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NOVEMBER 14, 1960 THE AMUSEMENT INDUSTRY'S LEADING NEWSWEEKLY

# Billboard to Change Publication Format

Separate Weeklies to Cover Outdoor Show Business, Music-Coin Machine

spot and Vend.

merges with Funspot as a weekly taneous with the domestic edition. operation. The combined magazines will have a completely revised magazine format. Funspot was the company's specialized maga-Launched three years ago as a zine, Vend, will be changed from a monthly, and met with the same monthly to semi-monthly with 24 kind of acceptance among perma- issues a year. The changes have nent amusement spots that The been made to fulfill the need for Billboard has enjoyed for 66 years more and faster news service to the among transient outdoor show booming automatic vending induspeople.

weekly will be Amusement Busi- Hilmer Stark, General Manager of ness Week. Editorial and adver- The Billboard coin machine divitising sales headquarters will be in sion, moves over to Vend as Busi-Chicago under Maynard Reuter, ness Manager. The printing and who has been publisher of Funspot distribution will continue out of as well as vice-president of The Cincinnati. Billboard Corporation. James Mc-Hugh will be editor of the new 1961 issue, the company's conweekly magazine and Robert sumer magazine, High Fidelity, Husted will be advertising man-

Music Business Week

president of the corporation. The Gelatt. merged departments will have basically the same format as the present Billboard. Sam Chase continues as Editorial Director, Paul Ackerman as Music Editor and Aaron Sternfield as Coin Machine Editor. Andrew Csida will be Advertising Co-Ordinator, Dan Collins remains Music Advertising Manager, and Dick Wilson will be Coin Machine Advertising Manager. John Sippel moves from the Chicago to the New York sales department and Bob Riedinger transfers from the music sales staff to handle New York sales for Amusement Business Week.

The publishing changes have been made to keep pace with industry and reader needs. Amusement Business Week's objective will be to give all those in the amusement industry a weekly business magazine devoted solely to their needs. Similarly, the music and coin machine industries also will have a business weekly edited exclusively for the interest of those readers.

Both magazines will be sold on

NEW YORK-Plans have been newsstands as well as by subscripfinalized to bring about important tion. Printing and distribution will changes in three of The Billboard be out of the Midwest, the same Publishing Company's magazine as the current Billboard, and naoperations - The Billboard, Fun- tional distribution will be effected over weekends so both editions will Beginning with the issue dated be generally available on Mondays. January 9, 1961. The Billboard's Also, distribution of the Overseas Show News section, which serves Edition of the Music-Coin Machine outdoor show business readers, departments thruout Western Eumoves out of The Billboard and rope will continue to be simul-

Other Changes Beginning with the March issue, try. G. R. Schreiber, Chicago, will The name of the new combined continue as Editor and Publisher.

Beginning with the January moves into a Midwest printing operation, with typesetting being done by the company's own printing Also on January 9 the Music plant in Cincinnati and presswork and Coin Machine sections of the being done by McCall's in nearby present Billboard will be combined Dayton, O. Since its acquisition in under the new name, Billboard late 1957, High Fidelity has been Music Business Week. Editorial produced by outside printers in and advertising will be headquar- New England. Publication offices tered in New York under Roger S. will continue in Great Barrington, Littleford, present general manager Mass., under General Manager of the music division and vice- Warren Syer and Editor Roland

# FILM 'THEME' SINGLES BUILD ON POP CHARTS

By JUNE BUNDY

NEW YORK - The increased importance of movie themes in the pop singles field is pointed up this week by a United Artists Records report that the Ferrante and Teicher waxing of the "Exodus" film theme is the fastest breaking single in the history of the company. According to UA Veepce-General Manager Art Talmadge, the disk has already

passed the 100,000 figure. "Exodus," (on the "Hot 100" for the first time this week in the No. 71 slot) is UA's fourth film theme chartmaker, and a fifth movie theme, Al Caiola's "Magnificent Seven," is also starting to show some action. The picture theme best sellers include Don Costa's "Theme From the Unforgiven" and "Never on Sunday" (No. 79 this week) and Ferrante and Teicher's "Theme From The Apartment" (No. 25 this week).

UA's next movie theme waxing will be "The Facts of Life" by Steve Lawrence and Eydie Gorme. The duo sings the theme behind the titles of the film which stars Lucille Ball and Bob Hope, Talmadge notes that picture theme hit singles not only spark more sales for soundtrack albums, but also boost non-sound-track LP's recorded by the artists who cut the hit singles. He cited soaring sales on F. and T.'s "Great Themes" package as an example.

Other movie themes on the "Hot 100" this week include the late Johnny Hor-

(Continued on page 14)

# Capitol, Dot Push Singles Stimulus At Dealer Level

Cap Offers 100% Exchange on New Issue; Dot Ships Direct to Outlets

By LEE ZHITO

HOLLYWOOD - Capitol is HOLLYWOOD - In a drasupporting all its new singles re- matic, all-out drive to stimulate release dealers order.

ery new single issued by Capitol, film of the same name. Once a given single shows better | Since the shipments are not goby-market basis wherever condi-direct. tions warrant as well as the extent | Wood's unique device is based gardless of market reception.

(Continued on page 14)

leases with a 100 per cent ex- singles sales, Dot Records' prexy change policy, starting with its Oc- Randy Wood last week ordered factober 31 release. This is the lat- tory-direct shipment of two Dot reest in a series of steps taken by leases to 13,000 dealers on a full, the label recently aimed at grab- 100 per cent guarantee return basis. bing a larger share of the singles Each of the dealers received three market. The full exchange plan is copies each of Debbie Reynolds' so framed as to allow Capitol to "It Looks Like Rain in Cherry keep a rein on the quantity per Blossom Lane" b-w "Satisfied," and Dot's previously issued "The Rat The 100 per cent exchange priv- Race" single by Sam Butera and ilege covers 10 copies each of ev- the Witnesses from the Paramount

than average strength in a market ing thru Dot's distributors, the laarea, Capitol will notify dealers in bel is sending carbons of the dealer that area that it will broaden its invoices to the distribs so that they exchange guarantee to 25 copies or will have a record for collection. more depending upon the disk's Dealers are being told to re-order sales appeal. Thus, the plan is suf- from the regular Dot distribs, and ficiently tlexible to increase the to pay these distribs for the copies exchange privilege on a market- of the disks they received factory-

of the increases. Should the label on the premise that if merchandise come up with a nationwide hit, is in the store, it will sell. Also, hiked exchange privilege will be he apparently feels that the disextended on a national basis. Full tribs will have a considerably easexchange, however, will cover at lier time to sell re-orders than to least 10 disks on all singles, re- break the ice with new orders on singles releases. Wood, who pio-Dealers with more than one out- neered the 100 per cent return let will be allowed the exchange concept in the singles field in Dot's privilege for each of their early days, is banking on his novel stores. Similarly, distribs will be plan of blanketing the nation's dealers with disks to give the singles field its sought-after shot in the arm.

(Continued on page 14)

# NEWS OF THE WEEK

Diskeries Push Singles At the Dealer Level . . .

Record manufacturers are pushing singles harder than ever at the dealer level. This week both Dot and Capitol Records came up with plans for single promotion among dealers. ..... Pages 1, 2, 3

Singles Up, LP's, Too, In September in Stores . . .

Sales of single records and sales of LP records snapped back for strong sales via record dealers for the period September 12 thru October 8, as against the previous slow four-week period from August 15 thru September 10. ...... Page 3

Major Changes Due in Columbia-Philips Pact . . .

Columbia Records and Philips are expected to agree to major modifications in the current

world-wide pact. Columbia wants its own CBS label thru the world; Philips is anxious to buy a diskery here, and has made overtures to Paramount Pictures for Dot Records.

DEPARTMENT AND FEATURES

Amusement Park Music Pop Charts Arena, Auditorium Newsletter ..... Honor Roll of Hits .. 32 Audio Products ...... 18 Hot 100 .... Bulk Vending ..... 62 • Carnival Confab ..... 56 Circus Trouping ..... 53 Classified Ads ...... 61 Music Record Reviews-Coin Machines ...... 62 Coming Events ..... 45 Singles ..... 35-37 Management ...... 50 Hot 100 ..... 34 Show News ----- 47 IV-Music-Radio

# Other Cap Promo Steps

HOLLYWOOD - The latest move of Capitol in guaranteeing its single records is but one of several steps the company has recently undertaken to spur single sales. Other steps include the cutting down of the label's single artists roster; the appointment of a national promotion man to concentrate on singles, and an all-out promotional push given to one outstanding single each week to attempt to come up with a hit. This last step, by the way, has already been successful with the latest Frank Sinatra waxing of "Ol' Mac Donald." This platter, selected for the firms first singles drive, has already broken thru as a hit.

GREATEST CHRISTMAS PROMOTION EVER-from PRCAVICTOR

# Distribs Skittish on Labels; Drop Some; Cool to Additions

By JUNE BUNDY

record distributors across the coun- be in business tomorrow." try are becoming more and more selective about the type and num- a distributor to continue handling label will put out 28 LP's-two ber of labels they'll handle these a line. As one distrib put it—"a by strong selling artists, the rest days. Distribs who formerly were deal is no good on stuff that won't bombs." eager to acquire new lines, are sell." However, outside deals are dropping old labels and are reluc- a prime factor in making distribs inventory must turn over a minitant to take on new ones for fear drop lines today in cases where a of enlarging their already sizable label is also selling directly to inventory problems.

tude to over-production-both of is," laments one distrib. singles and LP's; the increased difficulty of getting radio exposure becoming just as selective as the for new releases in a crowded disk larger distribs-Joe Martin, prexy market; and the fact that even top- of Apex-Martin Record Sales, Inc., selling records today aren't selling Newark, N. J., for instance, who

Alpha Distributing Corporation here, said he has dropped several labels recently because he can only handle so much product, since records take longer to happen today, and he has to spend more time and money promoting them. Consequently, the exec said he has told some manufacturers to move to other distributors so they can get full concentration on their records. "If it's a good record," Halonka said he would still take on a new single, but he would "think twice" before "going out on a new label."

A similar attitude is reflected by Al Levine, prexy of Ideal Record Productions, Inc., here. He also said his firm is becoming "more selective." "We prefer to deal

# Belafonte LP Gets All-Out Victor Push

launching an all-out push on the firm's new album, "Belafonte Returns to Carnegie Hall." The al- owned programming interests, inbum was waxed live at a concert cluding record companies, seems last May at the famed hall. In doubly assured as Rep. John Benaddition to Belafonte, it features nett (Mich.), ranking Republican Odetta, Miriam Makeba, the Chad member of the Harris committee Mitchell Trio, and the Belafonte Singers. Belafonte will help push the album via his forthcoming TV spectacular November 20.

Meanwhile, at Victor things are happening too on the singles level. Chet Atkins, the label's Nashville recording chief, has signed George Hamilton IV. Lad was formerly first nine months of business in with ABC-Paramount, where his 1960 has been greater than any biggest hit was "A Rose and a full year's operations in the com-Baby Ruth."

On Victor's low price Camden earnings for the firm, including its label, the firm is rushing out the subsidiary, Universal Pictures, for first spoken word album for Cam- nine months ended September 30, den, and one of the first comedy amounted to \$4,159,772, as albums on a low price label. Set against \$911,260 for the correfeatures Judy Canova in air-checks from the comedienne's radio shows. Supporting names are Mel Blanc, Hans Conreid, and Joe Kearns.

with reliable manufacturers," he

chains or racks. "You never know do \$70,000 gross business." Distribs attribute their new atti- what the price (of their product)

Many smaller distributors are what they would have a year ago. blames the situation on over-For example, Johnny Halonka of production, particularly of LP's.

"There are many LP's out that NEW YORK-Established indie averred: "People we know will still should never have been made," opined Martin. "There's no such Deals don't necessarily influence thing as a good line anymore. A

> Martin estimates that a distribs' mum of seven times a year. "If you carry \$10,000," he said, "you must

> Meanwhile, at least one indie record manufacturer, Bob Schwartz of Laurie Records, is trying to do something about the distributors' problem. (See story elsewhere in this issue for report on Laurie's revamped artist roster and release program.)

# Music, Broadcast Probers Re-Elected

Returned Solons Likely to Follow Up Pressures in 87th Congress

By MILDRED HALL

WASHINGTON — Legislators highly active in music and broadcast probes in the 86th Congress will be back in business in the 87th as a result of recent elections, and chances are they will hold their same committee positions.

Re-elected to the Democratic majority of the House is Rep. Oren Harris, (D., Ark.), chairman of the Interstate and Foreign Commerce Committee, also of its subcommittee on communications, and chairman of the music-probing Legislative Oversight Subcommittee, which is expected to close shop in NEW YORK - RCA Victor is the 87th, barring unexpected developments.

Probe of networks and their

Decca 1960

**Earnings Soar** 

NEW YORK — Decca Records'

pany's history. Consolidated net

sponding period in 1959. Stock-

holders will receive \$3.24 per share

for this period as aginst 60 cents

per share last year.

returns, together with Rep. John Moss (D., Calif.), who was one of the sharpest interrogators during the committee's payola probe.

Bennett wants to put networks wants to look into the matter of Chess Sells under FCC regulation, and Moss divestiture of network record companies like Am-Par, Victor and Columbia. During last spring's payola hearings, Moss grimly promised to find out why a deejay like Dick Philly Group ola hearings, Moss grimly promised Clark had to divest his recording interests, while his employing netploit such interests.

(D., Calif.) will be back to see how 700 to a Philadelphia group which small businessmen in the American jockey, and Tom Reddy, who puts amended consent decree. Recent proval by the Federal Communibitter outcries of the membership cations Commission. Three Phila-

**RAY CHARLES & ELVIS HIT WITH** 

SWEET STUFF NEW YORK - Two pioneers of the rock and roll school - Elvis Presley and Ray Charles-are bigger than ever on The Billboard's "Hot 100" chart this week, and

they're making it with ballads. Presley's new RCA Victor record, a pretty non-r.&r. version of the oldie "Are You Lonesome Tonight," jumped on the charts with phenomenal speed this week in the No. 35 slot. His last disk, a No. 1 seller (another non-r.&r. waxing, "It's Now or Never") remains on the charts in the No. 47 position. "I Gotta Know," flip side of Presley's "Lonesome" disk, No. 65 this week.

Ray Charles' ABC-Paramount version of the balladstandard, "Georgia on My Mind," is the No. 1 record in the country this week. At the same time. Charles has three sides on the Bubbling Chart -all standards. His new Am-Par record, "Hard Hearted Hannah," is No. 6. The flip side, the lush movie theme, "Ruby," is No. 8, and Atlantic's Charles disk, a Harold Arlen show tune, "Come Rain or Come Shine," is No. 14.

EDITORIAL

# A Sound Approach

Manufacturers are placing increased emphasis on the promotion and merchandising of the singles business. The effort is largely at the dealer level. Several stories in this issue of The Billboard are evidence of this fact. Especially noteworthy examples are Capitol's 100 per cent guarantee and Dot's move to ship singles directly to dealers while still protecting distributor billing.

There are many other indications of a thoughtful approach to the selling of singles. Witness RCA Victor's recent Remington-Rand tie-in, also pegged at the dealer level, which resulted in establishing several disks relatively high on the Hot 100 chart. The RCA Victor-Remington Rand project has set the pattern for other similar promotions now being crystallized.

The Columbia 33 single is also receiving extensive dealer promotion.

Too, many labels are accenting quality rather than quantity in singles product. Laurie Records is the latest to announce. such a policy.

Dealers, currently, are not doing badly with singles. Quite the reverse: the total dollar volume of singles has increased. However, an individual single sells much less than it did several years ago, and the total sales are spread relatively thinly. There is no doubt, therefore, that the singles dollar volume can be increased—provided manufacturers come up with the correct merchandising and promotional approaches.

It is gratifying that these new approaches are being tested at the level of the dealer—who still is, and will continue to be for the foreseeable future—the backbone of the business.

The profit-building factor in singles, the excitement factor, the talent-building factor, justify the use of every resource to buttress this phase of the record business.

# WTAC to

WASHINGTON - Leonard work continued to own and ex- Chess, head of Chess Records, has sold his AM radio daytimer, Re-elected Rep. James Roosevelt WTAC, in Flint, Mich., for \$555,performance royalty distribution to includes Gene Milner, WIP disk Society of Composers, Authors and on an all-night record show over Publishers works out under the WRCV. The sale is subject to ap-(Continued on page 16) delphia businessmen sharing the buy are Marvin Orleans, Sol Krugman and Louis Tose, according to Hamilton, Landis and Associates, national media brokers who handled the deal.

> Chess Records received a Federal Trade Commission payola complaint last January, but is one of the few disk firms to stand pat on a denial of the allegations and a request for dismissal of the charges.

# Rose 'Gang' **Appeal Denied**

NEW YORK-Billy Rose's appeal to the Supreme Court of the United States to have that Court review the decision of the United States Court of Appeals in his case against Bourne Music has been denied. Rose's appeal concerned the song "That Old Gang of Mine," which he wrote with Ray Henderson and the late Mort Dixon. Court of Appeals had upheld Bourne's right to the renewal assignment of the tune.

Rose had challenged the renewal assignment, which was signed over to Bourne under the old renewal assignment used during the 1920's before the Song-writer's Protective Association was formed. He claimed the renewal assignment was illegal, but the lower courts half the solution of automatic merchandising one year, \$5 in U. S. A. and Canadar The Bill-board Overseas Edition: Funspet, the magazine of amusement management, and High Fidelity, the magazine for music listeners. legitimate assignment.

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> > Editors

Paul Ackerman..., Music-Radio-TV, N. Y. James W. McHugh....Show News, Chicago Aaron Sternfield.....Coin Mach., Chicago Wm. J. Sachs, Exec, News Editor, Cincinnati Robert Rolontz.....Assoc. Music Ed., N. Y. Lee Zhito......Western Music Ed., L. A.

Managers and Divisions

L. W. Gatto..... Main Office, Cincinnati R. S. Littleford Jr. . . Music-Radio Div., N. Y. Sam Chase.....Asst. Publisher, New York M. L. Reuter...Show News Division, Chicago Hilmer Stark...Coin Mach. Division, Chicago

> Offices Cincinnati 22, 2160 Patterson St. L. W. Gatto Phone: DUnbar 1-6450

New York 36, 1564 Broadway George Connell Phone: PLaza 7-2800

Chicago 1, 188 W. Randolph St. Maynard L. Reuter Phone: CEntral 6-9818

Hollywood 28, 1520 North Gower Sam Abbott Phone: HOllywood 9-5831

St. Louis 1, 812 Olive St. Frank B. Joerling

Phone: CHestnut 1-0443 Washington 5, 1426 G St., N.W. Mildred Hall, Chief, News Bureau

Phone: NAtional 8-4749 Advertising Managers

Music Adv. Sales Dir. . . Dan Collins, N. Y. Music Adv. and Prom. . . Andrew Csida, N. Y. Show News-Mdse. . . Robert Kendall, Chicago Coin Machine......Hilmer Stark, Chicago Music-Western..., Robert McCluskey, L. A.

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# LP and Singles Business Booms in Latest Sales Statistics

By TOM NOONAN

NEW YORK-Record sales in retail record shops, both singles and LP's, snapped back during the period



September 12 thru October 8, as compared to the previous four-week span, August 15 thru September 10. Single records were responsible for the biggest part of the comeback, with the 45 r.p.m. disks selling 1,500,000 more units in the September to October period than in the prior four-week spread. LP's, too, were up, increasing over the previous four-week period by 200,000 units.

The total number of single records sold by dealers in the period September 12 thru October 8 came to 7,300,000 units. The total number of LP's moved by dealers in these four weeks came to 4,100,000 units. In the previous four-week period, August 15 thru September 10, the total number of singles sold was 5,800,000 units, while the LP's sold in the same period totaled 3,900,000 units.

Measuring 1960 against 1959, the September 12 thru October 8 period in 1960 is immeasurably brighter. In the 1960 period sales of single records via dealers is close to 2,500,000 units better than in the September 10 thru October 8 period in 1959. LP's, too, are up for this period in 1960 as against 1959 by 1,300,000 units.

It is true that many manufacturers complained about business during the September-October period. But there were just as many manufacturers who were happy with their single or LP business. Altho no one would deny that there are now fewer million selling records that there were one or two years ago, it is also true that there are more records selling 200,000 to 300,000 than ever before, and also that there are more manufacturers sharing in the total take than ever before. More and more new labels-and often old labels-break thru with a singles hit now and then, and the combination of more hits by more companies adds up to more record sales across the dealer's counters. This is also true of the LP picture.

The hottest singles during the September 10 thru October 8 period were "Mr. Custer," "Chain Gang" and "Save the Last Dance for Me." At this time, too, "The Twist" was still raking in sales, and "Georgia on My Mind" and "You Talk Too Much" were starting to move.

The jump upwards in sales for the September 10 thru October 8 period helps make the year 1960 the best ever for records. For the period January 1, thru October 8, 1960, sales of singles are up 21.1 per cent, and sales of LP's are up 41.1 per cent. in retail outlets. Only EP's are off as against last year by 16 per cent. All told, total record sales in units via dealers are 26.5 per cent ahead of last

This could well mean that the record industry is headed for an all time high during the Christmas period. In 1959 total units sold in the Christmas period came to 6,100,000 LP disks. A projection of the 1960 figures over the 1959 year-to-date figures indicates that the Christmas period, 1960, would hit 8,900,000 LP units. This projection is also based on the greatly increased sales of phonographs, so far in 1960 as against 1959, plus the anticipated sales of phonos during the Christmas season.

These statistics are derived from the current 10th period report analyzing national trends of record sales in retail record stores, as prepared by The Billboard every four weeks under the supervision of the New York University School of Retailing. The complete confidential reports, issued to subscribers of this service, also provide competitive figures by label, broken down by speed, price, mono vs. stereo, etc. The reports are compiled from diaries of actual cash register sales made by a scientifically selected, rotating sample of record dealers across the nation.

# Changes Due in Col.-Philips Pact

ords' talks with Philips, its Euro- being discussed now, since the pean associate, are expected to time to effect them will be long come to a head by the end of the in coming. year. At that time it is expected that Columbia and Philips will two months ago, Columbia is anxagree on a new working arrange- lous to make a number of shifts in ment. The current contract be- world markets. One of the most tween Columbia and Philips runs important to the diskery is to have

**Dot Tests** Disk Gift Coupon Plan

is testing a gift coupon plan in for many other changes, most of the Southern California market them involving cost and merchanwhich if proven successful will be dising plans, since it is believed extended to other areas. Label ran Philips will continue to press in a full-page ad in yesterday's (13) Europe for Columbia. Sunday Los Angeles Times with With Columbia effecting ern California area.

he'll be exposed to other merchandise. If he buys only the Dot package, it is felt the device still will have served its purpose by renewing the consumer's acquaintance with a disk dealer. Dot will allow dealers a full face credit value in redeeming the coupons.

# Four New Gold Standard EP's

week added additional sales fuel to its well-known Gold Standard EP series. The label has issued four new EP packages, designed to hit dealers at the peak of the Christ-

mas buying season. four by Eddy Arnold in a set titled lips' Memphis headquarters. "Take Me in Your Arms"; ter Wagoner.

NEW YORK — Columbia Rec- thru 1962, but the changes are

As disclosed in The Billboard its own world-wide label. With the Columbia name owned by EMI abroad, Columbia has settled on CBS as its world-wide record trademark. This will mean that instead of Columbia Records being issued on Philips in Europe and parts of South America, they will be released on the CBS label HOLLYWOOD — Dot Records abroad. Columbia is also pressing

a "gift coupon" worth 50 cents to- change in its working operations ward the purchase of any Dot al- with Philips, Philips, in turn, has a bum, stereo or monaural. Ad ran number of changes of its own unin the Times' entertainment sec- der way. Philips will need a new tion. Sunday Times boasts a cir- source of supply of records in the culation of 870,000 in the South- U. S. since it will not have Columbia products to release on Philips. Plan behind the coupon device To that end the Holland-based is to stimulate dealer traffic. Idea firm has been looking over the is for the coupon-clipping consumer U. S. record scene with an eye to be prodded into visiting the toward purchasing a diskery here. record dealer of his choice. While In fact, Philips has been, and still cashing in the half-dollar coupon, is, speaking to Paramount Pictures (Continued on page 16)

> Phillips' Nashville Studios Ready Soon

visitors to the recent WSM Country Music Festival here got a preopening peak Saturday (5) at Sam Phillips' new Sun Records and Phillips International recording studios and offices at 319 Seventh Avenue North, with Phillips play- ing Company, the city's oldest in- They've taken on ABC-Paramount NEW YORK-RCA Victor this ing host at an impromptu cocktail dependent disk outlet, headed by and Chancellor, previously distribsession and buffet supper.

music buildings in town, the new business. This precipitates a dis- Gold operation. Phillips studios is styled after the trib realignment in this area. firm's new lavish quarters in Memphis, which bowed officially several continue to operate Mershaw of biggest lines, has opened a factory Included in the group are sets months ago. Interior decoration and Western New York, their large owned distributorship here. Fasan by Frank Sinatra, including "The styling has been done by Denise rack jobbing operation here, as reportedly was holding close to Night We Called It a Day," and Howard, of Decor by Denise, who well as their sizable white goods \$70,000 worth of Dot inventory "Night and Day," among others; also engineered the work on Phil- distributorship, including the Ad- when they closed their doors -

"Day-O," by Harry Belasonte, in- local studios are expected to be the Buffalo area. cluding the title song and "Venezuela," among others; and "The dios set to roll shortly thereafter. The move has brought about an san include Carlton, taken over by immediate reshuffling in the local Onondaga Supply, Syracuse; West-Pick of Country Hits Volume 1," Phillips plans to usher in the new distribution pattern. Steve Brodie minster, taken over by Metro Diswith sides by the Browns, Don studios with an official opening and Lennie Silver, who already tributing, here; and Contemporary, Gibson, the Davis Sisters and Por- party soon after the first of the operate Best Distributing Company Vox and Seeco. year.

# ARD BASH SET FOR SELLOUT

NEW YORK - The Associated Record Dealers of New York and New Jersey are set for the group's second annual installation dinner and dance, to be held next Sunday (20) at the Hotel Park Sheraton here.

Prexy Sy Bondy said, at week's end, that ticket sales were exceptionally good, with a sellout virtually assured. New officers will be installed at the affair, which will be emseed by WMGM deejay, Mike Laurence. A number of disk stars are expected to be present. A full program of entertainment is planned.

# UST Preps Gift Packs

HOLLYWOOD - United Stereo Tapes dipped into its regular catalog to prepare 10 de luxe boxed gift packs complete with greeting card, aimed at the Christmas buying season. Each box contains two four-track tape reels, wrapped in cellophane, and each offers the equivalent of four stereo disks. Prices are on a par with the recordings' disk counterparts, and in some cases less than the disks.

UST offers a 100 per cent exchange privilege on the gift line-up. Packs are so arranged as to allow dealers to break them up into their individual single reel packages should stock remain after the holiday season.

# 'Camelot' Tokens Spur LP Sale

NEW YORK - Columbia Rec- mas gift business early, too. Coords has come up with a slick lumbia had worked out a coupon merchandising gimmick for deal- system for both the "Flower Drum ers to sell "Camelot" albums even Song" album and the "Sound of before the LP of the forthcoming Music" album last year for dealers, Lerner & Loewe musical hits the but the coupons were not sold to market in mid-December. With the dealers for sale to customers as are show postponed until December 3, the "Camelot" tokens. thus pushing back the album until With "Camelot" now on the last December 15 or so, Columbia's bus- two weeks of its out-of-town shaketling sales chief Bill Gallagher has down in Boston, it has already evolved a three-inch "Camelot" record token, which can be purchased from dealers by record customers. and redeemed in mid-December for an actual "Camelot" album.

The three-inch "Camelot" record tokens are in the shape of a record, and are packed in a midget sleeve with art work on it. The blue token, which lists at \$5.98, is for the stereo "Camelot" LP, and the yellow token at \$4.98 list, is for the monaural LP. Columbia is now soliciting distributors on the tokens, and will start shipping them to distribs late this week. Distribs in turn will have them ready for dealers soon after. Dealers buy the "Camelot" tokens at the regular dealer discount, and sell them to their customers, after imprinting their store name. According to Gallagher there will be advertising, and other promotion aids to acquaint record buyers with the to-

Object of the "Camelot" token is to rack up as much business on the album as possible before it hits the market, and to grab off Christ-

racked up the greatest advance in the history of the musical theater with over \$3,000,000 in ticket orders already in the till at New York's Majestic Theater box office. No matter what the reviews are

(Continued on page 16)

# DJ's Get New **Bryant Disk**

NEW YORK — Joe Carlton, of Carlton Records, moved swiftly this week to cash in on the current activity on the tune "Wonderland by Night," with the first vocal version, by thrush Anita Bryant. Carlton cut the side Wednesday night (9) and had 4,000 copies on their way to jocks late the next day. Two chart versions of the tune popped up this week, by Burt Kaempfert and Louis Prima.

Carlton is an old hand at this type of gambit, having once cut the first vocal version of "Oh Mein Papa," with Eddie Fisher, following the original instrumental disk by Eddie Calvert. On the other hand, Carlton was on the other side of the fence when he cut Eddy Heywood's "Canadian Sunset." On that occasion, Archie Bleyer cut the vocal version with Andy Williams.

# NASHVILLE—Several hundred Buffalo Distributor Alignment Shifting

Stewart Levy and Ben Kulick, is uted by Fasan. Lou Sugarman, Located in one of the leading going out of the record distributing formerly with Best, is heading the

Equipment installations on the box and game operation thruout let.

here, opened their second distribu-

BUFFALO - Fasan Distribut- torship, Gold Record Distributing.

· Kulick and Levy will, however, Dot Records, another of Fasan's miral line, and a substantial juke most taken over by the factory out-

Other labels distributed by Fa-

(Continued on page 16)

# VERVE BOWS IN PAULING DISK

HOLLYWOOD — Verve Records, which pioneered the present spoken word comedy trend, steps into the more serious side of talk records with the release of a package featuring Nobel Prize (1954) winner and Caltech Prof. Linus Pauling's comments on "Fallout and Nuclear Warfare." Album is tagged "Linus Pauling on Record." Label flags it as part of its "Literary Series," and is prompting its distribs to push the platter thru regular disk outlets plus book stores.

# New WABC Format Carlton Plans Competition Spark

MUSIC NEWS

NEW YORK — The competitive spinners include Chuck Dunaway, situation in local New York radio formerly with WKY, Oklahoma will be stepped up considerably City; Charlie Greer, WAKR, Akshortly when ABC's flagship, ron, O.; Farrell Smith, ex-WHK, WABC, here, launches its new pro- Cleveland; St. Louis spinner Jack gramming format and deejay staff, Carney; Scott Muni, ex-WMCA, via an all-out promotional cam- here, and Herb Oscar Anderson, paign.

phasize top-selling pop singles, sta- WMCA here. tion manager-veepee Hal Neal will also play up personality deejays, ger of WABC, and free lance proand is bringing in a flock of young gramming consultant Mike Joseph jocks with high-rated shows from have been conducting surveys in

# Fraternity Widens Scope; Adds R&B Line

CINCINNATI—Fraternity Records president, Harry Carlson, last Wednesday (9) announced an expansion program for his firm to LP selections and new releases. broaden the scope of its over-all operation.

Under the plan, Carlson will expand his present pop line, place greater emphasis on the marketing of albums and make a move into the rhythm and blues field. The last named is a new adjunct to the Fraternity line.

Firm's expansion program will begin with the signing of new talent in both the pop and r.&b. fields, Carlson says. He also plans to further his firm's products by an ad-

arranger and owner of his own vember 16. jingles-producing firm here, has joined Fraternity as a.&r. head. Plans call for early recording sessions in Nashville, Hollywood and New York, Carlson reports.

# KXGO JOCKS SET 'PICK OWN HIT' CHARITY TIE-UP

FARGO, N. D. — KXGO Radio here has come up with an unusual DJ promotion tied in with a Thanksgiving public service effort. Three weeks ago, no agreement could be reached on a Pick Hit of the Week by the station's four top jocks, Joe Boyle, Jim Rudd, Deano Day and Bob Chasteen. To resolve the dilemma, they decided to have four picks instead of the customary one, with each jock naming his own Pick Hit. The disk that becomes the biggest hit after three weeks, according to local sales, will win for its picker a leisurely day of rest while local orphans will benefit too.

On Saturday, November 19, come rain, hail, sleet or snow, the three losing jocks will have to do their shows from in front of the Sears store on Broadway in Fargo, while the winning jock lounges in a big easy chair in the store with glamorous live models waiting on him hand and foot. The broadcast will start at 10 a.m. and will continue until the losing DJ's are able to hustle \$500 cash from passers-by. The loot will be contributed to Children's Village, a local orphanage, for Thanksgiving dinner.

The Picks are: "It Doesn't Matter Any More" by Rob and Roy; "Doll House" by Donnie Brooks; "Round Robin" by Donnie Brooks, and "Strawberry Blonde" by Frank D'Rone.

who will move over to WABC as Altho the new format will em- soon as he settles his contract with

Hal Neal, veepee-general manahere and other areas. New WABC the area for the last two months in ances by seldom heard and new an effort to analyze "audience flow" of the city and determine its disk programming requirements.

> As indicated when veteran dee-WABC (and the jockey business in general) last month, WABC will henceforth spotlight more current pop hit singles. However, Joseph notes that the new format, which will be based on extensive local surveys of dealers, will also feature

The station will back its new jockey staff with extensive con-(Continued on page 14)

# **New Schirmer** Store to Bow

NEW YORK - The G. Schirmer Company is finally ready to open the doors of its new highly modern Fifth Avenue and 49th vanced promotion program that Street shop. Originally, the store will keep him on the road on an was to open September 6, but average of two weeks out of each strikes postponed completion of the building and the new opening date Edward H. Lubanski, songwriter, set by the firm is Wednesday, No-

> keep the present shop open thru the Christmas holidays on a limited stock basis, but full advertising attention will be directed to the new location. Large ads ran yesterday (13) in local newspapers and a 10-page supplement will be contained in The New York Times November 27.

> show merchandise contained on the two levels of the store, which separates its record, sheet music, musical instrument and audio products departments, for the special service and convenience of the customer.

# New 'Virtuoso' **Album Series**

NEW YORK-Late this month Carlton Records will release a new Anita Bryant album entitled "My Little Corner of the World." At the same time the firm will also release sets by best seller Paul Evans and by Lew Douglas.

An innovation to the Carlton line due to debut around the same time will be the "Carlton Virtuoso Series," which will feature performartists in the pop and jazz fields. George Fields, harmonica soloist from Hollywood, and Gene Estes, a young jazz vibes player from the jay Martin Block retired from West Coast, will be the first artists presented. The "Virtuoso Series" is being issued for the "sound" market, but will sell at \$3.98 (mono) and \$4.98 (stereo).

> The firm also reports that some 63 stations have already run the diskery's "Themes From" contest announced awhile back, with more expected to do the same in the next month. More than 2,500 winners have been supplied albums. Large outlets in Cleveland, Seattle, San Francisco, Chicago, and Denver have participated so far.

The "Themes From" LP is also being promoted via television thru tie-ins with the networks carrying the shows whose themes are played in the set. National Broadcasting has had its promotion department send albums and a recommendation to affiliates to use the album as a local plug for the NBC network-originated "Loretta Young Show." A similar memo and some 50 albums have been sent out by American Broadcasting chain on two of its shows: "The Untouch-The store, which is celebrating ables" and "Adventures in Paraits 100th anniversary, will also dise." In addition, Carlton is taking 20-second spot announcement ads during local TV runs of movies in key market areas.

# Little Al Opens 9th Disk Outlet

CHICAGO - Berwyn, Ill., is Advertisement will outline and the location for the ninth record outlet opened by Little Al Temaner, Chicago record shop owner. The new shop will contain a full line of disks. The owner also reported that a kiddie record concession will be opened in his Evanston, Ill., Just for Fun Toy Shop.

# ST. NICK MUSIC SINGS YULE SEASON SCORE

the Santa Claus of the Brill Build- Now On" (backed by "The Santa ing, has lined up the usual holiday Claus Parade") on the Riverside wax bonanza on his St. Nicholas label. Music catalog.

smash, "Rudolph the Red-Nosed 000 copies of the Gene Autry ver-Reindeer," Marks is working on sion; and nearly 3,000,00 in sheet Decca's reissue of Brenda Lee's music, has more than 20 new ver-"Rockin' Around the Christmas sions on wax this year. The tune Tree," Sammy Kaye's "Joyeux was cut by Paul Anka, the Chip-Noel," "Buon Natale," "Feliz munks, Lennon Sisters, Ella Fitz-Navidad," "A Merry, Merry Christmas" also on Decca; and the Little

# Coda Now Tagged Candid Label

label. The latter name was top sales year to date. of all important jazz styles.

NEW YORK - Johnny Marks, | Angels' "I'll Be a Little Angel From

"Rudolph," which has sold 29,-In addition to his perennial yule 000,000 records (including 5,000,gerald, Sammy Kaye (second version), Guy Lombardo (second version), Crazy Otto, Lester Lanin, and others.

Marks said he expects to realize greater revenue from overseas this year than ever, particularly on the NEW YORK - Candid has re- Paul Anka and Brenda Lee disks placed Coda as the new title for and on sheet music sales on "Ru-Cadence Records' jazz subsidiary dolph," thereby making 1960 his

dropped because of a conflict with He will also coin additional loot another manufacturer, according to on sales of his million-seller General Manager Bob Altshuler. "Christmas Community Lyric The label has already signed such Book" and "Favorite Carols" book, artists as Charlie Mingus, Abbey and new platter versions of "I Lincoln, Richard Williams and Otis Heard the Bells on Christmas Day," Spann. Altshuler said the Candid 'The Night Before Christmas catalog will include a cross-section Song" and "When Santa Claus chief Bob Schwartz was prompted chasing masters from outside pro-of all important jazz styles. Gets Your Letter." Song and "When Santa Claus chief Bob Schwartz was prompted chasing masters from outside pro-by the recent trend for indie rec-

# NARAS SETS UP AWARDS NOMINATIONS PROCEDURE

NEW YORK — The National Academy of Recording Arts and Sciences has outlined the procedures pertaining to the nomination and selection of the annual NARAS awards. These awards will be announced on a major TV program — to be produced by NARAS early in 1961. General categories covered by the awards are: Classical, Pop, Technical (Engineering and Art), Jazz, Folk, Children, Rhythm & Blues, Country & Western.

With regard to voting procedures, members will select five nominations in each category and will then vote on the final nomination list as submitted to them. This parallels procedure of last year. This year, however, member nominations may be supplemented in various categories. Because of the great number of releases from September 1, 1959 to November 30, 1960 (the eligibility period) and because of the possibility of overlooking some important records during this time, NARAS has called upon the Nominations Committees to carefully review the releases in certain categories and to supplement the members' nominations by no more than three additional nominations.

Thus, in the jazz categories, members will first submit their five choices. Similarly, each record company will submit five choices. The membership will then be mailed a total list of all selections thus nominated and asked to vote for five in each category in which they wish to vote. The five selections in each category receiving the most member votes will then be placed on the nominations list. Additionally, a committee of active NARAS members with broad knowledge in the jazz field will be chosen by the Board of Governors and such committee will select no more than three recordings. If selections are duplicated between members' nominations and those of the committee, the three choices of the committee will be reduced by one for every duplication.

Via this method, members will vote on up to eight nominations, five of which will be their original choices. The NARAS execs feel that this system will give members a broader voting base and also afford them the benefit of the committee's vast exposure to releases.

The Board of Governors are also considering giving an annual award to someone within the industry who has made an overwhelming contribution to it. An award for liner notes is also being considered.

Categories for NARAS Awards

- Record of the year.
- 2. Album of the year. 3. Song of the year.
- Best vocal performance—female (single record).
- Best vocal performance—female (album).
- 6. Best vocal performance-male (single).
- Best vocal performance—male (album). 8. Best arrangement.
- 9. Best performance by a band for dancing.
- Best performance by an orchestra (other than dancing).
- 11. Best performance by a vocal group (2 to 6)
- 12. Best performance by a chorus (7 or more).
- 13. Best jazz performance—soloist or small group (7 or less). Best jazz performance—large group.
- 15. Best jazz composition of more than five minutes duration
- and first released in 1960.
- Best classical performance—vocal or instrumental chamber music (including trios and quartets).
- Best classical performance—orchestra.
- 18. Best classical performance—concerto or instrumental soloist (with full orchestral accompaniment).
- 19. Best classical performance—instrumental soloist (other than full orchestral accompaniment).
- 20. Best classical performance—vocal soloist (with or without Best classical performance—opera production.
- Best classical performance—chorus, including oratorio. 23. Best musical composition first recorded and released in 1960 (more than five minutes duration).
- 24. Best sound track album or recording of music score from motion picture or television.
- 25. Best sound track album or record of original cast from motion picture or television.
- Best original cast show album.
- Best comedy performance. 28. Best comedy performance (musical).
- 29. Best performance—documentary or spoken word (other than
- 30. Best performance by a "pop single" artist.
- 31. Best country and western performance. 32. Best rhythm and blues performance.
- Best performance—folk.
- 34. Best album created for children. 35. Best engineering contribution-classical recording.
- 36. Best engineering contribution—novelty recording.
- 37. Best engineering contribution other than classical or novelty.
- Best album cover.
- Best new artist of 1960.

# Laurie Prunes Artist Roster; To Concentrate on Hit Makers

nucleus of artists, including their label to get extended air play today current chart makers, Dion, Austin for more than a few artists. Taylor and the Belmonts.

The move, according to label ment his small artist roster by pur-

NEW YORK - In a move to ord distributors to favor lines ofcope with changing conditions in fering a consistent line of product the record industry, Laurie Rec- by established disk sellers rather ords has pruned its artists list and than one-shot hits. (See distrib will henceforth concentrate its full story elsewhere in this issue.) And promotional power behind a small the fact that it's not easy for a

> Schwartz said he will supple-(Continued on page 14)

An Award Winning Performace for... Adam Made M Memel From the MGM Broduction "Butterfield 8"

om the Negoro Coed 541
b/w Dreamy Coed 541



# **BRITISH Newsnotes**

### By DON WEDGE

News Editor, New Musical Express

Only one American singer -Judy Garland — will appear in the Royal Variety Gala show to be given for Queen Elizabeth, the Queen Mother, at the London Palladium, December 1. It is a special charity production, additional formance which usually brings in some U. S. stars just for the event. cludes top British disk names like Lee will be the next singer headhad to miss a Manchester show betroubled others in the Garland "Born in Wedlock" for the Capitol transmission in January. . . star to film here next year.

country is concerned at any rate, maire's London season at the Roy-Decca, on the latter's London la- day (20). bel. Titles were "Perfidia" and

"No Trespassing."

in 1961. Both routes will be taken hoe season for next October. .

representation on a globe - wide scale. He was in London at the beginning of the month for the launching of BBC-TV's "Maigret" series for which Warners have world disk rights to the theme music, and, thru MPHC, control publishing rights for all markets except Britain.

VISIT-IN: The DeCastro Sisto the annual Royal Variety Per- ters are due to make their British bow in February. MCA has booked the team into Granada-TV's "Va-The gala will mainly consist of the riety Show" which will be taped resident Palladium show, which in- February 5 in London. . . Peggy Cliff Richard, the Shadows and liner at the Pigalle, probably with Russ Conway. Garland will get a February stint. The succession the major second half spot as a trib- of U. S. acts at the venue is ute to her many successes since broken next month with a Japanese settling in London during the sum- revue. . . . Gracie Fields, now semimer. Health did not trouble her retired in Capri, returned to Lonuntil last Saturday (5), when she don to launch her autobiography, "Sing As We Go," and was starcause of food poisoning which ring in BBC-TV's "Showtime" November 13.... Dorothy Donegan household. This now includes arrived Tuesday (8) to tape a Grascreen writer Fred Finklehoffe, nada-TV "Variety Show." . . . Denwho worked with Garland in mark's Otto Brandenburg arrived "Meet Me in St. Louis," among last weekend to guest in first of other movies, and is now scripting Russ Conway ATV series taped for France's Michel Legrand is direct-NEW OUTLET: As far as this ing the orchestra for Zizi Jean-Dolton is no longer a member of alty.... Ed Abramson is financial the Rank Co-Operative. Following adviser to several U. S. music the merger with Liberty, the new personalities currently in London. release by the Ventures, Dolton ... Capitol's William Clauson gives artists, was thru Liberty's affiliate, a Royal Festival Hall concert Sun-

VISIT-OUT: One of Britain's few world-class artists, Shirley Bas-HOME BOUND: In December, sey, left by Queen Mary for New Warners' international chief Bobby York with her agent, Peter Charles-Weiss plans his first trip back to worth, for an Ed Sullivan guest 18 29 WALK, DON'T RUN-Ventures Hollywood since launching the la- shot November 13, and probably bel in Europe. He will probably other U. S. dates. . . . Another return to his Paris headquarters singer, Alma Cogan, flew to New via the Far East, with a trip to York for a holiday .... Frankie South America scheduled for later Vaughan negotiating first Lake Tawith a view to extending Warner Probably the Continent's biggest

# **BELGIUM** Newsnotes

By JAN TORFS Mechelen, Belgium

Udo Jurgens' composition, "Jenny," sung at the Knokke Festival, was recorded on the Polydor label. The record became an immediate hit.... Teen-agers in this country, who used to go dancing on Saturday and Sunday evening to the music of a juke box or a local band, are puzzled by a government's decision forbidding all young people under 18 to go dancing. A Helia record, sung by the Seabirds, distributed by Philips Company, appropriately "Protest Rock," protests against this law.

"In My Little Corner of the Heart" for the same label.

World" has been given Flemish lyrics by N. Byl and recorded by the popular TV announcer Terry Van Ginderen on Barclay Records. ... The Trio Cassiman (two brothers and a sister), who won last year's national song contest, sponsored by Volkswagen, made their recording debut for Philips Records with an extended play record, "The Battle of Jericho," "Steal Away," "When the Saints Go Marching In" and "Go and Tell the Mountains." . . . "White Christmas" with Flemish lyrics has been recorded by Esterella (on Philips), while Bob Benny cut "O Sole Mio" and the standard "You're Breaking My

# DANISH Newsnotes

By TED WOLFRAM Care of American Express Copenhagen, Denmark

Bent Fabricius-Bjerre, director of the Metronome Record firm, has written the music score for a Scandinavian film: "Forelsked i Kobenhavn" ("Romance in Copenhagen"). The film has just had its first showthe music was its biggest asset and would make it a drawing card. A number of the songs were rated as potential hits, and Siw Malmquist, Swedish pop singer, and Henning Moritzen, who had lead roles, received bids to appear as guest stars on the Raquel Rastenni program on Danish National Radio.

Nina and Frederik cut some Saturday (5).

platters for Metronome before leaving to fill November engagements in London. Bithe Wilke also left town to fill TV and radio dates in Stockholm and Oslo. Gerry Mulligan and the Concert Jazz Band a solid hit in Tivoli Concert Hall. They also gave concerts in the Concert House in Gothenburg, Sweden. Nan Merriman, American singer, soloist at Radio Concert ing here, and all critics stated that Hall, with Danish Radio Symphony ork, conducted by Rafael Kubelik. Italian Opera Festival a sellout at Falkoner Centret Theater. Kathy Bodtger, Grethe and Jorgen Ingmann, the (3) Harmony Kiddies, (4) Blue Boys and Otto Francken's band, provided the songs and music at "TV in Tivoli" show in Tivoli Concert Hall, which was sent out low-price Fortune series same day

### Best Selling Pop Records in BRITAIN For Week ending November 11, 1960

Last This Week Week

1 IT'S NOW OR NEVER-Elvis Presley (RCA) AS LONG AS HE NEEDS ME-Shirley Bassey (Columbia)

ONLY THE LONELY-Roy Orbison (London)

DREAMIN'-Johnny Burnette (London) LET'S THINK ABOUT LIVIN'-

Bob Luman (Warner Bros.) MY HEART HAS A MIND OF ITS OWN-Connie Francis

(M-G-M) ROCKING GOOSE-Johnny and the Hurricanes (London)

MacDONALD'S CAVE—Piltdown Men (Capitol)

SAVE THE LAST DANCE FOR ME-Drifters (London) MR. CUSTER-Charlie Drake

(Parlophone) 13 11 WALK, DON'T RUN-John Barry Seven (Columbia)

MY LOVE FOR YOU-Johnny Mathis (Fontana) GOODNESS GRACIOUS ME-

Peter Sellers and Sophia Loren (Parlophone) NINE TIMES OUT OF TEN-Cliff Richard (Columbia)

CHAIN GANG-Same Cooke (RCA) MAN OF MYSTERY-Shadows

(Columbia) MILORD-Edith Piaf (Columbia) HOW ABOUT THAT!-Adam Faith (Parlophone)

SO SAD-Everly Brothers (Warner Bros.) KOMOTION-Duane Eddy

(London) SHORTNIN' BREAD-Viscounts (Pye) 23 22 BLUE ANGEL-Roy Orbison

(London) 14 23 TELL LAURA I LOVE HER-Ricky Valance (Columbia)

SORRY, ROBBY-Bert Weedon (Top Rank) 15 25 PLEASE HELP ME, I'M FALLING-Hank Locklin

(RCA) THEM THERE EYES-Emile Ford (Pye)

TODAY'S TEARDROPS-ROY Orbison (London)

NEVER ON SUNDAY-Manuel (Columbia)

(Top Rank)

attraction in British eyes currently is the Danish singing duo Nina and Frederik (Baron and Baroness Von Pallandt). They follow many BBC-TV spots, using film specially made in Copenhagen, and some disk success on EMI-Columbia. They are currently making their cabaret debut at the Savoy Hotel, and fitting in a host of BBC radio and TV dates, including "Juke Box Jury." Columbia has issued its version of "Little Donkey," a hit for the Harry Simeone Chorale last Christmas, as well as a new EP. Eartha Kitt's only Sunday concert of her visit will be at Leeds, November 27.... Jimmy Jones prerecorded a "Saturday Club" BBCradio appearance for after his

JAZZ: The Jazz at the Philharmonic unit tour starting November 26 is the shortest yet by a visiting American instrumental group. lasts only seven days. Included are has the world rights of "Ubi, Ubi, Dizzie Gillespie, Coleman Hawk- Ubi, Casanova," a new hit written ins, J. J. Johnson, Roy Eldridge and the Cannonball Adderley Quin-

U. S. return.

ing her switch from British Decca is "Das Ist Fies, Luise" was "Accordeon," a Continental hit with English lyrics. . . . Uermit Koell penned "Dream That I Love You"-new release on British Decca by Ken Dodd.... Other EMI group releases include Damita Jo's "I'll Save the Last Dance for You" (Mercury), Jack Scott's "Patsy" (Top Rank) and "Always, Always" by Johnny Cymbal (M-G-M).... The Decca group had Floyd Cramer's "Last Date" (RCA) and Louis Prima's "Wonderland by Night" (London from Dot).

ALBUMS: Philips launches a the Ray Conniff sound a commer- out. Winners would be announced is the label's first two-for-one LP offer. Double packed as a Hi-Fi Companion, it is available in mono or stereo at \$5.56—the normal cost of a top-price album.... Philips' (Continued on page 16) top film company, turned up with

# GERMAN Newsnotes

By JIMMY JUNGERMANN

Producer, Bayerischer Rundfunk, Munich

Bobby Weiss is on another jet London, then back to Paris headquarters. . . . Some 90,000 memthe winners of their poll for 1960. No. 1 is Sabine Sinjen, followed by in the teen-age class. The boys are Peter Kraus, Rex Gildo, and Klaus Wilke.

Germany has 850 dance studios with 300,000 students. Of the total, 30 per cent prefer the tango, another 30 per cent like the Viennese waltz and the slow waltz, the remaining 40 per cent dance to the rhythms of the foxtrot and Latin-American dance music. Twentyseven per cent of the dance students don't like rock and roll. . . . Caterina Valente is very busy singing in all parts of Europe.

Voting at the Hit Parade of Radio Stuttgart showed that Freddy got 50.8 per cent of all votes for his new disk "Weit Ist Christmas" b-w "Jingle Bells" by Der Weg."... U. S. stars singing Paul Anka on Columbia. Both tiin German is big business. Connie tles were issued by Teldec last Francis and "Die Liebe Ist Ein year on London by Pat Boone. . . . Sdtsames Spiel" reached 250,000. Electrola issued the first German Me Who's the Girl) has been rerecord by Paul Anka, "So Wie Du." It's "Summer's Gone."

Munich's August Seith & Chappell got the rights for Germany, Austria, and tune gets good airing already. These records are offered in Germany: Ray Conniff (Columbia), David Carroll (Mercury), Ray Paramount, handled by Electrola), 'Vaya Con Dios" is on top again of the Virtues.

Perry Como's hit tune "Delaware" is a success in the German version, "Herrlich War Die Reise." Fred Bertelmann sings it on Electrola, Andreas Werner on Ariola, Tim Olaf on Starlet. . . . Acker Bilk's "Summer Set" is still popular in Germany. There are two German records on the market under the title of "Mondschein"; one is sung by Wolfgang Sauer on Electrola, the other by the Moonlights on Metronome.... Ever popular Hoagy Carmichael has two new disks of his standards on the German market: "Georgia on My My Mind" on Electrola with Ray Charles, and "Lazy River" on Mercury with the Platters.

"Songs, Sinatra, and Strings" is the title of a new AFN Monday night feature.... Southern Music by Dolf Brandmayer, published by Delicado in Wiesbaden.... U. S. singer and Electrola star Jack NEW RELEASES: First single Finey stars in a TV spectacular in from M-G-M by Vera Lynn follow- Brussels. His newest German disk b-w "Genau." . . . Billy Vaughn's new Lara, "You Belong to My Heart."

By BRIGITTE KEEB

Music Editor, Automaten-Markt, Braunschweig, Germany

On November 11 Italian songtrip thru Europe. The Warner stress Renata Tebaldi will start Bros. exec's journey started in her tour thru the States, which will Hamburg. Stops are Helsinki, bring her to Chicago, Philadelphia, Stockholm, Oslo, Copenhagen, New York and to Florida. In May and June of next year she intends to tour Germany. . . . In Persia bers of German fan clubs selected Mitch Miller's "River Kwai March" got new honors. The song figured prominently in the festivities hon-Conny Froboess, and Heidi Bruhl, oring the birth of the throne successor Cyrus.

> There will be offered another version of "It's Now or Never," by Peter Beil with the German title 'Ich Komme Wieder" (I'll Come Back) b.w. with Brian Hyland's "Four Little Heels" (Vier Kleine Schuhe) on Fontana.... Gerhard Wendland, whose German recording of "He'll Have to Go," "Ich Bin Bei Dir" (I'm With You) is still in demand, has recorded the German version of Ron Goodwin's "Venus-Waltz" on Philips. Tune is already very successful by Raif Bendix on Electrola.

> Electrola has released "White "Sag' Mir Wer Die Dame Ist" (Tell corded by Eva May and Will Glahe and ork on Decca, lyrics written by Arno Gillo.

