler, Orbis, Young's pony, Helicopter, Tilt-Whip, Caterpillar Octopus, Rock-Ohne-Rock, and a nine-deck Kiddieland.

Along concession row were Billie Cooper, Paul Godfark, Morris Sitter, Joe Linnick, Jimmy Yetta, George Regan, Morris Brown, Harry Burke, Gube Allinger, John Black, Johnny Leonard, Ray Manning, Harry Gold, Chad Murphy, Jim Mecem, Jack Murphy, Bill Murphy, John Manning, Mrs. Zera and a host of others.

The show has the bulk of fairs around the New York metropolitan area, including 36 in Brooklyn, Elmington, N. J., Danbury, Conn., and Minisota, N. Y.

STEELIE'S AMUSEUM, INC.
Can place Concessions and
MINERAL POINT, WIS. FAIR & CENTENNIAL FAIR
LANSING, WIS., FAIR
Sept. 7-10
FORESTON, ILL. FAIR
Sept. 16 & 17
ROCKFORD, ILL. FAIR
Sept. 7th Annual Fall Festival Can use Direct Sales & Shows only

HOBART, IND. Sept. 17-19
I'c's HOME SHOW
Can use Concessions and Shows at this Good Ride Man. come on to LENNY FLETCHER Come Home on GOOD RIDE MAN AL or RAY STEELE

This week and then per route.

WRITE FOR FREE
EVANS SCORE CARD
Famous Blue Book Style A Thousand Ways to Some WARNING-ESS JOINT OPERATORS
The Evans Scoring System is the only one that scores to zero the very slowest ride for the very slowest score. This system is operated by the Evans Scoring Company whose name is on the back of every score card. This company has been in business since 1929 and has a department that is equipped to handle your orders.

PLASTER
16c, 30c and 50c Sizes
Don't overlook, coming down. Plaster Flood Plants and Bear Spindle, please note. Have any and all designs and colors, made here, not plastic, at $2.75 per dozen. Get ours or none in New Orleans only. Day or night.

PHILLIP'S STATUTORY NOVELTY CO.
2861 New Hammond Hwy.
Raton, N. M.
Phone Wabasso 1-1504
SANDY CREEK, N. Y. — Pay dirt has been struck by Page Combined Shows following the worst still-date season in its experience. General Manager Whitney observed, "This was the worst still-date season in our experience. Three fairs pulled out neatly, and with 13 more to go...

WANTED
Candy Corn and Pop Wagons, Straight Sales and Pitchmen, Amusements and Attractions, for ANNUAL Downtown Festival September 15, 16, 17, 1960
An event that attracts a quarter million people. Stores operate sidewalk sales, plus acts, rides and general carnival atmosphere. Concessions allotted by date of application.
Write
BOWTOWN MACHINES ASSOCIATION
Walden Hotel
Pontiac, Michigan

ROSS MANNING SHOWS

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BOWTOWN MACHINES ASSOCIATION
Walden Hotel
Pontiac, Michigan

ROSS MANNING SHOWS
Not ALWAYS the spot... Could be your GAME

Get the CONSISTENT MONEY WINNER OLD enough to be PROVEN YOUNG enough to get PLAY

NOW LOOK the only NEW Hanky Panky in years.
A HEAVY WINNER on FAST spots, the BEST on SLOW spots.

The straight HAIR, snippl, 24 space plays, original works. No worries, no blows, no expensive indications. Loss: Less than $10/Per. FULY GUARANTEED. May also be used as bumsper set on spindle if desired.

Price: $125.00
$25.00 deposit, balance plus charges C.O.D.

Litterpur instructions and GUARANTEE with both games. Five per cent on all sales plus 100% on all games played.

WANTED

Rides and Concessions—WANT you have? Average attendance 8,000 per day. Cell after 6:00 p.m. Franklin Cheaney, Deepwater, Mo.
Ph: Oxbo-2-6254 or write FRANKLIN CHANEY.
Pres. Deepwater Fair Board

16 TUB OCTOPOUS FOR SALE
Good mechanical condition, complete with flyboard, drive, and ten tubes. Can be seen in operation on www.ballyinc.com

WANT

HANKY PANK CONCESSIONS of all kinds for Big Fair Parties, Fairs, Shows, and Concessions.

TROY E. WILLIAMS, WILLIAMS AMUSEMENT CO.
Tuscaloosa, AL, this week

WILD MOUSE
By Schiff
Like new, portable, used one season.

Animal Forest Park York Beach, Maine
Phone: 174

WANTED

DROME RIDERS

EARL PURLEY
4 x 10 Tinny, and Wheel Shows

AGENTS WANTED
FOR PICTURE FRAMES, BUCKETS AND SWINGERS
Address: Paul H. Miller, Magna- town, Iowa, Aug. 22 only. Rock Island County Fair, Rock Island, 1601 W. Ninth, Davenport, IA, Aug. 24-29. Select Indianapolis County Fair, Indianapolis, IN, Aug. 29-Sept 5. Ask your local Bally Inc. sales representative.

LUTCH HETH
HAS FOR SALE
24-34-54-74 foot (one or more) used, as per attached figures.泰安, PA, 23 S. Main

B. AMUSEMENTS
Wanted: Three Men for Big 6 and 8 ride Steer Rodeo. Must be experienced with public park and fair concessions. All direct to Mr. Meeker, 205 South Main, P.O. Box 515, Chillicothe, MO, 1200 20th, 4:30-9:00 p.m.

LAMAR BYRUM

PALMETTO EXPO SHOWS

RIDE HELD WANTED

Wanted: FOUR Men for Fairly Wheel, Octopus, Wiggle and Roller Coaster, also SECOND Men who can drive. Top wages.

All replies MUSCLE BOUNTY. Phone: Buckingham Ball Park, Buckingham, N.C., this week; Anathens, N.C., next week.

EUGENE A. THOMAS

PROPOSALS INVITED

For Steil Carnival San Antonio, Texas
April 16 through April 22, 1961
at 4:00 p.m.

FIESTA SAN JACINTO
CELEBRATION AND BATTLE OF 1836

The carnival area includes use of certain public streets in the heart of downtown San Antonio with adjacent public parking lots, rights to which have been leased or by assigned to the Fiesta San Antonio Commission.

Bids under $3,000 will not be considered. Proposals will be opened publicly on Wednesday, September 21, 1960. In the event of a petition of the Grandola Hotel (formerly the Hilton) in San Antonio, Texas.

Specifications, copy of map showing available area and bid proposals forms may be obtained by writing to

Executive Secretary
FIESTA SAN ANTONIO
Commission, Inc.
915 Insurance Building San Antonio S. Texas.

FOR SALE
COMPLETE RIDE

Used two seasons: six German Imported Hot Rod, Steel Rolling, Ticket Box, Concessions, Licking later show. Must have foot of 15. Payments in cash. Must be delivered at the sponsor's expense. Phone: BILL BOYD on arrival, or phone Young, FL, POP5200 after 6 p.m.

DRAGO AMUSEMENTS

WANTED: A few more Hanky Pank Concessions and Rides. Also Rides and Concessions. Please call Wayne Gluten, 620-5811, or write Wayne Gluten, 314 South Main, Chillicothe, MO.

MOUND CITY SHOWS

Address: Pleasure City, IL, Pike County Fair, Box 146, Mound City, IL.

WANTED TO BOOK

Leaves, Inc. Old Settlers Fair, Aug. 3-4. Pigeon, Mo. Have two rides, kinds of all types. Bally Parts, all legitimate. Also Friday Minneola, Iowa, all that is better working. P. & R. ARE FRESH.

FOR SALE

Ball-Arm A-3-5-7-9 Small Octopus, in A-1 condition. Also Equipment. Price $1,200.00.

Phone: 203-523-7173.

PUBLICITY SEARCHCO. INC.
20 West 40th Street New York 18, N. Y.
Kunz Tops Records At Springfield, Mo.

**Kunz-owned Helt Shows**

Kunz-owned Helt Shows were racing at a record-breaking pace here last week at the Great Empire Fair. And rides and shows were up 12 per cent over the same period five days ago.

A new mark was set opening day, Saturday (13), and each day thereafter that the Wednesday (17) topped that of a year ago on the midway. Good crowds, favorable weather and one of the strongest line-ups of midway attractions ever shown here helped to push receipts upward.

New here were the Parastrap and Flying Coaster and the Haunted Castle Dark Ride. And on the back the sesame Twin, Ronnie and Donnie—showed here for the first time to the fans.