Bob Azzam, who was very successful with "Mustafa" in France and here, sings German version of Roger Williams' "Till," "Du Sollst Meine Liebe Sein" (You Shall Be TOP TEEN BABY-Garry Mills Ellis (M-G-M), Sid Feller (ABC- My Love), German lyrics by Ritter. . . . Billy Vaughn has another Dick Jacobs (Coral). . . . Former single on London: "Blueberry Hill" Les Paul and Mary Ford hit tune b-w "You Belong to My Heart" soon to be released. . . . And so has in Germany via the Electrola disk Pat Boone: he sings "Autumn Leaves" b-w "September Song." . . . "Charleston in Hi-Fi" is the title of an album by Ira Ironstrings on Warner Bros. soon to come out.

> Connie Stevens has an album on Warner Bros. . . . Teldec will soon release RCA original sound track recording from the Paramount picture "G. I. Blues" with Elvis Presley, containing all the tunes Elvis sings in this pic.... Bill Haley, who has had no real hit except his "Charmaine" here, has a new LP with his most successful rock 'n' roll titles and also some other titles as "My Special Angel," "Blueberry Hill," "Love Letters in the Sand," on Warner Bros.

Ralph Maria Siegel, successful composer, lyricist and owner of the young record firm, Jupiter Records, wrote the music to the musical comedy "Herr Kayser und Die Nachtigall" (Mr. Kayser and the Nightingale) to be shown for the first time in the States' Theater Wiesbaden.

success in Germany on the London label is the standard by Augustin

# ITALIAN Newsnotes

By SAM'L STEINMAN Piazza San Anselmo 1, Rome

A proposal by the National Union of Music Publishers would cut out the present voting at the San Remo Festival and replace it with a national referendum for which campaign Wednesday (16) to make 10,000,000 cards would be sent cial success in Britain. Key point a fortnight later. One of the reasons behind the move is that the major movie companies have been entering the music and disk field and their promotion know-how has been making itself felt. Titanus,

"Romantica" and "Serenata a Margellina," respective winners at San Remo and Naples in 1960. Now this company has gone into the record business with the issuance of the sound track of "Rocco and His Brothers." Film theater owners are also protesting the growing popularity of the "Canzonissima" program. In addition to presenting American guests of the calibre of Archie Moore and Virginia Mayo, Italy's top singers and comedians are being offered and a corresponding drop in cinema attendance has been felt.

(Continued on page 20)

the thrilling "first-vocal recording" of the song of the year

ANITA BRYANT with Lew Douglas orchestra and chorus/Carlton

#537

STORE-TESTED PROFIT POINTERS FOR DEALERS

# Loans & Rentals Can Spark Organ Selling

By ALBERT KESHEN

A practice of loaning out organs for weddings or receptions at homes, catering halls and other places is helping Vandergrift's Music Shop of Cumberland, Md., draw

# Buy Big in December, Urges Nathan

CINCINNATI-In an open letter to record dealers, Syd Nathan, King Records president, urges retailers not to be afraid of buying during December. Nathan points out that a peculiarity of the record business is the fact that every December the dealers are only ininterested in Christmas merchandise and current selling singles. "This always creates a vacuum right after Christmas. . . . We feel this practice is wrong."

Nathan notes that according to a survey made by King, December is the dealers' biggest volume the dealer waiting until after Christmas to replenish inventories. "By the time the dealer re-evaluates our claims as to the value of the stereo as used here is no longer his stock, determines his needs, instrument, and if we can encourpassed and sales are lost. . . . We resistance is that much lessened." albums have been well done and think a program of 'don't be afraid to buy during Christmas' is just music cultural activities offered in covers, with unusually clean and good common sense. If our industry Maryland's third largest city where open use of color on the covers. (Continued on page 10)

customers and create a reputation that it is the place where music needs of all kinds can be satisfied.

"You have to have the small town know-how and offer a wide variety of services in which the rental facility plays an important part," said John E. Vandergrift. 'As Eddie Cantor pointed out, 'a specialist is a man who knows more and more about less and less,' and this line of reasoning is just as applicable to the music business as it is elsewhere."

To encourage rental applications, the store keeps a few models of its portable electric organs well up in front where they can easily be seen thru the backless front windows, and by folks coming in the front

The rental program is also carried out on band instruments for the school youngsters whereby they can play trumpets, clarinets and saxophones or other instruments they prefer. There is a flat rate of \$15 for two months and at the end of that time, if the parents wish to purchase the instrument they are given full credit.

store visitors and other prospects achieve this effect. who have a healthy skepticism of places his order and gets his mer- age them to get it in their hands cussion, also found in these five. chandise on his shelves, time has and play a few tunes, their sales The fact, is, however, that these

(Continued on page 14)

MOLLY' NIXES TAPE RECORDERS

Frank Music has restricted the tunes from the Meredith Willson musical "The Unsinkable Molly Brown" until November 21. When the show opened in New York last week (3) Frank Music execs gave special instructions to all doormen, ushers, etc., at the Winter Garden Theater here to the effect that no one was to be allowed into the theater with a tape recorder. The publishing firm believes that its vigilance has effectively thwarted any eager beaver diskery from taping the songs during an actual performance of the show and jumping the gun on the release date.

# **NEWS REVIEW**

# **UA Smacks** Ultra Audio Target

NEW YORK - United Artists Records adapted its familiar "UA" initials to the title Ultra Audio, to describe its entry in the race for "sound" honors of the year. And ultra audio this first group of five ven full credit.

"Tryout selling of this kind is described as "wall to wall" stereo, month. Yet, dealers' stocks during very effective," commented Vander- takes advantage of every kind of this period fall to a low level, with grift. "Very often we encounter spread, separation and contrast to

> The specialized approach to new, nor is the emphasis on per-The store also utilizes the many strikingly packaged in book fold

> > (Continued on page 14)

**Hold Rights** For Horton In Louisiana

SHREVEPORT, La. - Funeral services were held here this week for country singer Johnny Horton, 35, who was killed Saturday (5) in

Milano, Tex.

Horton died at the wheel of his car in a head-on collision on the foggy highway. He was accompa-

Austin, Tex., to their homes here, mandy. Horton was born in Hollywood ing of "Battle of New Orleans." Later he enjoyed substantial hits with "Sink the Bismarck," "Springtime in Alaska," and currently with "North to Alaska." The first disk he made with Columbia was "Honky Tonk Man."

Horton is survived by his widow, Billy Jo Horton, the former second wife of Hank Williams, who died in 1953. Other survivors include his mother, Mrs. John L. Horton, two small daughters, Zanina and Melody, and a stepdaughter, Jerry

**Atlantic Bows** MJQ Single

NEW YORK-Atlantic Records is releasing a Christmas single-"England's Carol-Parts 1 and 2"by the Modern Jazz Quartet. The tune is based on the traditional carol, "God Rest Ye Merry, Gentlemen."

Recorded by the MJQ in Stuttgart, Germany, last spring, the disk features backing by a symphony ork under the direction of Gunther Schuller. Atlantic will give the disk prime promotion in the pop market.

The MJQ, currently appearing at the Village Vanguard nitery in New York, will guest on Harry Belafonte's CBS-TV show Novem-November 25 and December 14. and a son, Joseph.

'POOR LITTLE LAMBS'

# Disk Rep Sees College **Trade Sadly Neglected**

By JACK MAHER

virgin selling land, according to mind. Fred Marshall, Campus and JV South and East.

facturers alike.

In many of the smaller college "We wound up selling 'Campus lege market.

ward the undergraduate's financial NEW YORK-The nation's col- problems, and a lack of underlege market is a wide and fairly standing of the undergraduate

"Most students exist on budgets," Record rep who has just returned Marshall says, "but they want and from a promotional tour thru some need recorded music. As a result, 20-odd college towns thru the discounting and/or specials is an absolute must. From what I saw Marshall, who went on the tour on our quick swing, a solid \$2.98 to promote JV's "Campus Capers price could move enough merchan-Volume II," found a large, record- dise to make it worthwhile. Dealhungry college population that, in ers willing to establish such a the more rural areas especially, is price tho are sometimes stymied neglected by indie and major man- by a lack of co-operation on the part of their distributors.

towns, he found few if any rec- Capers' direct to dealers altho the ord dealers to service student disk tour was originally meant merely demands. Often, students told him, as a promotional and good-will the shops that had been in the trek. In to ns where the store or town failed. Not thru a lack of stores did not or would not stock potential clientele, but more from our album (sometimes because our the dealer's lack of interest and distributors had never visited), we flexibility in adjusting to the col- placed our LP's in non-music outlets. For instance, in Auburn, Ala., Uppermost in the failures was our records are displayed in an the dealer's unrealistic attitude to- auto goods shop, which is, incidently, directly opposite a fraternity house. In another town, albums are sold in a sporting goods store."

> "Dealers in college towns also must have some imagination to reach the student mind. He must fit into their plan of things. One flourishing shop, which has four campus town competitors has, besides a \$2.98 price, leopard skins upon the walls and serves ex-

(Continued on page 14)

# an automobile crash on U. S. Columbia to route 79, near the small town of **Wax Richter**

NEW YORK-Columbia is gonied by his guitarist, Gerald Tom- ing to have an American-made linson, who died later of injuries waxing of Sviatoslav Richter of its sustained in the crash, and Tillman own. Thru a deal arranged with Franks, his manager. Franks was Recording Artists Music Corporainjured slightly as was the driver tion, a firm associated with Artia of the other vehicle, James Davis Records, the diskery will wax the of Brady, Tex. The three were re- Russian pianist with the Philadelturning from an engagement in phia Orchestra under Eugene Or-

The Richter recording will take but spent much of his life in Rusk, place during the artist's current Tex. Later he moved to Shreveport tour. There is a possibility that where he was a star for eight years | Columbia will also cut another LP on the "Louisiana Hayride," radio with Richter before he leaves the show. Horton at one time recorded country. RCA Victor has just refor Dot Records, but his entry into leased its first American-made rethe bigtime pop disk field came cording with Richter, and has two last year with his Columbia wax- more skedded via an agreement with Sol Hurok.

> The next one to be released by Victor features Richter playing Beethoven's First Piano Concerto with the Boston Symphony Orchestra under Charles Munch.

# Veteran Folk Singer Dies

KINGSPORT, Tenn. - A. P. Carter, 68, originator of the folksinging Carter Family, popular from the late 1920's thru the early 1940's with their recordings on the RCA Victor, Decca and Columbia labels, died at Holston Valley Community Hospital here, November 7, after a lengthy illness with a heart ailment. His family, including a sister-in-law, Maybelle Carter, member of the original group, was with him at the end.

In 1959 the deceased received the BMI Award for his song, "Jimmy Brown, the Newsboy." Among his other compositions were "Wabash Cannonball," "I'm Thinking Tonight of My Blue Eyes," "Wildwood Flower," and a recent tune, "Worried Man," as sung by the Kingston

Funeral services were held Wednesday (9), with interment in the family plot in Maces Spring, ber 20. The group is also booked | Va. Surviving are his widow, Sarah; for Carngeie Hall concerts here two daughters, Gladys and Jeanette,



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Say You Saw It in The Billboard

**NEWS REVIEW** 

# Tops Intros New Subsid, PRI Label

NEW YORK - Tops Records has introduced a new PRI label (Precision Radiation Instruments, Inc.). The line carries a \$1.98 tag and the initial nine-album release comes under the general heading of what might be called "a salute to the big bands."

Tenor sax man Dave Pell is the leader in this instance and he batons a full band complement including many well-known Coast studio men, in tributes to Glenn Miller, the Dorsey Brothers, Harry James, etc. In each case, the tunes closely associated with the bands being saluted are performed with arrangements that are very close to the original.

Sound is moderately good and the cover idea - which has continuity thru all nine packages - is carried out with considerable effect. This kind of material has a continuing market, but there is substantial competition in terms of "salute" type sets for almost all

of these. Initial title is "Dave Pell Plays Harry James Big Band Sounds"

(PRI 3002). Others employing the same basic title are: "Artie Shaw," PRI 3003; "Benny Goodman," PRI 3004; "Lawrence Welk," PRI 3005;

"Perez Prado," PRI 3006; "Duke Ellington," PRI 3007; "Glenn Miller," PRI 3008; "Mantovani," PRI 3009; "The Dorsey Brothers," PRI Ren Grevatt.

M-G-M Special Yule Packages

NEW YORK - Nine Christmas albums are slated for special promotion emphasis in upcoming weeks at M-G-M Records. Each of these items will be attractively pregift-wrapped as they leave the factory.

The albums are by Connie Francis, Joni James, David Rose, the Ray Charles Singers and Richard Elsasser. Also included is an album performance of Sir John Stainer's "The Crucification," a kiddie album by Miss Francis, a set with various artists performing children's Christmas material and the well-known Lionel Barrymore performance of Dickens' "A Christmas Carol."

# Wanda Jackson Set For Clark TV-er

LAS VEGAS, Nev. - C.&w. singer Wanda Jackson, who has ust finished an engagement with her new group, the Party-Timers, at Las Vegas' Golden Nugget, makes an appearance on the Dick Clark "American Bandstand" on the ABC - TV network Monday (14). Her new one on Capitol Records, "Mean, Mean Man" b/w "Happy, Happy Birthday," was released November 7.

one-nighters thru Kansas, Oklaturn to the Golden Nugget here ords. for a six-week engagement beginning December 15.

# Syd Nathan

Continued from page 8

. . Buy any manufacturer's records | the spokesmen.

Christmas merchandise. seg.

# NIGHT CLUB REVIEWS

# Ray Still Packs Old Vocal Emotion

Johnnie Ray is still a mighty exciting performer. Before a small election night crowd at Basin Street East in New York last Tuesday (8), the one-time hitmaker came thru with one of his greatest in person shows since he used to rip off his coat and shirt on the stage of the Paramount Theater singing "Cry," eight years ago. Ray today is like an old-time pitcher who has lost his fast ball but can still win games with curves and sinkers. The singer's voice — never one of his best points — is raspy and more tremulous than it used to be, but he can still wring more emotion out of a ballad than most other singers around. And he does it now without ripping off his coat or falling on the floor. He socked over a dozen songs including "Cry," "Such a Night," "Little White Cloud That Cried," "Walking My Baby Back Home," "All of Me," and "Shake a Hand," with all of the impact of Johnnie of old. If he can keep up this type of performance at the East Side club, this engagement, his first in a long time, could do him as much good as Peggy Lee's smash stand here last spring.

The bill at Basin Street is a potent one for, in addition to Ray, both George Shearing's combo and the Quincy Jones band are on hand. Shearing, of course, is a familiar crowd pleaser. He still turns in smart Latin-styled readings, as exemplified by his version of "Blue Malibu," with conga drummer Armando Pereza, and he also performed a lovely mood piano solo on "While We're Young." Sparked by the guitar work of Dick Garcia the combo also came thru with a fine version of "Who Am I to Say." All in all the group performed with skill, and the sparse crowd enjoyed

them. The Quincy Jones crew is one of the rare cases where a big band can both play modern jazz and swing at the same time. The Jones band is a wonderful instrument. It can play light, bright things like "Ticker Tape," and "Along Came Betty," blues like "Walkin'," and swing with the modern effect "Stockholm, Sweden," without any trouble style-wise. Then it can turn to "My Reverie" featuring Melba Liston on trombone, and still sound solid. As for pure sound, the band's swinging backing of Johnnie Ray was a delight. There are few bands like this one around, both for its line-up of strong soloists, its book and its Bob Rolontz.

# Wade Promising in Roundtable Bow

Adam Wade, who made his New York night club debut at the Roundtable last week (7), is a young singer who shows promise. He is one of the better chanters to come out of the current record business, and he has poise and assurance in person that belies his limited club experience. Altho nervous at the start, by the middle of his act he was belting songs across with gusto, and the audience liked it. Wade came off best on his swinging rhythm numbers, such as "Old McDonald" and "Witchcraft," but he also was impressive on "Ruby" and "Guess I'll Hang My Tears Out to Dry." The weakness of Wade's club act is the fact that he still sounds much like Johnny Mathis on ballads, plus his use of an overlong piece of special material—a tribute to the late Oscar Hammerstein, and the fact that he rarely sang (on opening night at least) the songs that he made hits on records. The special material could easily be replaced by vocal stints on "Tell Her for Me" and "I Can't Help It If I'm Still in Love With

Sharing the headline spot with Adam Wade is Martin Denny's combo, making its return visit to New York. The Denny group comes over solidly as a night club act, as well, in fact, as it does on records. The ear-catching sounds the group makes with its assorted percussion instruments, which range from bells to bird calls, is wonderful to hear and fascinating to watch. Denny's combo came thru with its biggest record hit, "Quiet Village," as well as swinging versions of "Laura," "Dites Moi," "Frankie and Johnny," "Happy Talk" and "The Trolley Song." Group returns to Hawaii for a six-month stand after this engagement, but it could play any smart supper room in the States.

Tyree Glenn and his combo, now featuring Tommy Flanagan on piano and Jo Jones on drums, provided listenable intermission music, and played brightly for dancing. Glenn's combo is a fixture at the Roundtable, but the group continues to play some very attractive pop-jazz type sets. Bob Rolontz.

# 'Cannonball' Sales Boom

Miss Jackson and her Party-mers will play several weeks of the Adderley, well-known jazz Huddle Timers will play several weeks of tenor sax man, has bridged the gap into the pop world, according

to even out the peaks and valleys. of more than 50,000 orders, say them at a lower cost.

Nathan added that King Rec- reportedly hit 75,000 in sales, got a later get-together. Meeting was ords has proved to its own satis- a solid boost two weeks ago, when short in duration since it was held faction that summer is a good rec- the Adderley combo appeared on on election night and a number of ord season. "So why not work to the Debbie Reynolds TV spectac- those present were anxious to mull see that December business can ular. The group played the num- the problem without conflict from also be good on other than seasonal ber as part of an extended dance their interest in the election re-

Bull and some or a will do not not not be a first or and

# L. A. Distribs In Strategy

HOLLYWOOD — Los Angeles homa and Texas prior to their re- to spokesmen for Riverside Rec- Record Distributor Association met last week to map strategy in com-The Riverside people say that bating the purchase of transhipped Adderley's latest album, "The Can- product by Sammy Ricklin's Calinonball Adderley Quintet in San fornia Music. As exclusively re-Francisco," is nearing the 100,000 ported by The Billboard (Novem-sales mark. Meanwhile, a new ber 7), Ricklin openly admitted "Cannonball" set, recorded at the he was buying some releases from Lighthouse, Hermosa Beach, Calif., eastern sources rather than from is to grow, we must do all we can a few weeks back, has an advance local distribs because he can get

Various approaches to solving that you need and can sell, but Adderley's recently issued single, the problem were discussed and don't hold back."

Adderley's recently issued single, the problem were discussed and tabled for future consideration at

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ANOTHER SMASH HIT ORIGINAL BROADWAY CAST ALBUM



# MY GRIMES HAS MY VOTE SEASON. SHE IS A GENIUS!

I'LL JUST HAVE TO GO BACK AND SEE HER A

-WALTER KERR, HERALD TRIBUNE

"TAMMY GRIMES AS MOLLY IS AN ADOR-

ABLE TOMBOY. Her tilted nose is as impudent as the lines she speaks. Her brash voice, in speech and song, is vibrant. There is a new score by the talented music man, Meredith Willson, who has written some ingratiating songs. 'Are You Sure?' Is like a scat spiritual which Tammy Grimes and the company line out with fervor. 'Dolce Far' Niente' and 'My Own Brass Bed' are sweetly senstal, and 'Beautiful People of Denver' bounce. Harve Presnell has a cultivated voice." -HOWARD TAUBMAN, TIMES

"FAR AND FAR AWAY THE BEST MUSICAL TO HIT BROADWAY SINCE MY FAIR LADY!

'The Unsinkable Molly Brown' is gay, tender, nostalgic and funny. Fresh, vivid and bubbly, with an undercurrent of Inventive American humor. 'The Unsinkable Molly Brown' is clearly here to -JOHN DAY, CBS TV

"A WARMING, BEGUILING MOLLY BROWN COMES ALIVE WITH A WHOOP AND A

**HOLLER.** It is a resounding hit that will be around for a long, long time. Order your tickets today."

—BENNETT CERF, WNEW

"BEING A BUOYANT SPRITE, TAMM" GRIMES IS UNSINKABLE, Meredith Willson Is In his happlest mood when the miners in the Leadville saloon sing 'Belly Up To the Bar, Boys'. There is an excellent song for Harve Presnell, 'If I Knew', and a beguiling one, 'Dolce Far Niente'".

-JOHN CHAPMAN, DAILY NEWS

"THE PLAY IS AS AMERICAN AS OKLA-HOMAI with the best trappings that Broadway can provide, especially the music by Meredith Willson. The evening was a triumph for gamine Tammy Grimes." —LEON PEARSON, NEC RADIO

"TAMMY GRIMES IS A GREAT BIG HIT IN 'THE UNSINKABLE MOLLY BROWN."

"'THE UNSINKABLE MOLLY BROWN' IS A SMASH HIT. TAMMY GRIMES IS A WHIZ. Move over, Broadway, because 'The Unsinkable Molly Brown' will be needing plenty of extra room to accommodate all the patrons who will 'try to crowd into the Winter Garden." ETHEL COLBY, JOURNAL OF COMMERCE

"MEREDITH WILLSON'S SCORE IS ONE OF THE BRIGHTEST FEATURES OF MOLLY BROWN. TAMMY GRIMES IS AN EXPERT COMEDIENNE AND MAKES MOLLY SYMPA-

THETIC, COURAGEOUS AND AMUSING. It hasn't been necessary to tell anyone since 'The Music Man' that Meredith Willson writes songs which are delightful in their frank and unpre-tentious tunefulness. The score for 'Unsinkable Molly Brown' is one of its brightest features; others being its colorful production, delightful dances staged by Peter Gennaro and the performances of Tammy Grimes and Harve Presnell who has a brilliant singing voice."
—RICHARD WATTS, JR., POST



.THE THEATRE GUILD and DORE SCHARY present . A New Musical Comedy

MOLLY BROWN"

MEREDITH WILLSON RICHARD MORRIS DORE SCHARY

> TAMMY GRIMES HARVE PRESNELL

CAMERON PRUD'HOUME MONY DALMES EDITH MEISER MITCHELL CREGG JACK HARROLD JOSEPH SIROLA PATRICIA KELLY CHRISTOPHER HEWETT

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The great songs from THE UNSINKABLE MOLLY BROWN, the smash hit new Meredith Willson musical, will be heard or radio and television beginning November 21.

On November 21, the original Broadway cost CAPITOL RECORDS alb-im will be available, and all your favorite radic and televising programs will be presenting tunes from this new hit.

"TIME FOR REJOICING. A MAGNIFICENT VEHICLE FOR TAMMY GRIMES. I happen to be a staunch supporter of the Meredith Willson. school of American musical comedy. Willson's music for 'The Unsinkable Molly Brown' is delightful. I would defy you to leave the theatre without strains of 'I Ain't Down Yet' humming in your

bonnet. With Dore Schary's sensitive direction, 'The Unsinkable Molly Brown' is told with such cently mounted and skillfully performed that there can be no doubt about its acceptance."

—JOHN McCLAIN, JOURNAL-AMERICAN

"MISS GRIMES, I WISH YOU A LONG AND

HAPPY FRIENDSHIP. She mesmerized me completely at the Winter Garden last night." Librettist Richard Morris has honed-out some fine corn fed dialogue for the nouveau riche lass who can't make it with Denver's best people. All concerned with the production have been exceed-Ingly wise in retaining Harve Presnell to sing the principal love songs. It's a pleasure, Mr. Presnell. Unmistakably, fun." —WALTER KERR, HERALD TRIBUNE

"A NEW STAR IS BORN. Yammy Grimes has bounce, gaiety and life, and she is triumphant in 'The Unsinkable Molly Brown'."

—WARD MOREHOUSE, NEWHOUSE NEWSPAPERS and NANA

TAMMY GRIMES IS IMMENSELY DYNAMIC. First nighters got an opportunity to see the widely heralded 'The Unsinkable Molly Brown' last night and judging by their lusty laughter and robust applause, they found it to their liking. They also loved the antics of Tammy Grimes. Dore Schary has staged the show with the speed of grubstakers rushing to the scene of a big strike, It's all glittering and bouncy."

"BROADWAY'S NEWEST MUSICAL IS ALSO BROADWAY'S NEWEST HIT. Brilliant songs" by Meredith Willson. Tammy Grimes is irresistlble. Harve Presnell has truly a magnificent -JACK WALTERS, CBS RATIO

-ROBERT COLEMAN, MIRROR

"A HARDY AND HEARTWARMING SLICE OF AMERICANA!"

-JACK GAVER, UNITED PRESS INTERNATIONAL

"'THE UNSINKABLE MOLLY BROWN' MERITS

THE TOP OF YOUR LIST OF SHOWS TO SEE. TAMMY GRIMES IS VIVACIOUS, PERT AND DYNAMIC. Buoyant, pappy, tunatel, a' show of genial humor, originality and www.rpass-able verve. Meredith Willson has 10.746 Ms 76 trombones on Brandway are sails and his jounty, litting score and his trange bries processore combine into a zestful bit of Are LAND."
—IHOMAS DASH, WOVEN'S WEAR DAILY

"TAMMY GRIMES IS ADORABLE. THE UN-SINKABLE MOLLY BROW'S IS BILLCYABLE at start, micale and facing Maccath Willson wrote its tuneful mase and grice and Tammy Grimes gave it onormous xest."

—FRANK ASTON, WORLD-TELEGRAM & SUN

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(count 'em)

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stars from this sensational new

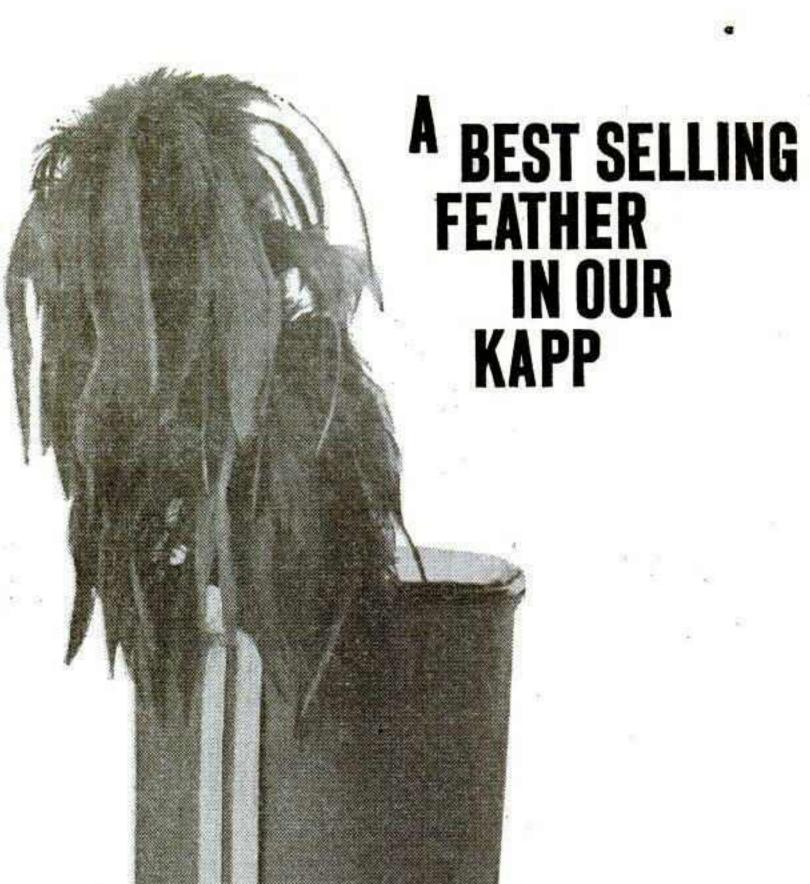
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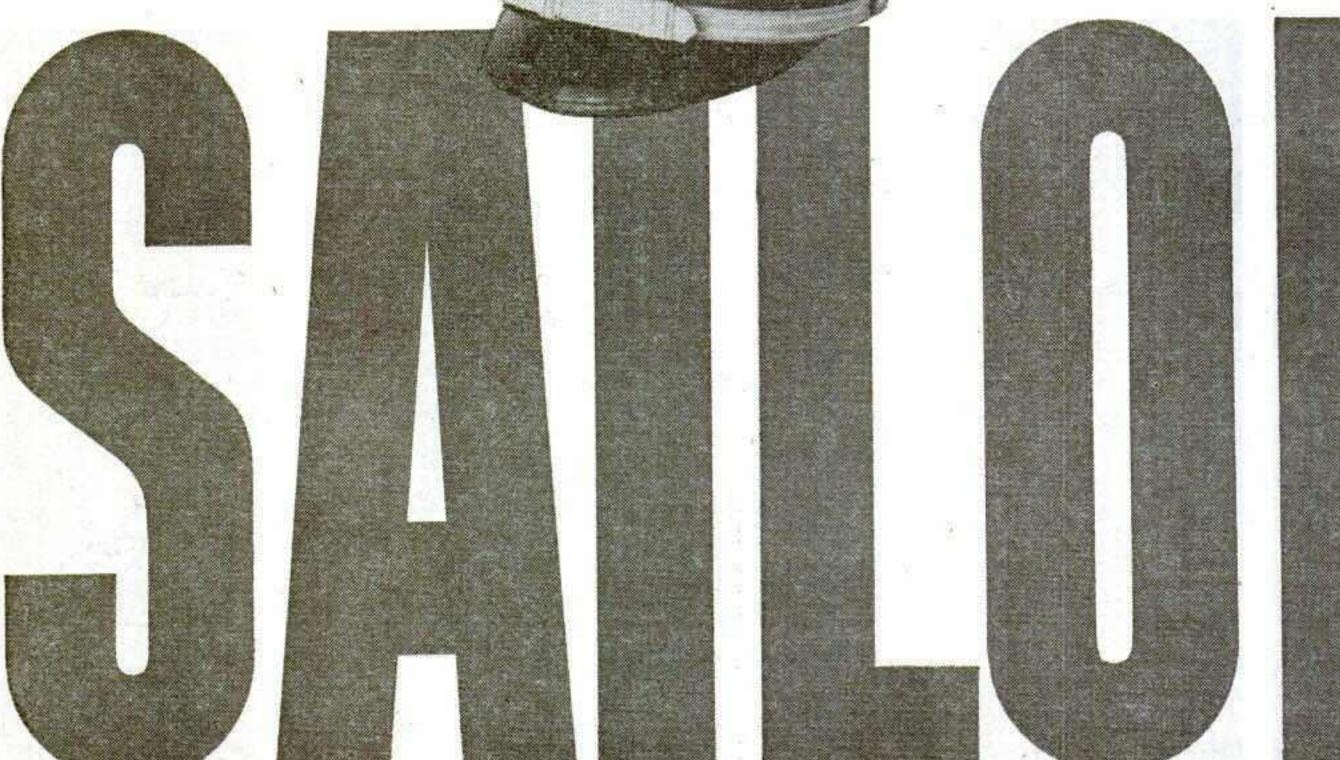
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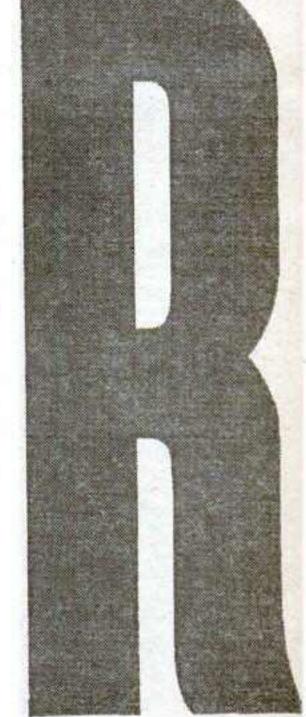
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-TOHN McCLAIN, JOURNAL-AMERICAN-

12







(your home is the sea)

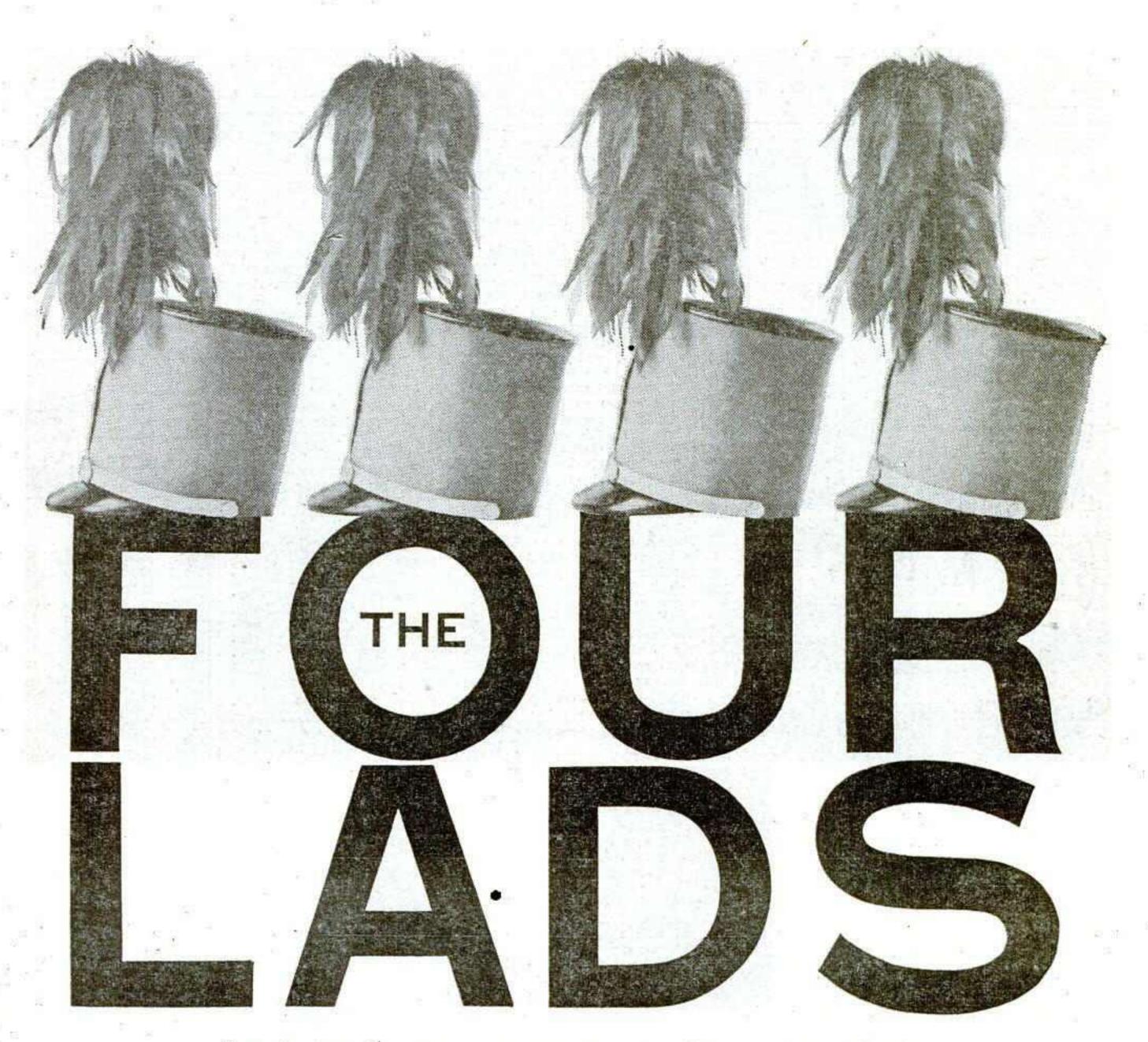
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b/w Goodbye Mr. Love

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# **HOT 100 ADDS 14**

MUSIC NEWS

NEW YORK — The Hot 100 chart added 14 new sides this week. They are:

35. Are You Lonesome Tonight (Bourne - Cromwell, ASCAP) - Elvis Presley, RCA Victor

50. Wonderland By Night (Roosevelt, BMI) - Bert Kaempfert, Decca

54. Fools Rush In (Bregman, Vocco & Conn, ASCAP) — Brook Benton, Mercury

65. I Gotta Know (Alamo, ASCAP) — Elvis Presley, RCA

71. Exodus (Chappell, ASCAP) - Ferrante & Teicher,

88. Wonderland By Night (Roosevelt, BMI) - Louis Prima, Dot 89. I Missed Me (Tree-Champion, BMI) - Jim Reeves,

RCA Victor 90. Push Push (Mellin, BMI) — Austin Taylor, Laurie

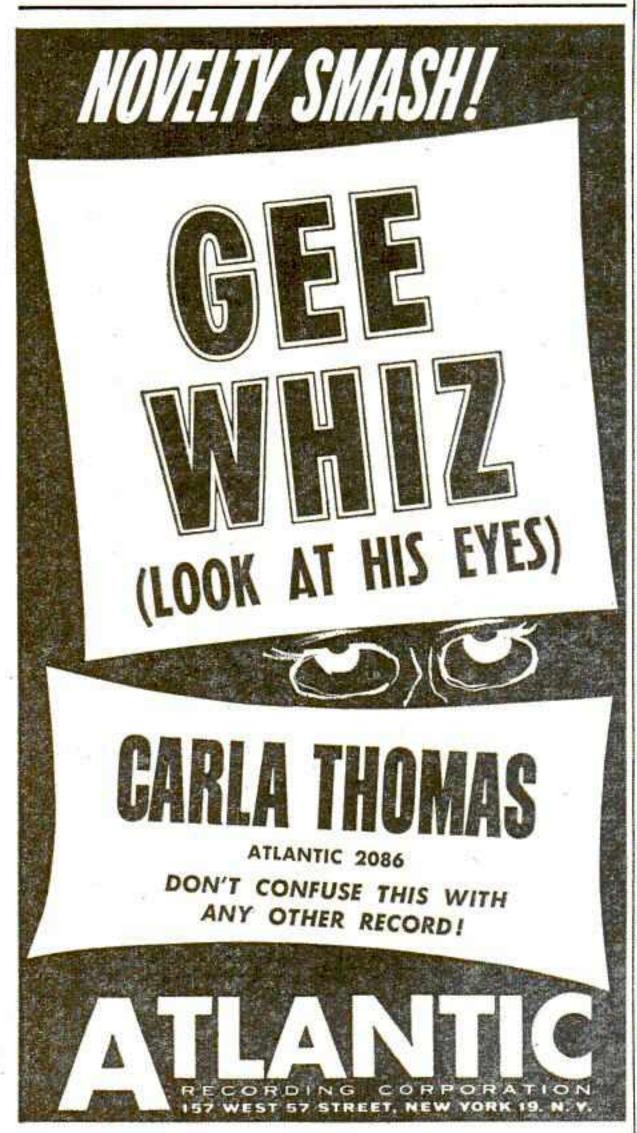
91. The Bells (Armo, BMI)—James Brown, King 94. Last of the Big Time Spenders (Maske, BMI) -

Cornbread & the Biscuits, Maske 95. Gee (Kahl, BMI) - Jan & Dean, Dore

96. Bumble Bee (Progressive, BMI) - LaVern Baker, Atlantic

97. Sweet Dreams (Acuff-Rose, BMI) - Don Gibson, RCA Victor

99. Send Me the Pillow (That You Dream On) (Four Star, BMI) — The Browns, RCA Victor



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" I the thirty is the way it is the work of the same property of the state of the same of

# Dot Ships New Singles To Dealers

Continued from page 1

The Dot prexy feels one of the reasons singles sales generally declined for some labels during the past several years is due to the natural tendency of distrib salesmen to push LP's since this bigger ticket product helps them rack up fatter dollar volume orders. He's convinced that if the same salesmanship were to be put behind singles, this facet of the business would be in a much healthier state than it is today.

In shipping singles directly to a full 13,000 dealers, Wood is counting on an impressive torrent of re-orders to prove his point. He feels this will remind all concerned - dealers, as well as distrib salesmen — that singles are a highly lucrative source of revenue. Wood purposely shipped the singles to all dealers without checking to see whether some have dropped singles from their inventory. This was done in the hope that some of the dealers in sampling the sales appeal of the disks may be moved to return to a singles policy.

Dot by-passed its distribs in making this mass shipment for several reasons: (1) Since it was going stereo charts. "Guitars, Woodto so many outlets, it would be considerably cheaper and easier to handle shipping from the factory; (2) all dealers could be covered faster, and product would blanket all the outlets almost at the same time; (3) move would carry greater impact on dealers as well poses and at the same time, full as the label's own distribs.

Result of this one-shot effort dio perfectionist. will determine whether the label will follow this same procedure with future releases it intends to launch into his orbit, Miss Reynolds' "Cherry Blossom" is a new Dot release and one in which the label is particularly confident in its hit potential. "Rat Race" was issued several months ago, but Dot feels it failed to get the proper exposure at the dealer level to prove its full sales prowess. The Debbie Reynolds Paramount Picture in which Butera and the Witnesses perform is still in national release and can help stimulate sales interest in the record.

# WABC Format

Continued from page 4

sumer and trade promotion and advertising. The jocks will be invited to make recommendations on new releases, but final decision on which new disks are played will rest with a management panel.

Neal and Joseph are working on 50 special features which will be integrated thruout WABC's programming day. "You can't be original with music," opines Joseph, but you can with everything else -sound - techniques, promotion, news, etc." In line with this, custom-made jingles are currently in the works and plans for extended local news coverage.

Tentative schedule for new jocks ence in its nighttime seg.

Mike Joseph's previous programming revamp jobs include consultant stints with WPRO, Providence; WKBW, Buffalo; WISH, Indianapolis; WTAC, Flint, Mich.; and WXYZ, ABC's Detroit outlet. Neal, moved to WABC this year.

# FILM 'THEME' SINGLES BUILD ON POP CHARTS

· Continued from page 1

ton's "North to Alaska," No. 12; "Ballad of the Alamo," by Marty Robbins, No. 55; "Theme From the Sundowners," Billy Vaughn, No. 59; "Ballad of the Alamo," Bud and Travis, No. 64, "Theme From The Dark at the Top of the Stairs," Ernie Freeman, No. 70; "Green Leaves of Summer," Brothers Four. No. 82; "Theme From the Sundowners," Felix Slatkin, No. 93; "To Each His Own," (a revial of an old Olivia de Havilland movie theme) by the Platters; "Ruby" (another revival of an old film theme-a Jennifer Jones picture) by Ray Charles, No. 8 on the "Bubbling" chart.

# **News Review**

· Continued from page 8

All this will have an advantageous effect on sales.

Probably the most immediately figures as a seller as does Don whenever such extensions are made. Costa's "Echoing Voices and Trombones," an imaginative use of nonsets are listenable for ordinary purof sparkling brilliance for the au- or so.

Another interesting and offbeat selection is that featuring Ferrante and Teicher and their gimmicked pianos, made to sound here like a large ensemble. The complete grouping follows:

"Mister Percussion," Terry Synder, WWS 8500; "Echoing Voices and Trombones," Don Costa, WWS 8501; "Blazing Latin Brass," Nick Perito, WWS 8502; "Guitars, Woodwinds and Bongos," Al Caiola, WWS 8503; and "Dynamic Twin Pianos," Ferrante and Teicher, WWS 8504.

Ren Grevatt.

# College Trade

Continued from page 8

presso in the back room. The shop owner also sports a beard."

Little special effort is made by manufacturers to promote in the college market, too, according to Marshall, "Few, if any, records are sent to student radio stations. magazines, or newspapers." Then, too, he feels that student representatives among the student body to tout new releases and spread good will could do huge amounts of good for majors and an organization of indie manufacturers. "Cigarette companies already do this sort of thing."

calls for Greer to follow ABC's college level Marshall believes that 9 to 10 a.m.), with Smith and Car- cedure; sufficient stock should be ney in afternoon slots, and Muni kept on hand (\$10,000 to \$30,000 in the 9 p.m. to midnight time inventory); promotion thru all stuperiod. Muni (who left WMCA a dent level outlets; undergraduate signed a pact with WABC as yet) decor, and for independent disk has a sizable teen following lo- manufacturers, an intercollegiate cally, indicating that the station promotional network that would may intend to go after this audi- keep students informed and inter- artist roster, tho, Schwartz will ested in new merchandise.

> general sales manager of WLW Ra- male singer, etc. meeting in Chicago November 1. minimum.

# Capitol Offers 100% Swap On Singles

Continued from page 1

extended the same exchange privileges per number of their disk dealer accounts. New plan will not affect one-stops (they have been operating under a full exchange plan all along) and rack jobbers.

Terms of the new Cap singles policy call for dealers to return merchandise in salable condition, plus the fact that each request for exchange must be accompanied by an order equal in dollar value to the one being returned. In addition to the full exchange benefit, dealers will continue to receive a 10 per cent exchange privilege on their complete purchases, including singles. Thus, if a dealer has sold out all his singles, he will receive the usual 5 per cent cash allowance in lieu of returns.

To be eligible for the exchange privilege, purchases can be made from the date the singles are issued until the 25th of the third month following the release date with exchange of merchandise allowed any time until the 25th of the fourth month after release date. commercial of the group would be In some cases, depending upon the the all-percussion set by Terry disk and market reaction, Capitol Snyder, a name well-known on the will extend the period during which a single can be exchanged winds and Bongos," with Al Cai- to the seventh month after date ola's outstanding arrangements also of release. Dealers will be notified

Capitol is currently fashioning a new exchange procedure, aimed at lyric vocal sound with brass. Both simplifying and speeding up the process. This will be disclosed upon its completion within a week

# Loans & Rentals

• Continued from page 8

there are concert courses in the schools, and many music clubs and other organizations of special appeal. Tickets are placed on sale for the Pittsburgh Symphony concerts given locally as well as other prominent musical ensembles that come to town.

In co-operation with other merchants, prizes are offered for local events such as bridge tournaments and fishing rodeos for the youngsters and the store participates in seasonal sales such as take place at the low buying peak in the

A record club has also been set up with membership cards distributed offering a free record with every 10 purchased.

"As a result of this activity, we find that organs and stereos are our most popular items," commented Vandergrift. "But these sales have been due largely to our wellrounded program in which rentals play a very important part."

# Laurie Prunes

• Continued from page 4

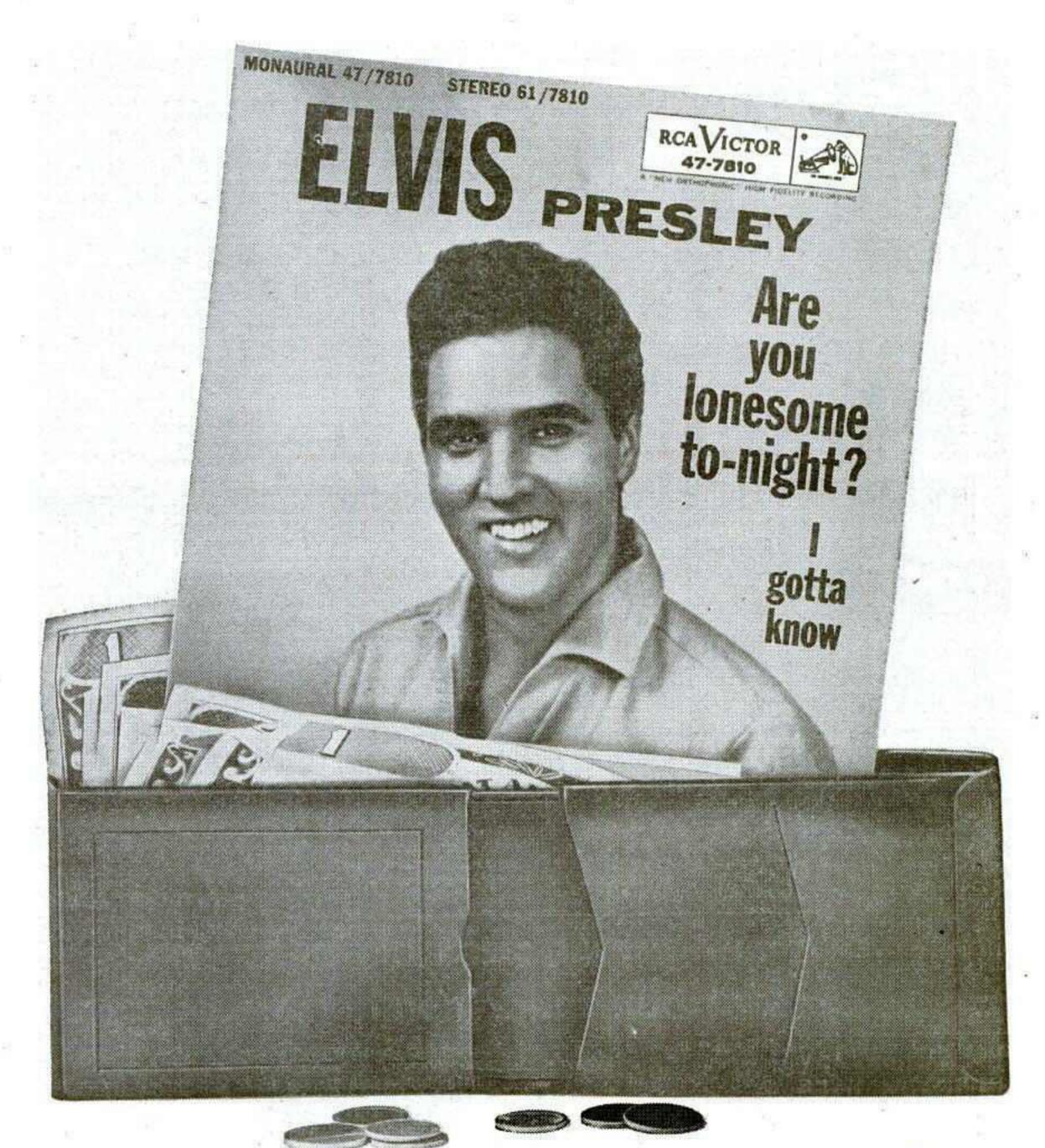
ducers. In line with this, he noted that there are so many masters available today that in most cases To effectively sell records on the it is no longer necessary to make advances, thereby cutting down morning network show "The Break- these steps must be taken: a stand- further on a label's production fast Club" (currently slotted from ard discounting and specials pro- costs. However, Laurie will still make advances in cases where a master is already happening-current example being the U. S. Bonds' "New Orleans" (No. 11 on few weeks ago but hasn't officially reps; attractive displays and store the "Hot 100" this week) on Legrand, which is distributed by Laurie.

When it comes to Laurie's own build carefully on a long-range basis-concentrating on only one artist in a category - one young CINCINNATI-Scott McLean, male vocalist, one group, one funky

dio in the Crosley Broadcasting Another limiting factor facing a Corporation New York offices, was label today, said Schwartz, is the who brought Joseph in to work elected president and director of lack of good material, which makes with him on a consultant basis at the Quality Radio Group, Inc., at it even more important label to WABC, was with WXYZ before he the group's annual stockholders' keep its artist roster down to

15

# OVER 1,000,000 COPIES ALREADY SOLD!



This single is money in your pocket!



1

MUSIC NEWS

# Music, Broadcast Probers PRESLEY DISK

Continued from page 2

over the first distribution under Judiciary Committee. Re-elected terms of the decree are expected Rep. Edwin E. Willis (D., La.), to be loud enough to reach the chairman of the Copyrights Subears of the Roosevelt Small Business Subcommittee, which probed traditionally hostile to imposing a into ASCAP distribution in 1958.

If the Supreme Court hearing on the right of dissenters to have party-in-interest standing in consent negotiations goes against the ASCAP petitioners Fred Fox, Pleasant Music, et al., they could juke operators and manufacturers again take their case to the Hill. (Case has not yet been calendared by the high court, which means hearings could not take place before December.) Roosevelt has been a consistent fighter for having all interested parties heard during antitrust consent negotiations (D., Wyo.) a fighter for songwriter and court hearings.

will be on hand to continue the juke box performance royalty sparring, with Rep. Emauel Celler rights Subcommittee which O'Ma-(D., N. Y.) fighting for songwriter honey headed in the 86th Congress, royalty, as chairman of the House will be on hand to take his tradi-

committee under the Judiciary, is juke box performance royalty, and balky about having to hold hearings on the issue. Celler may resume his pressure to have an impartial panel collect and administer juke performance royalty, but will undoubtedly stand pat on their 50-year-old exemption from performance royalty in the 1909 Copyright Law.

In the Senate, missing from juke box proceedings in the 87th will be Sen. Joseph C. O'Mahoney royalty on juke play. O'Mahoney Familiar figures in the House has retired. Senator Wiley (R., Republican of the Senate Copy-

# HOT IN BRITAIN LONDON - Presley's "It's

Now or Never" is the fastest selling single ever in Britain. Disk sold 780,000 by noon Friday (4) by Decca, Victor licensee. It was only issued October 28 and is considered sure to hit a million sales. Lines formed at some dealers last Saturday (5). Previous fastest, Belafonte's "Mary's Boy Child," did a million at same period in 1957 but took longer.

The British disk business is at a high level, and Presley's success is making everyone happy, particularly Decca.

tional stand against juke box royalty.

Wis.), past and prospective ranking happy to see Sen. Hubert Hum- in." phrey (D., Minn.), among the re-(D., Ill.) will be regarded as a tions the way they were. mixed blessing for the entertainment world, since Douglas is spon- of which there are an estimated sor of legislation to end business 11 or 12 in the city, have changed deduction for entertainment such their sales policy to where they are as musicals, night clubs, et al. However, Douglas also favors an tors - selling to retail dealers. improved tax spread for creative and performing artists, to allow carryover of income to the lean and that counterfeiting, tho someyears. Douglas was a member of the Senate Finance and the Bank and Currency Committees, during the 86th Congress, and will very likely have a similar spot in the Continued from page 3 87th.

Rep. Frank Thompson (D., to buy the Dot label. Discussions ing board stage.

# 'Camelot' Tokens

Continued from page 3

the show looks set for a hot run, and if the reviews are favorable, it pean-made product here, product could run for years. Columbia now being released on the Epic execs look on the album as a possible million seller and certainly as Philips will want exposure for its a potent follow-up to Lerner & product here, and it is understood Loewe's still solid selling "My Fair the firm is anxious to expose the Lady" set.

"Camelot" may also come into New York as one of the most costly shows in the history of the theater. Originally figured at \$425,000, it is reported that it will come in at a much higher figure. Columbia • Continued from page 6 Records and CBS financed the venture, as they did with "My Fair Lady," which has now - in the U. S. alone — passed the two mil-lion mark in LP sales.

Columbia, of course, with the original cast album is putting some of its top single stars out with tunes from the show. Johnny Mathis has October 28, a single out this week with a tune the Hi Lo's is also being cut. Co-Andre Previn. Other labels are also getting in the "Camelot" songs act. brought out an instrumental disk third chart slotting this week. of two tunes from the score and is issuing this week an album with Hugo Montenegro of songs from the show.

# Windorf Sues Mellin

her tune "Gypsy Serenade" was plaintiffs. pirated, cleffer Irene M. Windorf filed suit in New York Federal Court against Robert Mellin, and Robert Mellin Music, Inc., and Abner Spector, and Twilight Music, Inc. The action seeks an injunction and damages sustained from the publishing and licensing of a tune called "In Your Arms," published by Mellin and "In My Dreams," published by Twilight. In addition, the suit seeks an accounting of all

# **Buffalo Distrib**

Continued from page 3

Fasan's Stewart Levy, who has been in the record business since 1918, said he felt there was "no room left in the industry for an independent distributor." His criticism of the industry included: (1) Growing competition from onestops; (2) growing of record clubs; (3) growth of rack-jobbing competition; (4) transshipping; (5) counterfeiting.

Rack Jobbing

He pointed out that their own rack - jobbing operation, which started out as a sideline, has grown to where it comprises a major portion of their record business.

"We've had a wonderful relationship with record manufacturers," Levy pointed out. "They're great people, we've never had any trouble, and someday, if the indus-The performing arts set will be try does change, we might go back

He pointed out that now, howelected senators, the Minnesotan ever, it was just not economically being a stanch patron of the arts. profitable for them to keep distrib-Re-election of Sen. Paul H. Douglas uting records with business condi-

> Levy pointed out that one-stops, in direct competition with distribu-

> He added that transshipping likewise has been a major headache, what declined, was still a problem.

# Columbia-Philips

N. J.), another friend of the per-started back in October with an forming arts, will be back to push exec of the U. S. Philips office, for faster action in getting the Na- and has reached the level of tional Cultural Center fund raising Philips execs in Amsterdam and and construction out of the draw- prexy Barney Balaban of Paramount Pictures. Whether this specific deal will come thru is not known at this time.

Philips not only wants an American label in order to feed singles and LP's to its European operation, but also distribute its Eurolabel-and occasionally Columbia. Philips name in the U. S. market as well.

# **British News**

released Dan Terry's "Teen Age Dance Party," "Theme Songs of Great Bands," "A Frankie Carle Piano Boquet" and three show albums.... The main Philips label also has "The Alamo" sound track LP scheduled. Film opened here

CHARTS: The teaming of from the show. A Tony Bennett Peter Sellers and Sophia Loren by disk is due soon, and a record with Parlophone's George Martin for a single paid off with a first-week lumbia is also cutting an album chart entry at No. 13.... Other with Percy Faith, and another with newcomers include Duane Eddy's "Kommotion" at No. 20 (London) and "Today's Teardrops" at No. 27 Bobby Shad's Time label has giving Roy Orbison (London) his

> moneys derived from the alleged infringement.

The complaint charges that the defendants undertook to change name of the plaintiff's tune, by making variations so as to conceal NEW YORK - Charging that that the tune was composed by

Memo to: Mr. & Mrs. Retailer College Town, USA Thanks for the warm reception to our Campus Caravan Sales frip when we introduced our College Party LPs. CAMPUS CAPERS &

MORE CAMPUS CAPERS We're looking forward to meeting all of you on future Thanks to the college Dis

and humor magazines . . . It's nice to know there's still room for a "little fella."

Fredly Markell

CAMPUS & JAYVEE RECORDS, SUITE 225 International City, Miami Springs, Florida

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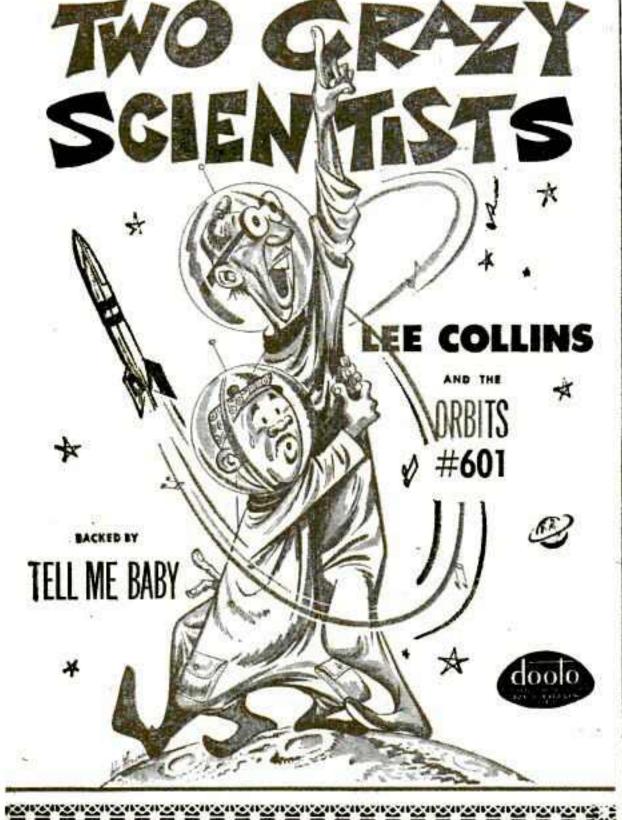
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# 

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From the Smash Broadway Production "Wildcat," starring Lucille Ball

THE SWE-DANES "HEY LOOK ME OVER"





the first name in sound

VARNER BROS. RECORDS BURBANK, CALIFORNIA

STORE-TESTED PROFIT POINTERS FOR DEALERS

# Local Demo Tapes **Up Recorder Sales**

### By ROBERT SCOTT

There is no better way to sell a tape recorder than to demonstrate it. For this reason, most recorder manufacturers include a prerecorded tape which explains to the would-be purchaser the features of a specific machine, and demonstrates them in terms of recorded music. To demonstrate the value of music pre-recorded on tape, many manufacturers also produce tapes which serve to demonstrate the extent and quality of a pre-recorded tape library as well as showing off the reproductive capabilities of a recorder. Often, however, a dealer may find that a special demonstration tape, made by himself, is valuable in terms of promotion, gaining a customer's attention and illustrating what an amateur can do with a tape recorder.

### Also Sells Accessories

Fred Kantor, president of Ferrodynamics Corporation, suggests that dealer-produced tapes, properly recorded, can be used to great advantage not only in selling recorders but also in selling raw tapes and accessories by promoting the home recording concept.

In planning such a tape, it's a good idea to include several subjects for use for customers who have varied interests. In addition, the tape should able to demonstrate the performance of every machine on the dealer's sales floor as the customer plans to use it, whether he plans to record only music, business conferences, radio or television programs or material previously recorded on disks. While including all these things, the tape should have a definite local flavor —the one thing that cannot be achieved in demo tapes supplied by manufacturers.

In making his own demonstration tape, a dealer should use his own voice, mentioning the name of his store. The rest of the tape should be sounds which are familiar to his customers—the local high school band, a distinctive local disk jockey, a local sports event, sounds of traffic or church bells characteristic of the community.

Besides gaining more customer attention by use of familiar sounds, a dealer-produced tape makes it possible to use more demonstration gimmicks in selling a machine. The use of contrast during demonstration, for example, is often effective. A dealer, projecting his live voice thru a microphone and loudspeaker, can ask his customer to compare it with a recording of his voice and to guess which is which to illustrate the quality of tape reproduction. The same can be done by comparing a disk record- headquarters staff. It is Sales As- vice-president in charge of sales, ing on an elaborate hi-fi set and a sistant, and Robert Shene is the merchandising, and advertising for tape recording of the disk as played man appointed to handle the job. the Du Mont Emerson Corporation. on that phonograph. Another ad- Post is meant to put one man in ... Dr. Ralph B. Ruth has been vantage of dealer-produced demonstrators is that they can be used tory and field operations. . . . New Hoffman Electronic's Science Cenwith almost every machine in stock, Vice-President and Manager of ter in Santa Barbara, Calif. permitting the customer to com- Sales for National Radio Company pare different brands or different is Sydney W. Natkin. . . . The models of recorders. Specific re- Shure Brothers, component manucorders also provide excellent op- facturers, have announced that portunity for unusual demonstra- construction on a new 38,000 tion tapes. For instance, some square foot addition to their Evansfour-track machines will record ton, Ill., plant has begun. Target one track at a time, permitting a date for completion is July 1, single voice to become a duet, one 1961. musician to use two different instruments in playing a composition, or a local radio personality to interview himself in stereo.

tape will harm sales more than a well-done tape can help them. Before he attempts to produce his own demo tape, a dealer must be certain that he will obtain the most perfect reproduction possible from his machine. It follows then that he must first know his equipment -what it can do, what its limitations are. He must then know the basic principles of recording, special techniques for taping off the air or from a disk, and how to use amateur equipment to make a good stereo recording.

Making the Demo Here are some of things which go to make up a good local demo

your customer that he can make radio unit has a high-style theme his own stereo tapes virtually free using broadcast stereo material, you'll have to demonstrate. Most communities are within range of some form of stereocasting-AM-FM, FM-FM or AM-TV. Having found the program, connect your recorder to the left and right proidea to include the call letters of the station and the introduction to the program to prove that the tape is homemade. Feature a short musical selection—five minutes or less; or a short, familiar selection from a longer piece.

use a classical selection to demonstrate taping off the air, it might be a good idea to select a short popular item for this demonstration. Following the instructions supplied with your stereo recorder, tape one band of the record-not exceeding five minutes. Keep the record on hand, to compare with the taped copy.

Taping live music. A marching band or a choir can be a sensation in a good stereo recording. Chances are you can get permission to redemo tape; the members will be eager to hear themselves, especially in stereo. You don't need a studio for these recordings, either. A high school gymnasium should be adequate for an amateur band recording; and the church will be perfect for the choir. If you want to record the band actually marching, it can be done by connecting an AC-DC converter to your automobile battery and plugging the recorder into that.

Recording local sounds. Whether

# Westclox in Clock Radio Sales Field

AUDIO NEWS

CHICAGO - Westclox, a division of General Time, Inc., has entered the clock radio field with a pocket-sized battery-powered transistor model, selling for \$49.95. The unit is currently being marketed in Pittsburgh and thruout Ohio.

Westclox plans to go national in 1961 with a full line of clock radios. The Ohio and Pittsburgh move was a crash program calculated to cash in on what is expected to be a lucrative Christmas market.

Westclox spokesmen say the product is still in the introductory stage, but that Westclox is in the clock-radio market to stay. Additional models will be introduced as they become available.

Westclox is going all out in promotion and sales effort on the new line. BBD & O is handling advertis-Off-the-air stereo tapes. To show ing and promotion. The clock with a somewhat unique introduction of "his" and "hers" models. The unit also contains a leather carrying case, ear phones and pocket batteries. A variety of colors is available.

Currently Westclox is setting up distribution thruout the Chicago gram signals, and tape. It's a good market. Additional marketing plans are limited to date solely by production capacity of the firm.

the most characteristic sounds in your community are the church bells on Sunday morning, a traffic jam during rush hour, or the too-Stereo tapes from records. If you tling of the 5:17, you can bet that an easily recognizable recording of it will attract attention. Here, too, is where you get a chance to demonstrate stereo's abilities. Try for spatial or moving effects, but try to keep to easily identifiable sounds. Best recordings must be made on location, and will necessitate using your car battery and a converter.

Tape for business use. Here you or a member of your store staff can dictate some standard business letters to show how the tape record bits of the high school band corder can be used in business. A or a local church choir for your more elaborate arrangement would involve use of several members of the store staff in a mock business conference.

Take in education. None of the demo tapes now on the market stress the value of tape as an educational medium. A local high school or college will be glad to let you tape a portion of a class. Language classes usually are the most satisfactory for this purpose, because students try to imitate sounds made by the instructor.

(Continued on page 20)

# **NEW AUDIO PRODUCTS**

# Display Prevents Pilferage

The "Caro - Sell" display unit devised by the Zenith Corporation not only showcases the firm's line of colorful Royal 50 shirtpocket transistor radios, but claims to be pilfer - proof. It is designed as a permanent display, mounts five radios side by side and turns at the touch of a finger on its swivel base. The sets are bracketed and locked on with special screws. The radios can be removed when a padlock is unlocked. Besides the lock and keys a metal chain some 18 inches long is available to secure the entire unit.

The display itself is only eight and one-half inches at its widest point, and some



16 inches high. Zenith says that the "Caro-Sell" is economically priced.

# American-Made 7 Transistor Radio

Pierpont Industries of Brooklyn, N. Y., has marketed a new seven - transistor Model 702, which the company claims will play for three times the number of hours previously considered possible on nine-volt batteries. Its \$29.95 list price is meant to put in competition with Japanese imports. A life-time guarantee, in which the manufacturer will restore the radio to operating condition at any time for a minimum handling fee, is also in-



cluded. The set comes in luggage tan Texon which is weather resistant.

# Transistor Radio Phono

The Model TRP 761 is a seven transistor four - speed radio-phonograph introduced by the Harlie Transistor Products Company of Jasize records, 45, 331/3, 78 and 16 r.p.m., has a flipover dual-sapphire cartfidge and separate bass and treble controls. The unit operates on four standard "D" flashlight batteries and sells for \$59.95. A switch is provided which cuts the radio in on the speaker system when wanted.

The same corporation is also marketing a transistor phono that operates on the same power plant and has

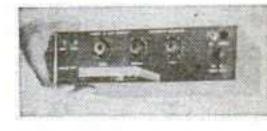


three speeds. The suggested list price of the unit is \$39.95.

# Bookshelf Tape Playback

The Amplifier Corporation of America, N. Y., a division of Keystone Camera Company, has debuted a new compact bookshelf magnetic tape recorder and playback unit meant to play cartridge tape. It is called the Magnematic.

Unit comes in two types, the Bookshelf (shown here) and the Broadcaster, in rack panel form for professional use. The Bookshelf is only three and one-quarter inches high, 10 inches deep, and 111/2 inches wide. Models of both units are available in either mono or stereo form and are built to play at three



and three-quarters, one and seven-eights, seven and onehalf and 15 inches per second speeds. Depending on the speed used, recording times range from 30 minutes to eight hours.

Three types of instruments are available: for background music, recording only and record - playback. The prices of standard models range from \$199 to \$389.

# New Catalog in Town

The Harvey Radio Company has just issued its 1961 catalog which is a 344-page book carrying the title "Electric Components for the Space Age."

The book includes descriptions and prices on industrial as well as professional audio products. This is the 11th such book in the Harvey series and it has been prepared by Electronic Publishing Company, Inc. Copies are available at Harvey Headquarters, 43d Street, New York.

(Continued on page 20)

# **AUDIO NEWS BRIEFS**

A new post has been created in Midwest Exchange. . . . Robert L.

in Chicago has announced that the people of their new clock-radio Kantor warns, a badly produced also continue to be listed on the manager.

the Voice of Music Corporation's Shaw has been named as executive charge of the co-ordination of fac- appointed senior scientist for the

As a result of the expansion move of the Blonder-Tongue Laboratories, three newly created field sales manager jobs have been filled. In the Midwiest, Joseph Biggs fills the job; in the East and West Coast, Paul Pusecker and Jack Wellington hold down the new posts. The American Stock Exchange . . . Introduction by the Westclox

The effects a dealer can achieve listing of stock for the Trav-Ler line has prompted that firm to with his own demonstration tape Radio Corporation began as of name Donald F. Clemens to fill are practically unlimited. However, Thursday (10). The company will the post of clock-radio product

While others report spotty business...

# WEBCOR IS

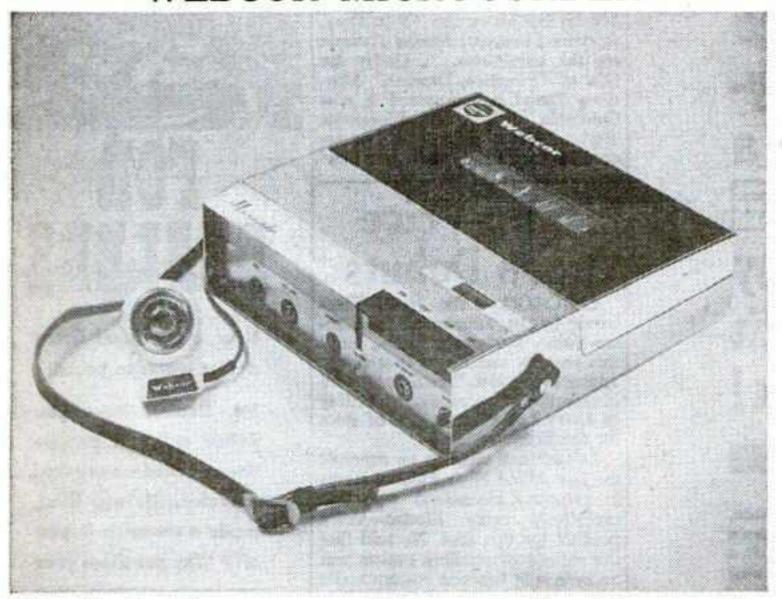
37%

over last year, since introduction of our new tape model line and promotion!

"What's all this talk about spotty business?", asks H. R. "Bud" Letzter, Vice President of Webcor Sales Company.

"Since the introduction of our '61 line in June, our tape recorder sales are up 37% over last year at this time. What's more, we're geared for our biggest Christmas drive in history...and I'm not just spinning my reels.

# WEBCOR MICROCORDER



"Just look at how our new Microcorder has taken over in the transistor tape recorder field. We introduced it less than a month ago, and advance orders have been so tremendous that we've had to put it on allotment through the end of the year.

"So, don't let anybody tell you that the market isn't there. The consumer just wants to be reassured that tape is for him. And that's exactly what our advertising and special promotions are accomplishing. A spot check of Webcor's sales gains throughout the country tells the story."

# **EAST**

B. H. Spinney Co., Hamden, Conn. UP 55.6%... Gould-Farmer Co., Inc., Syracuse, N.Y. UP 63%... Fort Orange Radio Dist. Co., Albany, N.Y. UP 42%... All-State Distributors, New York, N.Y., Newark, N.J. UP 20%... Radio Electric Service Co., Philadelphia, Pa. UP 18%... Joseph M. Zamoiski Co., Baltimore, Md. UP 20%... Olympic of Pittsburgh, Pa. UP 31%

# SOUTH

East Coast Radio & TV Co., Miami, Fla. UP 40%...
Freck Radio & Supply Co., Asheville, N. C. UP 35%...
F & F Enterprises, Charlotte, N. C. UP 35%...
Selectronic Supply Co., Birmingham, Ala. UP 60%...
Hopkins Equipment Co., Atlanta, Ga. UP 25%

# CENTRAL

Webcor Sales Co., Chicago, Ill. UP 56.7%...Crook Brothers Co., Springfield, Ill. UP 50%...Fridley Brothers, Inc., St. Louis, Mo. UP 48%...G. W. Ryan Dist. Co., Inc., Kansas City, Mo. UP 44%...TCR Distributors, Davenport, Iowa UP 50%...Mid-America Appliance Corp., Omaha, Neb. UP 79%...Stephen Distributing Co., Minneapolis, Minn. UP 121%

# WEST

Graybar Electric Co., Los Angeles, Calif. UP 38%... Kaemper & Barrett, San Francisco, Calif. UP 34%... Momsen-Dunnegan-Ryan, El Paso, Tex. UP 70%... E. E. Pritchett, Salt Lake City, Utah UP 60%...

Your Webcor Distributor now has the complete Christmas merchandising program on all Webcor fonografs, tape recorders and radios. Call him today.

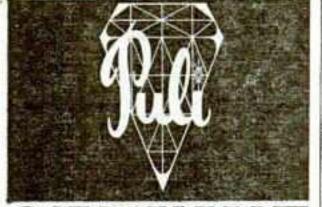
# MAGNAVOX TO DEBUT DEALER DEMONSTRATOR

**AUDIO NEWS** 

five birds with the proverbial one five-position switch, volume constone, the Magnavox Company has trol and long lead lines which can announced the development of a be attached to the five instruments. stereo demonstrator unit for its dealers. The unit has been de- new innovation is that a salesman signed to allow the dealer to auto- can demonstrate five individual matically demonstrate five differ- machines- for a customer, while ent Magnavox machines one after both stand a proper listening disthe other.

labeled, incorporates one of Magnavox's Imperial record changers with a four position reverberationwith equipment for attachment to type sound conditioning amplifier. has a three-gram pickup and single that, altho the unit cost \$70 to the

# BEST SELLING! **BIGGER PROFITS**



# GENUINE DIAMOND NEEDLES

TRANSCRIBER CO., INC. WRITE DEPT. C. ATTLEBORO, MASS., FOR ORDERING INFORMATION

FORT WAYNE, Ind. - Killing post control, is outfitted with a

One particular advantage of the tance from the machine. A proper The DU-12, as the unit has been listening perspective is in that way achieved. The unit is also equipped

> amount off to co-operative advertising accounts.

# Pentron Exec Re-Alignment

CHICAGO - A change in the upper echelon of the the Pentron Electronics Company has moved Theodore Rossman to the position of chairman of the board, and Irving Rossman to president. Previously Theodore Rossman has been president and Irving Rossman executive vice-president.

The company, which is a wellknown maker of tape recorder products and other electronic and appliance consumer goods, has also enacted a change in its distribution set up. The company is moving five different Magnavox stereo out, too, by the Magnavox firm, in consumer lines. The firm has announced that Motorola-Baltimore, dealer, he can charge half of this Inc., will distribute in metropolitan area of Baltimore and the Krich-New Jersey Corporation in The special unit is attractive in the northern N. J. area. Arthur E. that is has tapered brass legs Selnick is exclusive representative which remove easily (for table-top in Philadelphia, Baltimore, Harrisor shelf operation), and it is en- burg, Washington and Richmond. closed in a natural wood cabinet. In addition the company has The unit itself is 2734 inches wide, opened a factory branch sales and 141/2 inches high and 141/2 inches merchandising outlet in Boston to cover the New England States.

# Demo Tapes Up Recorder Biz

Continued from page 18

Dealers with imagination can think of many more items to include on such a tape to aid them in specific situations. There are a number of ways of promoting sales thru locally made tapes. If your store advertises on radio, work the tape into your commercials. Mention it in your newspaper ads. Invite readers to come in to hear it. If local ordinances allow it, play it thru a loudspeaker mounted at the a copy.

Preparation of such a tape requires planning, good equipment, some technical ability and virtually no money. The time involved in making the actual recordings can be less than eight hours (altho it may stretch over several weeks); but the tape must be planned carefully not only for content but also for arrangement and presentation. front of your store. If the tape is When you're finished, you'll have good enough, try for publicity in a sales tool tied to the specific the local newspaper by sending needs of your store and your comthe editor or a prominent columnist | munity - and an item which is guaranteed to attract attention.

# **NEW AUDIO PRODUCTS**

Continued from page 18

# Compact Booth Disk Demo Unit

Taking only two and one-half feet of counter space, the Binaphone, a stereo disk demo unit, is being offered to dealers by the Sargeant-Rayment Company of California.

The disk demo outfit consists of stereo amplifier, stereo headphones, and manual turntable. The Binaphone unit allows the dealer to demonstrate the stereo disks to customers without the interference of other street and store noises. The controls of the unit allow the listener to adjust sound and speed to his particular preference. Installation of the unit is also being considered for libraries that have stereo record listening rooms. It is available to dealers for \$62.

# New Mono-Stereo Record-Playback Set

The Majestic International Sales Company, a division of Wilcox Gay of Chicago, is introducing a new record playback unit for stereo and mono that is being marketed under the Grundig-Majestic name. The Model TK-64, which is made in Europe, comes in 71/2 and 33/4 speeds and has two self-contained speakers. It lists for \$549.95.

# ITALIAN Newsnotes

Continued from page 6

Three potential hits, "Money, est recording is "Clown." ... A Money, Money," "He Kissed Me," new TV program scheduled for 12 and "Wake Up Love," seem to transmissions will be "Moderato be emerging out of the musical Swing" on Thursday evenings with comedy hit, "A Tangerine for Teo" a variety of musical ideas to cover which has lyrics by Garinei and the entire jazz field beginning with Giovannini and music by Kramer. the "Cha-Cha-Cha," "Naples of . . . Juliette Greco's return to sing- Yesterday," "Naples of Today," and ing will include a tour of Italy to so forth.... One of those signed

be followed by trips to Israel, Swit- for the series is American singer zerland and Germany.... Giorgio Helen Merrill. Gaber's rock number, "Bambolina," provides the music used in Brig- Ice" and "I Sing Ammore," two itte Bardot's new film, "The Truth," recent hits, has married Bruna in which she will be seen dancing Cappato. . . . The first Italian recto the music of the Italian singer- ord of the Madison, entitled "We composer. . . . Bandleader Gianni Learn the Madison," has been cut Ferrio has chosen "Magic Mo- by the Roman New Orleans Jazz ments" as the title of his new disk Band with the vocal by Maria in which he presents his outstand- Monti. Graz, lots! ing musicians as soloists.

The new film "Vacation in Argentina" will feature Paula singing "Folletto Capriccioso" and Domenico Modugno offering a Spanish number. "Ojala!" . . . Capacity crowds are greeting a one-night stand attraction which is touring the entire peninsula with Marino Marini and his combo. Little Tony, Adriana Lima and Marisa Rampin are the attractions.... Under the title of "Florence Dreams," Marcisco Parigi has prepared a new Columbia disk about Florentine life.... Victor Somma is now re-

# cording for Hollywood. His new-Electro-Voice Organ Debuts

CHICAGO - The Hi-Fi Electronic Organ, announced by Electro-Voice, Buchanan, Mich., early this year, is making its first dealer appearance thru "restricted retail distribution," currently, according to Larry LeKashman, v.p. of sales for the firm.

LeKashman cited as an example the five Allied High Fidelity stores in greater Chicagoland who will exclusively carry Electro - Voice product for this area. He said that the pattern of retailing outlets was an even split between custom audio stores and general music stores.

A meeting of manufacturers' reps and regional E-V sales personnel was held two weeks ago to kick off the nationwide debut. LeKashman pointed out that in bringing the E-V electronic organ to custom audio show floors he felt an important diversification was added to this type of hi-fi outlet, while he felt that the addition of the E-V organ to general music stores would definitely interest the music dealer in electronics to a point where eventually he might be interested in E-V's extensive line of components.

Pino Massara, author of "Boiling



How to get them? Every dealer wants to know.

Mr. Dealer: Have you pulled a smart promotion, worked an original merchandising idea, made a clever tie-in pay off? Why not share your brainstorm with your fellow-dealers across the country through the columns of the record dealer's trade paper, The Billboard.

Just send details to Lee Zhito, The Billboard, 1520 North Gower St., Hollywood 28, Calif. We'll do the rest.

Copyrighted materia

# ANNOUNCEMENT!

FA-4 frequency adjusted ...the unique

Formulation for increased dynamic range recording...is a Soundcraft exclusive. FA-4 frequency solusted

cannot be incorporated in any tapes other than those with the Soundcraft Trademark!

Since the introduction of the new Soundcraft Hi-Fi Tapes with FA-4 frequency edjusted formulation, thousands of recordists have indicated their preference for this new magnetic medium. Their reasons ere plain to hear in every reel! More of the dynamic range of music is captured on the sensitive FA-4 exide formulation-resulting in recordings that sparkle with new true-to-life dimension. Dealer after dealer reports that Soundcraft Hi-Fi Tapes with FA-4 are producing the sales activity they've been looking for. Don't lose out . . . be sure you are stocking today's fastest-moving, best-performing magnetic recording tapes.-Soundcraft Hi-Fi Tapes! They cost no more than other premium quality tapes! Call your Soundcraft distributor today!







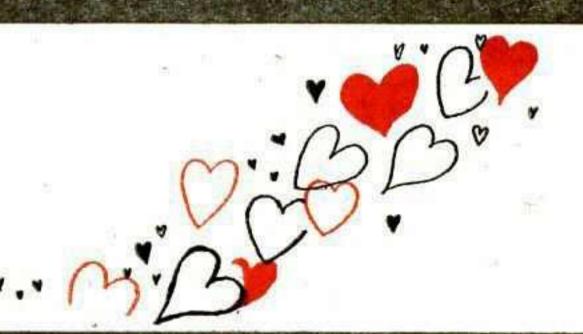




REEVES SOUNDCRAFT CORP. Great Pasture Rd., Danbury, Conn. . Chicago: 28 E. Jackson Blvd.



# ANOTHER HIT FOR SURE FROM



# MIEN DO MENTES

(By the writers of "ANYMORE"-Roy Drusky-Vic McAlpin)

WITH CHORUS AND ORCHESTRA DIRECTED BY

> DICK JACOBS 9-62236



# **VOX JOX**

By JUNE BUNDY

WIL'S LITTER CAMPAIGN: Station WIL, St. Louis, staged a post-election promotion last week. The outlet offered to purchase all political posters for a penny each, thereby "eliminating the usual post-election litter," and enabling the boy and girl scouts and other local groups to earn funds for their activities. The posters received by WIL on Saturday (12) and prompt payment made at that time. Only complete posters were accepted—no sections or torn pieces.

GIMMIX: A goose a day will be given away by WINS, New York, from now until the day after Thanksgiving. Contestants must write letters on the subject "Why My Goose Is Cooked.". . . Don Lincoln and John Frost, KRIZ, Phoenix, Ariz., had a "public whipped cream battle" in a fast-draw contest. Frost, the loser, had to pull Lincoln thru Central Phoenix in a little red wagon. . . . Joe Niagara, KBIG, Los Angeles, is holding "a world's worst tie" contest. Listeners are asked to send in eye-sore cravats they've received as gifts.

WESTINGHOUSE'S STEWART: Dick Stewart, emsee of "Dance Party" Westinghouse Broadcasting's San Francisco TV outlet, KPIX, will be featured in a story-layout in the January issue of Look magazine, which will be dedicated to U. S. teen-agers. Stewart's program, which is seen in San Francisco at the same time as Dick Clark's ABC-TV network show, "Americar. Bandstand," now tops the Clark telecast in local ratings. The TV jock stresses the importance of teen-agers being good citizens. He salutes top scholastic students, as well as athletic heroes on the air, and emphasizes academic achievement by showing newsreel films of outstanding students from all over the U.S.

One of Stewart's most effective public service campaigns was a drive to encourage safe teen-age driving. Each teen-ager who applies for a driver's permit (along with regular instruction material) is issued a booklet tagged "A Safe Driving Message From Dick Stewart." Stewart also carries out the "good citizen" motif on his program by having local civic officials as guests, in addition to top disk names. Recent guests included San Francisco Mayor George Christopher and Robert McCarthy, head of the California Department of Motor Vehicles. In his spare time, Stewart writes songs, sings and has his own band, a 15-piece outfit which plays local dances.

THIS 'N' THAT: George Gregg, KSO, Des Moines, cashed in on the national election furor last week by running for re-election as "The Morning Mayor of Des Moines" on "the Entertainment Ticket." All of KSO's deejays-Barry Smith, Dick Vance, Bob Baker, Hal Moore, Ed Roberts, and Dick Youngs-rallied behind Gregg and "re-election" posters were placed at all 89 voting places in the Greater Des Moines area. Conway Twitty was the star of a giant rally for Gregg, which was held in connection with the KSO "Teen Hop," and campaign posters and buttons were distributed all over town.... F. P. Wessinger, WSBD, Olivet, Mich., reports that his Olivet College station is sorely in need of obtaining free records "because of our limited funds."

CHANGE OF THEME: Asher Roy Freezer, recordlibrarian-production assistant for the last two years at WNTA, Newark, N. J., has left that post.... William E. Clark, formerly program director at WLEU, Erie, Pa., is new promotion director of WEEP, Pittsburgh.... Janet Byers' move to KFWB, Hollywood, as advertising manager for Crowell-Collier Broadcasting and KFWB, was duly reported here last month, but we failed to note that Miss Byers formerly served as advertising-sales promotion manager for KYW, the Westinghouse station in Cleveland. During her almost five-year tenure with KYW, Miss Byers received national and local notice for her first place awards in the Cleveland Art Directors competition for direct mail and billboard advertising and The Billboard award for audience promotion.

Changes at WACE, Springfield, Mass., are as follows: Dean Scott has been appointed music director and will continue as emsee of "Afternoon Bandstand" and "Teensville"; Ken Gaugran, WACE deejay, has been appointed public relations director of that outlet, and will also maintain his regular "Mid-Morning Bandstand" program; Loren (Larry) C. Smith has joined WACE as new director. Smith, formerly with WTSA, Brattleboro, Vt., has resigned as prexy of the UP International Broadcasters Association of Vermont. ... New deejay at KOCY, Oklahoma City (which recently changed from a "Top 40" format to "modern adult" programming) include Wirt Cain, formerly with KWTV, Oklahoma City; Derf O'Day, formerly Derf Demaurier at KPLC, Lake Charles, La.; Scott Frazier, formerly Ron Sunshine at WBCB, Levittown, Pa. Cain is also new program director for the outlet, . . . "Bubbling Buck" Emory, ex-deejay program director of KFRB, Fairbanks, Alaska, has moved to Juneau, Alaska, where he has taken over as station manager of KJNO.

Norman Wain, who left his post as program director at WDOK, Cleveland, two years ago to enter the advertising business, has returned to WDOK and his old p.d. chores. ... Barney Vinson, who used the name of Larry Monroe on the air at one time, is now using his real name and is on the air over KURV, Edinburg, Tex., from 6 to 11 a.m. across the board.... Jerry Gordon, ex-WBUD, Trenton, N. J., has moved into the 7 p.m. to midnight time slot on KXOA, Sacramento. . . . (Fat) Pat Patterson, formerly with KSTT, Davenport, Ia., is new program director at WAMS, Wilmington, Del., and will also emsee a 3-6 p.m. record show. Also new at WAMS are news director Jay Gilbert, ex-EOC, Davenport, Ia.; deejay Dick Dobbyn, ex-KXYZ, Houston, Jim Reilly, ex-WKEN, Dover, Del.

### ARTISTS' BIOGRAPHIES FOR JOCKEY PROGRAMMING



# 'Talk Too Much' Jumps for Joe Jones

Joe Jones hails from New Orleans where for many years he has worked in various local clubs. His solid and hard driving rhythm and blues delivery has made him a popular performer thruout the South.

Success did not come overnight to Jones, but his current disk on the Roulette label, "You Talk Too Much," is now a chart topper on the "Hot 100."

Because Jones' vocal styling is unique, he long ago began to write his own song material. Most of his recordings have been of his own composition, including "You Talk Too Much." He is currently working down in New Orleans, but will be in New York shortly to record his new single as well as his debut LP for Roulette. The album, "You Talk Too Much," is scheduled for January release.



# 'Thousand Stars' Smash For Kathy Young

Kathy Young, one of the newest successful young recording artists, was born October 21, 1945, in Santa Ana, Calif.

The only previous experience 15year-old Miss Young had was performing in high school shows and informally at dances and parties.

One day Miss Young asked Wink Martindale, at one of his TV Dance Parties, where she could make a record. He suggested Indigo Records. She applied for an audition. They liked her and signed her and the result is this smash record rocketing up the "Hot 100," "A Thousand Stars."

Versatile Miss Young also is a songwriter, arranger and plays the guitar. Currently she is making personal appearances in the California area. Her hobby: surfing.

## YESTERYEAR'S TOPS-

The nation's top tunes on records as reported in The Billboard

NOVEMBER 18, 1950

- 1. Harbor Lights
- 2. All My Love
- 3. Nevertheless
- 4. Goodnight, Irene 5. Thinking of You
- 6. Bushel and a Peck
- 7. Mona Lisa
- 8. La Vie en Rose 9. An Orange Colored Sky
- Can Anyone Explain
- **NOVEMBER 19, 1955**
- 1. Autumn Leaves 2. Love Is a Many-Splendored
- 3. Moments to Remember 4. Yellow Rose of Texas
- Shifting, Whispering Sands
- 6. Sixteen Tons
- 7. He 8. Only You
- 9. Suddenly There's a Valley

I Hear You Knockin'

# MUSIC AS WRITTEN

# New York

Mildred Howard, known as Junior Howard thruout the industry and former exec at Carlton Records, married Ed Halloran in Hollywood two weeks ago. Halloran is an automobile dealer. . . . Adam Wade opens at Sciolla's in Philadelphia December 12 after he finishes his Roundtable engagement in New York. . . . Gene Pitney's first record as a vocalist will be ussued this week on the Musicor label, the Aaron Schroeder firm: . . . The Martin Denny group will put in a six-month stint at Don the Beachcomber in Honolulu starting in December. . . . Roscow and His Little Green Men have been signed by Irv Jerome's Pontiac label. . . . Frank Allen, Michael Orofino and Richard Orofino have formed a record label, Chelsea. First artists are Emmy Oro, Vito Columbo and James Basotino. Last named is the lead singer in the off-Broadway production of "The Shoemaker and the Peddler.". . . Arnold Gurwitch, attorney for Leeds Music, has become a partner in the law firm of Rosen, Seton & Sarbin.

Colpix Records has signed Billy Sills, Bob Marshall, Alan Bregman, Jill Talmadge and Hal Waters. . . . Sid Pastner, general manager of Strand Records, has signed Stallman and Jacobs as nonexclusive producers of their own artists for release on Strand. Pastner has also signed Jeannie Thomas and the Jay Brothers.... Alex Towt is the new account executive for Columbia Records Transcription department. . . . Gene Krupa and his trio open at the Embers in Fort Wayne, Ind., November 21. . . . Cannonball Adderly and his combo leave November 16 for a three-week European trek.... Novelist Harold Flender, who also wrote the screen play for "Paris Blues," has been signed by United Artists as a performer on a new spoken word LP. . . . Johnny Mathis' new review will play a one-nighter at the Mosque in Newark on November 16.

Bobby Marchan is off on a Midwest tour to promote his waxing of "Booty Green" on the Fire label. . . . Jerome H. Adler has been named New York counsel to the American Federation of Musicians. . . . Fred Ross is the new sales manager of Rae-Cox Records.... The Marquee and Copa labels of Houston have signed a flock of new talent. New pactees include Bob Mitchell, Frank Wilson, Carl Metoyer, Don Wilkerson, Mildred Jones and Jim Martin. Bernie Scherer is the newly appointed manager of the standards catalog department of Sammy Kaye's World, Isham Jones and Republic Music. Frank Abramson is general manager of these firms and Bigs Bower is manager of the popular music department. . . . Miles Davis and combo open at New York's Village Vanguard November 15, along with the Bill Evans Trio. . . . Melvin Stack, comptroller for Cosnat Distributors, died October 30. . . . Phil Gernhard and John McCollough of Columbia, S. C., producers of the big Maurice Williams hit "Stay," were in New York last week to finish Williams' new album due for release on the Herald label.

Herb Wolff Jr., head of Artistas Panamenos, S. A., of Panama, is in New York seeking pressing franchises for his new record firm in Central America. Wolff is the former pilot who used to run a disk firm out of Miami. . . . Irving Fields and Jerry Tobias have started a new label, E-Z Learn Records, here in New York. Diskery's first set to be issued is called "E-Z Learn Piano Lessons." Bob Rolontz

# Cincinnati

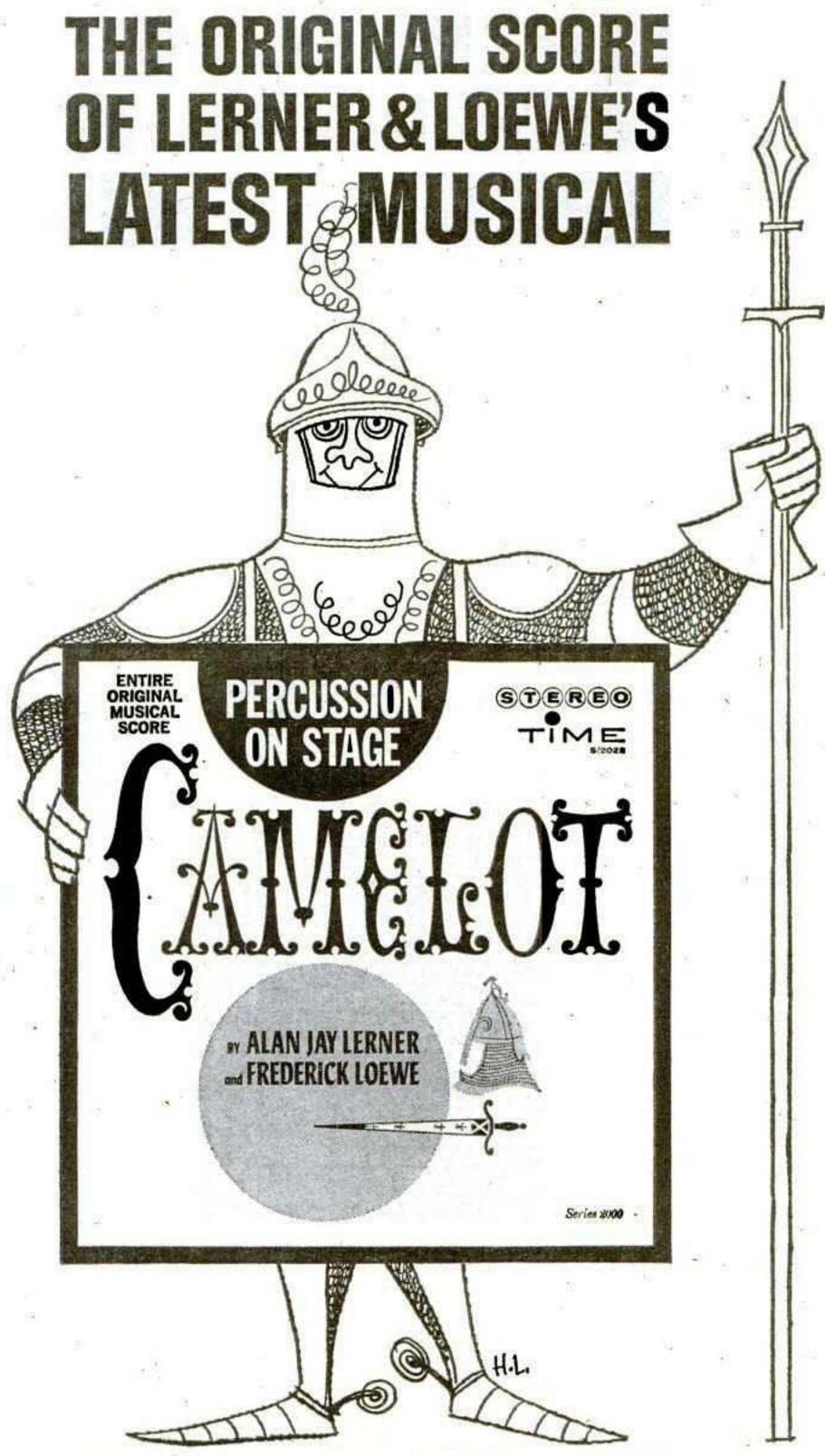
Making a lot of noise hereabouts with his weekly four-hour Saturday afternoon jazz-platter, chatter and variety show via WNOP here is Dale Stevens, The Post & Times-Star columnist, now in his 15th month on the station after working a similar stint for six months on WZIP here. Stevens airs his seg from the Kasbah of the Terrace Hilton Hotel and carries with him as regulars on the show comics Al Schenk and Jack Clements and a live jazz group, the Frank Vincent Trio. In addition, Stevens features as guest each week a top artist working the area. His ace Saturday (12) was Lenny Bruce, current at the Racquet Club, Dayton, O. . . . Hal G. Neely, general manager of King Records, currently one of the hottest labels in the nation, predicts big things for its newest album release, "Big Ben Banjoes," cut in England recently by Morey Parham. . . . Rumor has it that NBC is angling for the 2,500-seat Taft Theater to house some of its network TV shows on a periodic

Resignation of Howard Eicher as vice-president and general manager of Station WSAI here and the appointment of C. L. (Chick) Doty to replace him was announced Tuesday (8) by William B. Caskey, president of WSAI, Inc. Doty will continue to handle national and regional sales for the station. Almost simultaneous with the announcement, Eicher; Peter Kohl, WSAI controller, and Mitzie Hardman, station continuity director, won a continuance on a deposition hearing set in connection with a suit brought by Jack Reynolds, former WSAI deejay, who seeks \$2,600 allegedly due on a salary contract that expired last month. Hearing comes up November 21. . . . Don E. Hardin, Mid-Central Regional promotion manager of TV Guide, has been named advertising-merchandising manager of WKRC-TV here.

Johnny Mathis, Andre Tahon and the Hermes Pan Dancers head up a unit which Noga Productions, Inc., is bringing to Cincinnati Gardens for a one-nighter Saturday (19). . . . Saul Striks, formerly of Somethin' Smith and the Redheads, and comedian Clarence Loos, long a territorial fave, mulling plans to team up for nitery dates. . . . Racquet Club, Dayton, O., has ideas of bringing in Beverly Aadland. The club bosses hopped to Pittsburgh last week to give her the o.o. . . . Fraternity's Jack Larson comes to town November 27 for a week of bookings before hopping into Nashville with Fraternity prexy Harry Carlson for a session at the Owen Bradley Studio. . . . Gordon and Sheila MacRae, current at Beverly Hills, Southgate, Ky., Tuesday (8) did a guest shot on Ruth Lyons' "50-50 Club" over WLW-TV and the Crosley Broadcasting four-city TV network. Bill Sachs

(Continued on page 24)

Copyrighted material



# SINCE MY FAIR LADY

people everywhere have been waiting impatiently to hear Lerner & Loewe's latest Broadway musical...

HERE IT IS! Rich and magnificent selections; brilliantly scored and conducted by Hugo Montenegro—with a full 44-piece orchestra, capturing the mood and pageantry of CAMELOT with tremendous tonal color. S/2022, Mono, 52022



A weekly column of lively chatter

material on the hottest and most popular recording

artists—those "Spotlighted" by

the record

companies in

their major

Biliboard ad promotions.

Billboard's review

staff, as well as

those featured by

# FROM THE BILLBOARD SALES DEPARTMENT

ROY ACUFF has a pair of potential winners in his newest for Hickory Records, Mountain Guitar, a showmanly talk-sing on a cute country novelty. Flip is 'Til No Longer You Cared, a heartfelt ballad penned by Don Gibson. One of the top country and western singers in America, Roy and his Smokey Mountain Boys are currently entertaining our troops overseas on their USO tour of American bases in Europe, The tour will carry them thru the middle of December.

TONY BENNETT: Columbia Records consider Tony Bennett's newest release, Somebody, his biggest ballad since his million seller, Because Of You. Billboard calls it a Special Merit Spotlight worthy of Pop Disk Jockey Programming. Tune is from the forthcoming Jerry Lewis Production, Cinderfella.

with It's Just A Matter Of Time, turns to two standards on his new Mercury release. Someday You Want Me To Want You b-w Fools Rush In. Brook sings both tunes with the same deep feeling and vocal quality that has made him a major entry on the music scene.

BIRTHDAYS OF THE WEEK: Nov. 14, Cathy Carr, Johnny Desmond, Morton Downey. Nov. 16, W. C. Handy (deceased). Nov. 18, Dorothy Collins, Johnny Mercer. Nov. 19, Tommy Dorsey (deceased). Nov. 20, June Christy.

RAY CHARLES' moving rendition of Georgia On My Mind hit the top (No. 1) of Billboard's Hot 100 Chart this week. The blind singer-composer-musician is getting action on his new one from ABC-Paramount Records, Hard Hearted Hanna b-w Ruby, as well as the Atlantic Records release, Come Rain Or Come Shine b-w Tell Me You'll Wait For Me. Top side is a fine, soulful chanting job with fiddles and chorus. Flip is another good ballad, Billboard Spotlighted both

BOBBY DARIN, getting spins with Artificial Flowers, sings a collection of Christmas songs on the newly released Atco album, The 25th Day Of December. Bobby has been named "Personality Of The Year" by the Variety Club of America. Presently in Italy filming "Come September." he will be back in the U.S.A, in time to appear at the Latin Casino, Merchantsville, N. J., for two weeks beginning December 7.

BUDDY GRECO, Epic Records' singing star, follows his hit album, My Buddy, with a new one titled Song For Swinging Losers. A polished night club performer, Buddy is a product of Philadelphia, producer of so many of today's top recording talent.

The INNOCENTS, three young men from Sun Valley, Calif., have accomplished a very difficult task. They scored with their first record, Honest I Do, and have a solid follow-up, Gee Whiz. The trio consists of 19-year-old Jim West (lead), Al Candaleria, 19 (bass), and Darron, 17, (tenor). The boys got together about two years ago at a party where Jim asked Darron and Al, who had been singing as a duo, if he could join them. A chance visit to a recording studio led to their signing with Indigo Records. The boys can also be heard on the Kathy Young tune, A Thousand Stars, climbing the Hot 100.

SAMMY KAYE, leader of one of America's top sweet bands, offers a collection of Christmas tunes in his "swing and sway" style on the Decca album, Christmas Day With Sammy Kaye—it's an easy-listening collection that makes good holiday programming. In addition to being a much-honored musician, Mr. Kaye is an Admiral in the Nebraska Navy, a Kentucky Colonel, honorary Sheriff of Honolulu and an honorary Texas

Ranger. In 1948, 1950 and 1955 he was named one of the country's 10 hest-dressed on by the Custom Tailors' Guild of America.

KINGSTON TRIO, Dave Guard, Bob Shane and Nick Reynolds, whose Capitol album, Sold Out, has been on Billboard's Top LP Chart for the past 30 weeks, and their newest LP, String Along is in the number two position on the same chart, open at the Birmingham Sym., Aud. Nov. 15; Atlanta, Ga., Nov. 16; Memorial Aud., Greenville, S. C., Nov. 17; Charlotte Col., Charlotte, N. C., Nov. 17; University of Virginia, Nov. 19; and Carnegie Hall in New York, Nov. 23.

RUDDY KNOX: In a page ad in last week's Billboard, Liberty Records welcomed Buddy Knox to their roster of stars. Initial release on that label is Lovey Dovey b-w I Got You, Buddy, you may recall, bit the million seller mark with his Roulette recording of Party Doll.

HENRY MANCINI, talented musician-composer-conductor already riding a wave of acclaim as a result of his Mr, Lucky and Peter Gunn music, is back again with an album of the background music (which he composed) for the motion picture High Time, which stars Bing Crosby, Fabian, Tuesday Weld and Nicole Maurey, In addition to the title song, High Time, the album contains eleven other fresh and witty melodies. The RCA Victor recording artist lives in Northridge, Calif, with his wife, Virginia, and three children.

JOHNNY NASH contributes his usual expressive style on Somebody, tune from the new Jerry Lewis pic Cinderfella. Flip is an attractive side titled Kisses. Houston-born, Johnny's latest ABC-Paramount album is Let's Get Lost.

DELLA REESE comes thru with a solid rendition of a great collection of times on her new RCA Victor album, Della Della Cha Cha Cha. Here's a swinging new album that shows the singer off to the best possible advantage. She is currently performing at the Flamingo Hotel in Las Vegas until Dec. 21.

DEBBIE REYNOLDS: Vivacious film and record star Debbie Reynolds has a hot coupling on her newest for Dot, To help you spot the ones you need, when you need them, all artists items are carried in strict alphabetical sequence.

Satisfied, a wild rocker cover time now out by the Cashmeres, b-w It Looks Like Rain In Cherry Blossom Lane, a soft, pretty ballad. Her past click disks include Aba Daba Honeymoon and Tammy, the big disk of

MARTY ROBBINS continues to climb Billboard's Hot 100 Chart with the Ballad Of The Alamo, from the movie The Alamo, A top C&W artist, Marty's Columbia album, Gunfighter Ballads & Trail Songs, came in first in Billboard's recent deejay poll of Favorite C&W Albums,

KATHY YOUNG is a new name on the record scene getting fast action via her Indigo release, A Thousand Stars, a Star Performer on Billboard's Hot 100 this week. Kathy is a 15year-old who calls Long Beach. Calif., home. She also is a songwriter, arranger and plays guitar.

Nov. 14 begins Youth Appreciation Week. Nov. 15 begins "Holidays Are Pickle Days" thru Dec. 31. Nov. 16 is Statehood Day in Oklahoma, Nov. 18 begins National Farm-City Week. Nov. 19 is Discovery Day in Puerto Rico -commemorates landing by Columbus on this day in 1493, Nov. 19 is also Equal Opportunity Day -anniversary of Lincoln's Gettysburgh Address. Nov. 20 is the Anniversary of the Revolution in Mexico, it's the beginning of Know Your America Week, National Cage Bird Week, National Latin-America Week and National Indigestion Week.

See you in a week.

Tom Rollo

# Money Records

. . . an alphabetical listing of the records manufacturers are backing with special feature treatment in big-space Billboard ads.

## SINGLES

| A TEEN-AGE PRAYER-Johnny Power             | Triodex |
|--|---------|
| ARE YOU LONESOME TONIGHT-Elvis Presley RCA | Victor  |
| GLORIA'S THEME-Adam Wade                   | Coed    |
| JUST YOUNG-Four Lads                       | Kapp    |
| SAILOR (YOUR HOME IS IN THE SEA)-Lolita    | Kapp    |
| WHEN DO YOU LOVE ME-Teresa Brewer          | Coral   |
| WONDERLAND BY NIGHT-Anita Bryant           | Carlton |

## ALBUMS

| BELAFONTE RETURNS TO CARNEGIE HALL-       |         |
|---|---------|
| Harry BelafonteRCA                        | Victor  |
| CAMELOT-Original Score                    | Time    |
| CHRISTMAS POLKA-Li'l Waily                | ay Jay  |
| LAST DATE-Lawrence Welk                   |         |
| THE UNSINKABLE MOLLY BROWN-Original Score | Capitol |

According to statistics maintained over a period covering thousands of releases . . . 7 out of 10 will reach Billboard's "HOT 100" in the weeks ahead!

Every week... disk jockeys all over the nation help spark up their record shows with this fresh, lively material furnished exclusively by The Billboard. Watch for it next week.

# MUSIC AS WRITTEN

• Continued from page 22

# Hollywood

San Francisco's press cool reception to Nat Cole's Broadwayaimed "I'm With You" revue during its tryout run at the Geary Theater has generated intense rewrite and doctoring action. Show is scheduled to play several engagements (St. Paul, Detroit, Cleveland) en route to its New York opening some time after the first of the year. Capitol (it has a.\$150,000 invested in the production) plans to issue the original-cast album.

Hammond organist Bill Doggett, who has shown his strength in the singles field, joined Warner Bros. artist roster.... Weber Rosenberg signed David Diller and the Chandelles to his Weber label. Diller is being spotlighted as a featured vocalist. Rosenberg formed the label, Tri-Ad..... Capitol is issuing an EP to ride in on Ferlin Husky's chart-flying "Wings of a Dove." Three other selections included with "Dove" to round out the EP are "Gone," "Black Sheep" and "My Love for You."

Dooto's Dootsie Williams acquired the masters to "Two Crazy Scientists" b-w "Tell Me Baby," with Lee Collins and the Orbits originally issued on the Supremacy label. Hi-Fi label's Surfers opened at Reno's Riverside Hotel following a run at Los Angeles' Orchid Room.... Johnny Mann will cut a series of station break tracks for all the Crowell-Collier stations with the first C-C package going to Hollywood's KFWB.... Ray Anthony and his six-piece combo (including his two eye-filling "Bookends"), moved north for a two-week run at San Francisco's Neve (it was formerly Fack's).... Roberta Linn follows her four-week run at Reno's Holiday Hotel with a Coral Records recording session. Era's Larry ("Mr. Custer") Verne will play a series of one-nighters this month in the Midwest and Canada. Era is issuing a new Verne album this month.

Alex North, who recently penned the "Spartacus" score, was signed to write background music for "Sanctuary," Fox film starring Yves Montand and Lee Remick.... Silver Slipper label's Bob Schultz assigned James Shigeta to cut an album in Tokyo while filming Metro's "Bridge to the Sun" in which he gets star billing. Label recently issued his first LP "Scene One."... Morris Stoloff will write the score for Josh Logan's film version of "Fanny" for the Warner Studios. Logan last used Stoloff to score "Picnic."... Medallion label is issuing "Theme From Butterfield 8," M-G-M's Elizabeth Taylor-Eddie Fisher film. Lee Zhito

### Nashville

Bonnie (The Browns) Brown has a new daughter. . . . Elvis Presley slipped into town Sunday night (30) for a session of inspirational songs at RCA Victor Studio. Victor's Steve Sholes and vice-prexy Bill Bullock were here for the Presley album session, along with the label's a.&r. exec, Chet Atkins. . . . Archie Campbell is new rep for Southern Music in Nashville with offices located in the West End Building.