The shows moved here last week from Lincoln, Ill., where it did strong business, and with Walter Laxon, fair secretary, disclosed that midway revenue was up 62.4 per cent over the previous year when another show played the date.

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WORLD'S CLEANEST MIDWAY
Want for Senior Co. Fair, Wellsville, Tenn., Sept. 3 thru 10, and Drovers Co. Fair, Canton, Ga., Sept. 12 to 17. Legitimate Concessions of all kinds, family-type Shows and small Wild West Shows.

CHAS. WILCOX. Phone: Adams 4-2861, Panama City Beach, Fl.

GEO. JONES WANTS
Allah and Harry Pnk for both of Texas and Louisiana fairs, including Amherst, Lubbock, Waco, Abilene, Marshall and Greenville. Hank Hanes, Tiny Charley, Baker, Arthur and other old agents, call me. Address Fairgrounds, Pkva, Tex. this week, c/o Bill Hames, Harris.

FOR SALE
CATERPILLAR—(Dick) Streetcom, Allen, Kansas. This ride has been completely restored, and has been all set up and ready for use. This ride has been used all over the state of Kansas. BOBBY SCREWBE—Built by Beatty, 9 ft. similar to Octopus. Good condition, $6,000.00 or best offer. Address: Bobby Screwbe. All replies to: L. J. KEEF, Fairgrounds, Maryville, Tenn.

WANTED—SIDE SHOW ACTS—WANTED
Relief Teller, good Novelty Acts and one good Frisk. Jim Winger and Fairgill Girl, excellent work and well addressed. Address:

PETE KORTELS

TURNER SCOTT WANTS
FOR MARSHFIELD, MICH.
September 13-17
K.W.T.
Wanted to rent a tent, 12 by 24, with awning and frame, for a 10-day engagement. Will pay freight and insurance if needed.

SIDE SHOW HELP WANTED

THOMAS EXPO. SHOWS. WANTS
Want for the Cellobi Colored Fair, Toluca, Tenn., Aug. 22-27. Want Concessions of all kinds and Matt Cocos are also more real riders.

PETER PAUL AMUSEMENT
Can build 500 ft. wide, 300 ft. long, and 50 ft. high. Also able to work for the Week on one side of the fair and Week on the other side of the fair. Will go to 16 cities over the country. Address: Peter Paul Amusement Co., 4604 South 6th St., Minneap., Minn.

PIN STORE WANTS
Want for a large Week. Want hullwork's work. Rent a house and pay rent. Address: Joe Mcggs, Baker, Man.

MARVEL SHOWS
WANTS for Fall Fair. Want to rent a Tent for Fall Fair. Address: Edward Meerman, Chicago, Ill.

SEHL'S NORTHERN SHOWS
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new merchandise for tomorrow's . . .

parade of hits

FOR LISTING

SEND NEWS RELEASE, GLOSSY PHOTO OR DRAWING TO:

PIPPERS FOR DEMONSTRATORS

PITCHMEN ENGRAVERS

AFTER... 45 years on the road, including the last six during which he worked with one of the most successful comedy teams, "The Palmetto Brothers," and Ray Cahill, Harry McClure decided to settle down. As a result, he is now the night clerk at the Late-Sale Hotel in St. Louis. "However," he adds, "I still plan to play Santa Claus this year, starting in November. For this I am well prepared too, as two years ago in a Woolworth store in Jacksboro, Texas, I had a chance to see a television show. I also made some appearances on a TV show in the area, and I have been referred to Chief Hal Moon and wife, Chief Thunder Cloud, Chief Little Fox, Ray Herbut and wife, Madelyn, and all the rest of the guys and gals I know. Would be glad to hear from any of them."

GEORGE (PUG) STACEY... veteran actress currently making the Georgia tobacco market, does not think that the market isn't what she expected. "Those days are gone," he opines. Despite all, Pug says she is still chalking a fair number of jobs for the old Southern Planters, published in Richmond, Va.

Five Years Ago in Pitchdom

Postalist from somewhere in Georgia to a reader at a South Carolina paper said that the show was running along well, good weather breaks resulting in a considerable increase in business. The chief noted that there was a lack of mud working operating thwart the Peach State.
By NICK BERO & HAL REVER

DETROIT—Bulk vending operators here, always faced with the problem of determining what that would include a licensing fee and commis-
sion restrictions, are now being threatened by still another city ordinance that would virtually wipe out the business for them.

A bill calling for a $5 fee on all vending machines is now being expanded to covering a license fee and possibly to more machines.

In practice, this regulation would cover machines vending charms and capsules since they would not be included in the recently proposed health code (The Billboard, August 1). The code specifies that machines vending candy, gum and nuts.

If bulk operators were to refuse to pay the license fee, they would lose their machines and possibly their business.

Neither National Vendors Association, Inc., nor the National Automatic Merchandising Association, the major operators vending associations, have reported any contact or request for help from the local bulk trade.

Ironically, what representation the bulk operators have received to date has come from the Merchandise Vendors Association of Michigan. A State major equipment vending association affiliated with NAMA, the group has told bulk vending operators per se in its membership the company of the association do operate bulk machines in conjunction with their other major lines.

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Multiple Stands Are Bernie's Secret; Volkees Help, Too

BY BOB LATIMER

KANSAS CITY, Mo.—An enthusiastic booster for high-speed, maximum-economy service units is Bernard K. Bitterman, who, with his son, Allen, operates Bitterman Vending Company here.

Bitterman, now a major distributor for bulk vending machines throughout the greater Kansas City, Mo.; Kansas City, Kan., and extreme Kansas area, has been in active bulk vending since 1919. His son, Allen literally grew up in the business, and in recent years has assumed most of the routine-operation work, while Bernard K. supervises the distribution end of the firm.

Bitterman Vending has some 1,700 machines in the Kansas area, with an annual financial volume of $300,000. The spread over a wide area, the routes are large enough to require three full-time collector-service men, who drive long distances daily servicing a variety of ball gum, 1-cent and 5-cent charm machines and others.

That's where the German Volkswagen's operated by Bitterman Vending Company come in. These are not the panel trucks often employed by delivery organizations for start—stop service, but rather small—sized buses which have been converted with the removal of all the seats, turned into handy coin-plas with plenty of visibility and better capacity than some four-wheeler.

Altho their tiny engines restrict them to around 50 to 55 miles an hour on long highway hauls, their over-all utility and "practically unbelieveable economy," had added much to the black side of the profit ledger for the Bittermans.

Where extremely long runs are concerned, demanding heavy loads and high speeds, standard trucks, such as Bitterman Vending Company keeps on hand for such uses are employed. Otherwise, the Volkswagen's do 50 per cent of the hauling for the Missouri concern.

Both Bitterman believe in mass operations and often have as many as 10 machines in prime supersensitive parts, lots. One group of machines is located in Triumph City, a huge new shopping area, honor of the ex-president of the United States who lives nearby. Here, the multiple battery of machines are set at various heights, some on hand some overhead.

BERNARD BITTERMAN

-Ray Greiner, Northwestern's busy sales manager, has had his full hands full been getting the Northwestern plant back to normal production. Ray has been a known quantity—40-acre farm outside.

-Ray Greiner is harvester time for oats with ears next on the agenda. What spare hours he has in between Ray has in split between his ham radio hobby and an electric organ that Ray finds difficult to leave once he sits down.

Paul and Mabel Crisman, King and Company, drove down to Morris two weeks ago to see Greiner and check on shipments of Northwestern machines that began last week (The Billboard, August 13). Both Crisman went the whole week to the Elk's golf tournament but it was Mabel who did theclub swinging with Paul preferring to watch peacefully. "I'll play—but only if they have those electric clubs.

-King Company has had its hands full with the firm's Helen Colby's vacation in Boise Lake. Greiner notes "Helen was there when I joined the firm in 1919. We harvest the oats next on the agenda. What spare hours he has in between Ray has in split between his ham radio hobby and an electric organ that Ray finds difficult to leave once he sits down.

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Eppy Swings With Mailer

NEW YORK — An eight-page mailer full of bargains and buys was mailed to the bulk vending trade by Samuel Eppy & Company last week.

Featured were the firm's full line of rings, gimmicks, varietyrings and several special deals. One deal offers 30,000 fill-mix for $75. This includes 10,000 Series 19, vacuum-plated, 10,000 Series 2, plastic, 5,000 Series 90, vacuum, and 5,000 Series 45. Eppy says the whole kaboodle has over 250 different kinds of charms, many of them gimmick size that will vend without a ball of gum.