Columbia Records' amiable Don Law, wso visited his homeland recently, brought his 84-year-old mother back to the States from England for her first visit here. She will visit Nashville soon. Don infoed that he recorded Johnny Cash last week at Bradley Studio and said a recent jazz album, cut for Columbia at Bradley, is expected to stir excitement when released late this month. Session was cut by local guitarist Hank Garland, Gary Burton, New York's Joe Morello and Joe Benjamin.

Everybody in the business was pushing records last week at the country music convention, but nobody pushed them with the vim and vigor displayed by Decca's Clyde Beavers, manager of Jim Denny's WBRO, Waynesboro, Ga. Clyde left Rossville, Ga., Saturday (29) and pushed his new Decca release, "Here I Am, Drunk Again," in a wheel-barrow from Rossville to Nashville. He arrived for the convention Thursday (3), tired but sober despite the misleading title of his release. Clyde, incidentally, is a teetotaler.

Pat Twitty

# Toronto

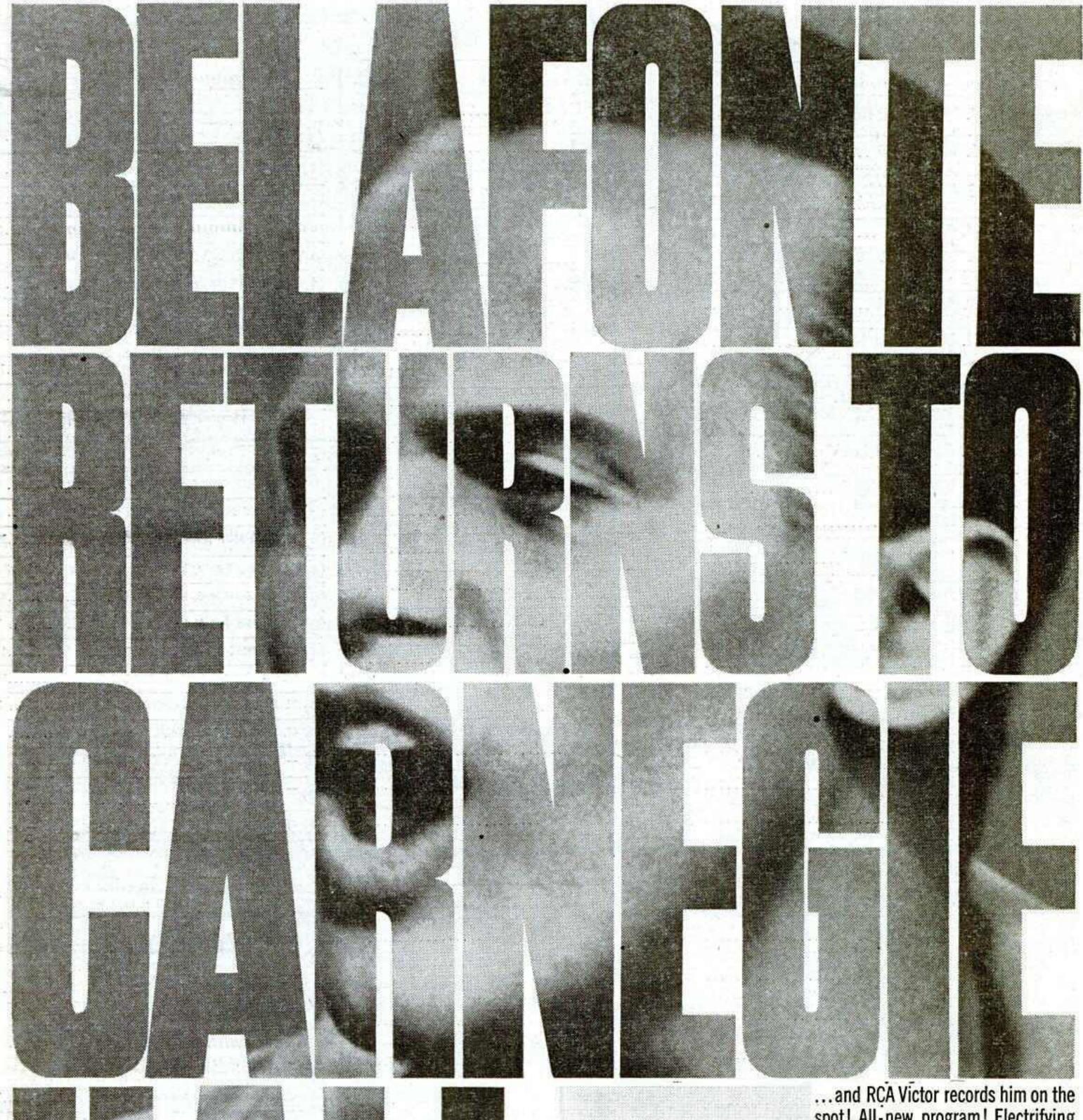
First member of the broadcasting industry to be chosen to head the Ontario and only Canadian branch of Variety Club is **Phil Stone**, promotion manager, CHUM, Toronto... First Christmas party of the season was held by Quality Records. Invitation issued by execs **Wray Rutledge**, **Lee Farley**, **Bill Eddy**, and **Bill Kearns**, with the excuse the introduction of **Rhonda Silver**, teen-age Canadian singer.

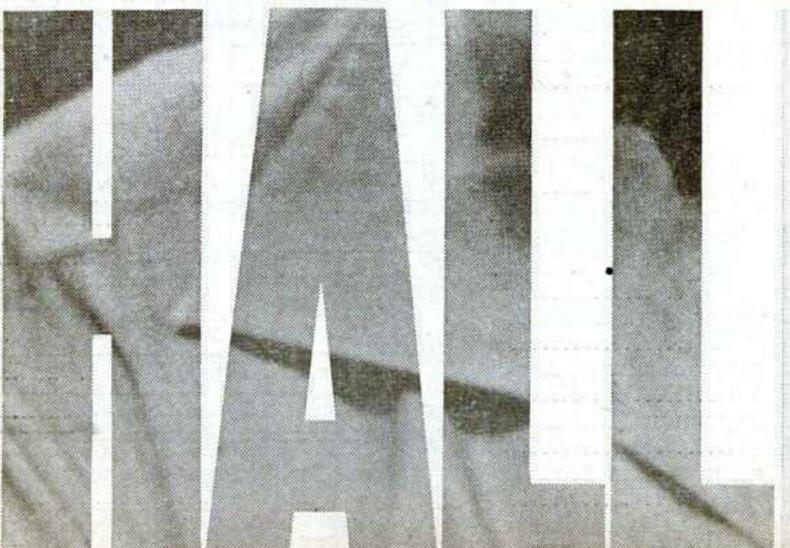
Johnny Mathis is a firm date for a week at the O'Keefe Centre here, Frank Jones of Columbia is lining up promotion to tie in with the December 12 opening. . . . Dick Dameron of Calgary is newest Candian rock 'n' roller with his "Black Maria" for Quality. . . . Cover girl with Bill Butler on his newest Columbia album, "Our Love Affair," his first with strings, is creating talk among trade and consumers. The liner notes refer to her only as "B. J." She's Betty Jane Pike, top model, and wife of said Mr. Butler. . . . Block of tickets was purchased by Columbia Records for distribution among dealers for showing of "My Fair Lady" at O'Keefe Centre. Upsurge in sales of the show music was noted.

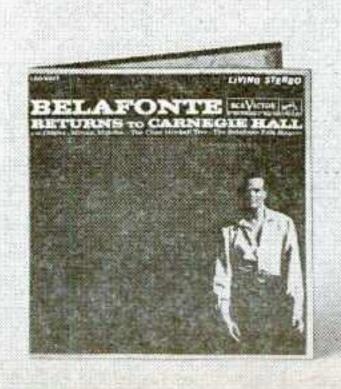
Ronny Savoy's disk "And the Heavens Cried," broke loose in Vancouver. CKNW pushed the single and 3,000 were sold. . . . Rockin' Ray Smith has been booked for five weeks at the Edison Hotel. This is a repeat for the Reo Record star.

Some 40 windows are being lined up for the appearance of Harry Belafonte at the O'Keefe Centre by RCA Victor. He opens the 21st.... Chicho Vallee, known for his Cuban style music at the Cork Room, Toronto, is cutting an album at RCA Victor Studios in Toronto.

Harry Allen Jr.







spot! All-new program! Electrifying in-person performances by Belafonte, Odetta, The Belafonte Folk Singers, and the Chad Mitchell Trio . . . with South Africa's Miriam Makeba stepping up the voltage! This new, two-record album will be backed by ads in New Yorker, Playboy, Esquire, Cue, Ebony, Holiday, N.Y. Times Magazine, and Saturday Review . . . plus extra excitement generated by the Belafonte TV Show on November 20th, ten to eleven pm E.S.T. Stock up...
and watch the sparks fly! Living Stereo
and Monaural Hi-Fi. (LOC/LSO-6007)

RCA ICTOR

FOR WEEK ENDING NOVEMBER 13

| MONO ACTION ALBUMS on  | the charts 39 weeks or less                       |
|--|---|
| This Last Weeks Week Week Title, Artist, Label and Number on Chart | This Last<br>Week Week Title, Artist, Label and I |
| 1. BUTTON-DOWN MIND OF BOB NEWHART27                               | 20. LOOK FOR A STAR                               |
| 2 2. STRING ALONG  | 22 24. BEN-HUR                                    |
| 3 3. NICE AND EASY   | 23 - SOLID AND RAUNCHY                            |
| 4. G. I. BLUES   | 24) 21. MY NAME IS JOSE JIM                       |
| 5 5. JOHNNY'S MOODS  | 25 - TWIST  |
| 8 10. WILD IS LOVE   | 26) 29. MR. LUCKY                                 |
| 7) 11. REJOICE DEAR HEARTS   | 27) 35. SONGS TO REMEMBER                         |
| 8 7. EDGE OF SHELLEY BERMAN  | 28 - MEMORIES SING ALONG                          |
| 12. ENCORES OF GOLDEN HITS   | 29 23. CAN CAN                                    |
| 9. GENIUS HITS THE ROAD  | 30 36. LAUGHING ROOM                              |
| Ray CharlesABC-Paramount ABC 335                                   | 31) — BUTTON-DOWN MIND ST                         |
| Ray Conniff  | 32) 40. GENIUS OF RAY CHARLE                      |
| 13 16. DARIN AT THE COPA   | 33 22. ENCORES—SANTO AND J                        |
| 14 13. PAUL ANKA SINGS HIS BIG 1520                                | 34) 25. DOWN TO€ARTH                              |
| 15 19. MACK THE KNIFE—ELLA IN BERLIN                               | 35 - YOUNG AT HEART                               |
| 6. BALLADS AND RHYTHMS OF BROADWAY 5 Johnny Mathis                 | 36 - MORE ENCORES OF GOLD                         |
| 27. SIXTY YEARS OF MUSIC AMERICA LOVES BEST,                       | 37 34. WOODY WOODBURY LOO                         |
| Assorted ArtistsRCA Victor LM 6088  18. RAY CHARLES IN PERSON      | 38 37. THE WONDERFUL WORLD WINTERS                |
| 8. KICK THY OWN SELF   | 39 - THEME FROM A SUMMER                          |
| 20 15. SOLD OUT  | 31. KNOCKERS UP                                   |

| This<br>Week          | Last<br>Week Title, Artist, Label and Number | Weeks<br>on Char |
|-----------------------|--|------------------|
| <b>(1)</b>            | 20. LOOK FOR A STAR                          |                  |
| 22                    | 24. BEN-HUR                                  |                  |
| 23)                   | — SOLID AND RAUNCHY  Bill Black ComboHi Re   | ecords HL 12003  |
| 24)                   | 21. MY NAME IS JOSE JIMENEZ. Bill Dana       |                  |
| <b>25</b>             | — TWIST                                      |                  |
| 9                     | 29. MR. LUCKYRCA                             | Victor LPM 2198  |
| $\underbrace{v}$      | 35. SONGS TO REMEMBER                        | ondon LL 3149    |
| 28)                   | - MEMORIES SING ALONG WITH                   | lumbia CL 1542   |
| $\stackrel{\odot}{=}$ | 23. CAN CAN                                  | Capitol W 1301   |
| <u>30)</u>            | 36. LAUGHING ROOM                            | reoddities MW 2  |
| (31)                  | Bob NewhartWarne                             | er Bros. W 1393  |
| (32)                  | 40. GENIUS OF RAY CHARLES                    |                  |
| (33)                  | 22. ENCORES—SANTO AND JOHNN                  |                  |
| 34)                   | 25. DOWN TO€ARTH                             | rve MGV 15011    |
| <u>(35)</u>           | — YOUNG AT HEART                             | olumbia CL 1489  |
| <u>36)</u>            | - MORE ENCORES OF GOLDEN H                   | reury MG 20591   |
| <u>(1)</u>            | 34. WOODY WOODBURY LOOKS AT                  | oddities MW 1    |
| 38)                   | 37. THE WONDERFUL WORLD OF WINTERS           | 28               |
| 39                    | - THEME FROM A SUMMER PLA                    | CE30             |
| 40                    | 31. KNOCKERS UPJu                            | bilee JPL 2029   |

# **ESSENTIAL INVENTORY** (MONO ALBUMS)

on the charts 40 weeks or more

| This<br>Week   | Last Weeks Week Title, Artist, Label and Number on Chart                                 |
|----------------|--|
| ①              | 1. THE SOUND OF MUSIC, Original Cast, Columbia KOL 5450 4                                |
| ② :            | 2. INSIDE SHELLY BERMAN, Verve MGV 15003 8   |
| <b>①</b>       | 4. JOHNNY'S-GREATEST HITS, Johnny Mathis, Columbia CL 1133.13                            |
| <u>(1)</u>     | 3. SOUTH PACIFIC, Sound Track, RCA Victor LOC 1032130                                    |
| <b>③</b>       | 5. SIXTY YEARS OF MUSIC AMERICA LOVES BEST, VOL. 1, Assorted Artists, RCA Victor LM 6074 |
| <b>(</b>       | 6. HEAVENLY, Johnny Mathis, Columbia CL 1351 61  |
| 1              | B. FROM THE HUNGRY I, Kingston Trio, Capitol T 1107 92                                   |
| (B) 19         | 9. SING ALONG WITH MITCH, Mitch Miller, Columbia CL 1160122                              |
| 11             | B. MY FAIR LADY, Original Cast, Columbia OL 509024                                       |
| 10 12          | 2. OUTSIDE SHELLEY BERMAN, Verve MGV 15007 51  |
| (II) 1         | 1. MORE SING ALONG WITH MITCH, Mitch Miller, Columbia CL 1243                            |
| 12             | 7. BELAFONTE AT CARNEGIE HALL, Harry Belafonte, RCA Victor LOC 6006                      |
| (1) 9          | P. KINGSTON TRIO, Capitol T 996 74   |
| 10             | . ITALIAN FAVORITES, Comnie Francis, M-G-M E 3791 41                                     |
| <b>(15)</b> 16 | 5. SOUTH PACIFIC, Original Cast, Columbia OL 4180336                                     |
| 16 14          | 4. OLDIES BUT GOODIES, Assorted Artists, Original Sound 5-001 61                         |
| 17 13          | 8. GIGI, Sound Track, M-G-M 3641 ST124   |
| 18 20          | . KINGSTON TRIO AT LARGE, Capitol T 1199 74  |
| 10 21          | . THE MUSIC MAN, Original Cast, Capitol WAO 990142                                       |
| 20 22          | . KING AND I, Sound Track, Capitol W 740202  |
| 21) 24         | . FLOWER DRUM SONG, Original Cast, Columbia OL 5350 77                                   |
| 22 17          | . FAITHFULLY, Johnny Mathis, Columbia CL 1422 44   |
| <b>18</b> –    | - OKLAHOMAI Sound Track, Capitol SAO 595   |
| <b>24</b> -    | - PARTY SING ALONG WITH MITCH, Mitch Miller, Columbia CL 1331                            |
| $\overline{}$  | . HERE WE GO AGAIN, Kingston Trio, Capitol T 1258 54                                     |

# BEST SELLING

| ST                                   | ERI       | EO ACTION ALBUMS  | 01                |
|--------------------------------------|-----------|---|-------------------|
| This<br>Week                         | La:<br>We | BACT AMERICAN PROBLEM STORMS INCOMED AND AND AND AND AND AND AND AND AND AN | Weeks<br>on Chart |
| 1                                    | 2.        | STRING ALONG  |                   |
| 1                                    | 1.        | NICE AND EASY   |                   |
| 3                                    | 3.        | BONGOS  Los AdmiradoresCommand S 80   |                   |
| $\overline{oldsymbol{\mathfrak{O}}}$ | 4.        | PERSUASIVE PERCUSSION, VOL. II Terry Snyder and the All Stars               | 13                |
| <u>(5)</u>                           | 6.        | JOHNNY'S MOODS  | 11                |
| <b>(8)</b>                           | 9.        | WILD IS LOVE  | 1392              |
| 0                                    | 11.       | LOOK FOR A STAR   | 12                |
| $\overline{oldsymbol{0}}$            | 18.       | SAY IT WITH MUSIC   |                   |
| 9                                    | 16.       | BEN-HUR M-G-M   | 26                |
| 10                                   | 5.        | SOLD OUT  | 1352              |
| 1                                    | 7.        | PROVOCATIVE PERCUSSION, VOL. II  Enoch Light and the Light Brigade          | 9                 |
| 12                                   | 8.        | IT'S THE TALK OF THE TOWN   | 8143              |
| 13                                   | 12.       | CAN CAN   | 17                |
| (14)                                 | 19.       | SENTIMENTAL SING ALONG WITH MITCH   | 17                |

| This<br>Week | Last Weeks Week Title, Artist, Label and Number on Chart                                   |
|--------------|--|
| 16           | 15. GRAND CANYON SUITE   |
| 1            | 10. MEMORIES SING ALONG WITH MITCH 3 Mitch Miller  |
| 18           | 17. ELVIS IS BACK  |
| 19           | 20. BONGOS, FLUTES, AND GUITARS 4 Los Admiradores  |
| 20           | 14. BALLADS AND RHYTHMS OF BROADWAY 7 Johnny Mathis  |
| 21)          | 13. WHITE SATIN  |
| 22           | 22. OPEN FIRE, TWO GUITARS   |
| 23           | 29. PARTY SING ALONG WITH MITCH  |
| 24)          | 23. LANZA SINGS CARUSO—CARUSO FAVORITES. 27 Mario Lanza-Enrico Caruso. RCA Victor LSC 2393 |
| 25           | 25. WITH THESE HANDS   |
| 26           | 21. DARIN AT THE COPA  |
| 1            | 26. LATIN A LA LEE   |
| 28           | 27. THIS IS DARIN  |
| 29           | 28. MUSIC FOR READING  |
| 3            | MUSIC FOR BANG, BAA-ROOM AND HARP 24   |

| This<br>Week   | Last Week Title, Artist, Label and Number on Chart  |
|----------------|---|
| ① 1            | PERSUASIVE PERCUSSION, VOL. I, Terry Snyder and the All Stars, Command RS 800 SD  |
| 2 2            | SOUND OF MUSIC, Original Cast, Columbia KOS 202045  |
| ① <sup>3</sup> | PROVOCATIVE PERCUSSION, VOL. I, Enoch Light and the Light Brigade, Command RS 806 SD  |
| 4 5.           | SOUTH PACIFIC, Sound Track, RCA Victor LSO 103278   |
|                | RCA Victor LSO 6006   |
| 6.             | MY FAIR LADY, Original Cast, Columbia OS 201578   |
| 14.            | MUSIC MAN, Original Cast, Capitol SWAO 99060  |
| 16.            | FLOWER DRUM SONG, Original Cast, Columbia OS 200934   |
| <u></u> •      | THEME FROM A SUMMER PLACE, Billy Vaughn, Dot DLP 25276  |
| 10 7.          | FILM ENCORES, VOL. 1, Mantovani, London PS 12466  |
| 11) 15.        | 6161, Sound Track, M-G-M SE 3641 ST71   |
| (12) 9.        | HEAVENLY, Johnny Mathis, Columbia CS 815260   |
| (1) II.        | MORE SING ALONG WITH MITCH, Mitch Miller, Columbia CS 8043  |
| (14) 8.        | COME DANCE WITH ME, Frank Sinatra, Capitol SW 106974  |
| 15) 12.        | KING AND I, Sound Track, Capitol SW 74065   |
| 10.            | BLUE HAWAII, Billy Vaughn, Dot DLP 2516559  |
| (1) 13.        | HERE WE GO AGAIN, Kingston Trio, Capitol ST 125854  |
| 17.            | THE LORD'S PRAYER, Mormon Tabernacle Choir, Columbia MS 6068  |
| <b>®</b> -     | Orch. (Bennett), RCA Victor LSC 2226  |
|                | AND LANGUAGE CONTRACTOR AND A CONTRACTOR OF THE |

19. PETER GUNN THEME, Henry Mancini, RCA Victor LSP 1956..68

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IN STORES & RACKS BASED ON SALES

# MONOPHONIC CLASSICAL ALBUMS

1. TCHAIKOVSKY: PIANO CONCERTO NO. 1

Van Cliburn, Orchestra directed by Kiril Kondrashin, RCA Victor LM 2252

2. TCHAIKOVSKY: 1812 OVERTURE; CAPRICCIO ITALIEN

Minneapolis Symphony Orchestra (Dorati), Mercury MG 50054

- 3. SIXTY YEARS OF SONG HITS, VOL. 2... Assorted Artists, RCA Victor LM 6088
- 4. GROFE: GRAND CANYON SUITE.......Morton Gould, RCA Victor LM 2433
- 5. LANZA SINGS CARUSO—Caruso Favorites

Mario Lanza-Enrico Caruso, RCA Victor LM 2393

- 6. SIXTY YEARS OF SONG HITS, VOL. 1... Assorted Artists, RCA Victor LM 6074
- 7. RODGERS: VICTORY AT SEA, VOL. 1

RCA Victor Symphony Orchestra (Bennett), RCA Victor LM 1779

8. THE LORD'S PRAYER

The Mormon Tabernacle Choir (Condie), Columbia ML 5386

- 9. RAVEL: BOLERO . . . Boston Symphony Orchestra (Munch), RCA Victor LM 1984
- 10. SCHUMANN: CONCERTO IN A MINOR..... Van Cliburn, RCA Victor LM 2455

## STEREOPHONIC CLASSICAL ALBUMS

1. TCHAIKOVSKY: 1812 OVERTURE; RAVEL: BOLERO

Morton Gould Orchestra, RCA Victor LSC 2345

2. TCHAIKOVSKY: PIANO CONCERTO NO. 1

Van Cliburn, Orchestra directed by Kiril Kondrashin, RCA Victor LSC 2252

- 3. GROFE: GRAND CANYON SUITE......Morton Gould, RCA Victor LSC 2433
- 4. TCHAIKOVSKY: 1812 OVERTURE; CAPRICCIO ITALIEN

Minneapolis Symphony Orchestra (Dorati), Mercury SR 90054

5. LANZA SINGS CARUSO—Caruso Favorites

Mario Lanza-Enrico Caruso, RCA Victor LSC 2393

6. RODGERS: VICTORY AT SEA, VOL. 2

RCA Victor Symphony Orchestra (Bennett), RCA Victor LSC 2226

7. RODGERS: VICTORY AT SEA, VOL. 1

RCA Victor Symphony Orchestra (Bennett), RCA Victor LSC 2335

9. THE LORD'S PRAYER

Reviews of THIS WEEK'S LP'S

The Mormon Tabernacle Choir (Condie), Columbia MS 6068

10. SCHUMANN: CONCERTO IN A MINOR ..... Van Cliburn, RCA Victor LSC 2455

BEST SELLING LOW PRICE LP'S (List price \$2.98 or less)

### (Stereophonic)

- 1. Soul of Spain, Vol. 1 101 Strings. . Stereo Fidelity SF 6600
- 2. 101 Years of Familiar Songs 101 Strings...Stereo Fidelity 2 RS
- 3. Ebb Tide Frank Chacksfield, Richmond 5 30078
- 4. 101 Strings Play the Blues .....Stereo Fidelity SF 5800
- 101 Strings. . Stereo Fidelity SF 9900 6. Quiet Hours

5. Soul of Spain, Vol. 2

- 101 Strings. Stereo Fidelity SF 10200 7. The Music Man Various Artists.....Lion SL 70091
- 8. Silver Screen 101 Strings. . Stereo Fidelity SF 7000
- 9. Hawaii in Stereo Leo Addeo Orchestra ..... .....RCA Camden CAS 510
- 10. Concerto Under the Stars

# (Monophonic)

- 1. Soul of Spain, Vol. 1 101 Strings.....Somerset P 6600
- 2. Soul of Spain, Vol. 2 101 Strings....Somerset P 9900
- 3. Ebb Tide Frank Chacksfield ..... ..... Richmond M 20078
- 4. Good Housekeeping Reducing Off the Record..... Harmony HL 7143 5. John McCormick Sings Irish Songs
- 6. 101 Years of Familiar Songs 101 Strings......Somerset 2 RS
- 7. Hawaii in Hi Fi Leo Addeo Orchestra.....
- 8. You Do Something to Me Mario Lanza. . RCA Camden CAL 450
- 9. 101 Strings Play the Blues ......Somerset P 5800
- 10. B. B. King Walls

The pick of the new releases:



Strongest sales potential of all albums reviewed this week.

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

## A WOMAN, A LOVER, A FRIEND



Jackie Wilson. Brunswick BL 754059 (Stereo & Monaural)—Jackie Wilson brings his potent brand of vocal excitement and emotional impact to a group of moving love songs. Selections include "Behind the Smile Is a Tear," "One Kiss," "You Cried" and the title tune. Tasteful backing by Dick Jacobs' ork and chorus.

# 101 Strings. . Stereo Fidelity SF 6700 BELAFONTE RETURNS TO CARNEGIE HALL



Harry Belafonte With Odetta, Miriam Makeba; Chad Mitchell Trio; Belafonte Folk Singers. RCA Victor LSO 6007 (Stereo & Monaural)—Here's one that has to be figured as a big new item, especially with gift giving time approaching. This second Belafonte Carnegie set has the added lure of two of the top current names on the folk scene in Odetta and Makeba, and even the each gets only two chances in the set, these outings are gems. Belafonte himself is featured with both upon occasion as well as with his own group. Chad Mitchell's folk group also impresses. A lot of excitement here-for listeners and dealers, in a solid two-LP set.

## THEME FROM THE SUNDOWNERS



Billy Vaughn and Ork. Dot DLP 3349 — "Theme From the Sundowners" leads off this fine new follow-up LP from the chart-smashing Billy Vaughn ensemble. Besides the lead-off track, Vaughn also plays chart-topping hits like "Theme From the Alamo," "The Green Leaves of Summer," "O Sole Mio," "Never on Sunday" and "Volare." Salable stuff here.

Christmas

# 



Richardson-Scofield and cast, Caedmon TCS 5001 (Stereo & Monaural)—An absorbing and faithful treatment of the Dickens classic, acted effectively and realistically by Sir Ralph Richardson as Scrooge, with Paul Scofield as narrator and a fine large cast. The production can compete in quality with any of this work, and makes striking use of stereo for dramatic, musical and sound effects. An a white background. Prime display packimportant display and demo item for the weeks ahead. 'age for classical counters.

### THE 25TH DAY OF DECEMBER WITH BOBBY DARIN



Atco 33-125—Here's a new role for Bobby Darin singing Christmas songs but the combination of gospel and spiritual tunes with familiar Christmas carols turns the set into an exciting one for the lad's fans. The carols include "Oh Come All Ye Faithful," "Ave Maria" and "Silent Night." The spiritual efforts range from "Go Tell It on the Mountain" and "Mary Where Is Your Baby," to "Child of God. The chanter handles the rhythm items with the enthusiasm and spirit to make it a strong Christmas effort.

Sound

## "BRAZEN BRASS" GOES HOLLYWOOD



Henry Jerome and his Orchestra. Decca DL 74085 (Steree & Monaural)—Henry Jerome and his orchestra follow up their hit album "Brazen Brass," with this new set that should rack up solid sales among the "sound" and stereo hi-fi bugs. As was the case with the first album, the arrangements, by Dick Jacobs, are clever and swinging and the band plays them with sensational excitement. The performance on the wild version of "Main Title" from the score of "Man With the Golden Arm" is worth the price alone. "Moonglow," "High Noon," "Gigi" and "Colonel Bogey," are also solid. Potent selling wax here,

## BILL HOLMAN'S GREAT BIG BAND



Capitol ST 1464 (Stereo & Monaural)—An alumnus of the Stan Kenton band, Holman here heads a large brass, reeds and rhythm ork with exciting results. The package provides several spinnable sides for jazz jocks and pop deejays with hip programming inclinations. Selections, featuring various soloists (including Holman on tenor sax), spotlight "Lush Life," "The Moon Is Blue," and other standards and oldies.

(Continued on page 29)

# ALBUM COVERS OF THE WEEK



HANDEL'S MESSIAH - London Philharmonic Orchestra and Choir (Jackson), Roulette RGC-1. Striking stained glass window pattern in vivid colors against



THESAURUS OF CLASSIC JAZZ -Various Artists, Columbia C4L, Unusual cover displaying various colorful labels from the old 78 records. Good item for



MUSIC

# TREMENDOUS

100% EXCHANGE ON ALL CHRISTMAS MERCHANDISE

NEVER BEFORE AN ALBUM LIKE THIS



HI-FI JAY JAY .. 1026 STEREO 5012



A SMASH SINGLE

# "HOW LOVELY IS XMAS"

JAY JAY 228





BIG SELLING POLISH XMAS ALBUMS

TERRIFIC! OUTSTANDING! A SMASH SINGLE For New Year's Eve "LI'L WALLY SINGS POLISH XMAS CAROLS"

WITH ST. STANISLAUS CHORAL GROUP JAY JAY 1023 . STEREO 5011

POLISH XMAS CAROLS by LI'L WALLY **JAY JAY 1017** 

A MUST IN EVERY JUKE BOX AND EVERY NEW YEAR'S EVE PARTY

LANG SYNE"

JAY JAY 229

# **NEW! HOT! POLKA ALBUMS** "POLKA and WALTZ FAVORITES"

by EDDIE BLATNICK **JAY JAY 1024** 

"LI'L WALLY SINGS OLD COUNTRY STYLE" (POLISH) **JAY JAY 1025** 

the state of the s

# **NEW! HOT! SINGLES**

- "MY SHOES KEEP WALKING BACK TO YOU" 225 by Li'l Wally
- "PRETTY SUE" by Eddie Blatnick
- 226 "LOVELY GIRL" c/w "ONLY YOU" by Li'l Wally
- 222 "I STOPPED FOR A BEER" by Eddie Blatnick

# ORDER FROM YOUR JAY JAY DISTRIBUTOR

- Metro Dist., 861 Washington Street, Buffalo, N.Y.
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The pick of the new releases:



Strongest sales potential of all albums reviewed this week.

Continued from page 27

Classical

.BRAHMS: CONCERTO NO. 2



Richter, piano; Chicago Symphony Orchestra (Leinsdorf) RCA Victor LSC 2466 (Stereo & Monaural)—The first American-made disk by Soviet piano whiz Sviatoslav Richter is a sure-fire best seller following the rave reviews of his smash series of concerts, and plans for more concerts and broadcasts shortly. The Brahms Concerto No. 2 usually gets a fire-eating performance, as in the dynamic disk made by Richter's countryman Gilels with the same orchestra. Richter attacks it with a far more limited dynamic range and gives it an introspective quality not usually associated with this work. Regardless of style, however, the public is sure to leap for this record.

Novelty

THE HITS OF MICKEY KATZ AND HIS ORCHESTRA



Capitol T 298—Here is a collection of Mickey Katz' top single records over the years, including such wonderfully bright sides as "Herring Boats," "Borscht Riders in the Sky," "Bagle Call Rag" and "Kiss of Meyer." His Yiddish parodies on pop items are as fresh today as they were when first issued. Strong sides here for the big city markets in New York, Los Angeles, Chicago, Miami, etc.

Spoken Word

POEMS AND LETTERS OF EMILY DICKINSON



Julie Harris. Caedmon TC 1119 - The delicate vocal quality of Broadway star Julie Harris and the equally fragile beauty of Emily Dickinson's poetry are ideally suited. Thus this package of readings should please both their fans. Attractive cover captures spirit of the album.

International

CARLOS MONTOYA



RCA Victor LPM 2251 — The well-known solo flamenco guitarist plays five of his own compositions, as well as some other music culled from the flamenco repertoire, with intense excitement and soulful moodiness. Of exceptional interest is a medley of folk music from various regions of Spain. Interest in flamenco music, which is strong in classical and folk areas, should help this one sell.

(Continued on page 31)

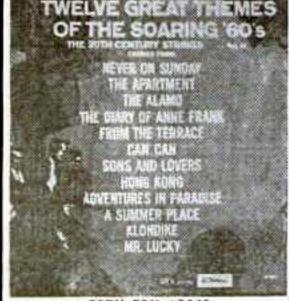
# \* \* \* \* VERY STRONG SALES POTENTIAL

POPULAR \*\*\*\*

\*\*\* AFTER HOURS Erskine Hawkins. RCA Victor LPM 2227 -Here's a solid package of nostalgia, fea-

FROM ORIGINAL SOUNDTRACKS!

SOUNDTRACK ORCHESTRA OF LONDON, HOLLYWOOD, PARIS, HAMBURG AND ROME. TWELVE GREAT THEMES OF THE SOARING 60's ette de Sunda THE RESIDENCE



20TH FOX #3043

# JOE SENECA "TALK TO ME"

E 19382

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turing some of Hawkins' most memorable sides - "Tuxedo Junction," "I've Got a Right to Cry," "Tippin' In," etc. The sides were recorded from 1938 thru 1946. Strong appeal to fans of the swing era. Spinnable

\*\*\* HAPPY TIME CHA CHAS Richardo Juarez and his Orchestra. Grand Award GA 254 AD (Stereo & Monaural)-Enoch Light has incorporated channel balancing tests - featured on his Command label-into this Grand Award waxing, and the results are fine sound-wise. Juarez, making his North American wax debut-offers danceable, imaginative ork treatments of nostalgic standards in cha cha tempo-"Too Young Cha Cha," "Sweet and Lovely Cha Cha," etc. Fine jockey wax.

\*\*\* ENCORES VOL. II George Wright, Hi FI R 711 - George Wright scored with heavy success in his initial Hi Fi album, "Encores at the Mighty Wurlitzer," in Chicago's Paradise Theater. The Sterling, tive-manual console instrument, is again captured with brilliance which should please the most demanding "sound" fan. "Granada," "Laura," "Bahia" and "Vera Dero," are examples of the fare.

\*\*\*\* JUDY-THAT'S ENTERTAIN-MENT

Judy Garland, Capitol ST 1467. (Stereo & Monaural)-Here is a program of songs, many familiar, but none ever before cut by Miss Show Business. The Garland gal is in good, well-controlled form on these new slicings, and one in particular, the title tune of the set, certainly goes well with her. Others include "Who Cares," "If I Love Again," "Just You, Just Me" and "Down With Love." She gets the benefit of wellthought-out backings by Jack Marshall, which range from big band, to lush strings, to a solo piano or solo guitar, depending on the mood. Garland fans should like this latest edition.

\*\*\* THE AUTHENTIC SOUND OF GLENN MILLER-YESTERDAY

Glenn Miller and Ork, RCA Victor SP 33-90-This package is released simultaneously with another by the current Ray Mc-Kinley edition of the Miller Band, with exactly the same program of tunes-all great hits for the old Miller band. The McKinley set, of course, enjoys the advantage of modern hi-fi recording techniques, but purists

(Continued on page 31)



This definitive seven-volume survey of the folk music of the American South was collected

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1352

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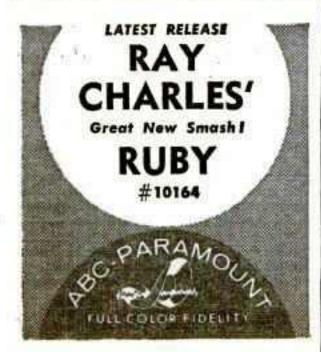


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The following albums have been picked for outstanding merit in their various categories because, in the opinion of The Billboard Music Staff, they deserve exposure.

Continued from page 29

(Reviews appear elsewhere in this issue)

\*\*\* THESAURUS OF CLASSIC JAZZ (4:12)—Various Artists— Columbia C4L 18

\*\*\* THE COMMON GROUND-The Herbie Mann Afro-Jazz Sextet-4 Trumpets-Atlantic 1343

Classical

\*\*\* HAYDN: SONATAS NOS. 34, 35, 37, 40 AND 49—Andante and Variations in F Minor-Wanda Landowska, piano and harpsichord—RCA Victor LM 6073 (2:12)

Christmas

\*\*\* CHRISTMAS SONGS FROM THE OLD WORLD — Arne Dorumsgaard-Monitor MF 323

# **NEWS REVIEW**

# Angel's Six New 'Great Recordings'

Angel has added six more LP's to its "Great Recordings of the Century" series of re-issues, most of which date back 25 to 35 years, to the halcyon days of 78 r.p.m. recording. The new works feature a remarkable symphonic disk, two chamber music records, and three of vocalists. Like others in the series, they are attractively packaged and contain booklets with complete notes on the performers, works and recording histories.

Never previously released here, the emotionally charged 1938 Furtwangler performance of Tchaikovsky's "Pathetique Symphony" has been an unheard legend, called by many Europeans the finest example of the late conductor's work and perhaps the greatest version of this symphony on wax. Fine sound helps bring the legend to reality, and should help make this the best selling disk in the group. Somewhat faded sound handicaps the disk with two Mozart chamber works. Artur Schnabel's fame is secure as a Beethoven specialist, but his work in the piano quartet could have been more gracious, and the Pro Arte Quartet, too, is somewhat unyielding. Primarily for Schnabel collectors.

The Busch-Serkin version of the Schubert Trio No. 2 was a staple of the Columbia catalog for years and was regarded as among the finest of this work. Now it's back and new listeners can sample why Serkin's keyboard work made it outstanding. The Lotte Lehmann collection is the only one now available in which she sings arias by various composers. These include the "Liebestod" from Wagner's "Tristan und Isolde," plus others by Beethoven, Weber, Massenet, Nicolai, Korngold, d'Albert, Richard Strauss and Johann Strauss.

The artistry of Conchita Supervia is already available on disk in the realm of opera, but this release shows her handling of Spanish concert songs and songs from zarzuelas. Dating from 1927-'28, the latter sound their age but are as completely delightful as the others, which sound better and date from 1932. This is the most unique disk of the group. Finally, the Eva Turner collection offers a remarkable sampling of the great British soprano's range and luscious tone as she sounded in 1928. Opera buffs will thrill at her renditions of six arias by Verdi, Mascagni

and Puccini, which include some of the smoothest climbs to high "C" to be heard.

Tchaikovsky: Symphony No. 6 in B Minor, Op. 74, Berlind Philharmonic Orchestra (Furtwangler), COLH 21; Mozart: Quartet in C Minor for Piano and Strings, K 478; String Quintet in G Minor, K 516, Pro Arte Quartet (Schnabel), COLH 42; Schubert: Trio No. 2 in E Flat Major, Op 100, Serkin (Piano), Busch (Violin), Busch (Cello), COLH 43; Lotte Lehmann: Opera Recital, COLO 112; Conchita Supervia: Spanish Songs, COLO 113; Eva Turner: Operatic Arias, Beecham (Conductor), COLC Sam Chase.

# Reviews and Ratings of New Albums

Continued from page 29

who care little about technical perfection \*\*\* HIS AND HERS will undoubtedly want this original set of waxings. Tunes include "In the Mood," "Little Brown Jug," "Rhapsody in Blue," and "String of Pearls."

\*\*\* THE AUTHENTIC SOUND OF THE NEW GLENN MILLER ORCHESTRA

Ray McKinley. RCA Victor LSP 2270 (Stereo & Monaural)-This new recording by the McKinley Glenn Miller Band, comes set, which features original Miller band recordings of exactly the same tune line-upincluding "American Patrol," "Volga Boat-men," "In the Mood" and "Little Brown fashion by Van Alexander. Solid wax by Jug." The technical difference in sound between this and the original is startling, but beyond that it's the same basic Miller style, with a few minor deviations of interpretation. As earlier sets by the modern day Miller crew this can be expected to produce counter activity.

The McGuire Sisters. Coral CRL 757337 (Stereo & Monaural)-The McGuire Sisters chirp melodically on a group of romantic standards and oldies in this spinnable package. Selections include "Love and Marriage," "True Love" and "Anniversary Song." Should attract sales for an engagemert or wedding gift-giving.

\*\*\* JAZZ SINGER Kay Starr. Capitol ST 1438 (Stereo & Monaural)-Kay Starr socks over a group out the same week as a companion kind of of standards with her usual feeling and intensity. The songs include "I Never Knew," "My Man," "Sunday" and "Hard Hearted Hannah." The ork is conducted in swinging one of the top song stylists around today.

(Continued on page 32)

\*\*\* NAUGHTY, NAUGHTY, NAUGHTY, Teresa Brewer, Coral CRL 757329 (Stereo \*\*\*\*New\*\*\*\*\* Stars on 64tlantic

with 3 Great LPs "The HERBIE Common Hute MANN Ground" Atlantic LP 1343 PHILLY JOE "Philly Joe's drums **JONES** Beat' Atlantic LP 1340 "Tell the World About sophisticated folk SIDDLELS Atlantic LP 8042 All available

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# THE NATION'S TOP TUNES HORORROLL OF HITS TRADE MARK REG.

FOR WEEK ENDING NOVEMBER 20

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

| This<br>Week | La  | st On Composer-Publisher Chart                                 |
|--------------|-----|--|
| (1)          | 2   |  |
| 2            | _ 1 | SAVE THE LAST DANCE FOR ME                                     |
| 3            | 4   | GEORGIA ON MY MIND   |
| <u>(1)</u>   | 3   | Published by Peer International (BMI)  POETRY IN MOTION        |
| <u>5</u>     | 7   | YOU TALK TOO MUCH  |
| <u>6</u>     | 9   | STAY   |
| 1            | 16  | NEW ORLEANS  |
| 8            | 25  | LAST DATE  |
| 9            | 11  | LET'S GO, LET'S GO, LET'S GO                                   |
| 10           | 6   | THEME FROM THE APARTMENT                                       |
| 1            | 27  | A THOUSAND STARS   |
| 12           | 5   | MY HEART HAS A MIND OF ITS OWN                                 |
| 13           | 10  | DEVIL OR ANGEL   |
| 14)          | 22  | NORTH TO ALASKA  |
| <b>15</b>    | 8   | CHAIN GANG   |
| 16           | 13  | BLUE ANGEL   |
| 1            | 14  | SLEEP  |
| 18           | _   | HUCKLEBUCK 1  By Gibson and Alfred—Published by United (BMI)   |
| (19)         | 15  | DON'T BE CRUEL   |
| 20           | 17  | MR. CUSTER   |
| <u>(1)</u>   | 21  | ALONE AT LAST  |
| <u></u>      | 12  | LET'S THINK ABOUT LIVIN'                                       |
|              | 18  | KIDDIO   |
| 24)          | 20  | TWIST  |
| <b>25</b>    | 26  | ARTIFICIAL FLOWERS   |
| 26           | 19  | A MILLION TO ONE   |
| 1            | -   | TO EACH HIS OWN  |
| 28)          | -   | HE WILL BREAK YOUR HEART                                       |
| 29           | 24  | SUMMER'S GONE  |
| 30           | 28  | PETER GUNN 2  By Henry Mancini—Published by Northridge (ASCAP) |

### RECORDING AVAILABLE (Best Selling Record Listed in Bold Face)

- 1. I WANT TO BE WANTED-Brenda Lee, Dec 31149.
- 2. SAVE THE LAST DANCE FOR ME-Drifters and Ben E. King, Atlantic 2071.
- 3. GEORGIA ON MY MIND Ray Charles, ABC-Paramount 16135.
- 4. POETRY IN MOTION Johnny Tillotson, Cadence 1384.
- 5. YOU TALK TOO MUCH-Frankie Ford, Imperial 5685; Joe Jones, Roulette 4304.
- 6. STAY Little Joe and Thrillers, Okch 7136; Maurice Williams and Zodiacs, Herald 552; Marsha Winters, Stephany 1805,
- 7. NEW ORLEANS U. S. Bonds, Legrand 819.
- 8. LAST DATE-Floyd Cramer, RCA Victor 7775.
- 9. LET'S GO, LET'S GO, LET'S GO -Hank Ballard and the Midnighters, King 5400.
- 10. THEME FROM THE APARTMENT -Ferrante and Teicher, United Artists 231; Jack Lemmon, Epic 9399.
- 11. A THOUSAND STARS Kathy Young and the Innocents, Indigo
- 12. MY HEART HAS A MIND OF ITS OWN-Connie Francis, M-G-M
- 13. DEVIL OR ANGEL-Bobby Vee, Liberty 55270.
- 14. NORTH TO ALASKA Johnny Horton, Columbia 41782.
- 15. CHAIN GANG-Sam Cooke, Vic
- 16. BLUE ANGEL Roy Orbison, Monument 425.
- 5394; Eddic Peabody, Dot 15100.
- 18. HUCKLEBUCK Chubby Checker, Parkway 813; Craftsmen, Warwick 572; Georgia Gibbs, Roulette 4126; Lou Monte, Roulette 4294; Kate Smith, Kapp 237; Paul Williams and Hucklebuckers, Savoy 1557.
- 19. DON'T BE CRUEL-Bill Black's Combo, Hi 2026.
- 20. MR. CUSTER-Larry Verne, Era
- 21. ALONE AT LAST-Jackie Wilson, Brunswick 55170.
- 22. LET'S THINK ABOUT LIVIN'-Bob Luman, Warner Bros. 5172.
- 23. KIDDIO-Brook Benton, Mer 71652.
- 24. TWIST-Hank Ballard and the Midnighters, King 5171; Chubby Checker, Parkway 811.
- 25. ARTIFICIAL FLOWERS Bobby Darin, Atco 6179.
- 26. A MILLION TO ONE Jimmy Charles, Promo 1002.
- 27. TO EACH HIS OWN-Bell Notes, Madison 136; Carole Bennett, Shad 5008; Eddy Howard, Mer 30015; Ink Spots, Dec 23615; Tony Martin, Mer 30022; Jane Morgan, Kapp 264; Platters, Mer 71697; Margie Rayburn, Liberty 55159; Danny Welton, Coral 62221.
- 28. HE WILL BREAK YOUR HEART -Jerry Butler, Vee Jay 354.
- 29. SUMMER'S GONE Paul Anka, ABC-Paramount 10147.
- 30. PETER GUNN-Ray Anthony Ork, Capitol 4041; Duane Eddy, Jamie 1168; Shelley Manne and His Men, Contemporary 367; Page Boys, Hamilton 50025.

Market and the second of the s

### WARNING-The title "HONOR ROLL OF HITS" is a registered trade-mark and the listings of the hits 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 publishers of The Billboard at The Billboard, 1564 Broadway, New York 36, N. Y.

# Reviews and Ratings of New Albums

Continued from page 31

& Monaural)-Teresa Brewer exudes vitality tures guitarist Tal Farlow on guitar along and showmanship in this collection of tunes with many top jazzmen on attractive perreminiscent of the "naughty, naughty" gay formances of tunes by Harold Arlen, rang-'90's. The spinnable group of tunes includes "By the Light of the Silvery Moon," 'Shine On Harvest Moon," "When You tion to fine work from Farlow the solos Wore a Tulip" and other bouncy oldies. by Dick Hyman on piano and Frank Wess Cute cover photo of thrush gives the LP on tenor stand out. Cover is attractive, display appeal.

\*\*\* YOU GOTTA HAVE LOVE

Eddy Arnold. RCA Victor LPM 2268-Eddy Arnold wraps his warm pipes around a listenable collection of tunes for good .results. Songs include "Love and Marriage," "I'm Alone Because I Love You," "Have I Told You Lately That I Love You," and other fine tunes about love. A strong album for Arnold's many fans.

\*\*\* SUGAR BLUES

Clyde McCoy, Capitol T 311-This nostalgic album features Clyde McCoy in remakes of some of the sides that made him and his trumpet and ork famous back in the 1930's. Included are "Sugar Blues," "Basin Street Blues," "Farewell Blues," 'Wabash Blues," and many other favorites. McCoy's trumpet sounds as warm and growling as ever. Strong wax.

# JA22 ★★★★

\*\*\* THESAURUS OF CLASSIC JAZZ (4-12")

Various Artists. Columbia C4L 18-Next to the historic recordings, the most interesting thing about this two-LP is the box package's cover, which reproduces in a series of frames the old original Pathe, Okeh, Velvet Tone, Perfect, Harmony, Domino and Actuelle labels from the 1920's. Among those heard are Bix Beiderbecke, the Dorsey Brothers, Joe Venuti, Frankie Trumbauer, Red Nichols and Miff Mole. The original sound is fascinating to hear. Collectors of authentica should have their kicks here, with the booklet enclosed, as well as the records.

\*\*\* THE COMMON GROUND The Herbie Mann Afro-Jazz Sextet-Four Trumpets, Atlantic 1343-Herbie Mann and his Afro-Jazz Sextet have been creating a lot of excitement in jazz clubs and at con-

certs this year. On this new LP the Sexter is heard with four trumpets and it makes for mighty exciting listening, Tunes, especially Mann's original like "High Life" and "Baghdad," show off the group stylishly, and "A Night in Tunisia" is played in attractive fashion. A swinging set much out of the usual groove.

\*\*\* THE DOUBLE SIX OF PARIS Capitol ST 10259 (Stereo & Monaural)-Here's some of the most ear-catching and tasty vocal improvising heard since Lambert, Hendricks and Ross first broke on the scene. This remarkable French group (eight men, four girls) work much as instruments 17. SLEEP - Little Willie John, King with a free-sounding, yet beautifully rehearsed interplay of harmonics and sound. When lyrics are used, they are in French, a fact which only lends to the interest. There are eight selections, a couple of which were previously out as singles. Some jocks could have fun with this group.

\*\*\* SATCHMO

A Musical Autobiography of Louis Armstrong. Decea DL 8963-Louis Armstrong rambles thru his career in the 1923-'25 period as he casually narrates the story, augmented by a dozen offerings by his band recreating the big efforts of Satchmo in that earlier two-year span. Recordings here were made at various sessions from 1950 thru 1957 and in general have a very modern sound. The approach is not unlike that of the Bing Crosby story, which appeared some years back also on Decca "See See Rider," 'Reckless Blues," "High Society," are among those to be heard.

\*\*\* THE JAZZ SOUND OF OSCAR PETERSON

Verve MGVS 68351-Pyrotechnical Peterson provides another startling display of keyboard mastery in these six fine trio selections with Ray Brown on bass and Ed Thigpen on drums. "Maidens of Cadiz," is something of a rather offbeat nature which finds Peterson in a mood of probing as he looks for new expressions and improvisations of the unique material. "Con Alma," too, is interesting stuff with a sort of chamber quality in its off-rhythm and in the use of the bowed bass by Brown. A lot to be heard here, and it's likely to remain fresh even after a number of spins,

\*\*\* THE SOUL OF BEN WEBSTER Verve MGV 8359-Webster, once almost extinct in the flood of fresh new names on the modern scene, has come back in recent years with a flourish and this set of seven numbers finds him in top form. The great tone has never been shown off to better advantage, especially in such as the rendition tion of "Chelsea Bridge," which goes back to his Ellington days. Webster is heard in a seven-man group which includes Art Farmer, Milt Hinton, Mundell Lowe, Jimmy Jones and Dave Bailey. Harold Ashby is also heard on tenor

\*\*\* TAL FARLOW PLAYS THE MUSIC OF HAROLD ARLEN Verve MGV 8371-A very satisfying new lazz set that should interest many. Set feaing from "Blues in the Night" to "Between the Devil and the Deep Blue Sca." In addi-

\*\*\* THE BLUES-HOT AND COLD The Bob Brookmeyer Quartet. Verve MGV 8385-Trombonist Brookmeyer lends his personal wit and charm to a set of six tracks here that sparkle with inventiveness, fun and variety. Of highly unusual interest are versions of "Stompin' at Savoy," "I Got Rhythm" and "Hot and Cold Blues." Top-notch accompaniment includes Mel Lewis, drums; Jim Rowles, piano, and Buddy Clark, bass. Any play by jazz jocks on these tracks could bring attention and action to this fine set.

\*\*\* ART BLAKEY AND THE JAZZ MESSENGERS AT THE JAZZ

CORNER OF THE WORLD, VOL. 2 Blue Note 4016-The second volume of Blakey with Messengers in person at the "Jazz Corner of the World," better known as Birdland, features the drummer and group driving in hard swing modern jazz, Morgan and Mobley play trumpet and tenor sax, respectively, in wailing style. Bobby Timmons is on piano. Five tracks make up this set-"Chicken 'n' Dumplins," "M&M," 'Hi-Fly," "The Theme" and "Art's Revela-

\*\*\* LESTER YOUNG IN PARIS

Verve MGV 8378-This LP forms probably the last of the late Lester Young's recordings; 15 days after making it, he died in New York. The easy, almost wandering improvisations that made up the sound of his latter years is much in evidence. With a quartet led by American drummer Kenny Clarke, Young plays a string of standards like "Lady Be Good," "Three Little Words," "Can't Get Started," "Indiana" and "Tea for Two." As the last recorded document of a jazz great this should have appeal to devotees.

\*\*\* BLUES A PLENTY John Hodges and his Ork, Verve MGV

8358—The stalwart alto sax star of Duke Ellington's orchestra, performs beautifully and vibrantly on this set of sides, many of which bear the Ellington stamp, if not in material, at least in arrangement. The album, for the most part, is made up of ballads and blues played in exquisite taste and at slow to medium tempi. Only two tracks are in a quick tempo. Truly fine solos are also played by Roy Eldgridge, trumpet; Ben Webster, tenor sax, and Vic Dickenson, trombone. Set should draw attention from older jazz fans and play from hipper jocks.

# LOW-PRICED JAZZ ★★★★

\*\*\* THEMES FROM MR. LUCKY THE UNTOUCHABLES AND OTHER TV ACTION JAZZ

Mundell Lowe and His All Stars, RCA Camden CAS 627-Guitarist Lowe, with his all-stars, follows up his strong-selling "TV Action Jazz" with another set bearing the same name but with a new set of television themes getting the jazz treatment. Strong play and swinging solos mark his set which takes in eight new themes, among them 'Tightrope," "Mr Lucky," "The Untouchables," "Markharm" and "Bourbon Street Beat."

# CLASSICAL \*\*\*

\*\*\* KLEMPERER CONDUCTS WAGNER

The Philharmonia Orchestra (Otto Klemperer). Angel 3601B (Stereo & Monaural)-A de luxe boxed set of two LP's is issued commemorating the great conductor's 75th birthday this year. There's a detailed booklet about the maestro, and his music, and the repertoire performed here, which includes choice of orchestral excerpts from "Rienzi," "Tannhauser," Lohengrin," "Meistersinger," "Tristan" and Gotterdammerung." There are many Wagner excerpt packages available, of course, but this new set, tastily done as it is, and with the accent on the well-known conductor, can achieve a good measure of response.

\*\*\* HAYDN: SONATAS NO. 34, 35, 37, 40, 49; ANDANTE AND VARIATIONS IN F MINOR

Wanda Landowska, piano and harpsicord. RCA Victor LM 6073 (2-12")-This two-disk set is the final heritage of Wanda Landowska's mastery, containing her last unreleased recordings. She used the harpsicord for Sonatas 35, 37 and 40 and piano for the other works, in an attempt to use the instrument intended by Haydn. The works are a delight and the late great keyboard artist makes them joyful listening experiences. Boxed with a handsome booklet of notes, this is certain to be a classical item with a long sales life.

(Continued on page 45)

MAGNIFICENT RECORDING OF

# 

IS THE MOST THRILLING!
IS THE MOST SPECTACULAR!
IS THE MOST PLAYED!
IS THE MOST REQUESTED!

IS THE MOST!

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ALL THEE WAY

FOR WEEK ENDING NOVEMBER 20

# Billboard Hott 100

|                                   | NO CONTRACTOR | 100000   | 0000000   |  | 05000          |
|-----------------------------------|---------------|----------|-----------|--|----------------|
|                                   | AGO           | VEO      | S AGO     | STAR PERFORMERS showed the greatest upward progress on Hot 100 this week.  | HART           |
| WEEK                              | WEEK          | WEEKS    | WEEKS     | S Indicates that 45 r.p.m. stored single version is available.   | WEEKS ON CHART |
| THIS                              | ONE V         | 0        | THREE     | Indicates that 33½ r.p.m. stereo single version is available.  | WEEKS          |
| <u>~</u>                          |               | <u>.</u> |           |  | _              |
| $\underline{\mathbb{O}}$          | 4             | 10       | 11        | Ray Charles, ABC-Paramount 10135   | 8              |
| 2                                 | 3             | 9        | 26        | POETRY IN MOTION   | 6              |
| $\overline{\mathfrak{3}}$         | 5             | 6        | 12        | YOU TALK TOO MUCH  | 9              |
| <u>(1)</u>                        | 2             | 2        | 1         | I WANT TO BE WANTED  | 10             |
| (5)                               | 1             | 1        | 2         | SAVE THE LAST DANCE FOR ME   | 11             |
| <u>(6)</u>                        | 7             | 19       |           | STAY   | 7              |
| $\tilde{\overline{\mathfrak{O}}}$ | 8             | 14       | 25<br>Han | LET'S GO, LET'S GO, LET'S GO   | 9              |
|                                   | 16            | 28       | History   | LAST DATE  | 6              |
| 9                                 | 22            | 37       | 67        | A THOUSAND STARS   | L              |
| (10)                              | 9             | 15       |           | BLUE ANGEL Monument 425  | 9              |
| <u>~</u>                          | 17            | 30       | 48        | NEW ORLEANS  |                |
| <u></u>                           | 18            | 23       | 31        | NORTH TO ALASKA  | 9              |
| =                                 | -806          | 7978     | 269       | SLEEP  | 1              |
| 0                                 |               |          |           | DON'T BE CRUEL   | 10             |
| $\tilde{}$                        |               |          | -         | ALONE AT LAST  | (              |
| <u></u>                           |               | -        |           | Jackie Wilson, Brunswick 55170  LET'S THINK ABOUT LIVIN'   | 1              |
| $\stackrel{\sim}{\sim}$           | 735E          | - 15     | - 15      | DEVIL OR ANGEL   | 10             |
| <u>(U)</u>                        |               |          |           | Bobby Vee, Liberty 55270 HUCKLEBUCK  |                |
|                                   |               | 50       | 3.        | Chubby Checker, Parkway \$13   | 1              |
| 19                                | 6             | 3        | 4         | MY HEART HAS A MIND OF ITS OWN<br>Connie Francis, M-G-M 12923  | 14             |
| 20                                | 12            | 5        | 5         | CHAIN GANG   | 1              |
| 21)                               | 23            | 20       | 23        | ARTIFICIAL FLOWERS   | -              |
| (22)                              | 21            | 24       | 32        | TO EACH HIS OWN S  | 1              |
|                                   | 35            | 63       |           | HE WILL BREAK YOUR HEART   |                |
| (24)                              | 15            | 11       | 20        | SUMMER'S GONE  |                |
| <u>~</u>                          | 20            | 17       | 10        | THEME FROM THE APARTMENT   | 17             |
| <u>~</u><br>(26)                  | 25            | 22       | 13        | KIDDIO   | 1              |
| $\frac{\smile}{(21)}$             | 30            | 32       | 41        | PETER GUNN   | 3)             |
| <u>✓</u>                          | 39            | 59       | 90        | I'LL SAVE THE LAST DANCE FOR YOU.  |                |
| <u></u>                           | 24            | 4        | 3         |  | 10             |
| $\frac{\smile}{30}$               | 38            | 55       | 54        | LOVE WALKED IN   |                |
| 1                                 | 44            | 78       | _         | CONTRACTOR AND A CONTRA |                |
| (32)                              | 26            | 13       | 8         | SO SAD   | 11             |
| $\equiv$                          |               | 26       | 30        | TOGETHERNESS   |                |

| 4 | LILUUGILU   |                | 100 Section 1       |
|---|---|----------------|---------------------|
|   | STAR PERFORMERS showed the greatest upward progress on Hot 100 this week.  SIndicates that 45 r.p.m. stereo single version is available.  Indicates that 33½ r.p.m. stereo single version is available.  TITLE Artist, Company Record No. | WEEKS ON CHART |                     |
|   | 65 73 76 SAILOR (YOUR HOME IS IN THE SEA)   | 4              | (                   |
|   | ARE YOU LONESOME TONIGHT  | 1              | (                   |
|   | 50 70 72 LONELY TEENAGER  | 5              | (                   |
|   | 37) 41 52 77 MY GIRL JOSEPHINE  | 4              |                     |
|   | 64 95 — RUBY DUBY DU  | 3              | 100                 |
|   | 39 28 16 14 A MILLION TO ONE  | 13             | (                   |
| , | 54 — — SWAY   | 2              |                     |
| , | 62 94 — YOU'RE SIXTEEN  | 3              | (                   |
|   | 61 77 99 AM I THE MAN   | 4              | (                   |
|   | 43 43 41 50 MY DEAREST DARLING Etta James, Argo 5368  | 9              | (                   |
|   | 44 48 72 92 WAIT FOR ME   | 4              | 1                   |
| ) | 45 40 48 39 TONIGHT'S THE NIGHT   | 10             | 1                   |
|   | 46 37 33 18 DIAMONDS AND PEARLS   | 13             | 1                   |
| ) | 47 32 27 16 IT'S NOW OR NEVER S   | 18             |                     |
|   | 48 34 21 9 MR. CUSTER   | 12             | 3                   |
|   | 79 — — MANY TEARS AGO   | 2              | 1                   |
|   | - WONDERLAND BY NIGHT   | 1              | 1                   |
|   | 92 — OL' Mac DONALD   | 2              | 1                   |
|   | 52 56 61 79 DEAR JOHN   | 4              | STATE OF THE PARTY. |
| ! | 53 58 62 78 AM I LOSING YOU   | 4              |                     |
| 1 | Brook Benton, Mercury 71722   | 1              |                     |
| 3 | 55 60 81 84 BALLAD OF THE ALAMO &   | 5              | The second          |
| 5 | 56 33 34 40 A FOOL IN LOVE  | 12             | 1                   |
| 3 | 57 52 86 — NATURAL BORN LOVER   | 3              | D.                  |
| 3 | 58 47 35 24 MOVE TWO MOUNTAINS  | 11             |                     |
| 1 | 59 51 53 66 THEME FROM THE SUNDOWNERS 8   | 7              |                     |
| 5 | 60 36 31 17 THREE NIGHTS A WEEK   | 11             | N.                  |
| 5 | 61 45 46 45 SOMEBODY TO LOVE  | 8              |                     |
|   | 62 67 64 68 ONE OF THE LUCKY ONES   | 6              |                     |
| 5 | 63 42 50 65 WHOLE LOT OF SHAKIN' GOIN' ON Chubby Checker, Parkway 813   | 6              |                     |
|   | 64 76 83 84 BALLAD OF THE ALAMO   | 5              | 20                  |
| 1 | I GOTTA KNOW  | 1              | S. Marie            |
| 1 | 66 70 88 — LIKE STRANGERS   | 3              | V                   |
| ) | 67) 46 44 44 ANYMORE  | 15             | 1000                |
| 6 | Teresa Brewer, Coral 62219  | -1             | 1                   |

| STAR PERFORMERS showed the greatest upward progress on Hot 100 this week.  SIndicates that 45 r.p.m. stereo single version is available.  All Indicates that 33½ r.p.m. stereo single version is available.  TITLE Artist, Company Record No.  |
|--|
| 68 53 47 42 SHIMMY LIKE KATE   |
| 69 82 93 WHOLE LOT OF SHAKIN' GOIN' ON   |
| 70 81 74 97 THEME FROM THE DARK AT THE TOP OF THE STAIRS   |
| Ernie Freeman, Imperial 5693   |
| 72 78 82 86 HAVE MERCY, BABY   |
| 88 — — PSYCHO  |
| 74) 59 45 35 TWISTIN' U.S.A  |
| 75) 68 69 89 ALABAM  |
| 76 63 66 69 ALABAM   |
| 77 86 — — GONZO  |
| 78 80 90 93 NIGHT THEME  |
| 79 31 29 19 NEVER ON SUNDAY  |
| 80 57 43 34 WALK, DON'T RUN  |
| 81 73 54 52 I WISH I'D NEVER BEEN BORN [8] Patti Page, Mercury 71695   |
| 90 100— GREEN LEAVES OF SUMMER Brothers Four, Columbia 41808   |
| 83 94 98 — ONCE IN A WHILE   |
| 84 89 91 SIDE CAR CYCLE  |
| 85 99 — — DON'T GO TO STRANGERS  |
| 86 71 49 47 RUN, SAMPSON, RUN  |
| 87 100— — CRY, CRY, CRY  |
| WONDERLAND BY NIGHT  |
| Jim Reeves, RCA Victor 7800  |
| ——— PUSH, PUSH   |
| 91 THE BELLS   |
| 92 66 97 — RUBY DUBY DU  |
| 93 72 71 70 THEME FROM THE SUNDOWNERS  |
| 94 LAST OF THE BIG TIME SPENDERS   |
| 95 GEE Jan and Dean, Dore 576  |
| 96 BUMBLE BEE  |
| 97 SWEET DREAMS  |
| 98 75 76 74 THAT'S HOW MUCH  |
| 99 SEND THE PILLOW (THAT YOU DREAM ON)   |
| 49 39 29 PINEAPPLE PRINCESS  |
| Average of the second s |

# ETOMORROW'S TOPS

# BEST BUYS

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

### POP

| *ARE | YOU | LONESOME | TONIGHT           | 19     |
|------|-----|----------|-------------------|--------|
|      |     |          | (Bourne-Cromwell, | ASCAP) |

| *1 | GOTTA | KNOW |        | Flyis | Presiev             |
|----|-------|------|--------|-------|---------------------|
|    | VVIIA |      | ASCAPI |       | CALLS CONTRACTOR OF |

| DO HAZO | (VOIID | HOME  | ĸ | IN | THE  | SEA)Lolita      |  |
|---------|--------|-------|---|----|------|-----------------|--|
| MILUN   | HOOK   | HOVIL |   |    | **** | (BIEM) Kapp 349 |  |

| *RUBY | DUBY |         | The second secon |        | Matthews  |
|-------|------|---------|--|--------|-----------|
|       |      | Robbins | ASC  | AP) CI | nief 7022 |

| eYOU'RE | SIXTEEN. | <br> | <br>Johnny | Burnette |
|---------|----------|------|------------|----------|
|         |          |      |            | y 55285  |

| *MANY | TEADS | AGO | Œ |    |  |  |  |    |  | Connie  | Evancie  |
|-------|-------|-----|---|----|--|--|--|----|--|---------|----------|
| LIMIT | ILMRJ | AVV |   | ٠. |  |  |  | ٠. |  | . Comme | Liquitiz |
|       |       |     |   |    |  |  |  |    |  | M-G-M   |          |

| WONDERLAND | BY | NIGHT       | Burt     | Kaempfert |
|------------|----|-------------|----------|-----------|
|            |    | (Roosevelt. | BMI) Dec | ca 31141  |

| ¢0l' | Mac | DONALD |        |        | . Frank Sinatra |
|------|-----|--------|--------|--------|-----------------|
|      |     |        | (Shaw, | ASCAP) | Capitol 4466    |

| *FOOLS | RUSH | IN        |         | Brook   | Benton |
|--------|------|-----------|---------|---------|--------|
|        |      | (Bregman, | Vocco & | Conn. A | SCAP   |

C&W-No selections this week.

R&B-No selections this week.

# BUBBLING UNDER THE HOT 100

These records, while they have not yet developed enough strength thruout the country for inclusion on any national chart anywhere, already have stimulated considerable regional action. Rank position indicates relative potential to earn an early listing on the Hot 100.

CTAV WITH ME A LITTLE WHITE COMME

| 1.  | SIAY WITH ME A LITTLE WHILE LONGER          |
|-----|---|
|     | Ed Townsend, Warner Bros. 5174              |
| 2.  | FALLEN ANGEL Webb Pierce, Decca 31165       |
| 3.  | YOU BETTER KNOW WHAT YOU'RE DOING           |
|     | Lloyd Price, ABC-Paramount 10162            |
| 4.  | GEE WHIZ                                    |
| 5.  | CHILLS AND FEVERRonnie Love, Dot 16144      |
| 6.  | HARD-HEARTED HANNAH                         |
|     |   |
| 7.  | SOMEDAY Brook Benton, Mercury 71722         |
| 8.  | RUBY Ray Charles, ABC-Paramount 10164       |
| 9.  | HAPPY DAYS Mary Johnson, United Artists 273 |
| 10. | YOU ARE MY SUNSHINE                         |
|     | Johnny and the Hurricanes, Big Top 3056     |
| 44  | IACHAR AND THINDERDING                      |

13. BRAND NEW HEARTACHES..... Everly Brothers, Cadence 1388

15. GOOD NEWS..... Eugene Church, Rendezvous 132

# HOT 100: A TO Z

Are You Lonesome Tonight ... 35
Artificial Flowers ... 21
Ballad of the Alamo (Bud & Travis) ... 64
Ballad of the Alamo (Robbins) ... 55
Bells (The) ... 91
Blue Angel ... 10
Bumble Bee ... 96
Chain Gang ... 20
Cry, Cry, Cry ... 87
Dear John ... 52
Devil or Angel ... 17
Diamonds and Pearls ... 46
Don't Be Cruel ... 14
Don't Go to Strangers ... 85
Exodus ... 71 Exodus ..... Fools Rush In ...... 54 Georgia on My Mind ...... 1 Gonto ...... 77
Green Leaves of Summer ...... 82 

 It's Now or Never
 47

 Kiddlo
 26

 Last Date
 8

 Last of the Big Time Spenders
 94

 Let's Go, Let's Go
 7

 Let's Think About Livin'
 16

 Like Strangers
 66

 Lonely Teenager
 36

 Love Walked In
 30

 It's Now or Never ...... ove Walked In ...... My Dearest Darling ...... Never on Sunday ...... New Orleans 11
Night Theme (Mark II) 78
North to Alaska 12
Oi' MacDonald 51 Once in a While 83
One of the Lucky Ones 62
Perfidia 31
Peter Gunn 27
Pineapple Princess 100
Poetry in Motion 27 Stay 6 Summer's Gone ...... 24 

Wait for Me Walk, Don't Run Whole Lot of Shakin' Goin' On

# REVIEWS OF

# THIS WEEK'S SINGLES

Mercury 71722



Strongest sales potential of all records reviewed this week.

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

Pop -

## FERRANTE & TEICHER



LIDA ROSE (Frank, ASCAP) (2:39) — TAKE ME ALONG (Valyr, ASCAP) (2:22) — The piano team comes thru with first-rate versions of two musical comedy tunes. "Lida Rose" is an effective soft-shoe rhythm instrumental from "Music Man." "Take Me Along" is the title tune of the Jackie Gleason legit hit. Both sides are prime jockey wax, with "Lida Rose" the stronger. F.&T. have two strong chart contenders right now on United Artists.

ABC-Paramount 10165

IKE & TINA TURNER



LETTER FROM TINA (Saturn, BMI) (2:35) — I IDOL-IZE YOU (Saturn, BMI) (2:35) — "Letter From Tina" is a showmanly item featuring a good teen-slanted lyric and strong narration by Tina. Flip spotlights an exuberant thrushing stint by the gal on an emotion-packed tune with catchy Latin tempo. "Letter" has a slight edge.

Sue 735

SAM COOKE



SAD MOOD (Kags, BMI) (2:21) — LOVE ME (Kags, BMI) (2:21) — Cooke contributes a feelingful reading on "Sad Mood," an emotion-packed rockaballad with "Chain Gang"-styled chorus work. Flip is a poignant ballad. "Sad Mood" is the stronger side. RCA Victor 7816

THE VISCOUNTS



WABASH BLUES (Feist, ASCAP) (1:59) — A driving reading of the oldie by the instrumental group that should pull juke coins and sales. Flip is "So Slow" (Cypress, BMI) (2:03).

Madison 140

RAY PETERSON



corinna, corinna (Mills, ASCAP) (2:38) — Peterson, who recently left RCA Victor, warbles with tenderness and showmanship on an appealing tune, based on the old p.d. blues. Flip is "Be My Girl" (Gregmark, BMI) (2:12).

Dunes 2002

THE SHIRELLES



WILL YOU LOVE ME TOMORROW (Aldon, BMI) — BOYS (Ludix, BMI) — The gals are hot right now with "Tonight's the Night," and they have two more sides here that can step out. A slight edge goes to the top side, a good ballad with big ork backing. Flip, a swinger with blues backing, also has a good chance. Scepter 1211

MARIJOHN WILKIN



WHIP-POOR-WILL (Cedarwood, BMI) (2:15) — Marijohn Wilkin, well-known country cleffer, comes thru with a bright reading of an infectious ditty over stylish support. Flip is "If You're Sure" (Cedarwood, BMI) (2:57).

Columbia 41826

ANITA BRYANT



WONDERLAND BY NIGHT (Roosevelt, BMI) 3:15)
PICTURES (Planetary, ASCAP) (2:16) — Miss Bryant has the first lyric version of a tune, "Wonderland," that's already on the charts in two other versions. This is stylish enough, however, to gather plenty of the action. Flip is a nice ballad side that also has a chance. Carlton 537

ADAM WADE



DREAMY (Octave, ASCAP) (3:04)—GLORIA'S THEME (Robbins, ASCAP) (2:50) — Adam Wade can have two big sides here. "Dreamy" is the Erroll Garner tune, and Wade sells it dreamily; flip, also potent, is from the flick "Butterfield 8," and Wade sings it with feeling.

Coed 541

(Continued on page 37)

## MUSIC PUBLISHER INFORMATION:

Data naming the publishers of recorded tunes is provided by The Billboard in four different stages of a record's life: (1) All new single record reviews each week show the names of the publishers of each tune. (2) When a record is listed on the Hot 100 for the first time, publisher information is included in the special box which appears in the news section each week. (3) The week's Best Buys, naming the hottest breaking records on The Hot 100 in the box which appears at the top of this page, also provides publisher data. (4) The top 30 tunes each week are listed in The Honor Roll of Hits, which also gives full publisher information.

# THE ORIGINAL SERVICES

A TEENAGE PRAYER

Voted #1 on

MURRAY KAUFMAN'S SURVEY

WINS, New York

To those in the industry
who recognize that most
single records are purchased
by teenagers, we present
the great teenage standard

MURRAY KAUFMAN
Rated #1
NEW YORK NIGHTTIME RADIO
Congratulations!

# A TEENAGE PRAYER

performed by 19-year-old

# JOHNNY POWER

with members of the NBC Symphony Orchestra under the inspired direction of RICHARD WESS

TRIODEX RECORD #103

HAPPENING!!! The newest and most popular dance fad of all...

# LAZY TWIST

The original instrumental version by

# THE CHALLENGERS

TRIODEX RECORD #102

ALBANY, NEW YORK CHARLOJTE, N. C. DENVER, COLORADO Pan American Dist. Seaboard Dist. Co. F & F Enterprises ATLANTA, GEORGIA CHICAGO, ILLINOIS DETROIT, MICHIGAN Southland Dist. Co. M. S. Dist. Co. Aurora Dist. Co. BALTIMORE, MARYLAND CINCINNATI, OHIO EL PASO, TEXAS General Dist. Co. State Dist. Co. M. B. Krupp, Inc. BOSTON, MASS. CLEVELAND, OHIO HIALEAH, FLORIDA Dumont Dist. Co. Tone Dist. Co. Concord Dist. Co. DALLAS, TEXAS. BUFFALO, NEW YORK GREAT FALLS, MONT. Music Service Co. M&N Dist. Co. Big State Dist.

t. Trinity Record Dist. M
HOUSTON, TEXAS N
United Dist. Co.
INDIANAPOLIS, IND.
Indiana State Dist.
KANSAS CITY, MO.
Commercial Music
LOS ANGELES, CALIF.
Record Merchandising

EAST HARTFORD, CONN. MEMPHIS, TENN. NEW YORK, N.Y.
Trinity Record Dist. Music Sales Co. Alpha Dist. Co.
HOUSTON, TEXAS MINNEAPOLIS, MINN. OAKLAND, CALIF.
United Dist. Co. Hellicher Bros. Chatton Dist. Co.
NDIANAPOLIS, IND. NASHVILLE, TENN. OKLAHOMA CITY, OKLA
ndiana State Dist. Music City Dist. A-1 Record Dis

ASHVILLE, TENN. OKLAHOMA CITY, OKLA.
Music City Dist. A-1 Record Dist.
NEWARK, NEW JERSEY PHILADELPHIA, PENNA.
Essex Dist. Co. Universal Dist. Co.

NEW ORLEANS, LA. PHOENIX, ARIZONA Record Sales, Inc. M. B. Krupp, Inc.

PITTSBURGH, PENNA. Standard Dist.

> SALT LAKE CITY, UTAH Great Western Dist.

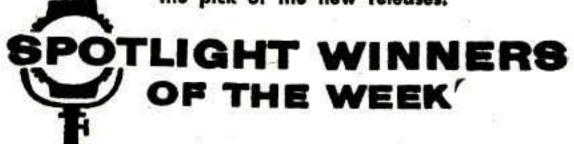
SEATTLE, WASHINGTON Stanley Dist. Co.

M. B. Krupp, Inc. ST. LOUIS, MISSOURI Commercial Music, Inc.

TRIODEX, INCORPORATED • 41 West 57th Street • New York 19, N.Y. • PLaza 3-2270 • Bill Buchanan, President

## Reviews of THIS WEEK'S SINGLES

the pick of the new releases:



Strongest sales potential of all records reviewed this week.

Continued from page 35

SAFARIS



SHADOWS (Eldorado, BMI) (2:30) — The group sells the moving story of two shadows on a window shade in meaningful fashion. Solid potential in both pop and rhythm and blues. Flip is "In the Still of the Night" (Angel, BMI) CARMEN McRAE Eldo 110

JOHNNY MATHIS



HOW TO HANDLE A WOMAN (Chappell, ASCAP) (3:02) — WHILE YOU'RE YOUNG (Cathryl, ASCAP) (2:53) — Mathis has two warm, lush ballad stylings here. First up is a lovely song from "Camelot," new Lerner-Loewe legiter opening soon in New York. Flip, not to be confused with the oldie, "While We're Young," is in waltz tempo and has an equally good sound.

Columbia 41866

TERESA BREWER



WHEN DO YOU LOVE ME (Rose, BMI) (2:41) — HAVE YOU EVER BEEN LONELY (Shapiro-Bernstein, ASCAP) (2:14) - The thrush wraps up a wistful countryflavored theme, "When Do You Love Me," in a heartfelt POPULAR \*\*\* vocal. She also pipes pertly on the flip, an attractive oldie. "When Do You Love Me" has top potential, but both sides are strong. Coral 62236

JOHNNY OTIS



THE JELLY ROLL (Eldorado, BMI) (2:28) — THE NEW BO DIDDLEY (Arc, BMI) (2:23) - Johnny Otis debuts on the Eldo label with a first-rate reading of two \*\*\* Oh! Look at Me Now-The famipowerful sides. "Jelly Roll" is a swinger that could get much action, and the chanter sells the flip, a new version Hendricks ork. An interesting side with a of the Bo Diddley hit, with fervor.

MARK DINNING



THE WORLD IS GETTIN' SMALLER (Milene, ASCAP) (2:45) — SHE CRIED ON MY SHOULDER (Sigma, ASCAP) (2:18) — Two lovely performances by Mark Dinning that could bring him back to the hit ranks. Top ballad tells about kids who need a place to be alone; flip is a ballad of love that is gone. M-G-M 12958

GOOGIE RENE



THE SLIDE, PART II (Recorde, BMI) (2:35) — Here's a slow, saucy instrumental, performed with spirit by the Rene crew. It has a lot of warm blues sound and could grab sales. Flip is a slighter instrumental version of the same tune, "The Slide, Part I" (Recordo, BMI) (2:40). Rendezvous 134

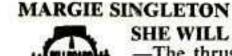
AL KASHA



SING (Merrimac, BMI) (2:07) - Kasha, formerly with Warner Bros., bows here with a sock rhythm reading of a swinging, driving tune, with a touch of gospel. Flip is a ballad, "One of Them" (Merrimac, BMI) (2:25).

Brunswick 55200

Country & Western -



SHE WILL BREAK YOUR HEART (Conrad, BMI) (2:43) -The thrush is in excellent form on this multi-track fem version of Jerry Butler's hit, now on the charts. Gal handles it warmly indeed. Watch it. Flip is "Voices of Love" Mercury 71733 (Bayou, BMI) (1:45).

BOB WILLS AND TOMMY DUNCAN



GOODBYE LIZA JANE (Southern, ASCAP) (2:26) -Here's a happy, finger-snappin' hoedown number by the boys, who've been hot on the country charts recently. Side has a great country band sound and a good vocal. This can go. Flip is "Image of Me" (Red River Songs, Liberty 55264 BMI) (2:20).

Rhythm & Blues —

B. B. KING



FISHIN' AFTER ME (Modern, BMI) (2:25) — THINGS CARL DOBKINS JR. ARE NOT THE SAME (Modern, BMI) (3:00) - Two of the very best sides by the "Blues Boy" in a long time. First is a bouncy blues with a sort of hypnotic tempo. Flip is another blues, relaxed and stylish with a good bank sound as well. Watch this pair. Kent 351

WADE FLEMONS



AIN'T THAT LOVIN' YOU BABY (Conrad, BMI) (3:25) -PLL COME RUNNIN' (Conrad, BMI) (2:05)—Two solid, rhythmic excursions by the fine chanter with fem THE FOUR LADS chorus support. Flemons has had good success and \*\*\* Just Young-KAPP 5219-Expresthese can come thru again for the blues artist. Both have teen-styled ballad. Also spinnable. (Peer A strong side that has possibilities, (Brujem, a chance.



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

(Reviews appear elsewhere in this issue)

— Pop Disk Jockey Programming —

\*\*\* THE VERY THOUGHT OF YOU (Witmark, ASCAP) (2:30)

\*\*\* OH, LOOK AT ME NOW (Embassy, BMI) (2:15)-Mercury 71716

MARV MEREDITH & HIS ORK

\*\*\* SALVATION ROCK (Shapiro-Bernstein, ASCAP) (2:19)-Strand 25021

VERY STRONG SALES POTENTIAL

CARMEN MCRAE

\*\*\* The Very Thought of You-MER-CURY 71716-The lovely Ray Noble tune is sung mighty well here by Carmen McRae over tasteful support. Her best side in a long while and one that could move. (Wit-

liar oldie receives an up-tempo reading from the thrush over fine backing by the Belford Eldo 106 chance. (Embassy, BMI) (2:15)

THE FLEETWOODS

\*\*\* Confidential - DOLTON 30 - A soft, crooning ballad effort by the group. The cat takes a pleasant lead abetted by nice chords from the gals. This has strong chance. (Prestige, ASCAP) (2:15)

\*\*\* I Love You So-The "Mr. Blue" kids have a slow ballad with triplet backing. It's soft and much in the tradition of their earlier hits. Side is worth watching. (Commodore, BMI) (2:00)

**ETTA JONES** 

\*\*\* People Will Say We're in Love-KING 5424-Miss Jones has been getting plenty of action lately and this hip, swingin' version of the "Oklahoma!" standard can grab a lot of play. Gal sings up a storm. (Williamson, ASCAP) (2:19)

\*\*\* When I Fall in Love-The great standard tune is done in a classy manner by 'he thrush in slow tempo against a jazz-inspired backing headed by a flute. (Young, ASCAP) (2:49)

LESTER LANIN & ORK

\*\*\* This Could Be the Start of Something-EPIC 9426-A swinging reading of the Steve Ailen tune by a swinging Lester Lanin crew. This side could be a big one. Two strong efforts by Lanin.

\*\*\* Blue Tango Rock—The old Leroy Anderson hit, "Blue Tango," is handed a rocking performance by the Lanin crew here. The band sounds mighty good and the side could happen.

BILL DOGGETT

\*\*\* (Let's Do) The Hully Gully-WARNER BROS. 5181-Bill Doggett bows on the label with a swinging instrumental version of the current hit. It moves and it could get a share of the coln. (Islip, BMI) (2:05)

\*\*\* Jack Rabbit—Here's a swinging side from Bill Doggett on his first slicing for the label. Strong wax. This side, too, is an instrumental (Islip, BMI) (2:28)

\*\*\* Lovelight - DECCA 31182 - A bright, infectious ditty is handed a smart reading by the chanter over stylish backing by chorus and ork. A side with a chance. (Sequence, ASCAP) (1:55)

\*\*\* Take Time Out-Another happy side by Dobkins as he tells how you have to take time out to love your girl while you have a chance. (Kavelin-Maverick, BMI)

Vee Jay 368 Int'i, BMI) (2:28)

\*\*\* Goodbye Mr. Love - The Lads' first Kapp disking spotlights their soothing vocal style on pleasant medium-tempo ballad material. Should pull spins. (Dundee, BMI) (2:24)

MARY MEREDITH & HIS ORK

\*\*\* Salvation Rock-STRAND 25021 -Unusual bell solo work is heard on this bouncy r.&r. item with a driving spiritual quality. Sock instrumental side with yule programming appeal. (Shapiro-Bernstein, ASCAP) (2:19)

\*\* Swiss Miss - Melodic theme is wrapped up in a pleasant instrumental treatment featuring bells on solo stints. Spinnable. (Shapiro-Bernstein, ASCAP) (2:08)

ETTA AND HARVEY

\*\*\* Spoonful - CHESS 1771 - Some wild and woolly shouting and singing here by the fine duo. Great beat backs them all the way. Watch this one. It can be a repeater. (Arc, BMI) (2:35)

\*\* It's a Crying Shame - The new teaming of these two fine artists was successful recently and this lively blues side could get plenty of action, too. (Arc-Jalynne, BMI) (2:30)

BUDDY HARMAN

\*\*\* Bye, Bye Love-WARNER BROS. 5180-Here's a wild performance of "Bye, Bye Love," the old Everly Brothers hit, by the Harman group. It rocks. Could get action if exposed. (Acuff-Rose, BMI) (2:28)

\*\*\* Drum Twist - The instrumental combo, with voices in the backing, plays this driving instrumental in solid fashion with horns and guitars pounding away. (Acuff-Rose, BMI) (2:05)

## **GOOD SALES** POTENTIAL

JOE SENECA

19382-The chanter has a nice, tender quality as he sings this tune, a hit for Little here. Watch this. (Conley, ASCAP) (2:24) Willie John several seasons back. He performs against fancy fiddle backing in the triplet rhythm effort. Good job. (Jay & Cee, BMI) (2:19)

\*\* Forty Days and Forty Nights - A rhythm tune, with Seneca answering the chorus in a bright vocal offering. Backing against features strings, nicely arranged. (Skidmore, ASCAP) (2:07)

THE LIONS

\*\* No One - EVEREST 19388 - A bouncy rhythm effort, with a lead vocal in the style of Sam Cooke. The chanter is heard against nice, mixed vocal backing. Good performance. (Brujem, BMI) (1:53)

\*\*\* Giggles-A novelty job by the group. The outfit has a persuasive rhythm quality here, with a vocal delivery not unlike that of the Coasters in earlier hits, Side could get spins. (Brujem, BMI) (2:37)

FRANKIE LUCAS

\*\*\* So Long — MACK IV 3 — Frankie Lucas sells this rhythmic rocker with feeling sive vocalizing by the Lads on an appealing over attractive backing by ork and chorus. 9MI) (2:10)

\*\* I Want to Rock You, Baby-Once again, the chanter, aided by bright support, comes thru with a sharp reading of a snappy rhythm tune. Both sides have a chance althe flip may have a slight edge. (Brujem, BMI) (2:20)

THE MADISON BROTHERS

\*\* Trusting in You-APT 25050-The boys sell a rockaballad in warm style over listenable backing. (Tone Craft, BMI) (2:00)

\*\* What's the Matter, Baby-The boys belt a rocker with enthusiasm over a swinging backing. Has a chance. (Tone Craft, BMI) (2:02)

EDDIE WILLIAMS

\*\*\* Peace of Mind-DOT 16149-Eddie Williams is searching for "Peace of Mind" on this bright new waxing which he sings in Sam Cooke style. (Cadenza, ASCAP)

\*\* Songs of the Wanderer - The lad sells the oldie with much heart, aided by simple, yet attractive backing here. Both sides could get spins. (Daniels, ASCAP)

THE CHALLENGERS

\*\* Lazy Twist - TRIODEX 102 - The Challengers, who sound a lot like the Champs here, turn in a good performance on a wild instrumental with a good beat. (December, BMI) (2:16)

\*\* Goofus-Here's the oldie dressed up in a "twist" beat and given a rousing reading by the instrumental combo. Worth exposure. (Feist, ASCAP) (1:52)

RONNIE HEIGHT

\*\* No Date - ERA 3031 - Ronnie Height explains that he has no date on Saturday night, and he's upset about the whole scene on this cute novelty. Teen lyrics will help its sales. (Bamboo, BMI) (2:15)

\*\* Mr. Blues, I Presume-Another cute side by the lad, this time on a swinging novelty on which he comes thru with a bright vocal. Two listenable sides. (Pattern, ASCAP) (2:00)

MANDRAKE

\*\*\* The Witch's Twist - COLUMBIA 41858-Infectious instrumental side featuring effective guitar solo work and danceable tempo. (Aldon, BMI) (2:12)

\*\* Mandrake — Unusual guitar solo work on haunting theme with catchy beat. (Aldon, BMI) (1:58)

BROOKS ARTHUR

\*\* The Birthday Card-CAPITOL 4471 -The chanter shows off a good set of pipes on this big ballad which marks his debut on the label. Lad both sings and talks the song. (Stu-Dar, BMI) (2:10)

\*\*\* What Do You See in the Future-The chanter bows on the label with a bright reading of an uptempo swinger, aided by sharp support from the chorus and combo. Listenable wax. (Aldon, BMI) (2:16)

DEE AND DI

\*\* Just You-KEEN 82121-Dee and Di bow on the label with a warm performance on a listenable ballad. Worth spins, (Hermosa, BMI) (2:30)

\*\*\* Dream-The girls sell this attractive hunk of material with style over exciting backing. Two good sides. (Hermosa, BMI)

JOHNNY MADARA

\*\*\* Too Many Hound Dogs - SWAN 4063-Johnny Madara explains that there are just too many guys after his girl, mak-\*\* Talk to Me, Talk to Me-EVEREST ing it tough for him to even get a date. Bright novelty is handed a very good go

> \*\*\* Teen-Ager's Dream-"Why can't I use the car tonight, Dad?" asks the lad on this plaintive ballad. A teen-slanted side that has a chance in today's market. (Request, BMI) (3:15)

BUDDY KNOX

\*\*\* Lovely Duvey - LIBERTY 55290-The old McPhatter hit is updated by Knox with an interesting fiddle backing, Nice wax that could attract spins. (Progressive, BMI) (2:11)

\*\*\* I Got You - Knox has a cute rhythm side in his first outing on the label. He's backed by a fem vocal group. (Jackson, BMI) (1:47)

BOBBY COMSTOCK

\*\* Jezebel-JUBILEE 5396-The oldie is handed a veryeful reading with interesting chorus work on the backing. (Hill & Range, BMI) (2:00)

\*\* Your Big Brown Eyes-Comstock warbles with strong emotional impact on a moving r.&r. theme. (Percom, BMI) (2:12)

(Continued on page 39)

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on the heels of "let's have a party"

wanda jackson's "mean,

mean man

record no. 4469

. man, I Mean Buy It!

wanda jackson-mean, mean man dick clark's show-monday, november 14



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| 4 | #466—OL' MacDONALD   |
|---|--|
| 4 | #89 Cash Box "Top 100" #87 Music Vendor "Top 100" #62                        |
| 4 | Cash Box "Top 100"   |
|   | Music Vendor "Top 100" #100  |
|   | #1406—WINGS OF A DOVE  |
| 4 | ### Billboard "Hot C & W Sides"  |
| 4 | HA10—THERE'S NOT ANY LIKE YOU LEFT . Faron Young Billboard "Hot C & W Sides" |
|   | Cash Box "Country Top 50"  |
| 4 | Music Vendor "Top 50 C & W" #31  |
| 4 | 1423—LONELY LITTLE WORLD Jean Shepard Cash Box "Country Top 50" #24          |
| 3 | Music Vendor "Top 50 C & W" #36  |
| 4 | 4456—YOU'LL FIND OUT   |

## PICKED TO BE



## ACTUAL SELECTIONS BY THE INDUSTRY'S LEADING TRADES.

4469—MEAN. MEAN MAN
Billboard "Spotlight Winner"—"Wanda Jackson comes back in ber best 'Let's Have a Party' style . . ."

Cash Box "Pick of the Week"—"It's a sound romp on both vocal and musical counts, Looks strong"

4472—SOGNI D'ORO Billboard "Spotlight Winner"—"Sentimental Italian-flavored ballad is sung with romantic sincerity by Martin."

Cash Box "Best Bet"—"With enough airplay, this handsome ballad could make it."

4470—ON AND ON Tommy Sands Cash Box "Pick of the Week"-"Touching folk-type ballad gets a highly sincere reading from the popular songster."

4471—WHAT DO YOU SEE IN THE FUTURE

Cash Box "Pick of the Week"—"Capitol should have a new star burning on the wax horizon in the coming weeks. His name is Brooks Arthur. . . . Watch him!"

4464—FIRST THINGS FIRST Cash Box "Best Bet"-"Thrush and Benny Carter ork display lots of swing momentum on the optimistic item from the new musical, 'Tenderloin'."



## OUT THIS WEEK AND ON THEIR WAY TO YOU NOW!

4472—SOGNI D'ORO ...... Dean Martin HOW SWEET IT IS This Italian-flavored ballad can be bigger than "That's Amore."

4473—SANTA CLAUS PARADE ..... The Louvin Brothers IT'S CHRISTMAS TIME

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4475—SOMERSET GLOUCESTERSHIRE WASSAIL

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| This<br>Week  | Last<br>Week | Weeks<br>on<br>Chart |
|---|--------------|----------------------|
| 1. THEME FROM THE APARTMENT (Mills)                     | 1            | 17                   |
| 2. MR. CUSTER (Bamboo)                                  | . 4          | 7                    |
| 3. IT'S NOW OR NEVER (Gladys)                           | 2            | 14                   |
| 4. IN MY LITTLE CORNER OF THE WORLD (Shapiro-Bernstein) | 3            | 14                   |
| 5. CLIMB EVERY MOUNTAIN (Williamson)                    | 7            | 40                   |
| 6. GREEN LEAVES OF SUMMER (Feist)                       | • • • •      | 2                    |
| 7. LAST DATE (Acuff-Rose)                               |              | 1                    |
| 8. MISTY (Octave)                                       | 5            | 28                   |
| 9. ONLY THE LONELY (Acuff-Rose)                         | 6            | 12                   |
| 10. MY HEART HAS A MIND OF ITS OWN (Aldon) .            | 8            | 5                    |
| 11. DO RE MI (Williamson)                               | 9            | 40                   |
| 12. MR. LUCKY (Southgale)                               | 11           | 30                   |
| 13. SAVE THE LAST DANCE FOR ME (Rumbalero-Progressive)  | –            | 1                    |
| 14. CHAIN GANG (Kags)                                   | 13           | 3                    |
| 15. KEY TO LOVE (Mills)                                 | 14           | 5                    |

## Reviews of New Pop Records

Continued from page 37

LONNIE DONEGAN

\*\* Junco Partner-ATLANTIC 2081-Lonnie Donegan comes thru with a bright performance on a familiar folk effort over sharp backing by the ork. Could get some spins. (Frederick, BMI) (2:15)

\*\* Lorelei-The chanter sells this interesting tune in hillbilly style over happy backing by the ork. He even yodels on this side. (Tiger, GMI) (2:03)

type tune is sung neatly by Sharpe over slight, but interesting rhythm backing. Could get spins. (Gregmark, BM1) (2:13)

\*\* The Street Where You Live-The fine Lerner and Loewe tune from "My Fair Lady" is handed a stylish performance by the chanter. This could get spins. (Chappell, ASCAP) (2:17)

MARY PASTOR

\*\* I Want a Place of My Own in Your Heart - ROULETTE 4301 - Pretty multitrack piping on a pleasant, country-flavored ballad. Worth exposure. (Daywin, BMI) theme. (Midway, ASCAP) (2:52)

\*\* Certainly You Are-Vivacious chirping by the gal on an okay novelty-styled tune. (Midway, ASCAP) (2:18)

MEL TILLIS

\*\*\* Walk On, Boy-COLUMBIA 41963 -Dramatic sage-type song with catchy tempo is chanted with virile showmanship. Cedarwood, BMI) (2:45)

\*\* Say-Attractive r.&r.-styled tune is sung with verve by Fillis, (Cedarwood, BMI) (2:04)

JOHNNY BOND

\*\*\* Jealous Lead - 20TH FOX 231 - A tale of tragedy and death, in which little \*\* We Won't Be Sorry-ORCHID 945 Joe was found full of "jealous lead." Bond chants the tale with fitting Western feeling. As he sings, he's waiting for the law to nab him. Nice singing effort, (Red River, BMI)

\*\* A Kid Named Bill-Another strongly Westernish effort with the epic touch. This one's about Billy the Kid, the Western desperado. Side also has strong touches of the border area. (Fairway-LeBill, BMI) (2:34)

CHARLES K. L. DAVIS

\*\*\* Adventures in Paradise-EVEREST 19379-Here's the theme material from the 20th Fox TV film series, done in stirring style by the Hawaiian tenor. The tom tom beat is heard faintly behind the vocal. The fans of the singer will like this performance. (Robbins, ASCAP) (2:42)

\*\* Where on Earth - A ballad with a strong concerto feeling in the piano rhythm backing and the building quality. Davis handles it with style, building to a crashing climax. (Paramount, ASCAP) (2:40)

VICO TORRIANI & CHORUS \*\*\* Calcutta-LONDON 1944-A happy Continental effort with chorus and a vocalist, Torriani, handling the tune in German. Spinnable wax which has a place in jukes.

\*\* She Was Barely 18 - An interesting waltz treatment by Torriani with chick voices coming in with echo effects at the

(Siegal, ASCAP) (2:40)

end of passages. Song has a German Alpine quality and again, it has a bright sound. (Schaeffer's, BMI) (3:05)

THE SATELITES

\*\*\* We Like Birdland-PALACE 102--Infectious jazz-flavored thythm item with Latin tempo is wrapped up in okay group vocal. Spinnable wax for hip jocks. (Ace, BMI) (2:33)

\*\* Buzz Buzz - Frantic fast-moving novelty is accorded lively reading by lead singer and group. (Cash, BMI) (1:45)

DAVID THORNE

\*\* Annie Doesn't Live Here Anymore-CHOICE 10-The familiar oldie receives a warm performance from the chanter over pretty backing. Worth spins. (3:05)

MEL CARTER

\*\* I'm Coming Home - ARWIN 23-Chanter, who used to be with the Mahalia Jackson gospel group, bows on the label with a heartfelt reading of a tender rocka-

\*\* Sugar - Mel Carter, young chanter from Cincinnati, comes thru with an enjoyable performance on a pleasant rockabaliad. Lad has a style. (Daywin, BMI) (2:15)

THE HOLIDAYS

\*\*\* Then I'll Be Tired of You-ROB BEE 107-Expressive vocal work by lead singer on the pretty oldie with r.&r. tempo. (Harms, ASCAP) (2:20)

\*\* Lonely Summer - Emotional delivery by lead chanter on okay rockaballad, (Jeff Paul, BMI) (2:32)

JERRY THOMAS

-Effective rockaballad is wrapped up in sincere vocal by Thomas. (Pun-Jon, BMI)

\*\* That's the Price I Had to Pay-Thomas warbles with feeling on moving up tempo r.&r. ditty. (Pun-Jon, BM1) (2:15)

CLENTT GANT

\*\*\* Growing Strong-CHANSON 1004-Lively teen-appeal ditty is handed exuberant vocal stint by Gant and chorus, (Czar-Thunder, BMI) (2:02)

\*\* If I Could Pretend-Feelingful reading of okay rockaballad. (Czar, BMI) (2:07)

## MODERATE SALES POTENTIAL

\*\* Two Timer-EDBERT 100-Here's a breezy effort done in Philadelphia Mummers style with the saxes and banjos and unison chorus. Has a bright juke box quality about it. (Adrienne, ASCAP) (2:23)

\*\* Wild Flower-Artist offers a fair vocal on this mediocre song material by the Cori ork. (Adrienne, ASCAP) (2:08)

(Continued on page 44)

### MUSIC REVIEW

## 'Molly Brown' Opulent

Meredith Willson's music and lyrics in the Theater Guild-Dore Schary presentation, "The Unsinkable Molly Brown," are strictly in the tradition of the great show scores. The lyrics are by turn poignant and full of bounce and style, while they eschew the trite; in brief, they have little of the savour of Tin Pan Alley.

The score, via agreement among Frank Music, the Theater Guild, Dore Schary, Meredith Willson and Capitol Records-the show's chief backer and owner of the original cast rights-has been completely restricted until November 21, at which time the bright melodies will receive tremendous exposure. The original cast album was cut Sunday (13) and a flock of singles are in

For reasons of musical excellence—and the likelihood that Capitol will use every resource to put together the best possible recording-the original cast can be expected to be a boon to dealers around the country. Individual tunes which are strong potential singles hits include the fine march tempo song, "I Ain't Down Yet," a waltz, "Dolce Far Niente, "I'll Never Say No" and "Chic-a-pen." An unusual item of considerable novelty and charm is "Belly Up to the Bar, Boys."

Tammy Grimes, in the lead role, dominates.

"Molly Brown" received mixed reviews. However, it is a handsome and opulent show as well as tuneful, and it has a large advance sale. This, and the promotion of the score, is likely to keep it at the Winter Garden for a considerable period.

Paul Ackerman.

CONCERT REVIEW

## Elsa Lanchester a Delight

Elsa Lanchester offered a concert of some of her best material at the huge Hunter College auditorium last week. Much of the material is available on her new Verve album, "Cockney London," which was prominently displayed and sold in the lobby, thanks to the foresight of impresario Art D'Lugoff.

As ever, Miss Lanchester was a delight, showing her dramatic as well as musical background by her ability to shift emotional gears from tender ("When the Summer Comes Again") to comic ("Strictly Vertical") to melodramatic (an Osbert Sitwell poem in which a nurse murders her invalid patient) to wistful (the tune about the Cockney girl's romance with a plain, unemotional youth).

The criticism that must be leveled deals not with the above, but rather with Miss Lanchester's timing and routining. Perhaps it was the size of the hall after years of working in such intimate surroundings as Hollywood's Turnabout Theater, but Miss Lanchester's timing definitely was off on some selections, so that on some of her exists, the audience was uncertain that she had reached the finish. Also, her predilection for costume changes (there were at least seven) seemed extravagant for this program. Altho the duo pianist who worked together or solo in her absence were competent, their inclusion of Chopin and Beethoven solos\* had the audience baffled as to whether to take them seriously or to expect them to launch into a satire (they were dead serious).

These may be niggling points in view of the fact that the large turnout apparently enjoyed the bulk of the performance immensely and indicated this by the rate at which the LP's seemed to be passing over the counter. And that's what counts, for the rest can be straightened out prior to future appearances.

Sam Chase.



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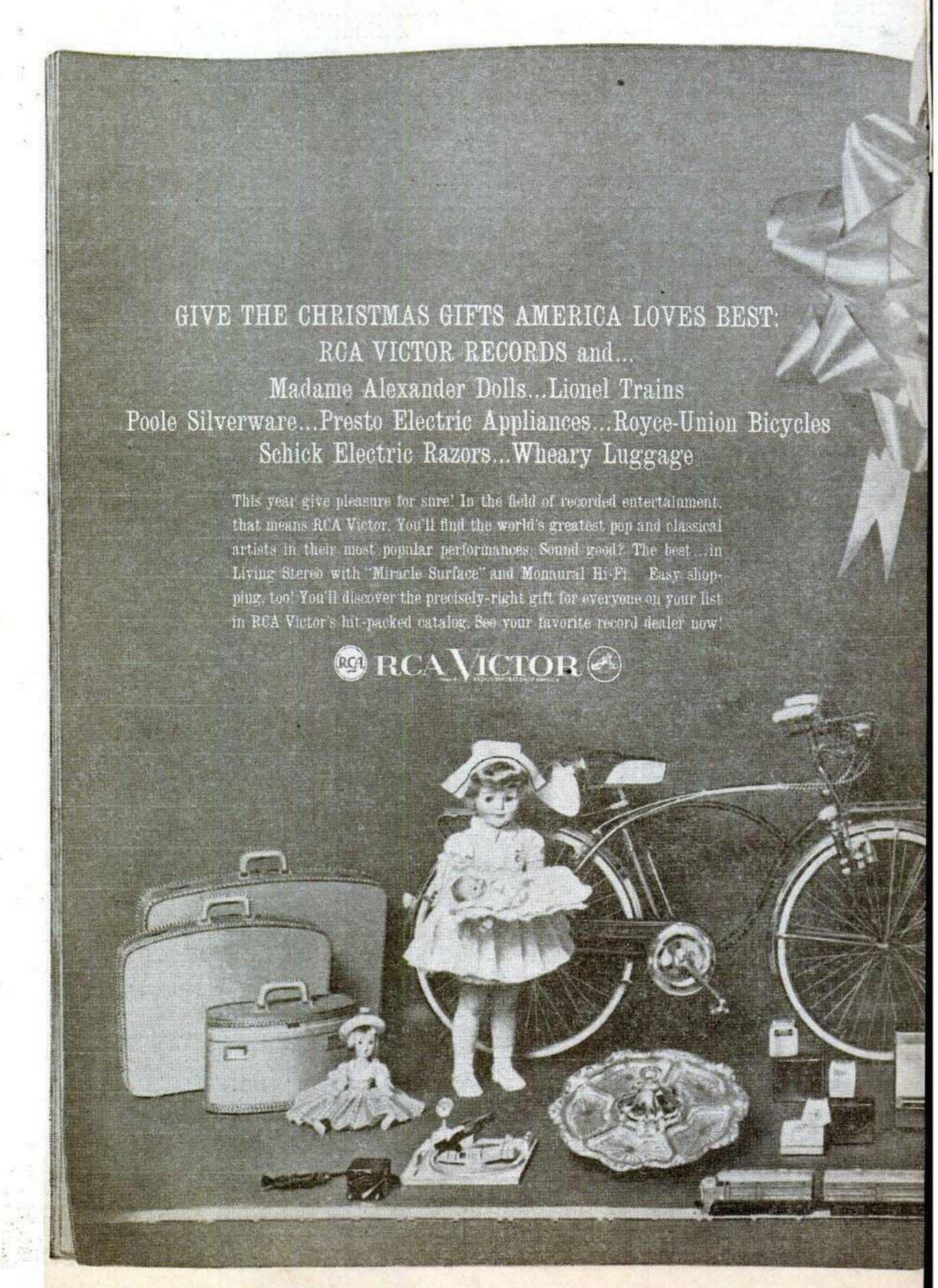
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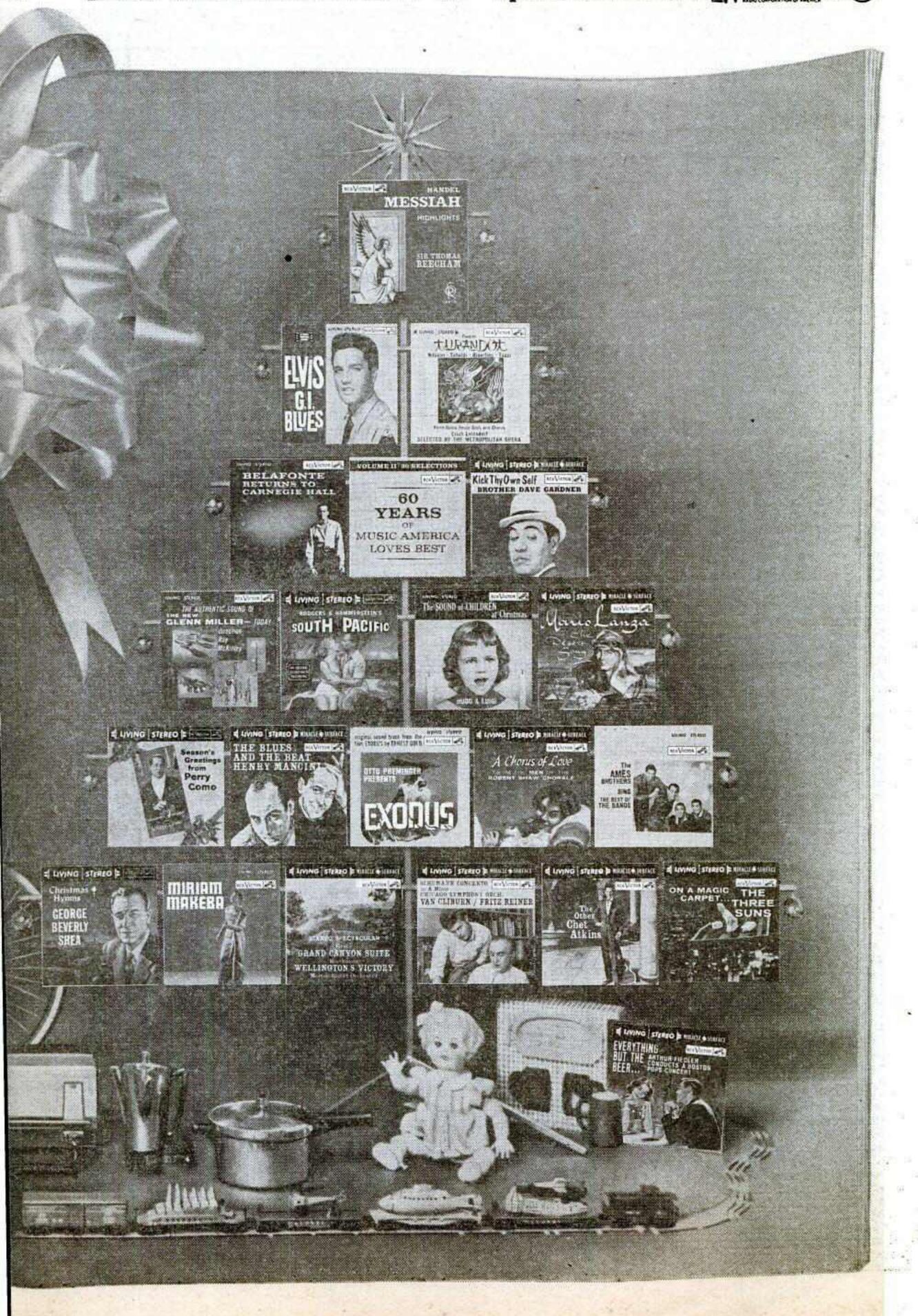
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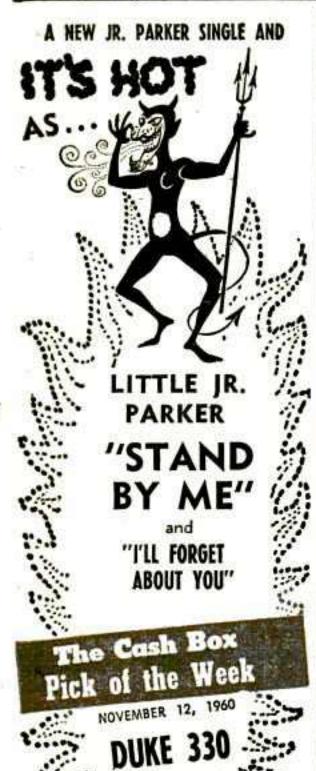
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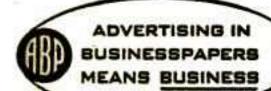
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## **FOLK TALENT AND TUNES**

By BILL SACHS -

#### Around the Horn

Much credit is due the management and staff members of Station WSM, Nashville, for their excellent planning and handling of the recent country music festival. Much time, money and effort went into making the ninth annual country music festival the usual howling success, with final attendance figures topping all previous marks and with those fortunate enough to make the event wending their way homeward with loud words of praise for those who handled the arrangements. The lofty status the annual event has attained in the musical business in general is best attested by the large number of important recording and publishing executives attracted by the three-day conclave. Congratulations to WSM and its departmental heads for a job well done!