Another deal offers 10,000 gimmicks and 25,000 fill-mix at an average of $3.50 per 1,000 or $122.50 for the box of 35,000. Package includes 10 different gimmicks, 1,000 of each. There are such items as luminous bulbs, slippers, teeth, living cups, fingertips, faunats, leaf clovers, shamrocks, horseshoes and fairy tails. Some of the stuff goes and some wiggles and some dews does.

The four different fill series that are included in the 35,000 are 6,000 Vacum 10; 6,000 Vacuum 90; 6,000 Yukon and 1,000 plastic two.

The mailer also carries a full price list of all Eppy charms now available, giving description and price for 1,000 and 5,000 and over.

Bright Future For 1c Vending, Says Insalata

CHICAGO — "Vending machines have made public acceptance today even more before and that acceptance is being transformed into demand," John Insalata, legal counsel of the National Automatic Mercantile Association, told the Uptown Dental Association here at the group's monthly banquet last week.

Insalata's talk, titled "When the Gods Cried," presented the past, present and future of the automatic retailing industry. He noted that bulk vending had helped develop the image of familiarity that everybody has for the vending industry.

Historically, he noted, the vending industry started with the penny vender and grew to its present status. He predicted that the bulk industry would grow with the major equipment vending industry.

A BULK VENDING TREE—actually a stand that holds 12 machines and swivels from side to side—is in use at Sage's Del Rosa Super Market in San Bernardino, Calif. Inspecting the unit are Milton R. Sage, owner of the five supermarkets in the area, and Earl E. Boli, columnist of the Sun & Telegram newspapers in San Bernardino. Boli shows how the stand, made of two and a half-inch chrome pipe, swivels to make buying easy.

Eppy's annual volume is $7,500. Full descriptions of bulk products are mailed to the trade every Monday.

AMERICAN CHEWING PRODUCTS

Eppy is carrying a wide variety of gum—giant, giant, peach, and radicchio.
**Chi Dynamics Bows 2 New Long Bowlers**

**DUTCHES BOWLER**

CHICAGO — Chi Dynamic Industries, an upstart pinball company, has entered the pinball industry. The company has announced the launch of two new pinball machines, the Dutches and the Duke. The Dutches is the three-way option the bowler has. By pressing a button he can choose various options, such as fast or slow action, and the Dutches is the first pinball machine to offer this feature. The Duke, on the other hand, offers the option of playing with or without a ball. The Duke is also the first pinball machine to offer a ball return feature. Both machines are available in 1.5, 1.65 or 2.5-foot lengths.

**Australian Coinman to Tour Europe and U.S.**

**LEONARD H. AINSWORTH**

East. The group has an English subsidiary, which is its export sales manager, Hal Eidrige. Another of the group's export sales managers, Mr. W. T. Cott, recently joined Eldridge in London after having spent four months in America where he arranged a marketing set-up. A number of Aristocrat machines have already been exported to Australia.

Today there are 1,400 clubs in New South Wales, comprising 3,000 clubs in South Australia, 1,500 clubs in Victoria, 4,000 clubs in Northern Territory and 4,000 clubs in Western Australia. Total membership is 700,000.

Some of the larger clubs have as many as 50 bell fruit machines installed.

A SEEBURG STEREO juke box will take part in the $100,000 automatic phonograph exhibit being put on at the New York State Fair in Syracuse, September 2-10. Titled "From Tin to Stereo," the exhibit will show the evolution of the phonograph industry. Albert Worthemer, president of Davis Distributing Corporation (left), is greeted by Charles Schoneck, majority owner in the New York State Automobile Club, William Beckett, Seeburg sales engineer (third from left), and Henry Wernholt, Davis divisional sales manager, look on.

**Seeburg Distributors Enter Stop Trade**

CHICAGO — Seeburg distributors will be going into the one-stop business in a big way, according to Jack Gordon, Seeburg vice-president in charge of phonograph sales. This week Gordon disclosed that about a dozen of the firm's outlets have signed agreements to sell antiques, collectibles, and other items together with phonographs. The move indicates convergence of two industries.

**Spot-A-Card New Gottlieb Single-Player**

**CHICAGO — Spot-A-Card, a pinball company, has announced that it will be entering the single-player market. The company has signed an agreement with Gottlieb, a well-known pinball manufacturer, to produce a new pinball machine. The machine will be marketed in the U.S., and will be available in a variety of colors and styles. The machine will feature a new and improved ball return system.

**Move Indicates Convergence of Two Industries**

By AARON STEENFIELD

CHICAGO — The sharp line of distinction which once separated the purveyor of music machines from the purveyor of pinball machines has now become increasingly blurred.

On September 9 the board of the National Automatic Merchandising Association will meet here. Pursuant to the meeting's agenda, it is recommended that an agreement be recommended or not to recommend—a change in the NAMA membership policy. This policy, to date, has been to deny NAMA membership to all pinball manufacturers. Other pinball manufacturers and juke boxes are on its routes. The rule has not been a hard

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The Billboard's Coin Machine Price Index

Listings represent used machines in average condition introduced from 1954 thru mid-1960. Price represents average price of 5 machines of identical type and condition and may have considerably different values in different areas.

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Coin Machine Exports
May, 1960

<table>
<thead>
<tr>
<th>Country</th>
<th>New Phonographs</th>
<th>Used Phonographs</th>
<th>Assumed Game Cens.</th>
<th>Totals</th>
</tr>
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<tbody>
<tr>
<td>West Germany</td>
<td>715</td>
<td>37</td>
<td>22</td>
<td>67</td>
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<tr>
<td>U. Kingdom</td>
<td>68</td>
<td>37,021</td>
<td>9,256</td>
<td>46,277</td>
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<td>Belgium</td>
<td>291</td>
<td>186,376</td>
<td>62,238</td>
<td>348,614</td>
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<td>Canada</td>
<td>83</td>
<td>58,019</td>
<td>22,569</td>
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<tr>
<td>Switzerland</td>
<td>153</td>
<td>116,413</td>
<td>45,389</td>
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<tr>
<td>Italy</td>
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<td>69,192</td>
<td>56,770</td>
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<tr>
<td>Australia</td>
<td>28</td>
<td>13,556</td>
<td>28,670</td>
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<tr>
<td>Norway</td>
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<td>31,780</td>
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<td>Netherlands</td>
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<td>8,000</td>
<td>7,105</td>
<td>15,105</td>
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<tr>
<td>Lebanon</td>
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<td>2,357</td>
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<tr>
<td>Ecuador</td>
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<td>18,081</td>
<td>3,450</td>
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<tr>
<td>Phil. Rep.</td>
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<td>12,340</td>
<td>15,890</td>
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<td>Venezuela</td>
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<td>11,684</td>
<td>280,578</td>
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<td>Austria</td>
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<td>20</td>
<td>16,000</td>
<td>18,000</td>
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<tr>
<td>Other Countries</td>
<td>126</td>
<td>77,417</td>
<td>55,13,000</td>
<td>132,597</td>
</tr>
<tr>
<td><strong>Totals</strong></td>
<td><strong>1,929</strong></td>
<td><strong>$1,094,492</strong></td>
<td><strong>$220,532</strong></td>
<td><strong>6,115</strong></td>
</tr>
</tbody>
</table>

**Note: The above numbers reflect the coin machine exports for May, 1960.**

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**Coin Exports Hit $1,950,589 in May**

**Midwest**

MINNESOTA and DAKOTAS

Herman Fisk, 64, operator at Aberdeen, S. D., was killed in an automobile accident at Bath Corners near Aberdeen. . . .

**East**

AROUND NEW YORK

Gill Senn, treasurer of the Music Operators of New York, is the proud daddy this week of a girl. Valéa Ruta, and daughter Wendy, are doing fine at Carson Tech Memorial Hospital, Brooklyn. . . .

---

**FORGET...**
about your service problems is just what you'll be able to do when you start putting the gorgeous new Rock-Ola Tempo II in your locations. As every Operator knows, service costs are often the biggest single drain on profits. Today, more Operators are discovering that the easiest way to eliminate this drain on profits is by joining the "Big Switch" to Rock-Ola.

When you switch to Rock-Ola, you get not only the most dependable phonograph available, but also the one truly flexible phonograph that plays either stereo or monaural music at the flip-of-a-switch.