On hand at the festival for the first time in years to greet his legion of country music friends and acquaintances was The Billboard's own Johnny Sippel, authority on c.&w. music and an expert on the recording and publishing business. Needless to say, the kid had a field day renewing old acquaintances. ... Fabor and Mary Robinson, who pioneered indie country labels such as Abbott and Fabor, which introduced such names as Bonnie Guitar and the late Johnny Horton, among others, have settled in Rio de Janeiro, where they have already launched their own new label. . . Little Jimmy Dickens is back in the groove again after weathering a long siege of arthritis.

Johnny Cash has acquired a stable of racehorses, with one of the bangtails, I Walk the Line, named after one of his first hits, due to start in the first race soon at the Agua Caliente, Mexico, track. . . . The Everly Brothers, Phil and Don, are still at the Warner Bros. acting school in Hollywood and expect to be there thru next spring. They have severed their booking contract with General Artists Corporation and are now free-lancing. . . . Fred Stryker, of Fairway Music, Hollywood, lost his father-in-law in Chicago over the weekend. . . . Ann Jones, King recording veteran, and hubby Hughie, have their fivepiece, .all-girl .band .playing military installations in the 50 States on a 52-week-a-year basis. Combo makes the jumps in a sleeper bus.

A new country music show titled 'Country Music Jamboree" made its bow October 29 on WBOW, Terre Haute, Ind., and will be become a regular Saturday feature, 9-10 p.m. Show's staff musicians are Loula Bell Si, Kenny Si, Red Harris, Bernie Waldon and Bobby Johnston. C.&w. artists traveling the territory are invited to drop by for a guest shot. . . . Pee Wee King's eldest son, Frank Jr., is on the freshman swimming team at the University of Alabama. . . Mrs. Joe Frank, widow of the veteran c.&w. talent booker and promoter, is nursing a broken arm. . . Harry Stone, former manager of WSM's "Grand Ole Opry" operation and more recently executive secretary of the Country Music Association, is now employed by a Tennessee State agency in Nashville. . . . Uncle Art Satherly, dean and the Slabach Sisters. Drop a of country and western a.&r. executives, now in retirement, is trying to sell his last remaining motel first Mercury release, "I Slipped holding near Savannah, Ga., and Out of Heaven" b.w. "Firewater plans to get back into the country Luke," is being mailed out to deefield as a personal manager or en-

danceries.

Upon his return to Nashville, October 29, following a week's engagement at the Casino Theater, Toronto, Hank Snow was promptly stricken with a severe attack of the flu which bedded him and caused him to miss greeting his many friends at the country music festival in the Tennessee city last week. . . . Mark Webb, young Indianapolis artist, has been inked by Charles Wright, Dallas agent, for a session to be cut in Nashville soon under the direction of Wright's associate there, Red Wortham. . . . Jimmy Littlejohn has been inked for an early session by Top Rank a.&r. chief, Paul Cohen. . . . Bobby Lee, recently signed by Decca Records, has his first release on the label titled "Sugar Love." . . . Minnie Pearl set for a banquet-show date at New York's Waldorf-Astoria, November 23, by the Jimmy Denny office, Nashville.

Webb Pierce, George Jones, Jimmy Dickens, Smiley and Kitty Wilson and Dee Don, currently on tour together, will be joined by Hank Snow for the November 21-29 period. Tour will take them thru Texas and the Pacific Northwest. Pierce's new Decca release is "Fallen Angel," which kicked off to a good start last week. . . . Bill Phillips, a member of the Johnnie and Jack and Kitty Wells turn is sporting a new Columbia release coupling "I've Found a True Love" and "How Could You?" . . . Ray Price and His Cherokee Cowboys last week embarked on a swing thru the Lone Star State. . . . Jim Reeves stops off in Independence, Ia., November 26, and St. Paul, Minn., November 27.

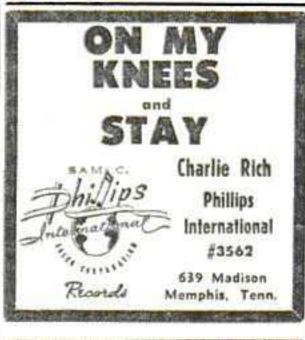
## With the Jockeys

Deejays who have not received a copy of Carl Sauceman's "D" release, "Please Be My Love," or Claude Gray's "Homecoming in Heaven," may obtain same by writing to to Walt Breeland, 8618 Anacortes, Houston 17. . . . "Due to the tremendous demand for country music in our area," writes John H. Touchstone, owner of KRIH, Rayville, La. "I am desperately in need of the latest releases from all the labels." . . . "I will say this," typewrites Robert M. Roe, c.&w. deejay at WCHN, Norwich, N. Y., "your column sure does get results. I wrote in a request for wax and got snowed under. Shirley Collie's wax, 'My Charlie' b.w. 'Didn't Work Out, Did It,' has broken in this area. The Sunshine Boys' sacred music has also hit the spot in this territory."

George Frank Sr., manager of Novart Song Publications and Novart Records, 202 Kent Street. Rochester 6, N. Y., will service with sample platters all deejays who write in on their station's letterhead. . . . Deejay samples of Charles Bryant's new release on the Peach label, "Aching Heart, Hush" b.w. "Don't Take My Woman Away," are available by writing to Yonah Music, Box 147, Louisville, Ga. . . . B-W Music, Inc., new platter firm with headquarters in Wooster, O., is sending out promo copies on four new country-gospel releases by Les Haven and His Playboys, George Green, Chet Good line to Quentin Welty, Box 337, Wooster, O. . . Eddie Noack's jays and librarians by Gabe Tucker, trepeneur of a chain of country 314 East 11th Street, Houston. Drop him a card.

FOR WEEK ENDING NOVEMBER 20 TITLE, Artist, Company, Record No. 3 3 4 EXCUSE ME, Buck Owens, Capitol 4412...... 9 4 4 3 (I CAN'T HELP YOU) I'M FALLING TOO, Skeeter Davis, RCA Victor 7767...12 6 9 11 BEFORE THIS DAY ENDS, George Hamilton IV, ABC-Paramount 10125... 6 8 8 9 I WISH I COULD FALL IN LOVE TODAY, Ray Price, Columbia 41767.... 7 5 5 5 I DON'T BELIEVE I'LL FALL IN LOVE TODAY, Warren Smith, Liberty 55248......11 13 10 10 LET'S THINK ABOUT LIVIN', Bob Luman, Warner Bros. 5172...... 6 10 6 6 HEART TO HEART TALK, Bob Wills & Tommy Duncan, Liberty 55260. 13 14 20 26 HERE I AM DRUNK AGAIN, Clyde Beaver, Dollie 7682................ 4 12 14 18 YOU CAN'T PICK A ROSE IN DECEMBER, Ernest Ashworth, Decca 31156... 4 22 — — LITTLE GUY NAMED JOE, Stonewall Jackson, Columbia 41785...... 2 - - NORTH TO ALASKA, Johnny Horton, Columbia 41782..... 26 22 21 THERE'S NOT ANY LIKE YOU LEFT, Faron Young, Capitol 4410...... 4 28 — — WANTING YOU, Jimmy Newman, M-G-M 12945...... 2 20 19 19 THIS OLD HOUSE, Wilma Lee & Stoney Cooper, Hickory 1126.......10 — — I THINK I KNOW, Marion Worth, Columbia 41799...... 

- 18 16 SHE'S JUST A WHOLE LOT LIKE YOU, Hank Thompson, Capitol 4386....14





## **New Blues Release** MIND YOUR OWN **BUSINESS BABE** LITTLE BLUE JEANS WOMAN by ARTHUR GUNTER Excello 2191 NASHBORO RECORDS, Nashville, Tenn.



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# IN LOVING MEMORY

WE, the friends of Johnny Horton who feel an emptiness where once stood a radiant personality, express our love and gratitude to those who join us in paying tribute to his memory. Ours is a much better and richer life because of his God sent talents and his influence for good.

We, the friends of Johnny Horton, are determined to work tirelessly and relentlessly to protect his memory and the welfare of his beloved family.

We, the friends of Johnny Horton, offer our prayers for the speedy recovery of his dear companions, Tillman and Tommy.

We miss you, John.

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## Reviews of New Pop Records

Continued from page 39

a martial tribute to the Alamo to tie in watching. (Figure, BMI) (2:24) with the release of the picture of the same name. Wax from he pic itself, however, is \*\* Angel Eyes - A slow rockaballad stronger. (Haffmark, ASCAP) (1:42)

\* Andy Jackson-A hand-clapper rhythm tribute to one of the early Presidents, also taken from the Walter Brennan album. (Hallmark, ASCAP) (2:01)

ROLLO AND BOLLIVER

\*\* Mildred, Our Choir Director-M-G-M 12684-Mildred, poor gal, is screaming as she hangs from the cliff but the boys have little interest as they drink their tea. A novelty reissue of the side which first came out a few seasons back. (Trinity, BMI)

\*\* The Hoobaschnob Machine-A bouncy rhythm novelty with banjo backing. The boys turn out the lyric in okay form but the flip is better. (Trinity, BMI) (2:09)

CHAMP BUTLER

\*\* Let's You and Me-FIVE-TEN 1001-The chanter returns to the scene with a medium-beat effort with only medium appeal. (Mamaleen, BMI) (2:24)

\*\* Rock Hudson Rock - Rockin' tempo outing by the chanter, who works in dualtrack style. The lyric has some novelty appeal here. (Mamaleen, BMI) (2:10)

MARSHALL AND WES \*\* One Grain of Sand - MILESTONE 2204-A medium rhythm number in which the pair give out with some basic proverbs of life and love. Fair sound in a countryish groove. (Lode, BMI) (2:10)

\*\* Time (Is Endless)-A Westernish tune with a suggestion of a south-of-the-border thythm. Fair effort wiht limited commercial prospects. (Lode, BMI) (2:25)

BOB CALLOWAY

\*\* Wake Up Little Boy Blue-UBC 1013 \*\*\* Good Old Soul (Parts I & II)--The old nursery tune, "Little Boy Blue," turns into a rockaballad item in this treatment by Calloway. Chanter has strong country roots (Tree, BMI) (2:28)

\*\* Made By Angels-A pleasant rockaballad is handled nicely against fiddle backing by the chanter. (Debbie, BMI) (2:57)

SANDY SOLO

\*\* Lament to Love-SEECO 6009-Mel Torme penned this pretty tune, and Solo handles it nicely on this pleasant waxing. (Wemar, BMI) (2:15)

\*\* I'm Through With Love - The fine oldie is performed in warm style by Solo over swing-fashioned backing by the ork. (Robbins, ASCAP) (2:46)

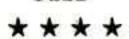
DANNY CRISTALE'S TORNADOES \*\* Snowflakes-HOME OF THE BLUES 114 - Attractive tune is chanted in okay fashion by Cristale and group. (Fre-Ron, BMI) (2:10)

\*\* I Should Have Left-Amusing novelty is chanted with good humor by group. (Fre-Ron BMI) (2:20)

MIKE HARRIS

\*\* Divine-ZUMA 102-Wistful reading of plaintive rockaballad. (Exbrook, BMI)

\*\* Just a Memory-Showmanly warbling on attractive rockabilly item. (Exbrook, BMI) (1:57)



HORACE SILVER QUINTET \*\*\* Strollin'-BLUE NOTE 1784-The \*\* Dance Around the Christmas Tree-

work, A satisfying side. (Ecaroh, ASCAP) vocal, too. (Jay Jay, BMI) (2:15)

\*\*\* Niea's Dream-The five-man group turn out sounds that should appeal to the fans. A tricky, Latinish rhythm is employed but the side is mainly for listening, (Ecaroh, ASCAP)

JERRY WALLACE

\*\*\* Angel on My Shoulder - CHAL-LENGE 59098 - Happy tune receives a warm performance from the lad over good backing by the orchestra. This is somewhat in the style of his "Primrose Lane." A good side. (Sherman-DeVorzon, BMI) (2:28)

\*\* There She Goes - A first-rate ballad is sung with feeling by Wallace on this side that could catch both country and \*\* Oh Christmas Tree-JAY JAY 230pop action. A strong effort. (Four Star, BMI) (2:40)

★★ Remember the Alamo — EVEREST | ★★★ Baby, Oh Baby-JOHNSON 104-19387-Here's a chapter from a recent Ever- This disk was out several years back. It's est album titled, "The Presidents," featur- a rock ballad with a touch of the meshugaing Walter Brennan. The Patriots are a type vocal performance. The side is getting vocal group in the cast, and here they offer some action on the West Coast and it rates

> with a pounding beat in slow tempo. (Sophisticate, BMI) (2:10)

JOE VILLA

★★★★ (She's My) All-American Girl-CAPITOL 4484-A bright and rollicking rhythm side with Villa assisted by a squealing fem chorus. The side has a cute banjo and bell sound with drums and a bass horn. Nice effort. (World, ASCAP) (2:19)

\*\* Mickey Mouse Got a Girl Friend-A cute, happy, novelty rocker. Villa gives it a lot of vitality along with the chick chorus. Cute side. (Sweeten-Wildcat, BMI)

THE INNOCENTS

\*\*\* Tick Tock-TRANS WORLD 7001 -Slow-paced ditty with teen-appeal is sung with feeling by the group. Boys are on the charts right now. (Maverick-Kavelin, BMI) (2:05)

\*\*\* The Rut-Catchy rhythm item is handed a bluesy ork treatment with an infectious tempo. (Kavelin-Maverick, BMI) (2:06)

SAMMY DAVIS JR.

\*\*\* This Little Girl of Mine-DECCA 31177-Davis had considerable success with Ray Charles' "I've .Got a Woman," and his present effort on another sock Charles tune-and in the fervent Charles styleshould pull plenty of play. (Progressive, BMI) (1:57)

\*\* Face to Face-Appealing ballad with swinging backing is warbled with showmanship by Davis. Side is from an album. (Alamo, ASCAP)



trumpet-tenor byplay with extended solos by by both. Rhythm backing is used. Dancers will find a lot of good medium rhythm here. (Groove, BMI)

THE DAVE BAILEY SEXTET

\*\* One Foot in the Gutter (Parts I II)-EPIC 2200-Tasteful jazz instrumental wax with effective sax and trumpet solo work on Part I and a pleasant piano solo stint in Part II.

THE MASTERSOUNDS

\*\* I Could Write a Book-FANTASY 550-Melodic vibe solo stint on the memorable "Pal Joey" standard. Good jazz jock

\*\*\* Golden Earrings-Restfully effective vibe solo work on the pretty oldie. (2:30)

DIZZY REECE

\*\* A Ghost of a Chance—BLUE NOTE 1777-Hornman Reece plays a soulful, slow interpretation of the standard. Okay wax for the boxes.

\*\* Blue Streak-A groovy, upbeat hunk of combo jazz by Reece with rhythm. Listenable and danceable. (Groove, BMI)

## Polka

LPL WALLY \*\*\* Auld Lang Syne—JAY JAY 229— Li'l Wally and the ork sings and plays the traditional New Year's song with excitement here, playing the tune with a polka beat. (2:20)

more rhythmic of the two sides has a The familiar ditty is played in bright polka sneaky beat and the cats blow up a nice fashion by the band and it should interest harmony pattern prior to the good solo the ork's many Midwest fans. It has a

LIT WALLY

\*\*\* Santa Claus Is Coming to Town-JAY JAY 228-Here's an unusual version of the oldie in polka style. It is a bright, happy side that should catch loot on juke boxes in polka territory from Scranton to Milwaukee. (2:25)

\* How Lovely Is Christmas-The ork comes thru with a happy Christmas song, with a vocal by the ork leader himself.



LPL WALLY Li'l Wally plays the familiar Christmas (Continued on page 46)

# Billboard

WEEKS AGO

FOR WEEK ENDING NOVEMBER 20

TITLE, Artist, Company, Record No. 2 9 12 HE WILL BREAK YOUR HEART, Jerry Butler, Vee Jay 354...... 4 1 4 6 LET'S GO, LET'S GO, LET'S GO, Hank Ballard and the Midnighters, King 5400.................. 6 3 3 GEORGIA ON MY MIND, Ray Charles, ABC-Paramount 10135..... 8 4 1 2 SAVE THE LAST DANCE FOR ME, The Driffers, Atlantic 2071...... 8 8 7 MY DEAREST DARLING, Etta James, Argo 5368...... 9 10 21 19 STAY, Maurice Williams, Herald 552..... 9 18 17 1 WANT TO BE WANTED, Brenda Lee, Decca 31149...... 5 6 2 1 KIDDIO, Brook Benton, Mercury 71652......13 18 24 29 LAST DATE, Floyd Cramer, RCA Victor 7775..... 21 20 11 YOU TALK TOO MUCH, Joe Jones, Roulette 4304...... 15 23 - A MILLION TO ONE, Jimmy Charles, Promo 1002......10 7 5 4 CHAIN GANG, Sam Cooke, RCA Victor 7783......12 26 22 24 HUSH HUSH, Jimmy Reed, Vee Jay 357...... 4 16 14 23 LET'S THINK ABOUT LIVIN', Bob Luman, Warner Bros. 5172..... 4 29 - - LOVE WALKED IN, Dinah Washington, Mercury 71696..... 2 

24 16 22 TODAY I SING THE BLUES, Aretha Frankin, Columbia 41793......

27 - 15 TONIGHT'S THE NIGHT, Shirelles, Scepter 1208...... 5

14 11 18 MY HEART HAS A MIND OF IT'S OWN, Connie Francis, M-G-M 12823.. 7

28 - - IRRESISTIBLE YOU, Bobby Peterson, V-Tone 214......

\_\_ \_ SUMMER'S GONE, Paul Anka, ABC-Paramount 10147...... 1

Moving on BLUE NOTE THE THREE SOUNDS THAT'S ALL/ST. THOMAS

BLUE NOTE 45x1758

HTIM2 YMMIL MAKIN' WHOOPEE/WHAT'S NEW BLUE NOTE 45x1765

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ANOTHER MILLION! **FATS DOMINO** 'NATURAL BORN LOVER' b/w 'MY GIRL JOSEPHINE' #57.04

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LOW PRICED POPULAR ★★★

weak collection of sides by B.G., but his

name value should help it sell on racks.

This presents the Goodman Sextet in its

middle-'50's period, with vocals by Rickey,

Nancy Reed and even one by Benny him-

self. Tunes include "Four or Five Times,"

'Oh Babe," "Walkin' With the Blues" and

Philly Joe Jones. Atlantic 1346-Modern

jazz drummer Jones leads a group of young

swingers on this excellently recorded album.

Jones splits the air with his highly explosive

are tunes associated with Dix Gillespie:

"Salt Peanuts," "Two Bass Hit" and

'That's Earl Brother." Set introduces two

relative newcomers: Michael Downs cornet,

and Bill Baron, tenor sax, Set should sell

The Jimmy Giuffre Quartet, Verve MGV

8387-A very fine set of tracks from the

quartet Guiffre had at New York's Five

Spot Cafe (recorded there) something like

six months ago. Six tracks make up the

record by Giuffre on tenor sax and clarinet;

and Bill Osborne, drums. All contribute

fine solos with Hall particularly excelling.

Smooth swinging jazz with some abstract

concept that may well appeal to the mod-

The Sonny Stitt Quartet. Verve MGV

8377 - Solid performances by Sonny Stitt

and his quartet on a group of standards.

Quartet consists of Stitt, Lou Levy, Leroy

Vinnegar and Mel Lewis, It's Stitt's set

all the way tho, and Sonny turns in some

attractive solos on "Sunday," "I Cover the

Waterfront" and "All of Me." It's hard

Jazz, but with more warmth and style than

Marsala, Darnell Howard, Cedric Haywood,

Frank Haggerty, Charles Oden and Earl

"Spanish Shawl," "Ida" and "Down by the

Watkins. The tunes include "Baby Face,"

\*\*\* HANDEL: ORGAN CONCERTOS

(COMPLETE) VOL II: CONCERTOS NOS.

Pro Musica Orchestra (Reinhardt) Vox

Box 24 - Three LP's spell the complete

glossary of organ repertoire, by one of the

masters of the concerto form. Two differ-

ent soloist, Walter Kraft and Eva Hoel-

derlin, are employed in the organ solo spots

in the European (Stuttgart) made recordings.

A number of other recordings cover various

segments of the composer's organ catalog.

This has the advantage of completeness and

a moderately good sound, for those fanciers

\*\*\* BACH: SUITE NO. 2 IN B MINOR: BRANDENBURG CONCERTO NO. 5

Antonio Janigro and the Soloisti di Za-

greb. RCA Victor LM 2468 - The solo-

isti di Zagreb has received much acclaim

for its concerts in the U. S. and this new

recording should interest its followers. With

Antonio Janigro featured on cello and also

conducting the group, the set should be a

strong classical seller. The group is excel-

lent in is reading of the "Brandenberg Con-

certo No. 5" and the "Suite No. 2" by

Vronsky and Babin. RCA Victor LM 2417

-Duo pianists Vitya Vronsky and Victor Babin play classical and light compositions

in an unerring style. Material is varied and should have a wide appeal, "Waltz" from "Swan Lake," "Waltz of the Flowers" and

"Concert Waltz," from "Der Rosenkavlier"

all well-known pieces, are teamed with the

likes of Stravinsky's "Circus Polka" written

originally fo circus elephants. Every com-

position was selected for the set because it

was music written for dance.

SEMI-CLASSICAL \*\*\*

many releases in the idiom.

Riverside." For serious fans,

CLASSICAL \*\*\*

10 THRU 16

of this school.

\*\*\* 176 KEYS

\*\*\* THE ORIGINAL JAZZ

\*\*\* SAXOPHONE SUPREMACY

to devotees of the hard bop school.

MAN SEXTET

Bye Bye Blues."

JA22 \*\*\*

\*\*\* IN PERSON

\*\*\* PHILLY JOE'S BEAT

## Reviews and Ratings of New Albums

Continued from page 32

## LOW-PRICED CHILDREN'S \*\*\*

\*\*\* DEPUTY DAWG Dayton Allen, RCA Camden CAL 1048-Deputy Dawg, the funny, friendly law man of TV comes to life in his first LP, designed for the lower age bracket kiddies. Here are six separate episodes, including a welcome to Mischa Mouse, the little creature from another planet. All these are taken from the sound track of various TV outings of the series. To add to the appeal, there are seven of the Dawg's little animal friends on the back cover, ready to be crayoned in color by the youngsters.

### COUNTRY & WESTERN \*\*\*

\*\*\* BROKEN-HEARTED MELODIES Cowboy Copas, King 720-The Cowboy has been on the pop charts lately via another label with "Alabam," which means this group of reissued material could develop some interest at pop counters. Business in the country marts would certainly be indicated. There are 14 tunes in all, including a great answer song of another day, "Signed, Sealed, Then Forgotten," plus "A Package of Lies Tied in Blue," "I Can't Stop Loving You," etc. Good recorded sound, with a good cover shot of the chanter.

## SPOKEN WORD ★★★★

\*\*\* REMEMBER THE ALAMO

Claude Rains, Noble NOM 102-A fine and inspiring reading of the story of the Alamo as it revolved around the three principal leaders of that besieged outpost: Davy Crockett, Jim Bowie and William Barrett Travis. Claude Rains does a superb job of reading the text by Michael Avallone. Accompanying music by Tony Mattola is fitting background; never intruding but always adding to the telling of the story. Altho not related to the John Wayne movie, · very fine production.

\*\*\* DE LEON ROARS

stable, in Fort Lauderdale, Fla., which produced the Woody Woodbury chartmakers. Jack De Leon has worked mainly in the Florida Gold Coast area, even as Woodbury, and here he presents a number of his typical routines, which make use primarily of the medium of impressions and mime. One bit, "Philip and Tony," has the Queen's Princess Margaret's hubby, the day before the wedding. A lot of laughs here, and the artist would figure to have a good chance to break out.

## RELIGIOUS \*\*\*

\*\*\* HALLOWED BE THY NAME Gordon MacRae. Capitol ST 1466 (Stereo & Monaural)-Serious and sincere performances of familiar religious tunes by Gordon MacRae, aided by the Van Alexander orchestra. "The Lord's Prayer," "Nearer My God to Thee," "The Little Brown Church in the Vale" and "Onward Christian Soldiers" are some of the tunes in the set.

## INTERNATIONAL \*\*\*

Religious fans will enjoy it.

**★★★★ LINE RENAUD AT THE** CASINO DE PARIS IN PLAISIRS

Capitol ST 10257 (Stereo & Monaural)-Mlle Renaud is a slick Gallic vocal talent, as she has proved earlier thru singles released here. In this set, she performs a program of nicely paced, contrasting rhythm numbers performed in her own appearances at the famous Casino de Paris. Everything's done in French, but that does not keep the gal from getting her message across with that smooth, slightly husky, typically French touch. A lot of good entertainment in this one and some bands make for good on-the-air material.

#### FOLK \*\*\*

\*\*\* THE RANDY SPARKS THREE Verve MGV 2143-Randy Sparks (heretofore a solo warbler), his wife Jackie and Paul Sykes blend pleasantly on this package of warmly sincere folk songs. They perform with good humor and considerable charm on "Three Jolly Coachmen," "Oh! Sally Brown," "Annie," "Oh Winmonweh," and

## LOW-PRICED SACRED \*\*\*

\*\*\* JOHN McCORMACK SINGS SACRED MUSIC

RCA Camden CAL 635 - This is the Jack De Leon. Duo D 2-Here's a new third Camden collection of old John Mccomedy waxing out of the Stereoddities Cormack songs, following a strong-selling collection of his Irish songs and a more recent one of operatic selections. Those on this disk include several familiar hymns and religious songs and some more ambitious works such as the recitative and aria from Beethoven's oratorio, "The Mount of husband giving a few words of advice to Olives"; also, Franck's "Panis Angelicus" and both the Schubert and the Bach-Gounod "Ave Maria." Should be a good sales item.

# GOOD SALES POTENTIAL

## POPULAR \*\*\*

\*\*\* TRAVELIN' WITH RAY

Ray Smith. Judd JLPA 701-This one should have strong appeal to country disk buyers as well as pop markets. Smith warbles with relaxed folksy appeal on a group of originals and standards. Selections include "Maria Elena," "Rockin' Little Angel," "Put Your Arms Around Me Honey," and "Speak Low."

\*\*\* THE STARDUST ROAD Various Artists. RCA Victor LPM 2246-Lovers of the Hoagy Carmichael-Mitchell Parish standard "Stardust" should cherish this package, which contains 14 different versions of the tune. Victor has culled "Stardust" waxings from its catalog by Artie Shaw, Benny Goodman, Wayne King, Tommy Dorsey, Glenn Miller, Carmichael himself, and others. Package could make interesting decjay seg.

\*\*\* SOUNDS FOR SICK PEOPLE Klaus Ogerman Ork. Shell S 1711 (Stereo Monaural)-The title of this package is misleading. True, the tunes are pegged on a medical theme-"Fever," "Dry Bones," "Heart," etc. - but the swinging arrangements are strictly in a healthy, listenable and danceable groove. Under Ogerman's direction, a group of ace musicians - Georgie Auld, Don Lamond, Al Caiola, etc,-provide standout jockey wax.

\*\*\* THE VOICES OF WALTER SCHUMANN

Capitol T 297-This collection of sides by Walter Schumann voices makes up a fine recording. The chorus sells the tunes in the warm, smooth style that made them a favorite when Schumann was alive. The sides include "Dream," "I'm Always Chasing Rainbows," "Fools Rush In" and "April in Paris." Fine mood jock wax.

\*\*\* MEET A HAPPY GUY Guy Pastor, Capitol ST 1465 (Stereo & izing by some smart Billy May arrange- Infectious rhythms,

ant set of pipes and his vocalizing is in the Sinatra tradition. Tunes include the title song, "Misty," "My Foolish Heart" and 'Bewitched."

#### \*\*\* WELCOME TO ZITHERLAND

of fine tunes on zither, backed by marimba, accordion and bass. The tunes are Continental favorites, such as "Symphony," "Summertime in Venice" and "Autumn Leaves." Listenable wax for specialty buyers.

\*\*\* BUGGIES, BUSTLES AND

BARRELHOUSE Wood, billed here as "queen of the ragtime pianos," turns in some bright, happy readings of a collection of familiar standards. Everyone knows the tunes, starting with "The World Is Waiting for the Sunrise," and ending with "Nola," and the lass plays them with spirit. Good wax for party even-

\*\*\* FOR YOU, FOR ME, FOR EVER-

The Anita Kerr Quartette. Decca DL 74061. (Stereo & Monaural) - The Anita Kerr Singers warble with dreamy, melodic effectiveness on a group of standards and oldies. Selections - all eminently spinnable for the material included. That material is -include "Never Leave Me." "Why Can't This Night Go On Forever," the title tune,

## \*\*\* ENCORE ITALIANO

Johnny Puleo and His Harmonica Gang. Audio Fidelity AFSD 5931. (Stereo & Monaural) — This is the fifth LP by Johnny Pulco and his Harmonica Gang on Audio Fidelity, and should equal the popularity of his earlier releases. The Gang produces brilliantly exciting stereo sound on a group Monaural)-Guy Pastor, who appeared with of famed Italian folk, novelty, pop and his father, orkster Tony Pastor, on an operatic tunes such as "Tarantella Calaearlier Capitol set bows as an album soloist brese," "Arrivederci Roma," "Italian Ca-with a listenable set, helped in his vocal-price," and themes from "La Traviata."

ments. Pastor the younger shows off a pleas-

Ruth Welcome, Capitol ST 1471 (Stereo & Monanral)-Ruth Welcome plays a group

Del Wood, RCA Victor LPM 2240-Del

### \*\*\* 97 KEYS

Paulena Carter. HI HI R 205-The piano

played by Miss Carter on this record is unusual in that it has 97 keys rather than the normal 88. The lady's touch is strong and full of appropriate dynamic intensity made up of 14 pieces that thru the years have come to be regarded as pianistic warhorses. "Malaguena," "Liebestraum," "Clair De Lune" and "Ritual Fire Dance" are only a few of the light classic favorites included,

## LOW-PRICED CHILDRENS \*\*\*

\*\*\* ANIMAL SONG PARADE

Various Artists, Columbia HL 9516 - A group of different artists play and sing some solid kiddle songs, including such popular items as "The Little White Duck," "The Teddy Bears' Pinic," "Frog Went A-Courtin" etc. Pleasant performances by

Patty McGovern, Bob Hannon, Burt Taylor, Ray Carter ork, 49'ers Quartet.

#### \*\*\* THE SWINGIN' BENNY GOOD-FOLK \*\*\* Harmony HL 7278 - This is a rather

\*\*\* TELL THE WORLD ABOUT THIS The Tarriers, Atlantic 8042-The Tarriers, on another label, once had hits with "Banana Boat Song" and "Cindy," (the latter with Vince Martin). Here the name is reconstituted with Bob Carey, the only holdover from the original trio. Now he teams with Clarence Cooper and Eric Weissberg, in a program of rather typical ballad and work song character, of the type that is currently enjoying plenty of popular acclaim. Such titles as "This Train" and "Take This Hammer," appear and the performances and playing are spirited. The set can enjoy sales if exposed.

\*\*\* AS I ROVED OUT (FIELD TRIP

drumming on seven tracks, three of which -IRELAND)

> Jean Ritchie. Folkways FW 8872 - An exquisite set of Irish folk songs sung by a variety of Irish artists all of whom have a Record chief Leonard Chess to a truly unpretentious style. The accompanying pamphlet tells of songs and their singers. Altho all have a wonderful charm "The Kerry Recruit," "With Kitty I'll Go" and 'The Magpie's Next," are especially appealing. Instrumental tracks feature fiddle, pipes and whistles in old song. A fine colection for those interested in Irish folklore.

## COUNTRY & WESTERN \*\*\*

\*\*\* THE MANY MOODS OF MOON MULLICAN

King 681-Here is Moon Mullican, in a group of sides made a number of years ago, playing and singing in many moods. Some of the tunes are serious, such as "Sweeter Than the Flowers No. 2" "Crippled for Life," and bright items including "Good Deal Lucille" and "Goodnight, Irene." There are instrumentals, "Pan Handle Rag" and 'Mexicali Rose," to name two. Good listening and good wax for Mullican fans.

### CHILDRENS \*\*\*

\*\*\* THE LITTLE MATCH GIRL AND OTHER TALES Kid Ory and his Orchestra. Verve MGV

Boris Karloff, Caedmon TC 1117-Another top-notch series of kiddle readings to 1023-For jazz fans who are interested in add to the growing list of Karloff performroots, this set is recommended. It features ances on Caedmon. Here are such immortal Kid Ory playing trombone in the old jazz styl- that started it all, supported by Marty fair tales as "Thumbelina," "The Red Shoes," and the title story, in addition to 'The Top and the Bald" and "The Swineherd"-all read with that especial Karloff warmth and glow, so neatly suited for capmore than most kiddie LP material, but it can compete, thanks to quality.

#### LOW-PRICED CHILDREN'S \*\*\*

\*\*\* BUSY POLICEMAN JOE; TALL FIREMAN PAUL

Leon Janney, Narrator. RCA Victor LY 102 - A good idea, well organized and well done. Seven songs complement the story of the policeman's job and six go with that of the fireman. The pleasant scripts are by Raymond Abrashkin who wrote the charming film, "The Little Fugitive." The tunes frequently are built on familiar songs or folk melodies. The results should intrigue the smaller fry who still are in the stage where they hope to grow up to be firemen or policemen.

## SACRED ★★★

\*\*\* BECAUSE OF HIM

The Speer Family. Skylite 5969 - The Speer Family of Nashville offer reverent vocal treatments of a group of moving sacred tunes. Items include the title tune, "I'm Gonna Trust in the Lord," "He's All That Need" and "He Set Me Free." Striking painting of Jesus Christ gives package a strong display value.

#### CHRISTMAS \*\*\*

\*\*\* CHRISTMAS SONGS FROM THE OLD WORLD

Arne Dorumsgaard. Monitor MF 323 -This is one of the most remarkable and charming collections of Christmas music on wax. Most of the 25 songs originated some 400 years ago in feudal Europe, then disappeared from common usage until rediscovered fairly recently. Collected from many nations, they reflect the delightful simplicity of the Baroque era as well as national characteristics. For a different and completely fascinating Christmas LP, this one can be strongly recommended.

#### SPECIALTY \*\*\*

\*\*\* COCKNEY LONDON

Elsa Lanchester. Verve MGV 15015 Elsa Lanchester (Mrs. Charles Laughton) has been a leading collector of Cockneytype songs for years, and frequently has performed them at concerts and theaters. Her new disk offers some fine examples, many of which are used in her current live appearances. These include the catch music hall strain, "Our Three Penny Hop," the tender "When hte Summer Comes Again," and the funny "He Didn't Oughter." Personal appearances should help sales.

## INTERNATIONAL \*\*\*

\*\*\* PORTUGAL: PORTUGUESE FA-DOS AND FOLK SONGS

(Continued on page 46)

## Four More Airer Sales Consummated

NEW YORK-Four more station purchase deals were finalized last week involving WMGM, New York; KXOK, and WEW, St. Louis and WTAC, Flint, Mich. Such sales are studied avidly by most record promoters and manufacturers, since new ownerships often result in a change of policy on disk shows, and/or personnel.

The Flint, Mich., sales is of particular interest to the trade since it was sold (for \$555,700) by Chess group of Philadelphia business men, including two Philly deejays -Gene Milner, WIP, and Tom

Reddy, WRCV.

Contracts were signed last week by which Crowell-Collier Broadcasting Corporation purchased WMGM here from Lowe's Theaters Broadcasting Corporation for \$10,950,000. It will be operated under the supervision of Robert Purcell, Crowell-Collier Broadcasting prexy.

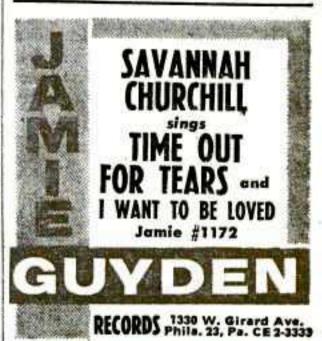
The Storz Stations received FCC approval last week on their purchase of KXOK, St. Louis, while Franklin Broadcasting bought WEW, in the same city,

for \$600,000.

## **Audio Fidelity** Discount Plan

NEW YORK - Audio Fidelity has a special November package program, involving five new album releases and a 20 per cent discount plan on the new product. turing the attention of children. This costs There is also a discount plan in effect during the period on 16 tapes in the current A-F catalog, according to Erv Bagley, national sales manager.

The album release highlights two new entries in the recently introduced "doctored for super stereo" series. These are "Percussive Big Band Jazz," with Bobby Christian, and "Baldwin Organ and Bongos," with Eddie Osborn. Others in the new group are "Berlin With Love," by Joe Basile; "Patachou Sings" and "Clancy Hayes' Dixieland Band."



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Monitor MFS 340 - The American disk GIVE TO DAMON RUNYON CANCER FUND

## Reviews and Ratings of New Albums

Continued from page 45

Marquez and Manuel Fernandes, who alternate on this disk, are in the same fine tradition. Their expressive handling of these very effective emotional folk outings makes for a highly satisfying disk. An excellent addition to the small number of recordings of this colorful music, with stereo giving a real plus.

buying public was introduced to the Por- | corded music, this is as fine a disk as can "Always" and "Wonderful One."

## MODERATE SALES POTENTIAL

#### POPULAR \*\*

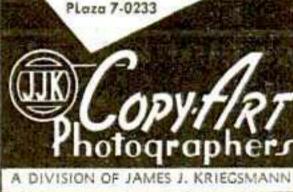
\*\* WALTZING THROUGH THE YEARS Michael Collins. Capitol ST 10254. (Stereo & Monaural) - For waltzing to re-

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tuguese fado, or song of fate, by the re- be found. Michael Collins and his silky markable Amalia Rodriguez. Young Maria British orchestra use arrangements that are just freshened up enough to make them current without altering the original intent or spiri of the music. Contents include such favories as "The Emperor Waltz," "Merry Widow Waltz," "Skaters Waltz," plus such more recent items as "Lover," "La Ronde,"

> \*\* TIGER ON THE HAMMOND Jackie Davis. Capitol ST 1419. (Stereo & Monaural) - Altho there is no shortage of Hammond organ LP's to choose from, this one is different enough to have special attractions. Jackie Davis has a distinct personality of his own, a lively jazz-oriented approach which is not far out and can attract any fan of pop organ playing. He is assisted by percussion as he romps thru a group of standards such as "You Took Advantage of Me," "Thou Swell," "You Do Something to Me," and "I've Got the World on a String."

## CLASSICAL \*\*

\*\* PFITZNER: 3 PRELUDES TO "PAL-ESTINA"; SYMPHONY IN C MAJOR, OP. 46

Berliner Philharmonic (Leitner). Deutsche Grammophon DGS 136022. (Stereo & Monnural) - Hans Pfitzner, who died in 1949 at the age of 80, is regarded as one of Germany's more important composers of this century altho represented on disks only with vocal works prior to this. He may be classified as both musical and romantic, and is frequently reminiscent of Wagner, This disk offers excellent examples of his orchestral composition in his brief Symphony and in the preludes from his gigantic five-hour opera, "Palestraina." Unfamiliarity will hold down sales, however.

\*\* BARBER: CONCERTO FOR VIO-LIN AND ORCHESTRA, OP. 14; FIRST SYMPHONY IN ONE MOVEMENT, OP. 9

Imperial Philharmonic Symphony Orchestra (Strictland). Japan Philharmonic Symphony Orchestra (Strickland). Composers CRI 137 - Samuel Barber is one of the best-known American composers. He shows his flair for the romantic style in the dramatic First Symphony which also shows the use of modern devices of composition. His lyrical Violin Concerto gets its premiere recording here and proves an interestingly lyrical addition to his efforts. Could get a play from collectors of contemporary Americana, altho those constitute a limited

\*\* ULYSSES KAY: SINFONIA IN E: GORDON BINKERD: SYMPHONY NO. 2 Oslo Philharmonic Orchestra (Barati). Composers CRI 139 - Ulysses Kay was one of a small group of composers who represented this country in a trip thru the USSR about a year ago. His Sinfonia is an original but easy to assimilate orchestral work which is striking without being startling. Gordon Binkerd's Symphony No. 2 marks his first entry into the LP catalog with a colorfully orchestrated dramatic work which could grow on a listener with repeated hearings.

## FOLK \*\*

\*\* THE UNFORTUNATE RAKE Various Artists, Folkways FS 3805-Here

is a study of the Anglo-Irish ballad known LITTLE DANNY as "The Unfortunate Rake" (soldier or sailor) and the numerous related versions Feelingful interpretation by singer on which it spawned thru the years and in other territories. Musicologist and scholar, Kenneth Goldstein, put the material, performances and notes together in a package which will have its main core of interest at the educational and collector level.

\*\* OLD TIME FIDDLE TUNES Jean Carignan, Folkways FG 3531 -

Reels, jigs, clogs and the like are played jauntily but with real artistry by Jean Carignan, a native of French Canada. Most of the tunes hall from there, but others are of \*\* I Want to Marry You-Frantic r.&r. out of place at a country dance in the U. S. With Carignan assisted by piano, second violin and Pete Seeger's banjo, the ensemble plays well enough to provide a country styled type of lively chamber music. Dealers can recommend for listening as well as dancing.

#### SPECIALTY \*\*

\*\* LAY MARTIN AT THE LORELEI Dyna D 104 (Stereo & Monaural)-Cover art shows Miss Martin as a curvaceous entertainer who sings a standard or two with some original material that's decidedly on the wordly side. Trio that accompanies Miss Martin includes accordion, bass and

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## Reviews of New Pop Records

Continued from page 44

carol ("Tannenbaum") in bright polka style, with a vocal by the leader, (2:55)

\*\* Merry Christmas, Mom and Dad-A happy Christmas waltz receives a happy reading from Li'l Wally on this new release. Will interest his fans. (Jay Jay, BMI)

LPL WALLY

\*\*\* Only a Girl - JAY JAY 226 - Old country-styled tune is handed a vocal in Polish by the boys here over fast tempo waltz backing.

\*\* Lovely Girl Polka-Same comment.

## Christmas

THE KINGSTON TRIO \*\*\* Goodnight, My Baby - CAPITOL 4475-Here's an attractive holiday song, adapted from the traditional "Goodbye, My Lover, Goodbye." The boys sing it with

charm and it can collect a lot of plays.

\*\*\* Somerset Gloucestershire Wassail -An English traditional idea is handled with warmth and spirit by the group. Both sides are from their album, "The Last group against gently rocking string backing. Month of the Year." (Granada, BMI)

RUTH LYONS

(Highridge, BMI)

\*\*\* All Because It's Christmas-CO-LUMBIA 41810-Veteran Cincinnati star has big following in Midwest. She can't sing very well but her warm sincerity comes thru, and it should attract her loyal fans. (Candee, ASCAP) (2:28)

RUBY WRIGHT \*\*\* Everywhere the Bells Are Ringing-Sprightly holiday tune is sung brightly by thrush. (Candee, ASCAP) (2:50)

PEGGY LEE

"Jirole Bells," with her usual sexy, whispery Two good sides. (Pru, BMI) (3:40) style. She's neatly supported by a kid chorus, Can catch a lot of spins. (Maytime,

\*\* Christmas Carousel—The gal offers a pleasant Christmas tune in three-quarter time. Another spinnable side. (Denslow,

THE MELODEERS

\*\*\* Rudolph the Red-Nosed Reindeer STUDIO 9908-A rock and roll version of the holiday standard by a male group. The boys turn in a rather old style rock reading, but the side can get action due to the different treatment. (St. Nicholas, ASCAP) (2:10)

\*\* Wishing Is for Fools-Another rocker in much the same tempo, except this side is not of a seasonal nature. Flip will get the attention. (Original, BMI) (2:01)

## Rhythm & Blues

\*\*\* Your Precious Love-SHARP 112gospel-flavored rockaballad. (Savoy, BMI)

\*\* Mind on Loving - Same comment. (Savoy, BMI)

THE CORRIDORS

\*\*\* Dear One-WILDCAT 0057-Effective sax solo work on backing of catchy rockaballad item with okay vocal. (E&M, BMI) (2:20)

Scotch or Irish origin and none would be ditty is sung with verve by lead warbler. (E&M, BMI) (1:50)

JOHNNY FULLER

\*\* She's Too Much-VELTONE 107-Fuller has something of the Jackie Wilson touch about him in this moderate-paced rocker, with fem choral support. Good performance and sound with a solid beat. (B-Flat, BMI) (2:30)

\*\* No More - A blues-oriented rocker Russian premier to go away, since the with Fuller exhibiting some interesting shouter tendencies. Flip, however, rates an edge. (B-Flat, BMI) (2:29)

\*\* MUSIC OF THE SPANISH AND PORTUGUESE SYNAGOGUE

Folkways FR 8961 - Recorded at the Bevis Marks Synagogue in London, this is a unique disk of the services of Sephardic Jews. The liturgical chants reflect their Iberian as well as Hebraic origin. The eight-page booklet accompanying the disk is as interesting as the music, since it reproduces entire pages from a long out-ofground of the music, as well as complete notes on each service. The record is of limited interest, the a major contribution in | ★★ I Gave Up This World-Same com-

## SUGARPIE DESANTO

\*\* Going Back Where I Belong-VEL-TONE 108 - The gal sings with herself (dual-track style) in this minor-flavored opus to moderate effect. Material has only slim appeal. (B-Flat, BMI) (2:25)

\*\* Wish You Were Mine - An okay rhythm number. She likes the way he cha cha chas, rocks and rolls, etc. Another dualtrack vocal by the gal. (B-Flat, BMI) (2:30)

FENDER (GUITAR) SLIM

\*\* Tender Rock-ENRICA 1006-A blues built on a simple riff pattern. Guitar playing is handled well in down home style. Good sound. (Enrica, BMI) (2:00)

\*\* Atomic Blues - This starts with the sound of a weird type of rocket take-off. then warms up to a nice, soft, blues guitar sound. Okay instrumental.

THE MEDALLIONS

\*\* Since You've Gone Away-CARD 1-A pleasant ballad with string-filled backing. Fair lead by a cat. (Sultan, ASCAP) (2:25)

\*\* Love Letters - The familiar oldie is handed an okay harmony reading by the (Famous, ASCAP) (2:29)

THE ROLLING STONE QUINTET OF AIKEN, S. C.

\*\* Slow Down-CHOICE 9-A happy, rocking spiritual by the mixed quintet. A wild shouter handles the lead, against an incisive guitar support. An exciting side, which should find a market, (Pru, BMI)

\*\* I Want to Know-The chorus provides some nice opening chords to introduce \*\*\* I Like a Sleighride-CAPITOL the chant by the lead. And the lad comes 4474—The gal offers a swingin' version of thru with a driving, rhythm performance.

BROTHER MCGHEE AND TERRY

\*\*\* I'm Gonna Tell God-CHOICE 7-A fine, old-fashioned blues-styled effort with a lot of interesting lines. Solid down-South harmonica solos by Terry are featured with the vocal by McGhee. Good interest on this side. (Pru) (1:45)

\*\* Study War No More-The folk pair turn out the traditional with their familiar harmonica, guitar sound plus a vocal. This could be of interest on boxes in the right locations, (Pru) (3:07)

## Country & Western

BILL PHILLIPS

\*\*\* How Could You? - COLUMBIA 41827-The chanter comes thru with a firstrate country weeper in which he asks his love how she could treat him so mean. Could catch country loot. (Cedarwood, BMI) (2:12)

★★ I Found a True Love—Typical country weeper receives a tender reading from Phillips over traditional backing, Listenable. (Cedarwood, BMI) (2:13)

DANNY RAY

\*\* Gone-VIN 1025-Deep-voiced chanting by Ray on folksy saga-song with country flavor. (Ace, BMI)

\*\* Love Me-Lively rhythm ditty is sung with showmanship by Ray. (Ace, BMI)

CHARLES CASHMERE

\*\* Please Be Sincere-WINSTON 1052-Pleasing yocal on wistful ballad with churchy flavor. (Slim Willet, BMI) (2:32)

\* All That Glitters Is Not Gold-Routine country-flavored item is sung nicely by Cashmere. (Slim Willet, BMI) (2:17)

THE AMERICAN LADS

\*\* Go Away Mister "K," Go Away -BLACK EAGLE 100-The Lads tell the Americans don't want him in the U. S. A. (Smokey Mountain, BMI)

\* Good Bye Now-Okay ballad is sold in so-so style here. (Smokey Mountain, BMI)

MADAM SOPHIE REED

★★ No Place in Heaven for the Sinner Man—FRIENDLY 1100—Fervent chanting print, 1857 book on the origins and back- by Madam Reed and chorus on moving spiritual. (Jericho, BMI) (2:35)

ment. (Jericho, BMI) (2:45)

RECORD INDUSTRY

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& DIRECTORY ISSUE

REVISIONS OF APRIL 25, 1960, ISSUE

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## Ronald Wise Dies at 56

BANGOR, Pa. - Ronald Wise, former classical a.&r. man for the Columbia Phonograph Company, and former associate music director at RCA Victor, died in this city October 10 at the age of 56. He joined RCA Victor in 1929 as record sales representative, after a career as an actor, and joined Columbia in 1936. After four years at Columbia he returned to Victor and was responsible for signing many important names. He helped build catalogs for both Victor and Columbia, and later on for Decca and Mercury. He helped set up distribution for Mercury during its early years.

#### Hank Locklin Joins Opry

NASHVILLE - Ott Devine, manager of WSM's "Grand Ole Opry," Wednesday (9) announced the signing of Hank Locklin, RCA Victor artist, to the "Opry" cast. He made his debut on the show Saturday night (12), Locklin, presently riding high on the charts with his "Please Help Me, I'm Falling," will continue to make his home in Milton, Fla., commuting to the "Opry" each Saturday.

**NOVEMBER 14, 1960** 

Communications to 188 W. Randolph St., Chicago 1, III.

THE BILLBOARD

# N. Y. World's Fair Space Sales Grow

Commercial Firms, Governments Reserve Big Areas at \$4 Per Foot

third of the available exhibit space erect and operate their own pavilis already applied for at the 1964- ions. '65 World's Fair. With the exposition's opening three and one-half years away, the response by industry and national governments has been exceptional, it is reported.

More than 25 major corporations and associations have asked for 1,123,830 square feet. Total available in the industrial section was 3,289,140. A result of the deluge has been the slicing of maximum space requirements from two acres to 50,000 square feet per exhibitor, except in the transportation section.

Exhibitors will occupy lots at a fee of \$4 per square foot for each

# Canada Fairs Set Meeting Nov. 28-29

TORONTO - Thirty-fourth annual convention of the Canadian Association of Exhibitions is set for Monday and Tuesday of this month (28-29) in the Lord Simcoe Hotel. The dates immediately precede the Chicago meetings of IAFE (International Association of Fairs and Exhibitions).

Emery Boucher, of Quebec's Provincial Exposition, association secretary, said an open invitation is extended to all attraction, midway and fireworks people, and others connected directly or indirectly with fair-exhibition work. There will be a four-session program spread over the two days, incorporating topics of interest to fair managers.

Officers of the association are J. K. Clarke, Ottawa, president; A. J. Anderson, Edmonton, Alta., vicepresident; Boucher; H. E. McCallum, Toronto, past president, and executives Alex Thomson, Truro, N. S.; Jean Alarie, Trois-Rivieres, Que., and A. P. Morrow, Vancouver, B. C. Honorary president is Douglas Harkness, minister of agriculture, and honorary vicepresident, Sam Foster, Toronto.

NEW YORK-More than one- of the fair's two years. They will

#### Exhibitor List Given

Reservations, most of them for maximum space, have been made by the following: Alcoa, American Gas Association, American Optical Company, A. T. & T., Arnold Baking Company, P. Ballentine & Sons, Borden's, Chase Manhattan Bank, of his status, is John C. Mullins of Coca-Cola, Pepsi-Cola, Corning Glass, du Pont de Nemours, Kodak, Edison Electric Institute, General Electric, IBM, Institute of Life Insurance, Liebmann Breweries, National Dairy Products, Pavilion of American Interiors, RCA, lins' association that of "an unoffi-Schaefer Brewing Company, Singer Sewing Machines, Travelers Insurance and Westinghouse.

the allotments are for larger plots, Ford Motor Company and General Motors have applied for seven acres each.

Also confirming their intent to exhibit are Mexico, Nationalist China, Bulgaria, Italy, the Holy See, the Soviet Union, the New England States, New Jersey, City of New York, and the federal government. Buildings will rise to a maximum height of 80 feet, more than twice as high as structures in other recent international exhibitions, the fair reports.

## Tofield, Alta., Gets New \$35,000 Rink

TOFIELD, Alta.—Built on the fairgrounds, a \$35,000 curling rink with an artificial ice plant will be in use this winter. It replaces a 35-year-old rink that had become was done by volunteers.

# TV Man Tops New Team at Freedomland

Mullins of Colo. Chosen; More Changes Pending

NEW YORK—The management team for Freedomland is undergoing another revision; with an eye toward permanence. Definitely on scene, with no official clarification Denver, a TV executive and former amusement park operator.