Let your local Rock-Ola Distributor show you how Rock-Ola's all-purpose flexibility and true dependability can help you forget most of the service and installation problems on your route.

Your profits will be glad you did!
AWAIT TARIFF OUTCOME

Germans See U. S. Ripe For Juice Box Imports

By OMER ANDERSON

HAMBUG—West Germany’s juice box industry is reaping Washington’s protective tariffs on the green light to mount an all-out invasion of the American market.

Germany’s music box makers frankly aspire to duplicate the sales feat achieved by Europe’s small ear makers in routing Detroit on the economy product front.

Juice boxes currently are durable at 15 per cent ad values. If European producers could get this rate lowered to 10 per cent or even 15 per cent, according to their calculations, they would be set to crack the U. S. market.

No Formidable Barrier

Even the present 15 per cent is no insurmountable barrier, optimistic German producers believe, what the European industry is on guard against is efforts of the American industry to have the tariff boosted.

American producers are becoming increasingly cocky about the chances of cracking the American market on the basis of the amazing growth witnessed by the Continental industry as a whole. And most of the producers believe the German product, already established in the U. S. market with the same gimmick as in Europe, can establish a European economy plus Continental craftsmanship.

One prime German producer, with the U. S. market in his sights, says, in the light of the German industry’s aspirations to grab a chunk of the U. S. producers do.

Already, Continental boxes are being distributed all over America, and the sales argument has shifted from price to such intangibles as facilities (many juke boxes can be readily available) as quality, durability and technical virtuosity.

U.S. Market

European producers are trumpeting declining U. S. juice box production and exports as proof that the European competition is now in a position to invade the American home market at favorable odds.

The theory is that the American industry is in the market for an “economy” box no less than the major producers has taken to economy cars.

There is some anxiety here that the U. S. market is too low for European firms to seek increased tariff protection on the ground that it is a potential war-production industry somewhat akin to the watchmakers. Under any war mobilization of the U. S. industry, juice box producers would be pressed for electronic components, and this fact theoretically provides a talking point for hiking the tariff to protect sliding production from the increasing threat of European imports.

All of the big German producers are giving thought to the American market. Wiegand, already seeking to expand into the American trival trish of the German industry; Geda-American; SNS-Loewen; and the Seeburg; have been very active in this market, and have organized a British subsidiary for an invasion of the export market.

Successful German firms are also backing up the “Volkswagen form of the West German economy market: cutting prices, incredible simplicity, and non-stop deliveries.

The Germans are in a position to demand that their boxes have both Continental wage scales for highly skilled work and particularly in the electronic field.

Reorganization and further rationalization of the German industry, now in progress, will strengthen appreciably the competitive position of the Germans.

Watch Hearings

Attention in Germany is focused at the moment is focused on the Washington hearings before the Tariff Commission and possible repercussions on the Reciprocity Information.

From these German producers has come an idea on what to expect at the September meeting of the General Agreement on Tariffs and Trade (GATT) conference in Geneva. It is the opinion of the German has been to get an idea what to expect at the September meeting of the General Agreement and the Tariffs and Trade (GATT) countries in Geneva. This is a crucial period and there stands little chance of getting any German concessions benefiting the American industry.

On the contrary, the Germans are taking the position that the domestic market for too long has been a lost American export market, and they have U. S. Commerce Department figures to back up their claim that the industry, is a big business in this country, and that the German industry, though the Brown government dele- gation, will argue that “competition and parity is the name of the game.”

The argument has been that a U. S. coin machine industry should be willing to face the European competition.

For years the U. S. coin machine industry also been operating under a protectionist tariff to keep the Continental competition out of this country.

Name:__________
Address:__________
City:__________
State:__________
Occupation:__________

A European News Briefs

Schneider Names Williams Rep

HAMBUG—Irish Schneider has been appointed general representative for Germany by Williams Electronic Manufacturing Corporation. Schneider is introducing into Germany the following machines: Seeburg, Sematonic, Soret, and Jukebox. Schneider will also sell and service all Williams machines already popular in West Germany include Naga, Fiesta, Randy, Rock-Ola, and Standbys. Schneider is now delivering the Dart and Serenade series and is beginning this month with Music Man.

Two New Pay-Out Units Bowed

WEST BERLIN—Two improved models of pay-out machines have been introduced to West German firms. The Emmer. Apparatebau has automated its Bingolet. An automatic operating device permits the player to use the machine without manual operation. Emmer has also automated the device and uses it automatically. At Bingo, NSM-Loewen Automaten has unveiled Rotamint-Gold, an upgrade of what it calls its Rotamint series. Rotamint-Gold, developed from NSM’s Rotamint-Duetto, sounds an electric gong at the pay-out and has a new credit counter. NSM is also bringing out Rotamint-Super, the successor to Rotamint-Super. The Bingo producer, Europe’s largest, will manufacture its 150,000 Rotamint-pay out this year.

France Holds Tight Phono Grips

PARIS—The French government has rejected petitions from importers and manufacturers asking liberalization of the juice box importation. The government has stated its intention of retaining the present import regulations for the present year. In effect, the importation of juice boxes on any sizable scale. French operators have announced, however, that they intend to continue their present routine of buying free juice box imports. Industry experts base their hopes for liberalization on the revision of import hearings for portable phonograph machines. New regulations permitting the importation of new pinball machines from the Common Market nations and the United States, but not from any other source, was suggested as the reason sustaining the chance that the imports will be imported in quantity as well as from other countries than the Common Market and U. S.

Ship Football Game to Germany

PARIS—The French football game, Finale De Ligue 60, is being imported into West Germany by Geda-Automatengrosshandel of Munich Baden. Applicable importance is placed on the appointment of Geda as West German distributor for the winner of the Finale French game. The appointment is heralded in the industry as marking the end of American importation, an effort spearheaded by French producers to capture a chunk of the German market. Furthermore, the side has been on the other foot, with German producers complaining that precious positions on tariff barriers held them from their neighbor’s market. Creation of the Common Market will dissolve tariff walls and open, by stages, the French market to the Germans. But is it well open the German market to the French, as the Geda agreement underlines.

Rehbock Marks 10th Anniversary

HAMBUG—Rehbock Rehbock GmbH, the AMI distributor for West Germany, is observing the 10th anniversary this month of its German branch. Rehbock began business August 28, 1951. West Germany’s music box industry was just then invisible. There were more juice boxes in U. S. Army snack bars and clubs overseas than there were in purely German establishments. Ever since, the Germans have been attempting to penetrate the market, and the Germans have achieved what they have wanted to achieve, in the whole of the country. American juice boxes were the first seen in the West is Germany, and AMI was one of the first American firms to move into the German market via Rehbock. Rehbock is operating one of new expanded headquarters at 19 Alter Taxgarg in Hamburg.

Soren Wistoft, Coin Pioneer, Dies

COPENHAGEN—Soren Wistoft, 85, founder of the Soren Wistoft firm, early part of this industry, died here recently. The Soren Wistoft & Company manufactured counter scales and other machines for the food and grocery trade, but also was a pioneer in the coin-operated vending machine, producing cigarette and chocolate machines. Wistoft’s firm became standard in Denmark, Soren Wistoft was the active head of the firm for a long period, but retired from active business in 1951. The firm has been controlled by the three groups, but retains its original name and policy, with added activity in the export field.
The AMI Model "K" offers 5 different models in electrical, manual or automatic selector systems...

A choice of 100, 120 or 200 selections... smartly styled with a single design theme that lends equal prestige to every model... engineering features that increase play and pricing versatility... experienced proved, listener approved 3-channel stereo... and even the new Dual Speed Compatible Play if you want it!

Whatever the route demands, the "K" operator is surrounded with opportunity.

**Your King of Versatility**

**With Optional Dual Speed Compatible Play**

Affiliate of **Automatic Canteen Company of America**

1800 Union Avenue, S.E., Grand Rapids 2, Michigan, Since 1899 Designers, Engineers and Manufacturers of Automatic Musical Instruments for Business and Industry

and its family of distributors in the United States and Canada
Chicago—Local police who had staged a fast-moving summary raid on August 10 the machinery cargo, last week apologized and returned the machinery seized by the Chicago Company, Chicago manufacturers.

Police grabbed 10 Auto Bell machines August 10 from the freighter Hoogh Silverweld at the International Seaport docks. The machines were five Magic Mirror Monocars and five regular Super Circus uprights. They were bound for London and the American Chicago Company, importers there.

Forfeit for the raid was not made clear by police, all six machines were also on board, and also under consignment to the Chicago Company.