Both Webb and Knapp, major stockholder in International Recreation Corporation (Freedomland), and KBTV in Denver, termed Mulcial consultant."

Former Park Operator Mullins operated Crystal City In the transportation area, where Park in Tulsa, Okla., from the late

# WIS. STATE FAIR INKS SEDLMAYRS

Royal American Shows Set for '61; **Dates Overlap Two Regular Stands** 

The Sedlmayr show was selected Arthur, Ont. by the board after also hearing presentations earlier in the week from Floyd Gooding of the Gooding Amusement Company, and William T. Collins of the show bearing

Signing of Royal marks a complete departure in the midway operations at the big fair here. For many years a permanent amusement park, augmented by additional rides, shows and concessions, has been the fun zone for the fair. been the fun zone for the fair.

Dates of next year's fair are (Continued on page 58) August 11-20. As a result, these

MILWAUKEE - Carl Sedl- will overlap with the usual dates mayr's Royal American Shows of two other fairs played for many will provide the midway attractions years by Royal. These are the at the 1961 Wisconsin State Fair Douglas County Fair, Superior, here, Willard (Bill) Masterson, fair Wis., and the Canadian Lakehead manager, announced Friday (11). Exhibition, Fort William and Port

# Nets \$15,519

CEDAR RAPIDS, Ia.—The All-Iowa Fair Association wound up its 1960 fiscal period with a profit of \$15,519.96 before depreciation. Of this \$7,341.60 came from the annual fair and \$8,178.36 was derived from activities including auto races, rentals and other non-fair events.

The profit was lower than last year's \$20,542.83 with the decline credited to the condemnation of the grandstand at Hawkeye Downs. This cut down the number of still dates and reduced grandstand crowds during the fair.

Official attendance at the August fair was 168,340, second only to the all-time 175,454 registered at the 1953 fair. Fair paid total premiums of \$25,851.60, a new

The executive committee has been instructed to investigate plans and obtain estimates on a new grandstand to replace the old one which is being razed.

New directors are Anthony Scolaro and Stewart Shank. Re-elected were Rex Conn, president, and Edwin C. Evans, vice-president.

# CALGARY EX NETS **RECORD \$331,918**

## Gate, Grandstand Grosses \$590,313; \$222,661 Comes From Midway, Exhibits

CALGARY, Alta. - The Cal-| The year's surplus will be used luncheon meeting of shareholders. of the exhibition plant.

A net surplus of \$331,918 was recorded as compared with \$254,-586 in 1959.

Stampede week revenue totaled unsafe. Most of the construction \$1,241,735 compared with \$1,199,-493 last year.

gary Exhibition and Stampede, to retire some of the capital debt Ltd., enjoyed its best all-round year outstanding on the Big Four exin history despite a decline in gate hibits building and curling rink attendance at the annual summer as part of the company's plan to record. fair, it was reported at the annual put profits back into development

While a 25-cent boost in the general admission price had an effect on stampede attendance, gate and grandstand revenue hit a new high, totalling \$590,313, an increase of \$42,000 over 1959.

Midway, exhibits and concession revenue totaled \$222,661, up more than \$7,500.

Races Up

Net revenue from horse racing was \$68,632, an increase of more than \$7,500. While betting was ahead of last year, racing expenses were up sharply.

Combined operation of the Stampede Corral, Big Four Building, the Arena and the Agriculture Building brought a profit of \$79,-732 as compared with \$101,087 in 1959. A substantial deficit on operation of the Stampeder Hockey Club caused the drop in profit.

Net revenue from the Stampede Giveaway Home was \$45,534 compared with \$61,580 last year.

It cost nearly \$133,000 to produce the cowboy contests, including prize money and operational expense, an increase of \$3,000 over the previous year.

The over-all wage bill for the stampede was in excess of \$60,-000, up \$9,000 over 1959. General the Auditorium will be used to grounds expense totaled \$61,000 accommodate booths of automotive and exhibits expense topped equipment, educational exhibits and \$57,000.

During the year, \$126,420 was spent on plant improvements and development.

General Manager Maurice E. Hartnett, in his report to the shareholders, said in part:

(Continued on page 58) daily stageshows.

# **Auto Show Set** At Minneapolis By Max Winter

MINNEAPOLIS - "Cars and stars" will be co-featured at the sixth annual Upper Midwest Auto Show to be held in the Minneapolis Auditorium January 6-15, according to Max Winter, show producer.

Every 1961 American compact car and their larger versions will be included. The Auditorium will be transformed into a showcase for more than 160 special "show" cars. All exhibit area on both floors of miscellaneous services and prod-

Detroit factories are scheduling several futuristic cars for showing here. Imported cars, classic cars, custom models, antique vehicles, racing cars and home made cars It is a matter of record that also will be displayed. Winter said there was a percentage decrease in he was negotiating with several over-all attendance at the summer name acts to headline the twice-

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# Big Week Benefits Savannah, Ga., Fair

week of perfect weather, this year's thousand dollars more than last Coastal Empire Fair continued to year, once a Monday of light rain set new standards in attendance was gotten out of the way. and revenue. The seven days end-

SAVANNAH, Ga.—Aided by a ing Sunday (6) produced several

W. L. (Bill) Benton, fair president, said results were rewarding in all divisions. An 800 - seat bleacher section was erected and patrons saw free military entertainment during the week. Hunter Air Force Base and Parris Island Marine Base provided bands, judo

direct sales were the only units permitted, and Benton said the midway gross was a new record.

One of the big days was Friday, when schools were let out in deference to the Georgia Education Association meeting. The fair's awards again included \$250 scholarships and the springtime awarding of six calves to 4-H and FFA youths, with the provision that they exhibit at three consecutive fairs. This is credited with improving the

# Beatty Finds Fla. **Business Powerful**

Beatty & Cole Bros.' Circus has Friday (4) was light. But Saturday been rolling up good business in (5) had two near-full houses, while most of its Florida towns, and the Sunday afternoon was a turnaway few light days are outnumbered by and the night house was strong, the the big ones.

strong business, using the polo auspices.

FORT PIERCE, Fla. — Clyde | Miami was a three-day stand. show said.

Daytona Beach (1) had two very | West Hollywood (5) was light. good houses. It was the show's perhaps because of a new lot. Del fifth year in and this time it was Ray (8), however, gave big business. under Optimist auspices. West Fort Pierce looked big, with a Palm Beach came next (2) with \$6,000 advance and Shrine club

grounds as a lot. Fort Lauderdale At Miami the show was used by produced two straw houses, accord- a film crew for the making of a ing to the show, which had Lions TV commercial for a mustard com-

teams and other units. On the midway Gooding Amusement Company operated under Hal Eifort's direction, for the first time with no games. Rides, shows and

(Continued on page 58)

## NAAPPB Tells Pool, Kiddieland Convention Plans; Names Speakers

CHICAGO — Added details of the upcoming NAAPPB national landers will have an open period week by John S. Bowman. The convention and its allied International Outdoor Amusement Exposition will be at the Sherman be presented. Hotel here November 27-30.

Newly announced were plans for the beach and pool sessions.

(28) at the hotel's House on the Roof with John Philipps presiding. for 1961; an audio-visual presenta-C. W. Klassen, chief sanitary engineer of the State of Illinois will be the New Look" and a speech by the first speaker. Ralph Kuhli, director of water safety for the Merchandising Company on "How National Safety Council, will follow. Then Vernon Platt will report ation." Another major address on on a new way to teach children to the future of the business "Where swim. R. J. McCarthy, director of Do We Go From Here" will be the park activities at Government subject covered by Irv Wermont, convention and the industry. Services, Inc., will discuss a yearround program of services for pool operators.

The second day will have James H. Carnahan presiding and speakers will include John Naughton, on insurance; and a panel made up of Milton Metsky, Eddie Cole, Arthur Yellen, and Chuck Foster, about promotions at pools.

A. O. Smith, of A. O. Smith Corporation, will be the final speaker of that day.

Wednesday (30) will bring a problem solving clinic and a round- land's brand new Memorial Colitable discussion plus a talk by Richard L. Brown, of the Red \$8,000,000 glass showcase and to Cross.

#### Kiddieland Details

Monday (28) speakers will include Jim McHugh, of the Billboard Publishing Company; Don J. Beeve of the U. S. Karting Association; Nets \$10,720 George Nissen, of the Nissen Trampoline Company; Robert Gast, St. Bornstein, of Swope Railways at Kansas City; Ed Ettinger, Disneyland public relations director, and Ted Kruse, Chesterton, Ind., operator. There also will be panels and open discussions at the sessions. Location will be the Chicago Room of the Hotel Sherman.

Joseph Fowler, of Disneyland, will open the Tuesday (29) session with a talk about "Themeland Imagineering". Maynard Reuter, of Billboard Publishing Company, will lead a panel discussion of liability insurance problems. Panel members will be John Logan Campbell, Fred Lauerman, Clem Schmitz, John Naughton, and Albert T. Lenz.

## Zoo Project For Hartford

James F. Kinsella has named a season Saturday (5) in Decatur, nine-member zoo commission to Ala., after several days of rain, co-ordinate efforts for a proposed unseasonably cold weather and farmyard zoo in Connecticut's cap- poor business. ital city.

appointed at the request of Coun- and sprains suffered when his car cilman Thomas H. Corrigan, edu- was struck by another vehicle.

convention were announced last for attendance at the tradeshow and then they will join the regular NAAPPB sessions for the noon luncheon, when annual awards will

Main Sessions

The general business sessions will include: Association president Rob-These get under way Monday ert L. Plarr's keynote address, which will be a business forecast tion, "Meeting Competition With William Fishman of Automatic to Profit From Your Trade Associ-

On Wednesday (30) the kiddie- author, humorist and educator.

One of the highlight speakers of the general session will be Dr. Herb True, former professor Notre Dame University and now Director of the Institute of Visual Research of South Bend, who will discuss "What Makes Men Great." Also on the agenda is a talk by Gov. Howard Pyle of the National Safety Conncil on "Safety in the Sixties."

"Getting the Most Out of Group Business" will be the subject of panels composed of past association presidents and moderated by Harold E. Gorry, manager of Bob-Lo Amusement Park.

Wednesday's (30) general session will be the presentation of the NAAPPB Oscars and awards for outstanding contributions to the

## PORTLAND OPENS **NEW COLISEUM**

'Holiday on Ice' Plays to Throngs; Trade Fair Also in for Opening

10,500 persons thronged into Portseum Thursday (3) to open the big

PORTLAND, Ore. - About | see the first performance in it, a

Manager Don Jewel reported the opening. He said advance sale for "Holiday" indicated record busi-

Also in the building for the opening was the 100-booth Columbia Basin Products Exposition and Trade Fair, a display and sale of items which move thru the Portland area ports. Members of the Portbought 7,000 seats for the opening night in the building. Next year's Rose Festival will use the Coli-

There are 9,000 permanent and

## FIRST LIVE DATE IN U.S.

# Gaby, Fofo, Miliki Charm N. Y. Latins

NEW YORK — "Gran Circo Hispano" brought Latin show operators Gaby, Fofo and Miliki to ringer with elevated stage and will New York for two theater engagements last week. The three brothers had built a major tenting operation prior to the change in administration in Cuba. Widely known in Latin America, their only U. S. exposure had been a twoand-a-half minute stint on the Ed Sullivan TV show in 1958. .

Seventeen performances were of-Juan stage, November 2-8, followed by a weekend date in Brooklyn. Teatro San Juan is a 2,500seater which filled on at least five occasions and was well packed the other times.

Show was provided by Ray Beaudet, who had Fred Bennett on rigging and props and Joe Basile's band in the pit. Willy Chevalier, local radio personality, emseed. Prince El Kigordo's animal cage filled the entire stage. Other acts were the Antinos, knockabout; Angela Wilnow's collies; Les Orioles, high act; Jim Daring's chimps; Alberto and Rosita (Virginians), plate spinning; Virginians, juggling; Tex and Alice Orton, knife throwing; Frank Cook, comedy high wire,

#### and the Kelroys, casting. Gaby, Fofo and Miliki

The headliners have been living MCA Pacts
Puerto Rico, where they say in Puerto Rico, where they say hotel and night club competition for tourists has created a very healthy atmosphere for acts, plenty of work being available. Their seven-car show train and trucks remain in land Rose Festival Association Cuba, with the tent and lion equipment having been taken from the country. These units are at a free port in Spain, where a tour was to open in the summer. It was canceled by the Franco government on the basis of too many circuses being in the country.

Bay City-Bay City Pigeon Show, Jan. 20-

22. Robert Riegel, 901 S. Arbor, Detroit - Detroit Jr Livestock Show

Grand Rapids-West Mich. Livestock Show,

Minnesota

Minneapolis-Northwest Boat & Marine Show (Auditorium), Nov. 30-Dec. 4. F.

Missouri

Kansas City-Kansas City Boat, Sports &

Travel Show (Municipal Aud), Jan 27-

New York

Albany-Albany Auto Show (Washington

New York-National Winter Sports Show

(Collseum), Nov. 30-Dec. 4. Rochester-Rochester Auto Show (War Me-

Syracuse-Syracuse Auto Show (War Me-

Ohio

Cleveland-Mid-America Boat Show (Pub-

Oregon

Canby - Oregon Corn Show, Dec. 2-3.

Portland-Portland Auto Show (Memorial

Pennsylvania

tional Guard Armory), Nov. 12-19.

lic Hall), Jan. 21-29. Irving Gray.

Ave. Armory: Nov. 12-19.

morial Aud), Jan. 28-Feb. 4.

morial Aud), Jan. 14-21.

Collseum), Nov. 23-27.

W. Kahler.

Clive Cook.

(Stockyards), Dec. 6-8. G. F. Ridley,

Dec. 20-22 Wm. Rupp, 728 Fuller, N.E.

That tent is a 138-foot, four-pole top, European fashion. It is a onestart a Puerto Rican swing in San Juan next February. Following that, the brothers are contemplating a tour in Mexico and Central or South America where they can exploit their reputation. Capacity is reportedly 3,500.

The three comics come from a seventh generation show family of Arregons, dating back to the early fered on Manhattan's Teatro San 1700's. Their own circus was launched eight years ago and had done well in Cuba. In San Juan they have their own TV show and also make club dates, working in either Spanish or English, depending on the patronage.

Backbone of their act is musical adeptness mixed with heavy portions of spoken and slapstick humor. There is a straight man and two buffoons, one outspoken and the other silent. Makeup is virtually absent. Musically, they are excellent, some of the stunts being two men playing simultaneously on a guitar, and then on a violin. One offers a number with a concertina held in each hand. Show caught was in Spanish, with a full house kept in stitches thruout the act.

PITTSBURGH — The Music Corporation of America has set the featured show for the Pittsburgh Sports, Boat, Travel and Vacation Show to be held here January 14-22, Paul Waters, show manager, announced.

The entertainment, set by E. O. Stacy, of MCA's Chicago office, will include Ann Marston, Hubert Castle, Johnny Matson, Half Brothers, Shepherd Sisters and Eric Adams' Chimps. The acts will do two-a-day on week days and three on Saturday and Sunday.

Event, to be held in Hunt Arena, is co-sponsored by The Pittsburgh Post Gazette as part of its 175th anniversary, radio Station WWSW and WIIC-TV.

Pittsburgh-Pittsburgh Sports, Boat, Travel & Vacation Show (Hunt Armory), Jan, 14-22, Paul M. Waters.

#### Texas

Donna-South Texas Lamb & Sheep Expo. Jan. 19-21. James McQueen, 421 N. 11th

Fort Worth-Southwestern Expo. & Fat Stock Show, Jan. 27-Feb. 5. Raymond E. Buck, P. O. Box 150.

## Utah

Ogden-Golden Spike Nat'l Livestock Show. Nov. 13-20.

#### CANADA

#### Ontario

Toronto-Royal Agrl. Winter Fair (Royal Pittsburgh-Pittsburgh Auto Show (Na- Toronto-General Motors Motorama, Nov.

# For the specialized kiddieland Alegan, Mich., sessions, Ferd Clemens is chairman.

ALLEGAN, Mich. - The 1960 Louis kiddieland operator; Sam Allegan County Fair showed a profit of \$10,720 and attracted the second largest attendance on record, James Snow, president, disclosed here last week.

> The net was one of the best in recent years and the 106,400 paid admissions was topped only by one other year on record.

Total revenue was \$140,498 with admissions and parking fees accounting for \$57,210. Other income was \$39,865 from the State for horse racing purses and premiums, and \$29,000 from space rentals and midway rides and shows.

Harness racing purses totaled \$32,443; premiums were \$15,005.-61; labor was \$19,804; \$19,884 was spent on grandstand attractions and \$10,259 for advertising and promotion.

SCOTTSBORO, Ala. - Penny Bros. Circus has been stored on HARTFORD, Conn. - Mayor the fairgrounds here, closing its

George W. Lilly, general agent, The project has support of the was in a New Orleans hospital City Council. The commission was receiving treatment for bruises cation and recreation committee Lilly expected to be released within la few days.

## 'Texas Under 6 Flags' Theme of S'west Park

ern theme installation of Great date can be determined by Febru-Southwest Corporation will be ary. earth-moving work is well under acres of its tract, and plenty of way. Date of the opening depends added space will be devoted to on foundation work not being im- parking. It will feature a true hispeded by inclement weather.

landscape work will move rapidly September 5).

DALLAS—Theme of the West- once the foundations are in. Debut

"Texas Under Six Flags," and The park will occupy about 40 torical theme, as applied to Texas' C. V. Wood, whose Marco Engi- six stages of development under as neering Company has the design many countries' banners and influand institutional space sales con- ence. Site is off the Dallas-Fort tracts, reports that buildings and Worth turnpike (The Billboard,

showing of "Holiday on Ice."

5,000 temporary seats in the new

## COMING EVENTS

#### Alabama

Birmingham-Birmingham Auto Show (Municipal Aud), Jan. 26-29.

#### California

Presno-Fresno Boat & Vacation Show (Fairgrounds), Jan. 13-15. Bob Klemm, 3199 W Madison. Los Angeles-General Motors Motorama

(Pan Pacific Aud), Jan. 29-Feb. 5. Los Angeles-Southern Calif. Boat Show (Great Western Exhibit Center), Jan 20-29. Jack Lockwood.

San Francisco-General Motors Motorama (Civic Aud), Jan, 7-15. San Jose-Santa Clara Valley Boat, Travel & Sports Show (Fairgrounds), Jan. 6-8. Bob Barkhimer, 2032 N. Pacific Ave., Santa Cruz. Turlock-Far West Turkey Shows, Dec. 6-8. Robert G. Gorman,

#### Colorado

Denver-Denver Auto Show (Coliseum), Nov. 9-12.

#### Illinois

Chicago-International Sports, Boat & Vacation Show (Navy Pier), Jan. 14-22. Frank Hogan, Chicago-Modern Living, Home & Flower Show (McCormick Hall), Nov. 18-Dec. 4.

#### Indiana

Fort Wayne-Rod & Custom Autorama (Alien Co Memorial Coliseum), Dec. 17-18. Bill Lipkey and Nord Krauskopf. Indianapelis - Indianapolis Auto Show (Fairgrounds), Nov. 25-Dec. 3. Indianapolis — Food-A-Rama Exposition, March 28-April 2, 1961. Phil A. Irwin Jr., 430 W. 13th St.

#### Kentucky

Louisville-Rod & Custom Autorama (Ky: Fair & Exhibition Center), Nov. 24-27. Bill Lipkey and Nord Krauskopf.

#### Louisiana

Cameron-Louisiana Fur & Wildlife Pestival, Jan. 13-14. Jerry Wise, Box 125. Natchitoches — Natchitoches Christmas Festival, Dec. 3 Mrs. Ann Brittain, Chamber of Commerce. Natchitoches-La. Pecan Festival, Dec. 3. Norman Fletcher, c/o KNOC.

#### Maryland

Timonium-Eastern Nat'l Livestock Show, Nov. 12-17. Dr. John E. Foster, University of Maryland, College Park.

#### Michigan

Bay City-Bay City Poultry Show, Jan. 12-14. Ben W. Mau, 2009 Second St.

# **Baltimore Gives** Polack Best Run

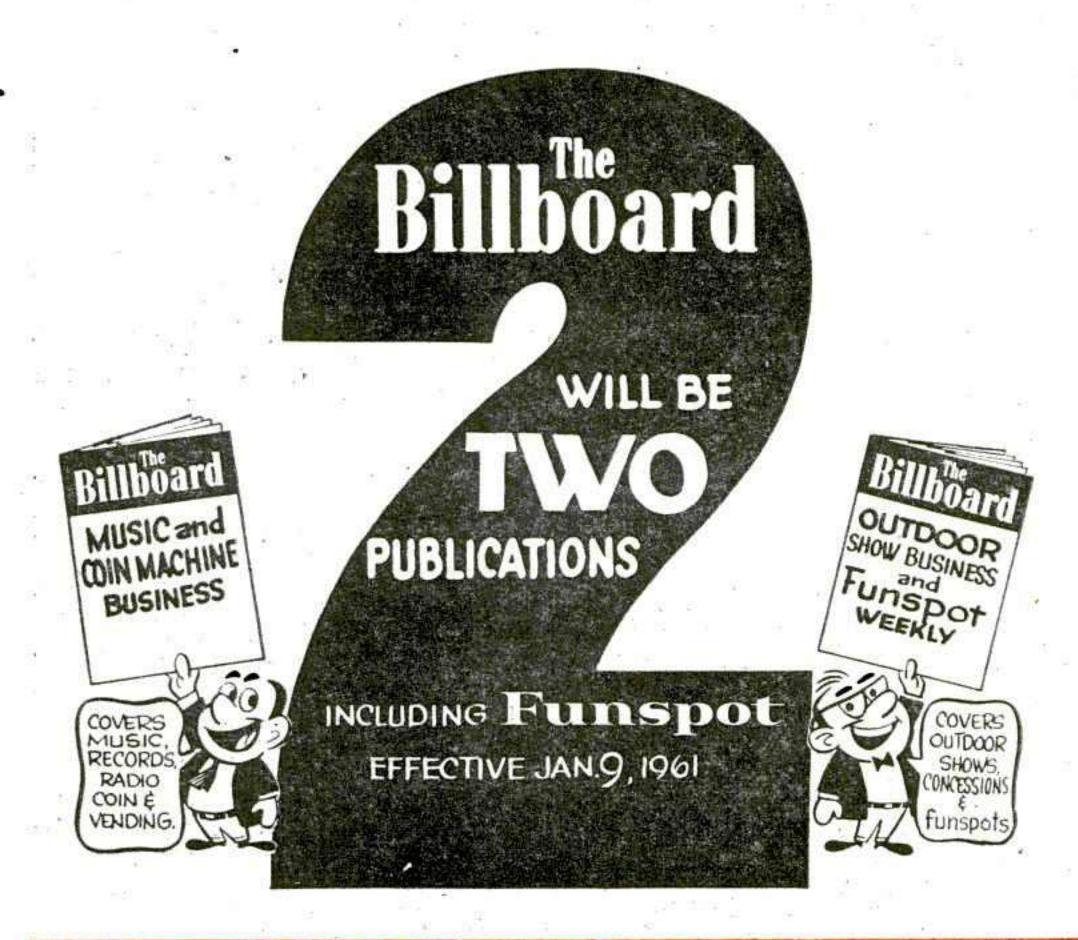
Shrine Temple here was run up by sons for the run. the Polack Bros.' Circus, when it played the Fifth Regiment Armory October 31-November 5.

said that the circus scored a steady secutive year by James Rison.

BALTIMORE — A new record series of 12 capacity houses. This for the six-day Shrine stand for the added up to a total of 67,800 per-

Press, radio and TV were enthusiastic, according to the show. A promotional tie-in with Food Fair stores was successful. Promo-Managing director Louis Stern tion was handled for the 14th conCALL THE PROPERTY.

# A VERY SPECIAL ANNOUNC O ALL BILLBOARD READERS



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Why didn't we do it sooner? Well, it takes more than a new masthead to make a new publication. Actually three years of research and planning have gone into this split. You'll receive your first copy of one or the other of the new Bill- . board publications—the one that is edited for you-on January 9. Both editions will be available on the newsstands. We know you'll like it.

## Both Editions Will Be EXCLUSIVE Yet ALL-INCLUSIVE



You'll find everything you'll want to know about music and coin operations, current news . . . informative features . . . complete charts and reviews . . . in the new Billboard Music Business Week.

This new publication retains every music and coin feature from The Billboard, plus more: Expanded and more specific editorial coverage, tailored to the particular needs of music and coin industries.

Billboard Music Business Week will be the most valuable business tool you ever laid eyes on . . . watch for the first issue, dated January 9, 1961.

More, more, more . . . that's what The Billboard Outdoor Show Business and Funspot Weekly will give you each week. This exciting new publication will bring you all the news and features you've followed in The Billboard . . . plus new, timely, weekly Funspot coverage.

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One quick look at The Billboard Outdoor Show Business and Funspot Weekly will tell the story. Watch for it January 9.



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## FAIR MEETINGS

Idaho State Fair & Rodeo Association, Booneville Hotel, Idaho and Exhibitions, Pick-Fort Shelby Falls, November 18-19. Erling J. Hotel, Detroit, January 15-17. Johannesen, Court House, Emmett, Harry B. Kelley, Hillsdale, secresecretary.

International Association of Fairs & Expositions, Morrison Hotel, Chicago, December 1-3. Frank H. Kingman, 777 Arbor Road, Topsfield, secretary. Winston-Salem, N. C., secretary.

Northeast Colorado Fair Association, Akron, December 8. Edwin Amend, Extension Service, Office Court House, Akron.

Washington State Fairs Association, Leopold Hotel, Bellingham, December 8-9. Wendell W. Prater, Route 1, Box 72, Ellensburg, secre-

Fair Managers Association of Moore, Tipton, secretary.

Indiana Association of County and District Fairs, Hotel Severin. Indianapolis, January 1-3. Robert tary. L. Barnet, Muncie Star, Muncie, Ind., secretary.

Minnesota Federation of County Fairs, Radisson Hotel, Minneapolis, January 5-7. Hubert Ransom, St.

James, secretary. West Virginia Association of Fairs, Waldo Hotel, Clarksburg, January 7-8. Mrs. Paul D. Kiepfel, Route 4, Box 77, Crafton, secre-

Kansas Fairs Association, Jayhawk Hotel, Topeka, January 9-11. Everett E. Erhart, Stafford, secretary.

Wisconsin Association of Fairs, Pfister Hotel, Milwaukee, January 10-12 Win Eldridge, 3151/2 East 14, secretary-treasurer. Mill, Plymouth, secretary.

Ohio Fair Managers Association, Deshler-Hilton Hotel, Columbus, ruary 2-4. Bob Murdoch, 102 East January 10-12. Goldie V. Scheible, Locust, Tyler, secretary. 1043 South Main, Dayton 9, executive secretary.

North Carolina Association of Duke Hotel, Durham, January 12-13. Corbin Green, P. O. Box 776,

Hickory, secretary. ferson City, January 12-13. Victor home City, secretary. M. Gray, Box 630, Jefferson City, Florida Federation of Fairs and secretary.

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COMPANY NAME \_

Michigan Association of Fairs tary-treasurer.

Massachusetts Agricultural Fairs Association, Bradford Hotel, Boston, January 16-17. Paul Corson,

Pennsylvania State Association of County Fairs, Abraham Lincoln Hotel, Reading, January 18-19. William Arthur Morris, Box 912, Reading, secretary.

Kentucky Association of Fairs and Horse Shows, Kentucky Hotel, Louisville, January 19-20. L. Doc Cassidy, Kentucky State Fair, Louisville, secretary.

New York Association of Agri-Iowa, Hotel Fort Des Moines, Des cultural Fair Societies, Sheraton-Moines, December 12-14. Eugene Ten Eyck Hotel, Albany, January 22-24. James A. Carey, Department of Agriculture & Marks, State Office Building, Albany 1, secre-

> Nebraska Association of Fair Managers, Cornhusker Hotel, Lincoln, January 23-24. H. C. Mc-Clellan, Arlington, secretary.

> Rocky Mountain Association of Fairs, Northern Hotel, Billings, Mont., January 22-24. Clifford D. Coover, Shelby, Mont., secretary. Illinois Association of Agricultural Fairs, St. Nicholas Hotel, Springfield, January 22-24. C. C. Hunter, 707 W. Vine, Taylorville,

> Tennessee Association of Fairs, Noel Hotel, Nashville, January 26-27. Mrs. Malinda Granberry, Mid-South Fair, Box 3808, Memphis

Texas Association of Fairs & Expositions, Baker Hotel, Dallas, Feb-

Arkansas Fair Managers Association. LaFayette Hotel, Little Rock, February 6-7. Clyde E. Byrd, Agricultural Fairs, Washington Box 907, Little Rock, Ark., secre-

Oklahoma Association of Fairs, Huckins Hotel, Oklahoma City, Missouri Association of Fairs & February 13-14. Harry F. James, Exhibitions, Governor Hotel, Jef- Room 621, County Building, Okla-

Livestock Shows, Thomas Hotel,

ANNOUNCING

1960

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## LINKLETTER TO ADDRESS FAIR MEETING

TOPEKA-Art Linkletter, TV performer and partner in the firm of Vandeburg, Linkletter Associates, Inc., will be the speaker at the December 3 luncheon of the International Association of Fairs and Expositions in Chicago, Maurice Fager, of the convention committee, announced. The luncheon will close the fair meeting here at the Hotel Morrisson.

The Linkletter firm has worked on a master plan for the proposed new fairgrounds for the California State Fair and the Mid-South Fair, Mem-

## WINTER FAIRS

#### Florida

Bartow-Polk Co. Youth Show, March 2-4. W. P. Hayman, Box 711. Clewiston-Hendry Co. Fair & Livestock Show. Feb. 28-March 4. Mrs. Dorothy Moore, Box 1356.

Dade City—Pasco Co. Fair Asan. Feb. 30-25. J. C. Higgins, Box 248. De Land—Volusia Co. Fair Asan. Feb. 13-

18. Lee Maxwell, Box 211.
Eustis—Lake Co. Fair & Flower Show,
March 13-18. Karl Lehmann, Chamber of Commerce Bidg., Tavares.
Fannin Springs—Suwanee River Fair & Livestock Show. Feb. 22-24. L. C. Cobb.

Fort Myers-Southwest Florida Fair, Jan. 30-Feb. 4. Raymond Beckler, 1300 Shad-

Jacksonville — Greater Jacksonville Fair. Nov. 9-19. Mrs. Katherine Armstrong, 1245 E. Adams St. Largo—Pinellas Co. Fair & Horse Show. Feb. 27-March 4. H. J. Brinkley. Miami—Southeast Fla. & Dade Co. Youth

Show. Jan. 26-29. Ralph Huffaker, 2690 N.W. 7th Ave.

Naples—Collier Co. Fair Assn. March 1418. Charles P. McCool, Box 604, Route 1.

Orlando—Central Florida Fair. Feb. 27March 4. H. H. Parrish, Expo Park.

Palmetto—Manatee Co. Fair Assn. Jan. 23-

28. Harper Kendrick. Plant City-Hillsborough Co. Jr. Agrl. Fair. Dec. 1-3. D. A. Storms, Box 350.

Plant City — Fig. Strawberry Festival.

March 6-11. Fred W. Nuiter, 1043 W.

Reynolds St. Sarasota—Sarasota Co. Fair Assn. March 20-25. K. A. Clark, 2000 Ringling Bldg. Sebring—Highlands Co. Fair Assn. Jan. 16-21. J. A. Butler. Stuart-Martin Co. Fair Assn. March 13-

 L. M. Johnson.
 Tampa — Fiorida State Fair. Feb. 7-18.
 J. C. Huskisson, Box 1231. West Palm Beach - South Fig. Fair & Expo. Jan. 2-Peb. 4. William Lamar

Winter Haven-Fla. Citrus Expo. March 4-11. R. J. Eastman, Box 1460.

Gainesville, May 14-16. T. L. Barrineau, State Department of Education, Tallahassee, secretary.

Maine Association of Agricultural Fairs, Eastland Hotel, Portland, January 20-21. Roy E. Symons, Skowhegan, executive secretary.

Ontario Association of Agricultura! Societies, King Edward-Sheraton Hotel, Toronto, February 22-23. F. A. Lashley, Room 4508, East Block, Parliament Buildings, Toronto, secretary.

Canadian Association of Exhibitions, Lord Simcoe Hotel, Toronto, November 28-29. Emery Boucher, Quebec Provincial Exhibition, Quebec City, secretary.

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## FAIR-EXHIBITION MANAGEMENT

## Regina Exhibition Reaps \$61,238 Profit

REGINA, Sask.—Net profits of \$61,238 on the summer fair and \$33,386 on the year's operations were reported at a directors' meeting of the Regina Exhibition Association.

The fair week profit was up \$12,591 from last year's \$48,647 and the profit on the year was up \$17,162, largely due to the financial success of the exhibition.

Revenue from the six-day show was \$365,629, up \$14.860 from 1959, and expenses, totalling \$304,391, were only \$2,270 higher than

An over-all profit of \$133,386, including bond and investment interest, was shown on the year's operations, and from this \$100,000 was appropriated for immediate and future capital expenditures, leaving the net of \$33,386 as against \$16,224 in 1959.

Gate receipts at the fair were \$65,500, up \$3,102, and the grandstand total of \$67,168 was up \$8,954.

Attendance, at 214,001, was only 150 ahead of last year, and the grandstand, at 59,615, showed an increase of 6,282.

Midway revenue, \$27,903, was up \$2,606, and the concessions total, at \$74,029, was ahead \$4,964. Exhibit space rentals totaled \$13,765, an increase of \$2,965, and exhibitors' fees, at \$2,990, were up \$705. Parking revenue was \$217 better than last year, totalling \$1,587.

Revenue was above last year's figure for every department of the summer fair with the exception of racing, but the latter department still managed to record an increased net profit because expenses were lower.

The nine days of horse racing drew \$112,686, which was \$8,653 down from 1959, but exenditures were held to \$98,745 as against \$109,015 last year. Horse racing showed a profit of \$12,325 last year. The harness race meet held in June showed a profit of \$542 as

compared with a loss of \$69 in 1959. Net revenue from rental of grounds and buildings were \$33,529,

which was \$1,000 higher than last year. The Stadium showed a loss of \$4,132 compared with last year's

loss of \$3,491. The winter fair, embracing the fall show, spring show and light

horse show, recorded a loss of \$1,379 as compared with last year's loss of \$4,756, with credit going to the horse show for the \$3,377 im-

Capital expenditures for the year totalled only \$58,141 as against \$75,724 last year, the largest item being a storage building which cost

Federal and provincial grants for 1960 totaled \$37,519.

## South Alabama Fair Elects Thetford Prez

MONTGOMERY, Ala.-William F. Thetford, county circuit solicitor, has been named president of the South Alabama Fair for

Also elected by the board were J. T. Nolen Jr., first vice-president; Karl E. Albrecht, second vice-president; Charles W. Summerour, secretary, and William A. Kent, treasurer. William R. (Bill) Lynn is manager of the fair.

Board members appointed, in addition to the officers, include N. J. Bell III, Lon Dunford, Richard Gassenheimer, Edward Griggs, Carter Hardwick, Ben R. Heninger, W. Lyle Hinds, W. Neville James, Thomas P. McCabe, Clyde C. Pearson, James G. Pruett, James Ruth, George E. Von Gal Jr., Fred White and Ben Wilbanks.

Thetford, a Montgomery native, was elected circuit solicitor in 1950 and again in '54 and '58. Prior to taking office, he practiced law and is a former special agent for the Federal Bureau of Investigation. During World War II he was in the U. S. Navy and discharged as a Lt. Commander.

## Floral Avenues & Groupings To Dominate Orlando's Fair

ORLANDO, Fla.—Central Florida Exposition is employing a floral theme in a big way this year. Intent of H. H. (Pete) Parrish, secretarymanager, is for the event to attain national status in that division. The main auditorium, used for exhibits and talent shows in the past, is being devoted to a gigantic garden show.

Rather than being confined to individual plants, the building will house a large number of miniature gardens. They will be elaborate in execution and will be turned out by garden clubs of Lake, Marion, Seminole, Osceola, Brevard and Orange counties. Over-all prize will be the Martin Andersen Award, a silver punch bowl with tray and ladle, which becomes the permanent possession of any club winning it three straight years. In addition there will be a grand door prize and substantial awards for individual exhibits.

The Andersen Award is named for the publisher of The Orlando Sentinel (morning) and Star (evening). Parrish also plans decorating the approach avenues and entrances of the main building. Included are floral arches and hanging baskets of fresh flowers and plants.

CALGARY, Alta.—Mervyn A. (Red) Dutton has been re-elected president of the Calgary Exhibition and Stampede.

H. Gordon Love and D. C. Matthews were re-elected vice-presidents. Dr. Howard P. Wright, a former director, was named an honorary life director.

Decision has been made to put a roof over 5,000 open seats at the east end of the grandstand. Cost will be in the neighborhood of \$60,000. The move will enable the exhibition to offer nearly 15,000 covered seats in the grandstand enclosure. An open stand at the west end of

the grandstand will accommodate another 5,000 persons. Other immediate improvements, previously announced, include construction of two racing stables at a cost of more than \$100,000 and

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floodlighting for parking areas on the grounds.

rides

FINANCE

## AMUSEMENT PARK OPERATION .

## Convention Reservations Urged by NAAPPB Secretary

JOHN BOWMAN IS URGING members of NAAPPB to make room reservations at once, if they have not already done so, for the annual convention. The big event is November 27-30. The association has a quota of 500 rooms at the Sherman. Saturday arrival may assure preferential room asignments. Reservations may also be made for the annual banquet and ball, Tuesday, November 29. . . . American Recreational Equipment Association plans a business session for Saturday noon, November 26, and a cocktail party for members and their clients or guests that afternoon. Both events will be at the Bismarck Hotel.

## Cincy Coney Sells Building; Various Fun Centers Opening

CONEY ISLAND AT Cincinnati has agreed to sell its downtown building to the federal government for \$275,000. The site is to be used for a new federal building. Coney has moved its offices to the Transit Building. . . . At Romford, England, two men have asked permission to build a kiddie zoo behind a pub. Idea is to have the youngsters play at the zoo while the parents are at the bar. . . . At Cabazon, Calif., the city has okayed the application of M. L. Solomon for permission to locate his animal menagerie there. . . . New bowling alley construction projects and corporations are announced for Staunton, Va.; King City, Calif., and Riverside, Calif. . . . New trampoline centers include Belle Fourche Trampoline Center at Bell Fourche, S. D., and Jumping Jills, Inc., at Sunnyside, Calif. . . . Happy the Party Clown has been incorporated at Seattle to deal in party favors and provide entertainment.

## Wesselmann Retires as Veep, **Bd. Chairman of Cincy Coney**

FRED E. WESSELMANN has retired as vice-president and board chairman of Coney Island, Cincinnati, posts he has held since 1935. No successor has been named. Wesselmann announced at the Coney board meeting, held Monday (7), that he will continue as a director. He has been on the board since 1926 and was board secretary until 1935.

Edward L. Schott, general manager, was re-elected president for the 26th year. Schott, in reporting a decline in Coney patronage this year, said a big building program at the park is contemplated for next year. The program includes further blacktopping of the parking lot and the possible addition of another ride.

Park Manager Ralph G. Wachs was re-elected secretary-treasurer at the meeting. Other directors re-elected were Robert B. McClure, Charles Sawyer, Charles Sawyer Jr., John M. Towle and J. P. Williams.

## Kirsch Elected President Of Allied Group for 2d Time

JACK KIRSCH, GENERAL chairman of the 1960 National Allied States Association of Motion Picture Exhibitors convention, and president of Allied Theatres of Illinois, was elected president of the national Allied group at a Board of Directors meeting held at the Conrad Hilton Hotel in Chicago prior to the opening of the convention Monday (7). Kirsch served as president of the group in 1946 and 1947.

# Vallejo, Calif., WFA Honors Fair Appoints Max Schonfeld

VALLEJO, Calif.—Max Schonfeld, manager of the San Fernando Valley Fair, Northridge, Calif., has been named manager of the Solano County Fair here. He succeeds Fred Bruderlin, who has been named assistant manager to Phil Shepherd at the Los Angeles County Fair in Pomona.

Schonfeld had been with the San Fernando Exposition for 15 years and was instrumental in founding it. For the first four years he operated the event without aid and became its secretary-manager when it was given State aid. The fair was discontinued when the State took over the land and facilities for a State college.

Bruderlin assumes his new post at the Pomona Fair on December 1.

# Fair Veterans

ANAHEIM, Calif. - Stuart Waite was honored for his 20 years of service as secretary-manager of the Yolo County Fair, Woodland, and nine directors with equal service records were given certificates by John Carr, State of California director of finance, at the recent meeting of the Western Fairs Association.

Directors receiving recognition included H. C. Sutton, San Luis Obispo County; John Ruskovick. SLO County; C. L. Peckinpah, Plumas County; Lloyd Byrne, Del Norte County; Aden Myers, Western Washington Fair; L. Ames Napa County; Jean Morony, Silver Dollar Fair; J. Wesley Smith, Ma dera District Fair, and Chris Sherry. Antelope Valley Fair.

Waite is also a past president of Western Fairs and a member of it: committee on rodeos.

## Magic Mountain Attorney Asks 'More Consideration'

stockholders in Magic Mountain porate cripples." was made by an attorney for the miles west of Denver.

Herbert W. DeLaney Jr. said the 'given a little more consideration" than was accorded them in the unfavorable report made by Benjamin C. Hilliard Jr., U. S. bankruptcy referee October 31.

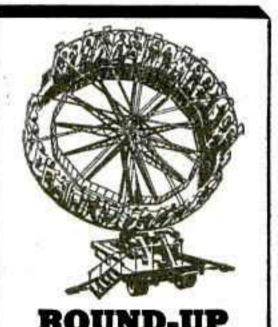
allowing the park to reorganize under federal bankruptcy laws. He said the park has only vague hopes and wishful thoughts and that Congress did not intend the reorganiza-

# Park Cleared In Child's Pony Mishap

Springfield deliberated three hours terprises, Inc., and John H. Rege, one-time operator of its pony ride and complete the park. concession, not responsible for injuries claimed by a young boy in an accident involving a pony.

Richard E. Fuller, eight years old at the time of the accident in August, 1955, sought \$100,000 damages thru his legal guardian. He charged he suffered a partial hearing loss in his right ear, permanent hoarseness and a personality change after being kicked by OLD COASTERS the animal and dragged head-down along a gravel path.

According to testimony, the saddle cinch slipped and the saddle slid under the horse's belly, with the boy still strapped in. The boy alleged he was kicked repeatedly about the head, face, throat and shoulders. Witnesses included Edward J. Carroll, park manager.



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DENVER-A plea on behalf of tion act to be "a crutch for cor-

DeLaney answered that the park's big amusement park located 12 reorganization plans are more than wishful thoughts.

"We said we had 500 acres of stockholders should have been land we could sell, and there is the possibility of a new stock issue," DeLaney said.

A new stock issue would depend on approval from the U.S. Securities and Exchange Commission. The Hilliard had recommended against SEC has already said it supports the reorganization petition and urged its approval.

DeLaney said the chairman of the park's board of directors, Allen J. Lefferdink, Boulder, Colo., financier, no longer has control of the park. Directors appointed by Lefferdink have resigned, the park attorney said, and have been replaced.

In his report against the reorganization plea, the bankruptcy referee said that stockholders in MM, controlled by Lefferdink, have had their original investment of \$3 million "diminished to \$718,286 or perhaps wiped out entirely."

Park president, G. Norman Win-AGAWAM, Mass .- A jury in der, testified at the hearing that between \$1.8 million and \$2 milbefore finding Riverside Park En- lion in new capital would be needed to pay off existing debts

> Hilliard's report placed the park debts at a minimum of \$1.5 million and said every tangible asset was encumbered.

> A hearing on the reorganization plea is set for November 10 before U. S. District Judge Alfred A.

## NEVER DIE, THEY KINDLE

NEW YORK-Civilization and progress do not always march hand in hand, according to Aurel Vaszin, at 76 the dean of America's ride manufacturers. On a recent tour he visited Guatemala City, where his National Amusement Device Company built a 4,000 - foot major Roller Coaster seven years ago.

That was for the Arbenz government, which was deposed three years ago. Vaszin reports the ride's chains and cars were removed and stored by the new administration. For three years the structure has stood unpainted. The crowning touch: "The Indians are ripping off chunks of it for firewood."

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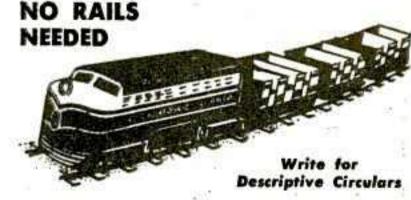
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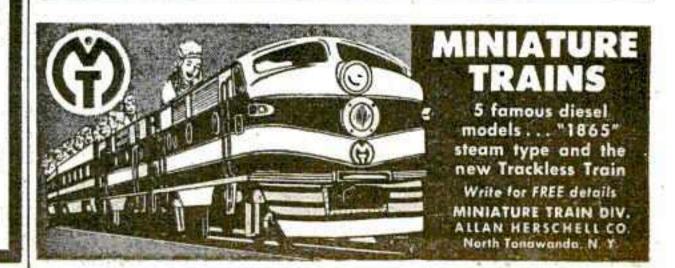
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## ICE SHOW REVIEW

# 'Ice Follies' Finesse To Convene in Marks Jubilee Show Los Angeles

By TOM PARKINSON

FOR ITS SILVER Jubilee edition, Shipstads and Johnson's "Ice Follies" comes thru as a real gem. The skating, the costumes, the lighting and music-all these are in finest form as usual. But there is an added touch in the finesse of the production.

"Follies" has experienced over the years with a series of special effects and gimmicks. Those that proved sure-fire have been retained each year, and by last season the show was crammed with them. In retrospect that edition was too predictable: one anticipated that this is where they run into the crowd and here is where he hands the lady some flowers and there is where the umbrella will appear.

The same winning routines are included this time, but there is finesse. The production and directing this time wrap the basic action not only in beautiful wardrobe and light and skating but also in the intangible stuff that holds a show together and makes it jell.

"Ensemble of Elegance" opens the show with girls in black and white wardrobe amid black and gold pedestals for a production of pleasant charm and pace. An animated stuffed dog routine comes next and perhaps these are still necessary in ice shows.

Goodwin have the spotlights for ence along because it wants to go "Tunnel of Love," a neat and fresh that pleasant way. offering that is highspotted by a finish in which she skates back- where tones of blues and greens Crown Point, Ind., ward and ducks as he leaps sideways over her.

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"Happy Holidaze" is one of these fluffy-cute numbers with scads of rabbits and chicks and Easter eggs. There is a train of Easter basket cars, and pretty chorus girls take youngsters from the audience to ride in them. Egg cups glide around the ice in seeming confusion but in a series of near-misses that brings applause. One of the props opens to turn loose about a dozen poodle puppies that win many oohs before the

line quickly grabs them up again. The dancing of the Beattys is slapstick thereafter.

year's swing waltz number. Here featured skaters skate beautifully and the bronze, orange and pink tones of dresses and sets result in a delightful effect.

Kermond Brothers in a drunk number turn up with some extra good acrobatics and falls. Here and elsewhere the audience is milked, but it must be added that the crowd seems to enjoy the idea. Lee Carroll and Betty Jean Clark are pert and perfect in their synchronized skating.

By this point in the show one becomes aware of the subtle effect of this year's music. It's low volume, low pressure, pleasing and easy to take, never forcing the show Richard Dwyer and Lesley on one, always carrying the audi-

in trees and skirts are blended and there's finally a real shower. "Alpine Festival" brings out vivid Fair President colors and brings on the light, nice air of yodeling and the wide rhythms of Alpine dances. Line Morrow, Hebron, is the new presiits Alps folk dress. The Meldrum Board. Succeeding George Neises, Twins are featured, and Janet Morrow was elected at a meeting Champion's acro work is tricky, of the board here. Girls play the tuned bells. There Mister Frick pantomimes to the presidents, respectively. delight of all the crowd.

pion, comes out in front of a set- Powers, Munster, as secretary. ting that includes the Olympic symbol and the perpetual flame. His Ernest Niemeyer, William Becker, skating is of such quality as to Lester Luebcke, Clark Johnson, leave no possible question about Roland Piske, Harvey Busselber, his championship position. There John Wunderink, Alfred Monix, is excellent skating elsewhere in the show. But when Jenkins skates, the others fade into the back- son, Henry Piepho, Al Torrenga, ground. His footwork, his figure skating, his triple pirouette thrill the audience and they call for

"Shore Leave in Tokyo" makes typical excellent use of a theme, this time in the Japanese manner. Gorgeous geishas and gowns, Oriental sets and music combine and their touch is emphasized by the contrast of rowdy sailors on leave. Carol Caverly, a "Follies" beauty of several seasons standing, glamorizes this one.

Wall and Dova combine old and newer comedy twists. One bit comes at the end, when they ride life preservers thru the back curtains, but then are to come back in again at other doors. Jacobys follow with superb dancing. They have a distinctive beat and special knack for grace and rhythm, and they perform as one.

Science fiction was never more fearful and beautiful than in a number called "Beneath the Sargasso Sea." Eerie clouds rise from the ice surface and submarine monsters congregate. Giant animal-like plants erupt like huge It is in keeping with the pleasant mushrooms. Black light and wav- tone and pace of the entire show ing deep-sea colors combine. And and reflects the mellowness that is thru it all there is skating that tells apparent in the colors and music

Exhibit Assn.

NEW YORK-Details of the annual convention of the Exhibit Producers and Designers' Association are described by Raymond J. Walter, executive secretary. The sixth annual edition is scheduled for December 1-4 at the Ambassador Hotel in Los Angeles.

Chairman Fred J. Tabery reports scheduling of a welcoming party Thursday evening (1) sponsored by North American Van Lines; breakfast meeting the next day sponsored by Aero Mayflower Transit Comfine-graceful at the butset and pany, followed by Disneyland tour; "Can't-Lose Casino" Friday night "An Evening in Paris" is this (2) sponsored by Global Van Lines. This will be held in conjunction a number of the principals and with a barbecue and entertainment at the Tabery estate.

> President's reception Saturday night is sponsored by Lyon Van & Storage Company, with flowers provided by Alberg Plant Rental Company, then the Ambassador's Coconut Grove will be the site of the banquet. Color Corporation of America is sponsoring a farewell party after adjournment the afternoon of Sunday (4). Registration fee is \$60 per person.

Speakers will cover such subjects as Century 21 Exposition, the World's Fair, exhibits, cooperative efforts for advancing conventions and trade shows, lighted display effects and a panel on "Promoting the Industry Thru Publications."

CROWN POINT, Ind.—Neil wardrobe is particularly flashy in dent of the Lake County Fair

Chosen with him were Roy Patis a maypole dance, and there is tee, Lowell, and Glen Vantrease, plenty more in the Swiss theme. Gary, for first and second vice-

Charles Ruckman, Gary, was David Jenkins, Olympic cham- named again as treasurer and Don

Directors are Harold Wheeler, Gilbert Opperman, Harry Relinski, Harold Meeker, Robert M. Patter-Ozzie Ritz, Russell Nehrig, Ruckman and Vantrease.

annual numbers a fashion parade. This time the six pretty girls wear gowns, each inspired by a variety of rose. Richard Dwyer squires them again and in his debonair manner. It is flawless except that suddenly they pronounce a plug for the telephone company. They would be equally effective commercially if they just used their little phones and said nothing. But to spoil the number with an inserted commercial such as TV has been trying to ban is an affront to an audience.

The Scarecrows blast off with water-throwing comedy that wins good laughs. Then the chorus company of 32 girls steps into the arena, eight at a time, each thru one of eight doors. Ten more join them. They comprise the "world's greatest precision skating ensemble" and work up to a giant wheel.

As their number ends, the "Follies" principals re-enter for modest bows. Here is a low-key finale. the ballet story of He Rescues Her. and atmosphere of this year's pro-"Ice Follies" includes among its duction.

## ARENA, AUDITORIUM NEWSLETTER

## Referendum Returns

By TOM PARKINSON

THERE IS PROMISE NOW of great things to come in Cleveland. At voting on Tuesday (8) the \$10,000,000 bond issue for a new exhibition hall was approved. This will be an addition to the public auditorium there.... Also approved was a bond issue for a \$1,500,000 stadium at El Paso, Tex., but Dearborn, Mich., voters rejected a proposal to issue about \$3,900,000 for an auditorium. . . . NBC's November 17 TV show will be called "Wonderland on Ice". But it is made up of highlights from Morris Chalfen's "Holiday on Ice." Also in it will be Dorothy Collins and Efrem Zimbalist. . . . Wall Street Journal last week carried a feature article from Detroit about the boom in exhibition halls, quoting several persons in the field.

## Omaha to See Tamburitzans; Chanteurs Set Up Road Tour

DUQUESNE TAMBURITZANS, American unit that features Balkan dances, is booked for the Omaha Civic Auditorium November 23. "Grand Ole Opry" is in the next day, and baritone McHenry Boatwright is there (25). . . . Paul LaVigne has been named general manager of the Lighting Dynamics division of John C. Virden Company at Los Angeles. . . . Varel and Bailly Chanteurs de Paris are booked for a road tour from January 30 at Athens, Ala., to March 29 at Des Moines, Ia. Among the cities on the route are Columbia, S. C.; Columbus, Ga.; El Dorado, Ark.; Kansas City, Mo.; Chippewa Falls, Wis.; Decatur, Ill.; Moberly, Mo., and several stands in Alberta. . . . Scottsdale, Ariz., as the team roping and certain other events of the National Finals Rodeo November 21, but the principal events of the NFR are to be at Dallas during the holiday season again.

## 'Andersonville' in Louisiana; Oral Roberts at Toledo Arena

LAFAYETTE, La., Municipal Auditorium, where Harold Weston is manager, had the BTI unit of "Andersonville Trials" Wednesday (9). Additional events include Little Orchestra Society of New York (21)..., Oral Roberts Crusade was at the Toledo Sports Arena thru Sunday (13). The same building has much skating and hockey. "Holiday on Ice" is there November 26-December 3, followed (6) by Harlem Globetrotters. . . . California Winter Sports Shows, Inc., has been formed at Los Angeles by Frank Westsmith, Yves Latreille, and Thomas L. Coles. . Joe Kizis, producer of Autorama at Hartford, Conn., expects to have 125 selected cars at his show in February.

## Berg's Fort Wayne Show Readies Eighth Annual Run

FORT WAYNE'S ANNUAL Sports Show will be at Memorial Coliseum March 21-26, under the management of Ernie Berg. This eighth yearly event will have more than 100 booths on the arena floor, in addition to the tank and stage. Randy Avery, of Barnes-Carruthers agency in Chicago, is handling the entertainment production. Boats and marine equipment will be in the exhibit hall. Merchandise, travel and resort exhibitors will be in the arena floor area. . . . General Artists Bureau has announced a route for the American Theater Ballet. It starts January 15 at Newark, N. J., and plays the Middle West, Texas. and the South by closing time, March 25, when it will be at Harrisburg,

## **Uline's Plans More Seats** Adds New Basketball Floor

NEW OWNER OF ULINE'S ARENA in Washington, D. C., has perked up interest in the spot with a news conference at which he announced that improvements are in store. He is Harry G. Lynn. A new basketball floor is being purchased by Ulines. There is a plan to install a new balcony in the arena. Seating capacity is to be increased to 10,000 with the balcony. A parking area has been leased for use by Uline patrons. It and the entire exterior of the building are being illuminated by a new series of lights. Interior has been redecorated. There also is action around Uline's in the way of college and pro basketball plans.