Al Warren, Auto Bell sales chief, said that at least two to three weeks ago he had earlier released "raid" stories to the press, but that the slot machines seized to Auto Bell have since published retraction.

Actually, the Magic Mirror are operated in London, the Super Circus uprights are made and sold in the area. Even slot machines are legally shipped to the London market, which permit their operation, at least in London, which legalize their operation.

Keeney Ships New Upright, Two-Player

Chicago — Twin Red Arrow, a new upright game which can be played by two, was shipped by Keeney to distributors last week. It's the latest in the Red Arrow line, with three models now available, including regular and de luxe.

Two Red Arrow has two center reels, one with combinations of two coins—nickels, dimes, quarters, and then the original Pana- strophic view.

Gal City Bans 'All Sorts Pins'

MARIETTA, Ga. — Following by one day the Cobb County Grand Jury's recommendation for a county-wide ban on "pinball gaming devices," which can be used for gambling, the city of Marietta Saturday (15) outlawed gaming machines and gave operators one week to remove them.

Council voted unanimously to revoke the license of "pinball gaming devices" and to make it unlawful "for any person to keep or maintain such a machine for business use, in any city or village." As a result, anyone catching "all sorts of machines which are commonly called pinball machines"

In its report the Cobb County Grand Jury said that the illegal gaming stamps have been issued in the city for various purposes, and "these machines are being used for gambling purposes." The jury was appointed after the Marietta Daily Journal ran a series of stories on gambling only and after hearing testimony from groups and individuals.

West

LOS ANGELES ANGLES

Herman Bied, president of BBC Amusement Company, is back at his desk following a weekend trip to one of the nearby counties. Joe Blake and Paul Char, who make up the BC and in the name of the firm, worked the Southern California Exhibition and San Diego County Fair in Del Mar with Auto-Photo machines.

Blake had a portrait sketching concession.

Milo Hamaguchi, of the Badger Sales Company, secretary-staffer, is back from his vacation in Japan. She and her husband made the trip partly on their own, flying to Alaska and then on to Bill Black, of Ace Amusements in Bakersfield, is out following an operation.

Rocky Newton, of the Badger Sales service department, returned to his bench following a va- cation in the Cleveland area. A full Badger Sales parts department, has been intercepting his father, Lou. Jack will join his father at the Pacific National Exhibition and, it is hoped, will have more to report. He will be covering the British Columbia and triangles area.

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J. S. Galion, who operates music and other coin equipment on Catalina Island at Avalon, was in town to shop, . Charles Darcy, for the parts department at Seeburg, marked his 74th birthday August 15. He has been in the Seeburg business for many years, being associated with the old Trojan Amusement Company, Bird Park, General Music, Minstrel House in Los Angeles before coming to Seeburg. He continues this part-time business of offering juke box music for dances and office parties. , Sherman Sherry, with Aris-Jim & Company in Seattle, is back from a camping trip on the north shore of Lake Superior.

Brown Bros., Inc., a one-stop, will hold open house August 18-19 at its new quarters at 410 12th Avenue N, it was announced by Bay Brown, partner in the firm. Invitations are being sent out to the trade, . Vacationers at Mayflower Distributing Company, St. Paul, included Al Gardner, shipper, who was on the north shore of Lake Superior, and Claire Wesley, bookkeeper, who ventured into Wisconsin.

Operator Dave Chapman, of L & M Sales, Minneapolis, tells the story about one of his locations that calls him at his home at 3 a.m. to report a phonograph out of order, "Don't worry about it now," the location owner says, "but come early in the morning."

DetroIt TOPICS

James A. Passanante, former owner of the J & J Novelty Company and one of the best-known figures in the amusement games and juke box field, will be host to the combined Men's Garden of Detroit, in Grand Rapids, Michigan. And with the century garden he has created at his home, Passanante just brought an imported Spanish "music box" into his home—a hand-operated portable organ. The instrument is capable of producing tones comparable to "log" as in the early predecessors of automatic pianos. His new acquisition also makes it possible to a person to make great music and reggae and children off the week-end. Steve Brancacounce, head of Cascade Distributors, and his family were among the weekend visitors.

Howard Burlison, game operator with headquarters in Huntington Woods, left with his family for a vacation tour of Michigan's historic Upper Peninsula. , Mary Brown of E. T. Amusement, and her wife, Reba, were spending a week fishing in the Traverse Bay area on Lake Michigan. . Everett DeWitt, of E. T. Amusement, was spending much of the summer in the Porcupine Mountain area in the Upper Peninsula, surveying the area with a Geiger counter—his "father business" halted.

Fred Chilman, executive secretary of the Detroit Shuffleboard Association, who lives out in the Rosedale Park sector of Northeast Detroit, was host to operator and distributor members for the August meeting in his home. This trek to the suburbs has become an annual favorite event for operators, with Fred one of the city's recognized leaders.

Louis D. Berman, one of the old-time operators here, is now assisting his brother, Philip Berman with the Coolidge Music Company at Dismal Lake. Louis is spending much of his time in South Haven, where his wife's family lives. Another brother, Sam Berman, who runs a juke box repair service, has left city.

Hal Rees

Continued from page 69

association president. A smorgasbord is scheduled for the first night and a banquet will wind up the meeting. Industry problems will be discussed, according to Earl Porter, Mitchell, who is secretary-treasurer.

Fritz Eichinger, owner of Northern Coin Machine Company, St. Paul, spent considerable time in Chicago last week. Stan Hanners, manager of Playland Arcade, on Minneapolis' Hennepin Avenue, reports that business has been better than usual this summer with more traffic, . Stan Berman, of Cedar Lake Music Company, Minneapolis, vacationed in Northern Minnesota, . Carl Gran, of Vendall Distributing Company, Minneapolis, is back from a camping trip on the north shore of Lake Superior.

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Hal Rees
Closeout! 20 Cigar Pak Vendors

Monroe Coin Expanding

Monroe Coin Machine Exchange, Cleveland, has purchased a 7,000-square-foot warehouse to the rear of its headquarters where there is a showroom and truck dock located on 18,600 square feet of property. The additions will facilitate equipment reconditioning and repairs. Monroe invested nearly $400,000 this year for an expanded sales department and new repair boar and hired two new men and a secretary. The firm was organized in 1946 and the original headquarters was built by Monroe in 1950.

Bad Weather Boon, Not Bust For European Resort Coins

INTERLAKEN, Switzerland — Europe's rain clouds have silver linings for Continental coin machine operators. It is almost literally raining pennies from heaven for the coin machine business this season despite some of the worst weather of the last decade.

This is true because some "wet" season Europe becomes one vast playground for tourists, the largest by far national group being Americans. Bad weather is confining them indoors — and encouraging them to while away the ill-weather hours playing coin machines.

Enzo of Interlaken, Otter and Scheveningen are getting so much bad weather this season that the crowds on many days are bigger in the surf areas than on the sand.

Here in Switzerland the resort trade is battling some of the worst weather since prewar seasons. Rainstorms and high winds are routine this season all over Switzerland. But here, as elsewhere on the Continent, the tourists are being driven indoors by the rainy weather — and encouraged to try out the greatest volume of new coin machine equipment ever to be placed in service by European operators in a single season.

Receipts in Switzerland are up nearly 10 per cent from last season. In Belgium and Holland, the gain is around 7 per cent, and in Germany and Denmark 5 per cent. French operators report "good business, a little higher than last season.

Finally, in Italy, there is the biggest jump in receipts anywhere on the Continent, not because of the weather, but the Olympic Games being held in Rome. The Olympic Games being held in Rome. The Olympic Games are running nearly 15 per cent above last year in locations around Rome.

The Italian jake box bananza is a reflection of the stimulus imparted to the general Roman amusement industry by the Olympic Games tourist influx. The forecast is for Jake box receipts approximately 50 per cent higher than last year, once the Games begin and Rome is packed to the limit.

Bad weather tends to booms the European coin machine business because of the organized, machine-like nature of the Continental tourist trade. Well over half a million Americans have been booking to Europe annually for the last five years. Many, perhaps a majority, travel in tours, which are booked months in advance. Advance book- ing, up to a year for some areas, are the rule even among Europeans. Unlike the U.S., where the va

When It Rains, It Soars

American's IMPERIAL

The operator's favorite!

Operators all over the country are attaining the magnum scale of action as among their favorite games.

Some successful territories still available, will furnish complete details

AMERICAN SHUFFLEBOARD CO.
210 Peterson plank Road
Union City, New Jersey, U.S.A.

Philadelphia, New York, Chicago, St. Louis, Boston, Los Angeles, Dallas, San Francisco, Seattle, Portland, Denver
Clayton Ballard, who worked for Wurlitzer on the West Coast from 1936 to 1940, has joined the Wurlitzer branch here. In the business for more than 25 years, Ballard sold his music specialty in 1959 and followed it with a long vacation. . . . Ray Barry, Wurlitzer manager, is back at his desk following a business trip to San Diego.

*Continued from page 72*

Jerry Harris, of Mountain Distributors, is back in Denver after a pair of swings from Nebraska and Wyoming. Jerry reports coin machine collections healthy in the sister State, with numerous new operators coming into the scene. One of these is Jim Jones, currently setting up a route in Casper, Wyo.

Other Wyoming news includes the sale of the long-established Dan Seccull's route to Harold Manders, formerly of Lusk, Wyo. Manders, expanding rapidly in all directions, sold out his route interest in the Lusk area to Mike Miller.

G & F Amusement Company, of Casper, has added new pieces of equipment in new spots which have opened up in the Casper area to capitalize on an unusually heavy tourist traffic into Northwestern Wyoming. Heavy tourist inflows in recent years have just about depleted the more accessible fishing spots, with the result that the Izak Waltons must press further into the Wyoming wilderness to be assured of plenty of fish.

Out in the Colorado backcountry, Gordon Foster, who headquarters in Hugo, Colo., is ranging over a 300-mile-long route of Eastern Colorado communities to keep his volume up. . . . Bill Hartman, Pueblo, Colo., music operator, visited distributors in Denver during June. Other Purifoyes include Sam Subardine, of Sal Music Company, and Charlie Subardine, of Florence, Pueblo suburb.

Ed Heller, music operator in Douglas, Wyo., has added to the Harold Manders location string by selling his routes jointly to Lewis Myers and Harold Manders, with Mountain Distributors, AMI distributors in Denver acting as agent.

It's time for phonograph operators to go into a more emphatic type of merchandising, declares Leo Negri, partner in Drake Sales Company, Denver Wurlitzer distributor. Negri, who recently returned from a round-up trip visiting operators in Colorado, Wyoming and Nebraska, reports conditions down, and that despite the fact that plenty of new equipment is being purchased, returns appear to be static.

The Mountain States coin machine industry's chief contributor to the aviation industry is Herb Roggow, operator headquartered in Las Vegas, N. M., who recently bought a new airplane. Roggow covers his fast-flight phonograph route by plane, delivers parts and records. Wherever an airport makes it possible he regularly flies.

**For the BEST DEAL...
...See FIRST, First!**

**NEW GAMES**
Bally Challenger BOWLER
Bally Roller Derby
Bally Official JUNIOR
Chicago Coin PONT EXPRESS
Chicago Coin QUEEN BOWLER
Chicago Coin ROYAL BOWLER
Chicago Coin SUPER WHIZCAT
Gottlieb CAPTAIN KID
Kaye RUM BOWLER POOL
Kenny RIO ARROW
United SAVOY
United SUNBEAM
Williams SPACE GLIDER
Williams Music MAN
Williams OFFICIAL BASEBALL

**SHIPPING**

155 lbs. . . . $125
275 lbs. . . . $150
325 lbs. . . . $165
49S lbs. . . . $325
14"....5145 lbs.

**COIN MACHINES**

155 lbs. . . . $125
275 lbs. . . . $150
325 lbs. . . . $165
49S lbs. . . . $325
14"....5145 lbs.

**FIVE BALLS**
Gottlieb Corvette . . . $ 45
Gottlieb Auto Rack . . . 75
Bally Donna (LH) . . . . . 95
Gottlieb Royal Flush . . . 135
Gottlieb Eru Cann. . . . 145
Gottlieb Bass Time (Pt.1) . . . 215
Gottlieb Sweet Sea (Part 3) . . . 355

**BOWLERS AND ARCADES**
Bally New Bowler . . . . . $145
Bally ABC Shuffle Bowler . . . 145
Bally Super Deluxe ABC Shuffle . . . 215
Bally Deluxe Club Shuffle Bowler . . . 415
Bally Bobbed Shuffle . . . . 30
United Steiger Elco . . . . 325
Ch. Coin Rocket Shuffle (Pt.2). . . . 95
Bally Deluxe Bowling . . . 45
A & A Shuffleboard, 20' Overhead . . . . . 395

**MUSIC**
AMI 9-00 (replicated) . . . . $125
Wurlitzer 1650 (4 RPM) . . . . $125
Hammond V-1000 . . . . 285
Sakae Y-200 (high speed record program holder) . . . . 345
Reed EM 1450 . . . . 395

For the ALWAYS lowest at ALL TIMES!
thousand of miles to Alaska, where he has many relatives and friends. Incidentally, he still has many 17 t.p.m. photographs on location in tiny hamlets drained the New Mexico mountain and desert country.

Elinor Deines, who sold his long established music route to Ben DeCarollo recently, reports that he is "getting tired of taking it easy," Deines, a 40-year veteran of the phonograph industry, has been trying his hand again at golf and fishing since selling out the route, but finds that he has too much time on his hands for "the first time in 40 years." Incidentally, he is enjoying operating a "condensed route" which covers much less territory than his former one. He operates in the East, Western Kansas and Northern Colorado locations. At one time he sold his route to another veteran operator, Stanley Bennett, DeCarollo, to all extents, "lived behind the steering wheel of my car" in covering his territory. Today, the northeastern corner of Colorado, where Nebraska and Colorado intersect.

Roy Salmon, of Greeley, is a typical part-time operator who has built up 20 locations, all of them reasonably profitable, with- out having owned even a new piece of equipment... Bob Fantum, veteran phonograph mechanic who has put in 12 years in the Denver area, most recently with Apollo Music Company, has joined the staff of Dr. Steve Lincoln, Wurlitzer distributors.

Bill Burbank, operator from Montrose, Colo., has returned from a lengthy trip thru Oregon and other Northern States. No fishing or hunting, says Bill—just visiting old friends and acquaintances... Serious-minded Don Thorpe, phonograph operator in Grand Junction, Colo., is making his first entry into the gulling world, is already shooting a respectable score. Bob Lat miser

DOWN DALLAS WAY
Leon Ligon, 1,100-machine Dallas operator, returned from a two-month vacation in Wisconsin.

D. F. Hayes returned to town after a trip to Indianapolis. He said business in that State doesn’t appear to be booming as at the time he was there. In fact, he termed the entire machine business here "awfully good" and said that there appears to be no signs of it falling off any... In his own case, Hayes attributes good times to his diversified route, stating that when the weather is not good for one machine they get better on some other route.

As far as the good condition of business in general in this area is concerned, Hayes gives a lot of credit to the (so far) cool summer. He says that the machines which normally go well in the summer have had their seasonal pick up and that the cool weather conditions have not fallen off.

M. F. Wyle is another operator enthused over business in Texas. He says that it is at least 30% better than last year. Incidentally, Wyle has just gotten out of the hospital after undergoing surgery. He says that the operation was a success and that he is recovering all right.

O. R. Allen

South

MISSISSIPPI MEMORIES
Richard Kebo, Delta Novelty Company, has expanded opera- tions of his cigarette route, now has machines at Tunwiler and Hollandale, Mrs. Kebo also owns a coin operated machine in Cleveland, his home base... John H. Halsey’s various enterprises at Jackson and Canton are still growing. He has many game and cigarette vending routes, all of which have been growing steadily in recent years. He also operates a warehouse tobacco house. Halsey started small some years ago, is now one of the largest operators in the State.

W. W. Crosby, Crosby Amusement Company, Hattiesburg, added some new stereo photographs to his route recently at the top spots... C. M. Moody, Moody Amusement Company, Passa- gata, was in New Orleans shopping for new records when The Billboard went calling... Johnny Allegretto, Allegretto Amusement Company, Shaw, has his route back in good shape now and reports that it is clicking fine. Restaurant business had him tied up for a while.

Universal Match Plans Acquisition Of Glasco Corp.

ST. LOUIS—Universal Match Corporation is planning to acquire the Glasco Corporation, Muncie, Ind., makers of food and drink vending machines.

The move would bring Universal even farther into the vending in- dustry and add another company to the firm’s growing list of sub- sidiaries. Universal Match, in addition to its match and ammunition divisions, owns National Vendors, National Rejectors, Universal Metal Prod- ucts, Universal Cabinets, Air Curtain Corporation, Cup- holder Corporation, Phoenix Machine Corporation, Sum- mons-Woodward, Inc.; Slicht & Hell- man, Inc.; Imlar Corporation, and Universal Prop- ane Gas, Inc.

Announcement of the planned Glasco acquisition came jointly from Universal President John L. Wilson and Glasco President E. Richard Kelly. The board of directors approved the transaction August 11. Final approval rests with Glas- co shareholders.
Mailing Error Delays Kansas Suit on $250 Federal Stamp

By ROGER MYERS

TOPEKA, Kans. — The most prominent lawsuit now in progress is attacking an income tax regulation as violative of the Missouri Constitution and has been delayed by an error in mailing.

The suit was filed by Stan Tennant of Fort Scott and Topeka, in Federal District Court here.

Up until last Monday (5), it appeared the court would be the first in the United States to consider the issue of whether or not the tax regulation is unconstitutional.

Tennant's attorney, Ernest Rice of Topeka, had made provision to pay, under protest, the $250 tax required by the regulation on one pinball machine.

As soon as the protest was denied, and Kansas' top income tax official assured him it would be, Rice intended to use the government on grounds the regulation forced payment of an unjust tax.

If Rice could prove to Federal Judge Arthur J. Stanley, the tax was unjust, it would automatically rule the regulation unconstitutional.

Tennant, along with Stan's Amusement Company of Fort Scott and Topeka, and many other operators all over the country thousands of miles away, had joined in the suit.

Rice conferred with the tax official, District Director of Revenue H. S. Anderson and U. S. Attorney Willbur H. Reda of Topeka, and they both promised quick action.

The hitch occurred when Koehler's mail was returned to the Chicago address of the barber shop owner Harry Turner.

Rice instructed the barber to pay the tax but, at the same time, made arrangements with the revenue director to have the protest handled.

Rice said Wednesday he had heard from Turner, himself. He said he plans to file suit to recover the tax money immediately.

Paradox

The importance of litigation and the apparent size of Tennant's argument create a paradox.

His argument is to get back the back half of a basement under a lawn which Turner's barber shop occupies.

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New LUCKY HORIZCOPE

5c. 10c. or 25c. PLAY

— NATIONAL COIN RECEPTOR in each chair
— NOW has TWO coin returners and other new features.
— EASY TO LOAD

IMMEDIATE DELIVERY—ORDER NOW—SAVE MONEY!

Contact us by phone at 780-0000, or write for full details.

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— NATIONAL COIN RECEPTOR in each chair
— NOW has TWO coin returners and other new features.
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1059 Baronne St., New Orleans, La.

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SLATE TOPS

Bumper Pool, 32" x 48", $45.50 2 or more, $41.50
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REDUCED TO CLEAR

Balls included

FOR SALE LIKE NEW

Barlenna $475.00 County Fair $585.00
Sea Island $375.00 Carnival Queen $265.00
Miss America $110.00 Cypress Gardens $165.00
Lotus Fun $425.00 Sun Valley $125.00

COIN MIDDLE WORLD

400-64, LAKE ST, CHICAGO, ILL

PHONE: 8-6555

MARVEL Billiard Supply Company

THE WICO CORPORATION is shipping a wall box cover

in connection with the Seaburg phonograph model 350. II. This

unit is of a new fabricated design and can be remov-

able back plate for easier locations. It lists at $21.95.

New Tennessee Music Group

Starts to Roll

TIPPETTOWN, Tenn. — The August meeting of the organization of Tennessee Music Operators' Association held last week, and a committee meeting was set for Memphis Monday (22) to enlist more Memphis operators.

President H. A. Waller, Ideal Amusement Company, Jackson, who was elected at the first organization meeting in May at Jackson, presided.

The meeting was preceded by a dinner at Boyer's Restaurant at the shore of huge Rainfoot Lake.

Fourteenth attended the meeting, three from Memphis and the other operators from various West Tennessee cities. Two new members were enlisted.

Attending

They are John Novacek, partner in Poplar Tunes Music Service, Memphis, and Joe Smith, Smith Amusement Company, Hall, Tenn.

The Memphis contingent this time, besides Novacek, Jack Camp Jr., one of the original organizers, Correct Coin Company, Memphis, and Frank Beretta, Beretta, is a partner with Novacek and Joe Canale in Poplar Tunes, a one-stop shop.

The meeting was followed by discussions of adding new members, some of whom were absent.

The group hopes to have a State wide organization in the near future. The Legislature convenes January 12.

Failure of the organization is to fight, regulate, encourage dance play and keep the State (some areas have, some don't) and work at building wholesome and keeping the industry clean.

The WICO CORPORATION is shipping a wall box cover connection with the Seaburg phonograph model 350. II. This unit is of a new fabricated design and can be removable back-plate for easier locations. It lists at $21.95.
N.Y. Ops Hit by Location Sales

POUGHKEEPSE, N. Y. — A considerable stir has been caused in this area by operators recently because of the sales activities of a New York City firm known as the American Vending Machine Company, with offices on Fifth Avenue in the city. The problem posed by this operation was an important topic discussed at the monthly meeting of the New York Operators Guild of the National Vending Operators Association last Thursday (17), Nick Nuccitelli of A and N Vending, New York, N.Y., outlined to the operators the problem posed by the incursion of the Manhattan firm. According to the report, American Vending has been selling out of a truck a number of second hand 10, 14 column Rowe Crystal and eight and 10 column Eastern Electric cigarette machines to location owners in the area for as much as $255, plus carrying charges.

Operators here estimate the current value of these machines at between $25 and $35. The New York firm is said to apply paint and special design on the units prior to selling them to the advanced points of the area. The units are sold direct to location owners. The location operator, the report goes, signs a sales contract and a note. The vending firm then discontinues the location with its first contract, which in turn approaches the operator for payment.

Lost 20 Locations

Nuccitelli told the meeting that he has already lost about 20 locations because of the sales tactics of American Vending. Jack Wilson, president of G and G, noted that he too had lost several spots. One of the sales pitches used is reported to be the fact that some location men don’t have to split any take with the operator. Nuccitelli and Wilson both advised members to attempt to educate their locations and to view the fact that they would lose all service by buying the used equipment from the New York outfit.

Affected operators are bringing the matter to the attention of the New York State attorney general with the hope of assistance from that office. Some felt that in the eyes of the public American Vending was dealing in the sale of a piece of used equipment for almost 10 times its market value.

It is also reported that the American Vending concern is dealing in the same manner with used juke equipment also. In both this and equipment not revalued.

Council Endorsed

Another development at the operators’ meeting was an official endorsement of the activities of the Coin Machine Council. The members appeared to be 100 per cent in favor of the Council and the Guild forthwith became a participating member by sending the Council a check for $50. Individual members were cabled urging to come to the next meeting.

Present at the meeting were: Wilson, Todd Green, Mike Mulligan, Joe Reich, Nick Nuccitelli, Mike and Nick Kupchy, Ed Rockwell, Eddie Solomon, Leo Douglas, Gertrude Brown, R. C. Gregor and attorney Lou Werner. The members were Bob Catin, Rilotta Distributors, Gordon Howard, Atlantic National, Frank Green, Rock-Ola distributor, and Mr. Hoolihan from the Blue Cross organization in New York.

John Ruggiero
Leaves Jones, Joins Seeburg

LOS ANGELES—John Ruggiero has assumed his duties here as general manager of Seeburg Distributing Company succeeding J. J. Donohue, who has retired. Prior to taking the post, Ruggiero was general sales manager for the R. F. Jones Company in San Francisco for more than 12 years.

Dean McNickle, formerly with the Jones company in Seattle, will continue with the Seeburg distributorship as general sales manager. He joined the firm when it was under the direction of Donohue, who took over this post when the factory took over the outlet from Minstrel Music. Prior to this, Donohue was factory sales representative in the 11 Western States.

Leo Simone, who was in the sales department of Shaffer Music in Cleveland, has joined the staff. Wayne Davis, formerly with Minstrel and the local Seeburg distributorship, has left the organization and is reported again engaged in the real estate business.

Meanwhile, no replacement has been named for Ruggiero at the R. F. Jones Company, a representative of the firm said Wednesday (17). The Billboard also learned that there had been no shifting of titles or change of duties at the Jones main branch in San Francisco. Ruggiero told in Los Angeles that “it all happened fast,” and the parting was “very friendly.” Ruggiero has been in the coin machine field for nearly 30 years. He joined the Jack Macor Company in San Francisco in 1923, remained there until after Moore’s death in late 1947. He joined Jones in April of 1948. Ruggiero said that he planned to move his family to this area soon.

PHONOS SEEBURG

KD-200 $475.00
100-C $255.00
AMI E-120 $155.00
ROCK-OLA 1455 $400.00
WURLITZER 2100 $465.00
2150 $445.00
ANGOTT DISTRIBUTING CO.
2616 Puritan Ave.
Detroit 21, Mich.
NAMA May Admit Music Ops

- Continued from page 67 -

and fast one. Generally, an operator with a vending route and a julep box route is eligible for membership provided both routes are set up as separate business entities. Also, members who joined NAMA as vending operators, and who have subsequently added julep boxes to their routes, have not been expelled.

Little Effect

Whether or not the proposed change in membership requirements is accepted will have little effect on NAMA or on the Music Operators of America, the national trade association for julep box operators.

Actually, the operator would still have to derive the bulk of his game income from merchandise machines to be eligible for NAMA membership. If most of his income were derived from julep boxes, MOA rather than NAMA would be the trade association that would do him the most good. And, of course, if he has two separate corporations, he would likely join both trade associations. NAMA would not concern itself with purely julep box problems.

What is important is that NAMA, with a history of exchanging operators of music machines, is now at least willing to recognize officially that the julep box and the vending machine—specifically the cigarette vender—can be operated on the same location by the same man. If the proposed change goes through, the Seeborg Corporation, which has been ineligible for membership because of its julep box manufacturing operations, would become eligible.

Rana Continue

But the ban on operators of amusement machines and mixed ball gum and charm units will still hold. The proposed change deals only with operators and manufacturers of julep boxes.

Oddly enough, one of the founding fathers of NAMA was the Mills Automatic Merchandising Corporation in New York, a wholly-owned subsidiary of the Mills Novelty Company of Chicago. The parent company itself was not an NAMA member until it was elected in 1965. As it did then, which would not qualify it for NAMA membership.

Within the last three years the convergence of the coin machine industry and the vending machine industries has been going on at a rapid rate at the manufacturers' level.

Acquisitions

In this brief period Automatic Centers has acquired AMI, Seeborg has acquired four vending manufacturers (Eastern Electric, Bert Mills, Lyon Industries and Chloe Vend), Williams has gained control of IVI (a coffee machine manufacturer), and Rock-Ola has taken over the Fred Hebel Corporation.

But the big news is not being made on the manufacturing level. Julep boxes are now being manufactured by diversified operators. Today, there is no company making julep boxes who does not also make arcade machines. NAMA's official line is that these operators are not eligible to join NAMA. If they were, NAMA would probably be all but engulfed by the julep box industry.

For example, the 1960 Music Machine Survey of The Billboard disclosed that 90 per cent of julep box operators have diversified operations and that more than 40 per cent of those diversified are already coin venders.

No Great Rush

This doesn't mean that there is any great rush on the part of the julep box operator to diversified vending. Less than 10 per cent of those diversified are in food and drink, which covers most of merchandise vending.

However, the addition of cigarette machines to the route makes sense to the julep box operator. The locations—mostly taverns, diners and restaurants—are the same locations as for music machines.

Hence the operator is dealing with the same location personnel and the addition of cigarette machines, while posing some problems, is not quite the same as entering a completely unfamiliar field—as full-line vending would be.

Net One-Sided

And the movement hasn't been picture one-sided. In the New York area, for example, two large cigarette machine operators have added julep boxes, not so much to protect their locations as for the extra revenue.

California and Texas cigarette operators have added julep boxes to their routes to compete with music machines operators who had entered the cigarette business.

These are all unambitious considerations in NAMA's weighing a change in its membership policy.

When It Rains

- Continued from page 71 -

 cereal trade is channelled (or not channelled) into resort areas, Europe is a single, shining tourist goal, be it the linen industry or cathedral at Bruges, Belgium, or climbing the Jungfrau near Interlaken. Every major European area caters to tourists, and this fact combined with the shortage of accommodations which makes mandatory advance booking provides "weather insulation" for the tourist entrepreneur, including the coin machine operators.

This season there are more new American games than ever before, and they are getting the heaviest play. European-made games tend to be conspicuous by their absence in major resort areas which depend on American equipment to lure the American tourist.

But, for the first time, European-made (primarily German) julep boxes are to be seen everywhere, with only a few nonexistent locations by any means.

Coast Ops Try

- Continued from page 71 -

Neel believes that the laws in photographic revenue in the better spots can be attributed to general conditions. The largest employer in the area has cut its force since July 1, 1960.

"The people affected are those who seem to play the julep boxes," Neel explained. "I had to go back to the old commission deal on 75 per cent of the $132 worth of equipment that is worth only $125 that is making as much as stereo. It is in the location. If there is a piano bar in the location, then the julep box is dead. Also, when there are no operators. Everyone is psychologically affected. This is the way I think it is working here."

Steps to Win

Prizes in N.Y.

Bowl Tourney

NEW YORK — Operators continued to fall in line this week behind the new "King of Games" promotion on coin bowling games being promoted here by Craig Todd Agency, a public relations firm.

Lately, according to Marty Greenfield, exec of the agency, is a deal involving prizes of new bowling games for operators. Local distribs Al Simon, Barney Sugarman and Irving Hoffman have each promised to donate one machine apiece for the prizes. Under this deal the three top winners of the contest, to be kicked off this fall, will be traced back to the locale where they originally entered the contest. The operators serving these three locations will then become the winners of the three games donated by the distributors.

Mallegg, Coin Exporter, Dies

CHICAGO — O. O. Mallegg, president of the Chicago-based O. O. Mallegg, Inc., export-import firm, died August 8. He was 59.

Mallegg dealt extensively in coin machine imports and exports since 1938 and traveled widely in Europe and Latin America.

Mallegg was one of the first to recognize the big potential in the European market for coin in the coin machine world of today. Many of his observations on world markets appeared in these columns.
Experienced Operators are Switching to United Fast!

Follow the lead of many of the nation's most successful operators... turn your music operation into record earnings... cover your territory with Music by United. Exclusive high-speed operation and unparalleled mechanical simplicity make the United Phonograph by far the finest equipment ever offered! That's why more and more operators are switching to United every day. Write for complete details today.

UNITED MUSIC CORPORATION
340 NORTH CALIFORNIA AVENUE
CHICAGO 11, ILLINOIS
CABLE ADDRESS: UNICOR

MODEL
UPC-100

Stereophonic-Monaural Half-Dollar coin-mechanism is standard equipment
Collection Reports

Continue to Prove

EARNING POWER

of SEEBURG ARTIST of the WEEK PLAN!

COLUMBUS, OHIO, Reagan's Cafe

"In six weeks, the take maintained an average of one-third higher than normal and the sixth week was larger than the first!" Operator: Capitol Music.

GULF SHORES, ALA., The Beachcomber

"A good income location which in the first two weekend days topped the average weekly take by over one-third. Five records out of ten Stereo 33's had 'pegged' the popularity meter." Operator: Irving Kamper.

BROOKLYN, N. Y., Baby Grand

"400 plays the first two days of which 98 were on the featured 'ARTIST of the WEEK' records. Owner pleased in every respect." Operator: A & A Operating Corp.

KENT, OHIO, Stag Bar

"A 'Q' converted to the 'ARTIST of the WEEK' in a super, top-income location is taking in 12½ more. Every 'A-O-W' record 'hit the peg.'" Operator: Canal Amusement.

DETROIT, MICH., Castle Bar

"Over a 75½ increase according to Bill Campbell, owner, with an AO-160." Operator: Willens Music.

DALLAS, TEX., Club DeVille

"A top location where an AO-160 replaced a 222 and accounted for a "33% increase. Location requested ALL 33 albums and two additional 'Stereophones.'" Operator: W. R. Williford.

SANDiego, CALIF., Jet Center

"In the first week's total of over 200 plays on the Kitty Wells package of five records alone." Operator: Album Music Systems.

The Seeburg 33-1/3 Stereo "ARTIST of the WEEK" Plan Works!

Prove it to yourself! See your Seeburg distributor!

The Seeburg Corporation-Chicago Ill.

America's finest and most complete music systems

PLAY BOTH 45s AND 33\(\frac{1}{3}\)s INTERMIXED

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