## Sports Occupy Miami Beach; Cats, Birds Meet at Atlanta

BALLET RUSSE DE Monte Carlo plays the Miami Beach Auditorium (27). The building's December schedule is made up largely of boxing, wrestling, basketball, and several local concerts. . . . Municipal Auditorium at Atlanta had the Marine Band to start the month of November. Wally Fowler and Herman Nash continue their sing events. The Cotton States Cat Club dates (18-19) overlap with those of the Pigeon Club (18-20). . . . Second half of November in Grand Rapids, Mich., Civic Auditorium brings David Brubeck, Grand Ole Opry, Holiday on Ice, donkey ballgame, and several school events, reports manager Fred Barr. . . . Gulfstream Park, Miami, is adding to its grandstand. Contractor for the \$110,000 project is John B. Orr, Inc.

## CIRCUS TROUPING

By TOM PARKINSON

THE THERON TROUPE, which gets around in fine style on its assortment of bikes in circus performances, also has been doing some pretty fancy tricks in world-wide travel. They appeared this past season at the Blackpool Tower Circus in England, Immediately after that show closed in early October, they and the Amandis rushed to an airport and flew to New York for an appearance on the Ed Sullivan TV show less than 48 hours later. Almost as quickly, they arrived in Texas to make the series of Shrine dates there, and after the Texas dates they go to Mexico City to appear with the Atayde show for the holiday season.

Also going to the Atayde show are the George Hanneford Jr. bareback troupe, the Goutis, the Pedrolas, the Celeste-Pancho act, the Spider Monkey-Texas Bill Troupe of Western horses and a number of native Mexican acts. The show opens December 24 and this year appears in the Arena Mexico. It will use three rings and two stages, and it will run five weeks.

Atayde's use this year of the Arena Mexico is especially interesting when it is recalled that the Tom Packs and Clyde Bros.' shows had been booked by Mexican impresarios for engagements in the two arenas there. But the government of the federal district, in which the city is located, rejected their applications for permits. Atayde always has played Mexico City under canvas and usually at a site it owns. But a super highway now has made that site useless. The move indoors is something new for Atayde. It's also "new" for the show to have the city to itself, since one American show or another has played there in recent winters.

the Hertzberg Collection's anni- Among those catching Polack at versary party in San Antonio Tues- Baltimore were Catherine Gardner, day (15) are such circus notables Mike Larkin, Frank Geene, Beryln as George W. Christy, owner of Ann and Els Keys, George Wake-Christy Bros.' Circus of some years field, Chuck Sateja, Bill Galloway ago, and W. D. Glasscock, of the old Glasscock Bros.' Circus of Texas. The Karl Knechts have had to change their plans, but among noff Jr. and Roy Sinclair. the out-of-towners coming are the Brace Helfrichs, Gene Whitmore, John Schubert and Jim Schumacher. Leonard Farley reports elaborite plans and large attendance expected.

of the Ringling arrival there a few L. Clark, Augusta, Ga.; Bobby weeks ago noted the show was as Johnston, Chattanooga; Kelly Gulsedate as an opera troupe. It listed lett, Ashland, Ky.; Anthony Fordi, no big top, no calliope, no trap- Newark, N. J.; Andy Campbell, ping and so on, but the paper also Newport, R. I.; Bobby Chaffin, noted the absence of such things as Macon, Ga., and Gordan Curran, candy butchers (which the show Tampa. has) and boys carrying water to elephants (which it probably never had). . . . Bob Hagen writes that he and Billy Dick had a show with the Georgia Amusements show at the Cherokee Indian Fair in North Carolina. . . . Charles Blaum is ahead of the Black Hills Passion partner have some future dates also. Play and working Iowa territory.

Bob and Mary K. Hoppe caught the Kelly-Miller show in Texas and noted that the little African ele- bat in vaude, is a patient at Rock-Gene Autry show. They also visited back in action at Chicago. . . . friends at the Louisiana State Fair. George Taylor, circus builder, is in last week.

Drew Pearson, who once trouped Mrs. Frank DeRiskie, widow of and the December session will be has a home.

Expected for the big turnout at | at the David and Helen Orr home. and Cliff Glotzbach. . . . Other Polack visitors included Al Dobritch, Paule Kaye, Rudy Rudy-

Advance of the Beatty-Cole circus closed October 31 at St. Petersburg, Fla., and the crew set out for destinations that included Stephen Kuzmicz, car manager, Shamokin, Pa.; Francis Benza, Elmira, N. Y.; Dallas Times-Herald's coverage Bobby Doan, Mobile, Ala.; Walter

> Bob Orth caught the Hughes Aircraft Company's circus, promoted by Eddie Gamble, under a 100 with three 40's, at Culver City, Calif. Al Lyons had the band and Norman Carroll was emsee. Gamble and his They operate thru Radebaugh Booking Agency.

Bunny Martin, formerly an acrophant lost a tusk in the California land State Hospital, Orangeburg, wreck. . . . Joe and Ethel Siegrist N. Y., and would enjoy mail. . . . are in Shreveport, La., and Joe Jack Kwiet, former Polack proworked as a stagehand for a recent moter, is out of the hospital and ... Marge Towson was in Chicago Chicago after having closed at the Circus World Museum.

as a circus hand on the Ringling the late circus performer, together show and long has been a CFA with her daughter, Gayle Barnes, member, has joined the Bumpsey were in Sarasota recently. She ex-Anthony Tent at Washington. The pects to move to Pennsylvania tent now holds monthly meetings where another daughter, Francine,

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Say You Saw It in The Billboard

# Tom Thumb's Home Razed For Parking

BRIDGEPORT, Conn.-A once magnificant landmark occupied by has been demolished. Located on North Avenue near Main Street and owned by City Trust Company, it had fallen into shabby dis- 10 States and British Columbia. repair.

Thumb) and his bride, Lavinia Warren, moved into the opulent residence after their New York proteges of P. T. Barnum. The for many years was obscured by front.

years in the house. After their zard. deaths the property was sold and the structure remodeled into a fourfamily house.

## King Doing Well in S. C.

BENNETTSVILLE, S. C.-King Bros. Circus has shown an increase in business. The show did well here and in a number of North Carolina towns. Tony Diano visited here.

The show closes December 3 in South Florida.

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# Kelly-Miller Home After Tough Season

Sunday (6) and came into Hugo reach California. There it ran into quarters. It was a highly profit- many problems with lots and mufamed midget Gen. Tom Thumb able season. But it also was nicipalities. It worked its way up marked by tragedy and difficulty.

The show covered 12,345 miles There were 408 performances. Charles Sherwood Stratton (Tom Twenty-two performances were Arizona and New Mexico.

Those losses included Whittier and Compton, Calif., and Kamwedding in 1863. Both were loops, B. C.; plus seven days starting with Placerville, Calif., due to home sat back from the street and the multiple accidents and fatalities off, but then it picked up again. in the mountains. The show picked the Tom Thumb Conservatory out up its route at Red Bluff, Calif., with a single performance. It also The bank will use the area for lost Needles, Calif., to wind and parking. The midgets lived for 20 sand and Flagstaff, Ariz., to a bliz-

> Deaths and injuries were numerous. Harry Thomas and Harry Smalley died in a Placerville truck accident September 16; Mary Pressly died at Grants, N. M.; Kelly Miller died prior to the season's opening, and Chief Clarence Keys died in May. Dallas Snow was seriously injured when crushed by an elephant in April.

The show opened with new equipment thruout but early bad weather took the newness away

### BABY ELEPHANTS

Jenda Smaha is going to Thailand for W. W. Deppe of Baraboo, Wisconsin, and bring back a shipment of baby elephants. Anyone interested securing one, contact Jenda Smaha at

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Baraboo, Wisconsin, at ence.

Phone EL 6-3131

## PHONEMEN

Excellent Christmas deal open now. Harry Beck, lucrative deal for you. Bud Kantor, contact. Others who know

CHET HARMES Jacksonville, Fla. (No calls after 3:00 p.m., please)

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HUGO, Okla .- Al G. Kelly & quickly. From Texas and Okla-Miller Bros.' Circus closed its homa, the circus made long jumps, eventful season at Weatherford many of more than 200 miles, to the coast to the Canadian border, entered Canada for the first time in a 232-day season that covered and then returned to California via fresh territory and new States. From California it came home via

> From March 20 to September 16 business was strong. Repeat towns were good profit makers. From September 16 to October 24 at Almagordo, N. M., business was

> In addition to the publicized accidents at Placerville was the one at Merritt, B. C., where a truckload of cages upset, cats escaped and the animals were shot by the Royal Canadian Mounted Police. The California accidents brought the tie-up of the show by California and Interstate Commerce Commission authorities. Equipment was put into top shape during that time. Several new trucks and tractors were bought during the year also.

For 1961 Season

Circus Acts of all types capable of working both indoors and outdoors. Interested only in outstanding acts with excellent appearance and wardrobe. Must be ACVA or willing to join. Send complete details and recent photo to

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## PHONEMEN

Ed Brown and Johnnie Parker, call me at Good deal, taps and cut-offs, starting Monday, Nov. 14.

J. B. PARKER

## PHONEMEN—ACTS

Phonemen, several spots open. For placement call Augusta, Ga., RE 6-9253, ask for Mr. K. Acts—those that double. Need Chimps and Bear, also small Bull. Bill Orwell, contact. Indoor circus dates for Georgis, December 9-15. Also 3 weeks in March. Write

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George Ferguson FAIR MANAGERS, SEE US AT THE CONVENTIONS PUMP-IT

Pump Awhile \* Coast a Mile!

## ROLLER RUMBLINGS

By AL SCHNEIDER

FFICIALS of the Roller Skating Foundation of America last week were looking forward with optimism to the fourth annual national skating queen contest and business seminars for rink operators which it is sponsoring November 13-16 in the Balmoral Hotel, Miami Beach, Fla. Moderating the important business seminars will be Joseph Shevelson, vice-president of Chicago Roller Skate Company. These sessions will give broad coverage of many problems of the operator and give him ideas for improving business. They cover such subjects as TV,

tion and Best Idea Submitted to

Rinksider, official organ of the

RSFA. As was the case last year,

the newly named queen will appear

in the Macy Thanksgiving Day

parade before a vast TV audience.

The new queen again will receive

a huge array of prizes, including

a college scholarship and a \$2,500

cash award offered by the Pepsi-

Cola Company. An added gimmick

this year is a Prince Charming

competition to select a fit com-

panion for both the reigning queen

Melody Skating Rink, Groton,

Conn., expanded its normal oper-

ations to mark Halloween, provid-

ing roller skating from 7:30 to

10:30 p.m., and then square danc-

ing—a novelty in this region's rink field—from 10:30 to 11:30 p.m. In

addition, the rink provided prizes

for funniest, prettiest and most

Former Connecticut roller rink

operator Irving Richland has re-

turned to his Miami Beach, Fla.,

home following a two-month visit with his brother-in-law and sister,

Mr. and Mrs. Harry Neckes,

owners of the Hartford Skating

Palace. Richland is now in busi-

Saturdays at 10 a.m. at the Holiday

Skating Rink, Middletown, Conn.

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ADULT RIDES

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ROLLER COASTERS

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Radio and Visual Aid Advertising; Radio. TV and Newspaper Publicity; Effective Aids in Booking Parties and Making More Money Out of Them; Case Histories of Successful Promotions With Youth Organizations; How to Improve Skate Sales Via Visual Aids; What Concessions Mean to a Rink Operator's Income; What Maintenance Means to the Box-Office; How to Keep Pace With Modern Trends Thru Improvements, Music, and the Industry's 12 Best Promotions. Another highlight of the four-day affair is the Big Wheel Awards, designed to give recognition to tradesmen who have made important contributions to the industry during the past year. The awards will be made in 14 categories: All-Round Promotion, Advertising, Programs for Boy and Girl Scouts and 4-H Clubs, Rink Improve-

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Location available in Manhattan for indefinite period. Contact:

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Music Circus Lambertville, N. J.



## THE FINAL CURTAIN

BABBITT-Roy,

showman and member of the Lone Star Showman's Club, Dallas, October 22 in that city. Services October 25 and burial in Grove Hill Memorial Park, Dallas.

BARTOK-Dr. Sigmund M.,

74, father of Milton (Doc) Bartok, owner of Bardex Minstrels, med show, recently in a Philadelphia rest home. Born in Hungary, he was a practicing optometrist for 50 years. Also surviving are another son, Jerome, and daughters. Alice and Lillian. Burial November 5 in Montefiore Cemetery, Philadelphia.

In Memory of

## **AGNES** BEROFSKY

Who Passed Away Nov. 18, 1956

Husband HARRY BEROFSKY

DONOSKY—Hyman,

62, a Dallas Fair Park concessionaire, October 25 in Dallas after a short illness.

JOHNSON—Perry

85, former member of the Indiana State Fair board, November 5 in Muncie, Ind. He was on the board in the 1940's and also served in both houses of the Indiana Legislature.

IN MEMORY OF

MAD CODY FLEMING

Who passed away Nov. 18, 1953 MRS. GRACE FLEMING

LOHMAR—Rolland,

43, son of the late Robert (Bob) Lohmar, carnival general agent, recently in his Peoria, Ill., home. He was a chemical research spe-

cialist at the Agriculture Department's Northern Utilization Research Laboratory and well known in the field. His widow and mother survive.

RYAN-Pat

59, old-time wrestler and more recently a cookhouse operator, of a heart attack in Los Angeles. Born in Green Bay, Wis., he was associated with Crafts Shows, West Coast Shows and other Western organizations. A member of the Pacific Coast Showmen's Association since 1943, he was buried in its Evergreen Park lot November 6.

WARBY—Francis,

magician known as Price Buddha, October 26 in St. Louis. Services and burial in that city.

WHITEHEAD—Ralph,

about 70, former executive secretary of the defunct American Federation of Actors, on November 10 in the hospital at Roscoe, N. Y. A veteran vaudeville performer, he went with the American Federation of Labor after AGVA obtained the AFA charter in 1941. For the last eight years he had been ill and lived with his sister and brotherin-law in Livingston Manor, N. Y. at the time of the dissolution, AFA had 18,000 paid-up members including circus and variety people, and the president was Sophie Tucker.

## **BIRTHS**

CATARZI—

A son, Jules G. Jr., October 29 in Aransas Pass, Tex., to Mr. and Mrs. Jules G. Catarzi. Mother is the daughter of Mr. and Mrs. H. L. Scott, of Aransas

MOYER-

A daughter, Laurel Felice, October 26 in Hill Crest Hospital, Petaluma, Calif., to Mr. and Mrs. Donn Mover. Father is operator of Delano Bros.' Circus and mother is known professionally as Miss Nanette, musician.

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Billböard

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Benavides, Tex. Norton's United: \*Stan Reed; Scott's, Turner, Rides: (College

#### Park) Orlando, Fla., 14-Jan. 1.

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Write or wire

Circulation Director BILLBOARD Cincinnati 22, Ohio

## Circus Routes

Atayde Bros.: Colima, Col., Mex., 14-15; Manzanillo 16-18; Tecoman 19-20.

Dobritch, Al: (Roberts Stadium) Evansville, Ind., 23-26.

King Bros.: \*Danny Kelly; Conway, S. C., 14; Manning 15; Walterboro 16; Barnwell 17; Denmark 18; Aiken 19; Millen, Ga., 21; Sylvania 22; Jessup 23; Waycross 24; Fitzgerald 25; Dublin 26.

Pack's, Tom: (Aud) New Orleans, La., 19-27.

Polack Bros.: (Aud) Charleston, W. Va., 17-20; (Morris Civic Aud) South Bend, Ind., 25-27.

Ringling Bros. and Barnum & Bailey: (Arena) Cleveland, O., 16-20; (Aud) Birmingham, Ala.,

## Miscellaneous

Paige, Kiki: (Bimbo's 365) San Francisco, Calif., 14-30.



- 1. DON HANNA, Siebrand Bros. Shows
- 2. TONY LEWIS, Cetlin & Wilson Shows
- 3. BLACKEY JONES, Page Combined Shows
- 4. C. C. LEASURE, Gold Medal Shows
- 5. E. T. HALL, Johnny's United Shows
- 6. MRS. H. T. REYNOLDS, Alamo Exposition Shows
- 7. MILTON McNEACE, Palmetto Exposition Shows
- 8. RAYMOND C. HULS, Bee's Old Reliable Shows
- 9. RICHARD GILMAN, Penn Premier Shows
- 10. JOSEPH SIMA, Big State Shows



## Ice Shows

Holiday on Ice of 1961: (Civic Aud) Grand Rapids, Mich., 16-21; (Field House) Huntington, W. Va., 22-25; (Sports Arena) Shipstads & Johnson's Ice Follies Toledo, O., 26-Dec. 4.

Ice Capades, 20th Edition: (Ector Coliseum) Odessa, Tex., 14;

(Coliseum) El Paso 15-20; (Aud) Albuquerque, N. M., 21-27. Ice Capades, 21st Edition: (Forum) Montreal, Que., 14-20; (War Memorial Aud) Syracuse, N. Y., 21-27; (Coliseum) Springfield, Mass., 28-Dec. 4.

of 1961: (Olympia Stadium) Detroit, Mich., 14-20; (Sports Arena) Hershey, Pa., 22-Dec. 3.

Cancer strikes one in

five

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HOLLYWOOD 28, CALIF. 1520 North Gower HOllywood 9-5831

## CARNIVAL CONFAB

SHOW NEWS

THREE MIDWAY BIGGIES seen in Milwaukee last week were Carl Up New Highs J. Sedlmayr, owner of Royal American Shows; Floyd E. Gooding, owner of Gooding Amusement Company, and William T. Collins, owner of the show bearing his name. . . . Among the concessionaires who have taken off for Central America include Bill McCoy, George Barkley and Earl Fisher. They'll operate a show down that way this winter. . . . Jack Kwiet is out of the hospital and back at his desk at the Modern Living Exposition which opens November 18 in Chicago's new McCormick Place. . . . Lou Stratton, former girl show op on Eastern shows, is manager of a television station in North Augusta, S. C.

The Michigan Showmen's Association will hold a feather party on December 12, with David Greenberg as chairman for the men's club and Margie Mansell from the Auxiliary. Secretary Paul Greeley will be the club's official delegate to the Showmen's League doings in Chicago. . . . Irving Borker, concessionaire with a number of shows during the season, is back at his Detroit home for the winter. . . . Fern Manchenko, daughter of Paul Greeley, entered Grace Hospital, Detroit, recently for surgery. She is a theatrical costumer and member of the Detroit Club's Auxiliary.

The Michigan Showmen's Association was well represented at the recent funeral of Mrs. Lorreta Johnson, former musical comedy and tab show dancer. She was the sister of Jack Dickstein. Among those attending were Robert Morrison, Harry Stahl, Calvin Lovejov, Tim Galo, Sam Burd, Irving Rubin, David Greenberg, Alex Rotter, Charles Jones, Frank Blooming, Louis Brown, W. Owen Blough, Milton Mc-Lean, Elmer Nagy, Arthur Rosenthal, Harry Letzer, Irving Quist, Jack Segal, Benjamin Landsberg, Marty Shore, Cy Wagner, Fred LaFontaine, Elmer Mahoney, Harry Green, Ruby Widger, Bernice Stahl, Grace Zeigler, Mae Price, Revell Galo, Edna Burd, Viola Lippa, Mrs. David Greenberg, Clara Silber, Gene Briggs, Margie Mansell, Carrie Dear, Leona Bennett, Francis Moran, Viola McDonald, Irene Guy, Ann Borker, Pat Crognale, Marion Fodal, Mrs. Harry Green, Josephine Shore, Ilva, Craig, Leona Munch, Laverne Taylor. Pall bearers were Leo Pike, Ben Epstein, Harry Stahl, Hugh Flannigan, Norman Price and Paul Greelev. Charlie Byrnes

Meeks, Joy Hopkins, S. H. Lynch January. and Company, Bobbie Ayres, Colin Boger, George L. Miller, Roseanna George Jensen, V. Straight, Busch

DALLAS NOTES: The Lone | Bavarian Company, Wesley Herold, Star Showmen's Club of Texas held M. Kaufman, Amy Straight, Edna its annual bond party recently with Hacker, Marth Moss, George Hunover 100 present. A total of 25 ter, Jimmie Ellis and Millie Cepak. bonds were given away to Cayla ... Election of officers is scheduled Fleming, Jean Shrewsburg, Irma for December with installation in

MORE DALLAS NOTES: Paul Young, Dwight Bazinet, Georgian Juhlin in Dallas Veterans Hospital Lane, Star Hurst, Harry Fry, for surgery. . . . Charles and Cassie (Continued on page 58)

# Stark Chalks

MT. STERLING, III. - Gold Bond Shows chalked up the most successful year in its history, according to Mickey Stark, ownermanager. Despite rain at early spring dates, all the celebrations and fairs were up.

During the past season a Scrambler and a Hollingsworth Dark Ride were added to the line-up, and some new tractors and trailers were purchased.

The show features advertising in the air, as Mickey Stark has his own plane and at all celebrations and fairs tows a long banner advertising the events. Stark last week purchased a brand new plane and next year he will feature, besides banner towing, parachute jumps.

In order to hold his crew together, Stark is keeping the men busy in winter quarters repainting (Continued on page 58)

## PRELL KEEPS **PETERSBURG** FAIR MIDWAY

PETERSBURG, Va.—The 1961 midway at the Southside Virginia Fair was awarded last week to Prell's Broadway Shows, which also had the date this season. Stanley Hutcherson, manager, reported that other shows expressing an interest in the contract were Ross Manning, Penn Premier, Marks, and Thomas Joyland.

# Hill in Barn After **Brief Fall Tour**

Greater Shows, piloted by H. P. previous year. (Punk) Hill, returned to winter quarters here after a short fall road tour. The show was located in a permanent park during the summer tee, booked Bill McGaw's Tournaat Corpus Christi, and after the ment of Thrills for the five days, close of the park season the show which played to turn-away busihit the road for several weeks of ness at most performances. He alfairs in the Southwest. Closing spot was the Eastern New Mexico State Fair at Roswell.

The fair at Roswell, with good weather prevailing, broke all previous records in the seven successive years the show has played this date. The five-day attendance was near the 100,000 mark, with rides and shows up about 20 per cent above any year in the past. Lineup of the show included 32 rides eight shows and approximately 75 concessions. All concession oper-

HARLINGEN. Tex. — Hill's ators reported biz was up over any

Hill, who was elected to the board of directors of the Eastern New Mexico State Fair Commitso booked in a Rodeo Cowboys' Association rodeo which played to large crowds.

Mrs. H. P. (Thelma) Hill handled the office during the fair, assisted by L. R. (Kentucky) Ray, Mickey Goldberg, Floyd Willis and E. J. McDaniel. Dusty Rhodes handled the diesel plants.

Calvin Sears and family joined the show at Roswell and are now enjoying the fishing with the Hills

(Continued on page 58)

## JAMES H. DREW REBOOKS AUGUSTA EXCHANGE FAIR

AUGUSTA, Ga.-James H. Drew World's Fair Shows has been awarded the contract to provide all midway attractions at the 1961 Augusta Exchange Club Fair.

The operation for next year will be similar to the '60 fair. No games will be permitted, except bingo, and all concessions will be of the straight sales variety. The contract for next year awards the Drew organization a fence-to-fence exclusive on all midway attractions.

The midway for this year's fair was provided by the Drew and Heth Shows combined. A spokesman for the Drew show did not point out that the shows will be combined for next year.

Jimmy Drew, manager of the show bearing his name, stated that his business relations and dealings with Al Kunz, owner of the Heth Shows, was very satisfactory.

The 1961 fair will be operated from October 29 thru

# Get With It. SEE the latest in rides . . .

latest show equipment . . . last word in concessions . . . newest type of merchandise

These and hundreds of other money-makers that will be shown at the Annual OUTDOOR AMUSEMENT EXPOSITION in the Trade Show area of the Hotel Sherman from November 27 thru November 30.

## GET WITH IT

IT'S EASY---SLA Members, just show your registration badge. Other Showmen, just pick up your guest badge at the NAAPPB desk near the show entrance. Meet all your friends at the Trade Show.

## OTHER DATES TO REMEMBER

A. R. E. A. Reception for Showmen and Parkmen, Saturday, Nov. 26. NAAPPB Banquet, Tuesday, Nov. 29. Showmen's League Banquet, Wednesday, Nov. 30.

NATIONAL ASSOCIATION OF AMUSEMENT PARKS, POOLS AND BEACHES 203 No. Wabash Ave.

Chicago, Illinois

# OUTDOOR AMUSEMENT EXPOSITION.

HOTEL SHERMAN, CHICAGO, NOVEMBER 27-30

SPLITS \$25,000

# Sullivan in WQ After Good Tour

Sullivan's World's Finest Shows a partner in Boyd and Sullivan were back in winter quarters here | Shows. after what the owner described as "a very successful season."

Simcoe, Ont., where attendance rushed to Toronto to open the new jumped some 20,000 over a year clubrooms of the Ontario Chapter earlier and spending was up due of the Showmen's League of Amerto one of the best tobacco crops in ica. Hank Blade, assistant manager, a number of years. It was the 34th left for Miami after the rides and consecutive time for Sullivan to equipment was stored. play the Simcoe event. He made his

# **Detroit Club** Pays Tribute To Deceased

DETROIT — The Michigan Showmen's Association and its Ladies' Auxiliary paid tribute to deceased members at joint memorial services here in the clubrooms on Sunday (6). Officers of both clubs sat on the platform.

Jack Dickstein filled in for President Robert Morrison and summed up the purpose of the rites. President Ruby Widger represented the Auxiliary.

ley read the names of the men who drome at Sarnia, Ont., the week and Edward Gold. Secretary Edna Burd read the names of the following ladies: Lottie Johnson and Ann Gooding.

carnation on vacant chairs for the brooke, Lindsay and Kingston. men and Bernice Stahl did the same for the Auxiliary.

George Jeffries, pastor of Scovel Presbyterian Church, delivered the sermon of the day.

## **SLA Ladies Elect** Lillian Lawrence As '61 President

CHICAGO—Mrs. Lillian Lawrence has been named president sky and Charlie Byrnes. of the Ladies' Auxiliary of the Showmen's League of America and were announced: Claude Castro, succeeds Mrs. Jeannette Martin- William Scannell, John C. Facer dale in the top position.

Also elected were Mrs. Harriett McBeath, first vice-president; Mrs. Agnes Smith, second vice-president; Mrs. Monica Baress, third vice-president; Mrs. Jeannette Martindale, secretary, and Evelyn Hock, treasurer.

Named to the board of governors were Marilyn Portemont, Ethel Weer, Virginia Kline, Winona Woodward, Helen Vaughn, Josephine Haywood, Dorinda Frazier, Antoinette Rohr, Egle Sedlmayr, Sophia Carlos, Bella Lazar, Sharon Horan, Mary Lou Callbeck, Lillian Kerwer and Caroline Schutz.

Installation will take place on November 27 in the Crystal Ballroom of the Hotel Sherman. Phoebe Carsky will be installing officer and Carmelita Horan will serve as femsee. The annual bazaar and open house will be held in the Sherman's Jade Room November 26-29.

At the recent meeting Louise Rollo, a past president, attended. Reported on the sick list were Mae Taylor, Margaret Hock, Hamid and Alda McCue.

BRONTE, Ont.—J. P. (Jimmy) first appearance there in 1927 as

Pat Marco, concession manager, kept busy at Simcoe as he had 102 Final fair of the season was in concessions. After the fair he

> Following the close at Simcoe, Sullivan passed out bonuses to all workers who had been with it for eight or more weeks, the total amounting to over \$25,000 this

> Thruout its tour the show carried 12 major and 10 kid rides and from 40 to 50 concessions and 7 shows. The train included 33 flats, 8 sleepers and 9 box cars.

> Top back-end unit was Charlie Taylor's Broadway Express with a cast of 22. Roy Cooper's Club 18, with a line, emsee, singer and band, was second.

Harry L. Boswell had three shows with it all year, Wild Life, Freak Animals and a Life unit. Roy Cooper had his Monkey Drome and big snake. Taylor closed at Kingston, next to the final Sullivan fair, and joined the Clif Wilson line-up at the Dallas fair. Boswell closed at Lindsay, Ont., and Cooper left after Simcoe.

Jack Hatcher had a run of tough Recording Secretary Paul Gree- luck. He opened with his Motordied during the past year as fol- of May 24. He broke his arm and, lows: Max Kahn, Walter Schafer, due to a shortage of riders, left William H. Green, Victor John- four weeks later He played for the ston, Sam Cooper, Isadore Sobel Gooding Amusement Company later in the season.

The World's Finest was associated with Patty and Frank Conklin at fairs in Leamington, Peterboro, Calvin Lovejoy placed a white Belleville, Three Rivers, Sher-

# WOM in Barn; Bergen Terms Season Okay

RICHMOND, Va. - With the fair season having ended at Charlotte, N. C., World of Mirth's equipment was tucked away for the winter at the State Fairgrounds last week. Frank Bergen, manager, labeled the year a satisfactory one which could have been aided considerably by weather.

Allentown, Pa., and Charlotte, both suffered, one from rain and the latter from bitter cold, For an initial effort, however, Charlotte's fair was impressive, Bergen said. He cited the 900-foot tent with its blacktopped exhibit space, all occupied.

bright spots are continuation of arwhere. Bergen said several deals the Hotel Commodore. are pending with cookhouse operawithout one.

# Talent List Spurs NSA Banquet Sales

Twitty, Nash and Neglia Among Acts; 7-Man Nominating Committee Chosen

another impressive line-up of talent elsewhere in New York that night. for the November 23 event. At the and the nominating committee setention.

George Hamid Sr., aided by Al Rickard, said definite appearances are scheduled by singers Johnny Nash, Conway Twitty, Jo Ann Campbell and Fran Warren; violinist Maria Neglia; the Cerneys, A good start has been made on ballroom dancers; Cathalas Duo, 1961's contracting. Among the perch act, and the Rassos, bike act. Nick Francis' orchestra will back rangements in Ottawa; Columbia the show and Joe Basile's band will and Anderson, S. C., and else- play the dinner music. Location is

In addition to the definite acts tors. The show finished its season there is the usual situation of possible drop-ins by others. Either

NEW YORK - Ticket sales for | Connie Francis or Joni James will the National Showmen's Associa- appear, Hamid said; Joey Adams, tion banquet spurted over the AGVA president, will also try to weekend as the word spread about make it, altho he has an opening

Harry Hershfield has agreed to Wednesday (9) meeting, banquets be toastmaster again. Hamid said dais invitations have also been aclection accounted for all the at- cepted by Jim Farley and Jackie Bright, executive secretary of AGVA.

> The banquet culminates a threeday program starting with the testimonial Monday (21) for Al Mc-Kee, past president, and Max Tubis, president, in the Park-Sheraton Hotel. Following night is the open house and award drawing at the clubrooms, 123 West 56

> The nominating committee consists of Al McKee, representing the trustees; D. D. Simmons, Morris Brown and Charley Davenport from the board of governors, and Dan Edelman, Abe Rapps and Anthony (Tootsie) Varone. Their slate will be presented and posted by the first regular meeting, December (14), and voted on at the following meeting.

Carroll has returned to his home

here after an extended booking trip

and advises that his route is shap-

ing up for 1961. He has recon-

tracted most of the spots played

this past season and has been able

to add several fairs in Minnesota,

During the past season Carroll

purchased several additional rides

and has orders for two more major

rides for delivery next spring prior

Chicago for the conventions and

make the fair meetings in Minne-

He and Mrs. Carroll will be in

to opening his season.

sota and Wisconsin.

which will be new to their route.

Carroll Has

organization.

# High Point, N. C., Added by Manning

With the addition of this date, gross. played for six years by another show, plus the already signed fair in Statesville, N. C., the coming Southern route promises to be the best in years, Manning stated.

End of the season was not outstanding, he said. Moncks Corner, S. C., was only fair, and the mili-

HIGH POINT, N. C. - The tary date at Fayetteville suffered High Point Fair has awarded its from a shortness of soldiers. Ma-1961 contract to Ross Manning neuvers and the departure of a Shows, it is announced by Man- large contingent of soldiers to Florning and fair Secretary T. C. Potts. ida detracted from the potential

> the season in encouraging shape. There were a couple of rewarding breaking season with Charles Carweeks encountered in the Middle roll, owner-manager, piloting this Atlantic area.

be two units used.

## MINNEAPOLIS — Carroll's In general, Manning came out of Greater Shows, based here, is another show that had a record-

For 1961 Manning and Beam's Attractions will merge on still dates, probably under the title, Atlantic States Shows, with Merle Beam agenting dates in Western Pennsylvania. They will field about 13 rides and four shows. F. E. (Fernie) Spain will be contracting other spots along the Coast. Depending on ther outing, there may

# King Reid Named to

MANCHESTER, Vt. - King Reid Lefevre, owner of King Reid Shows and dean of the Vermont Legislature, won a landside victory for a seat in the State Senate over the Democratic incumbent in the Tuesday (8) elections.

A 16-year veteran of the legislative wars, Reid for 12 years has directed financial affairs of Vermont as chairman of the Ways and Means Committee. In the past he has been a member of the House of Representatives.

# Vt. Senate

## Jack Ruback Ends OK Tour

CUERO, Tex.—Jack Ruback, owner-manager of Alamo Exposition Shows closed the season at the Cuero Turkey Trot here Saturday,

The past several weeks the show played fairs in Louisiana at Minden, DeRidder and Sulphur, where business was on a par with last year, giving Ruback a profitable season.

After the close here all equipment was taken to winter quarters (Continued on page 58) in San Antonio.

## Merten Adds Loop-O-Plane

ANAHEIM, Calif.-Steve Merten, owner-manager of SJM Amusements in Fontana, Calif., has added a Loop-o-Plane and plans to purchase a Scrambler when he attends the Chicago conventions, he said here.

Merten and his wife, June, will leave for Chicago the night of November 24 after closing the show a few days earlier in Bakersfield. He plans to scout the Scrambler on this Eastern trek, returning to play winter dates in this area.

#### DROP FRAME VAN

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Chev. Tractor low mlleage. Old but mechanically perfect. \$1,975 outfit.
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## Showmen's League of

CLUB ACTIVITIES

## America

CHICAGO-The Thursday (10) meeting was called to order by First Vice-President Ed Sopenar. Also on the platform were Bernie Mendelson, treasurer; Hank Shelby, secretary, Jack Duffield, Bill ar-

A total of seven new members Jr., Eugene Kershek, Raymond Mc-Lean, Bill Plattsmier and Woodrow Stacy.

On the sick list were Earl Newberry, St. Vincent's Hospital, Jacksonville, Fla., and Andre Dumont at home in Chicago. Jack Kwiet was released from the hospital after treatment.

John (Muscles) Dundee served buffet lunch before the meeting and ham and cabbage after the meeting-Hank Shelby.

#### **Pacific Coast** Showmen's Association Ladies' Auxiliary

LOS ANGELES—The Ladies' Auxiliary will launch its program of special events for the winter November 14, Elsie Kennedy, president, announced.

Starting with the regular board meeting on that night, nomination of officers is set for 1:30 on the afternoon of November 21, and the Auxiliary will co-operate with the PCSA in staging the Homecoming Party that night.

On November 28 the Auxiliary Frances Taylor, Sarah Dober, Bess will honor its past presidents at a Aline A. Oakes, Joy Purvis, Sidinner. Starting Saturday, Decem-

ber 10, a Hawaiian party will be held and a dinner will be staged the next evening following the Memorial Services.

Election of officers is set for December 12, with the polls to be open from 3 to 8 p.m. The PCSA banquet and ball is set for December 13 in the Embassy Room of the Ambassador Hotel. Other December events include regular meeting and exchange of Christmas gifts, December 19; Christmas dinner, December 25, and the New Year's party on December 31.

Officers will be installed on January 2, and the outgoing and incoming officers will be honored at a dinner-dance at the Ambassador Hotel on January 14.

## Caravans, Inc.

CHICAGO - President Joan Sullivan flew in from Canada and surprised all at the November 1 meeting.

Cash donations received from Minnie Simmonds and Dolly Young. Wanda Derpa received a handmade rug for the bazaar from Sophia Carlos.

Veronica Potenza will be installing officer and Margaret Levine will serve as femsee. President Sullivan donated three sweaters for the

awards book project. Betty Mann attended her first (12). meeting. Other new members include Lorraine Allen, Dorothy Anderson, Dorothy Cohn, Eula Drew, Patricia Gallagan, Nettie Louise Hodges, Elleen A. Hoepner, Mary Rosaria Lamkin, Mary Markley, Eleanor Miller, Julia M. O'Donnell,

## CARNIVAL CONFAB

Continued from page 58

Elders recently attended capping ceremonies for their daughter, Mary, at a Tulsa hospital where she finished rurses training. . . . Frances and Ed Felski at home in Plano, Tex. . . . Simmy and Inez Carroll back home. . . . Lotus Francis will winter in Dallas. . . . Archie Hensley and Steve Port visited the clubrooms. . . . John Delaporte to Santa Fe., N. M., to select Christmas trees. . . . Riley Hickman and Delaporte plan a deer hunting trip and Ed and Irona Meed will go to Plano, Tex., for the same reason. Pat Gregg, Roy Carter and Ed Meek back from fishing in Aransas Pass. Report the catch was 103 red fish and trout. . . . Pearl R. Mitchell is in a VA hospital in Sioux Falls, S. D., to undergo skin grafts. She wa sburned in a St. Louis hotel fire.

Allan Callaway

Maxie Sonn wound up his fair season at Waycross, Ga., and is back at his Times Square mono-Glass, Albert Leon, Larry Saunwith the cookhouse, Morris Ely, from friends.

Steve Ely family and others. . The Bucky Allen-Johnny Miller rides made Charleston, S. C., with Amusements of America.

George Whitehead expects to be discharged from the hospital in Vancouver, B. C., and get home in Reno by Tuesday (15).... More than 200 people attended the funeral of Eddie Choen, long-time member of the New York club, on November 6, including a club delegation.... Ralph Lockett spent time with Art Grazier in New Mexico and Buster Westbrook in Petersburg, Va., before visting New York on travel agency business. . . . John Marks has another overseas tour in sight. Irwin Kirby

Having completed a successful season at Lakewood Park, Southeastern Fairgrounds, Atlanta, Wes and Helen Millican have turned to other activities. The latter, aided by daughters Sandra and Sheila, now has a Dairy Queen concession gram emporium.... On hand as at Jekyll Island Beach, Georgia. Ross Manning's season drew to a The former is playing Southern close were Lefty Bowen, Eddie fairs with Pronto Pup layouts. As-Crabtree, Peewee Manning, Bennie sisting him is Walter Strickland. . . . James Looney, No. 77698, is ders' Girl Show, Bernie Feldman, at South Side State Farm, Rich-Bobby Blackstone and his wife mond, Va., and would like mail Al Schneider

FLASHBACKS: 10 Years Ago-W. Lee Brandon returned to Crafts 20 Big Shows as general agent, leaving California Shows. Ted Levitt became general agent of the latter organization. . . . E. J. Casey reported that rain and floods over the early part of his route cut into grosses, and total takes for the 1950 season showed a 28 per cent decline over the previous year. . . . Guests at a buffet supper hosted by Buster and Renee Morgan on the John Marks Shows included John Marks, Mr. and Mrs. George Gleeman, Mr. and Mrs. Michael Roman, Mr. and Mrs. Harry Schreiber, Mr. and Mrs. Fred DiAido, Zela Newman, Mary Anne and Johnny Morgan and Guy Mackley.

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## Hill in Barn

Continued from page 56

contract to furnish the rides at Westbrook, president. Refresh-Washington Park in El Paso, start- ments will be served as usual and ing in 1961, with Mrs. Hill in the club will retain its Monday charge and Calvin Sears as ride meeting schedule as in the past. superintendent. This unit will Charley Wright and Johnny Hoffopen around March 1.

Hill will handle the unit that will room. tour for the 1961 season and Pat | Marty Weiss, executive secretary, for a pay day run and also the pay Grimstad. day at the Missile Base, and will tour New Mexico, Colorado, Arizona, Wyoming, Minnesota, South Dakota and North Dakota. It will . Continued from page 56 have 17 rides, 8 shows and 40 concessions.

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## PAGE COMBINED SHOWS

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Want all Rides for three units for shopping centers, starting at once. Want all type Concessions for next four weeks at celebrations. Will have open midway. Will book only four Stores with good agents. Fair season opens January 12. Twelve Florida fairs to follow. Want to rent small Light Plant for centers. All answer.

Bill Page, Page Combined Shows, or Bill Holt 2 Angels Park, Orlando, Fla., from November 17-19.

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Believille, Mich.

# Miami Fem

MIAMI-The first meeting of the Ladies' Auxiliary of the Miami Showmen's Association will be held ing condemned and bought for that Wednesday (16) in the clubrooms with election of officers.

The nominating committee will meet in the afternoon to draw up a slate of officers and board of governor members to be presented to the membership that evening.

## CLUB ACTIVITIES

Continued from page 57

mone Pedrera, Anne Rice, Lallie Shulman, Felma Warrick and Mrs. Leo Zacchini.

orders.-Lillian Lawrence.

#### **Heart of America** Showmen's Club

KANSAS CITY-Club held its first meeting of the fall and winter season Friday night, October 28, with a large attendance on hand. Jess Wrigley presided.

Sammy Ansher is here for the winter after a good season in the far west. Sammy will make the Chicago meetings and then return to Kansas City to spend the winter with relatives and friends.

George Warren, for many years with the Snapp Greater Shows, brought Mrs. Warren up from Brownsville, Tex., to undergo a major operation.

Mr. and Mrs. Chester I. (Heavy) Levin will take off for the Orient January 2 for a seven-week ocean trip, combining business with pleasure. The Levins will attend the New Year's party of the Heart of America Showmen's Club and leave the following day.

## Miami Showmen's Association

at the Hill's fishing camp in the MIAMI - First meeting of the lower Rio Grande Valley of Texas. season has been set for Monday, Hill recently signed a five-year November 14, by Harry (Buster) man will again supervise the lunch

Bright will be ride superintendent advises the clubrooms are shaping on that unit, returning after an ab- up nicely and will be in readiness sence of two years. This unit will for the first meeting. Another open on the Air Base at Roswell painting has been donated by Sam

## Stark Chalks Up

and refurbishing all rides, show fronts and equipment.

Stark will go to Chicago for the conventions, and then make the Milwaukee and Illinois fair meet-

The show played about the same route of celebrations and fairs as it did in 1959 and, according to Stark, he recontracted most of his spots for 1961, adding several new

## Calgary Record

Continued from page 47

show so far as the outside gate is concerned, but grandstand attendance and automobile parking within the grounds maintained the high level of former years. A survey indicated that more people were staying on the grounds between performances in preference to leaving after the afternoon show and then having to pay the slightly increased gate admission when returning for the evening performance.

Mamo\_

"Food concessionaires and the general midway benefitted as a result of this situation, and the net in over-all revenue and everyone

## New Team at Freedomland

Continued from page 47

project resulted in the property bepa.t in Phoenix, Ariz. He numbers several outdoor showmen among his friends, among them J. W (Patty) Conklin of Toronto and Harry Batt of New Orleans.

He established KBTV (Channel 9) in Denver, and took in Zeckendorf as a partner in March, 1956, when Webb and Knapp bought the half interest of Frank Leu.

Another side of the picture is the new financing plan under which Freedomland is getting leaseholds on three W&K hotels in New York City, to provide additional capital. It is said that stockholders of IRC Alda McCue declined the nomi- are considering this proposal under nation as president on her doctor's a 20-day notification agreement,

## Savannah Fair

Continued from page 47

size and quality of livestock entries. Benton was president for the second consecutive term. Hunter Leaf was secretary and J. A. Maddox, treasurer. The fair's earnings benefit its Jefferson Athletic Club for Boys project. It has prospered steadily since suffering a \$22,000 loss in 1950, the year the fair was originated.

1930's to 1950 when a highway after which they will consider the question of a new president.

Also coming are announcements purpose. He also ran an amusement of a new park manager to be named by Mullins. This one gives promise of causing surprise and comment in the outdoor fun industry. A public relations chief will likely be named from the Zeckendorf hotel chain.

> The park may undergo decided changes when the new team starts functioning. Under scrutiny are several elements of the operation, including traffic flow, entrance locations, riding devices, and a possible downward revision of admission prices.

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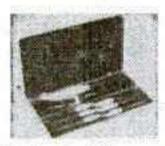
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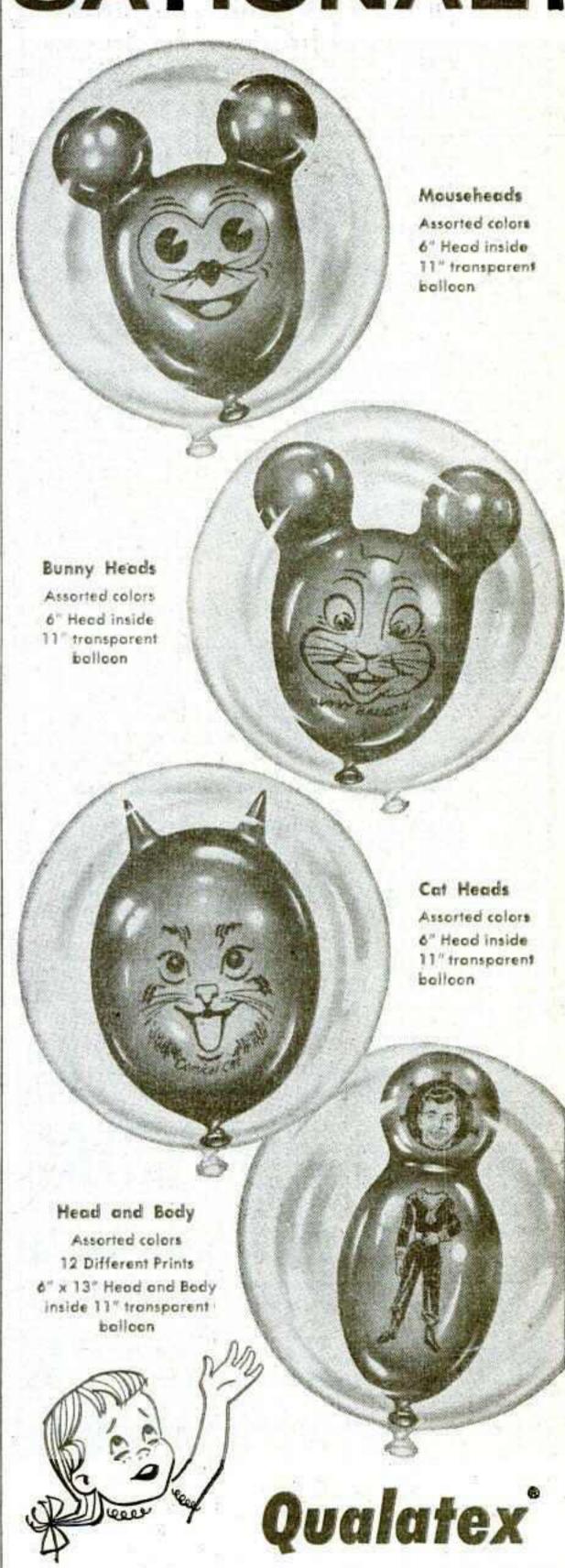
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Egelston, Mr. (Ape
Show)
Escorcia, Ramon Escorcia, Ramon (Bandmaster) Evans, Mary Lee

Fielding-Bronson Fletcher, Lennie Fox, Robert Francil, Russell Francis, Roberta Francke, George Friend, Reese (Chuck) Gardner, Ernie Gaylon Siamese Twins

Gerber, Red Gibson, Benjamine Gilham, Bacile

Girouard, Alva S. & Anthony Golden, John C. Golden, John Gorman, John Graham, John L. (Bud)

Griffin, Ray Green, J. O. Green, Ralph E. or Mary C. Green, Tommy J.
Grignon, N. Connie
Hale, Sue
Hammond, Mrs.
Millie

Hamid, Al Hamrick Howard Hardin, Boots Harrington, Theresa Harrington, William

Harriot, John & Ruth Harris, Sid Hatfield, Carl James Haworth, Joe & Mrs. Howard, John & Molly Hazelwood, Howard
Head, Ray
Hockenberry, Robert
Horowitz, Eddie
Huftle, T. J. &
Virginia

Ivan, Johnny
Ivey, James W.
Johnson, La Vern
Johnson, Wm.
Jordon, Richard
Joseph Esq., Herman
Joyce, Jack
Katz, Harry
Klein Jerry.
(or Kline) Kline)

Leane, Sherri
Leany, Buck
Lee, Betty
Lee, Toni
Lintz, Robert A.
Lunde, Russell
McAlister, Tate
McAllen, George &

McClain, Steve R.
McDermott, Dee D.
McKelvey. Ed
McKelvey. J. W.
McLean, Buck
Mack, Earl
Mack, LeRoy R.
Madison Days Madison, Doug Manley, H. A. Manning, Pee Wee &

Manning, Robert
Markham, Jack
Markham, Sid
Maxie, Prof.
Meador, J. Patrick
Mearns, Thomas
Mehl, Mrs. Merie
Melton Sr., W. A.
(Text) (Tex)

Merritt, Mrs. Dell Miller, Paul A. Miller, Paul (King Reid Shows) Miller, Walter Mitchell, Doc

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Nelson, Mitchell Nixon, Eddie Nixon, James L. Nolan, Mrs. Eileen Norris, Jack Jasper Nubson, Ted O'Shields Paul Vernon

Orlando, Cecil Ortagus, L. H. Paden, Robert Palmatier. G. Richard Palms Circus Equip. Corp.

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Robety, William
Rochman, Albert
Roney, Keneth
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Scharding, Jack
Scott, John H.
Shay, Eddie
Sheets, Howard
Shinners, John

Skinners, John Smaha, Toni Smith, Mrs. Guy E. Smith, Margaret Hui Stairs, Buddy
Stairs, Bob
Stanley, Mrs Jay
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Steele, Tony
Stewart, Lora Maye
Stone, Freddie Gene Stover, Mrs. Charles Stratton, Rolland A. Switleshnow, Esq., Wm.

Switty, Wm.
Swank, Harry
Taylor, Connie
Taylor, Glenn L.
Thomas, Lee & Mrs.
Thompson, Hope
Thompson, James
Tobell, Allen
Todd, J. W.
Tolley, Virgil
Turner, Lou Turner, Lou Velanti, Tony Viers, Steve Villemarie, Joseph R. Vinson, Jack E. Voges, Fritz (Fat Family Show)

Vonderhelde, George Wade, Jim Wagner, Buddy (Auto Capades) Westbrook Harry Buster

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Wilson, Jack
Wilson, James R.
Winfrey, Bud &
Ethel

Wingfield, Harry
Winkleys, Frank
(Auto Racing, Inc.)
Wise, Richard N.
Withers, Ed T.
Woods, Mrs. Alice J.
Woods, W. Louis
Yattaw Mrs. George
Yauto, Reno or
George (Yattaw?)
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Young, Roger

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Boseley, Lake
Bouillion. Mrs. Betty
Bozza, Tom
Brink, Hagen C. Brown, Robert M. Bullock, Mrs. W. H. Carl, Shows, A. J. Carr, Kenneth W. Carter, Wm. M.

Carter, Wm. M.
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Corcoran, Thomas
Costello, Billy
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Crowe, Bill
Crowe, W. J.
Curtis, Glenn
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Doutsch, George P

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Fisher, Hal
Gambino, John J.
Glaspell, David
Good, Oran S.
Grant, Val
Griggs, Charles
Grutel, A. E.
Hammons, Mrs. Pearl

Harris, Bob Harry, Sonny (Manly) Holland, Lynn Howard, Johnny Humphrey, E.
Humphrey, James J.
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Duffy, John D.
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Lamon, Harry W.
Levitan, Maurice
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All mail sent to the Letter List for forwarding to showmen should henceforth be addressed:

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It is expected that the concentration of this service in Cincinnati will speed communications between transient showmen and those trying to reach them by mail.

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Star, Hedy Jo

Stevens, Grant Taylor, Charles Vires, John Webb, Herman D.

Weber, Mrs. Everett

Webster, Mr. & Mrs. H. B.

Weise, Louis Wilde, H. J. Williams, Jim Wingfield, Harry &

Young, Roger Zetta, Madam

Long, Ray
Loyal, Alfonso
McGinley, H.
McGrath, Tom
McGuire, John A.
Mullins, Clint
Malbin, Eddie &

Mansueto, Wm.
Miggs, J. J.
Mitchell, Pat
Mohr, R. E.
Moorehead, Mr. &
Mrs. C. L.
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Garey, Peter
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## HYLES TALKS FROM EXPERIENCE

## Started With Peanuts; Built 800-Unit Tab, Ball Gum & Charms, Nut Route

By O. R. ALLEN

DALLAS-D. F. Hyles is a bulk vending operator who gained a lot of experience from a 1-cent peanut machine route back in the depression days of the '30's, a route which took in a big portion of Dallas plus most of East Texas. And that experience is paying off for him now. It is paying off in the profitable operation of an 800machine route which is confined solely to the highly competitive, highly urban Dallas and Dallas County area.

Hyles still operates some of the peanut machines here on his Dallas route, but he has also added tab gum, ball gum and charms, and nickel cashews.

The fact that experience helps is evident in all of Hyle's comments. For instance, with a twinkle in his eyes, he says the best spots for tab gum machines are industrial locations, places where "they aren't breathing down your collar all the time for commissions."

#### **Industrial Spots**

Machines placed in large plants or industrial locations for the benefit of employees are often readily welcomed by management. Management sometimes doesn't want to worry about its commission. Hyles explains: By not bothering about it's commission, management is freed of a lot of petty bookkeeping. types, Hyles believes. But he also When this sort of location is given thinks that ball gum, and ball gum the right approach 50 per cent of them can be gained without giving any commission. The whole secret are in such places as drive-ins, gro-

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D. F. HYLES does a little fast checking before going out on his route in a panel truck he uses. The veteran operator has an 800-machine route that covers the greater Dallas area.

with these type spots, tho, is the costs \$1.20, and with an 80-cent right approach.

Of course, tab gum machines are owner. Profit works out to \$2. not the only type which can be profitably located in places of large employment. There's room for all and charms go best where there is likely to be a lot of children. These cery stores, supermarkets and laundromats.

Speaking of laundromats, tho, he adds a note of caution. Vandalism in these spots, he has found, is worse in the suburbs or in smaller lar problems of each type machine, surrounding towns than it is in the heart of the city itself.

#### Nuts in Taverns

As for his other type machinescashew nut and peanut—he likes taverns, but he also has a number of these placed in the industrial

Delving into the economics of each machine, it would appear that the peanut and nickel cashew units are the most profitable. The average gross for a Hyle cashew machine is about \$6 per month. When a commission is paid to the location owner it amounts to \$1.10. Cost for a fill comes to \$3, with the net profit working out to about \$2 monthly.

The same profit holds true for the peanut machines. The average gross here is \$4. A four-pound fill

## N. C. OPS PLAN VENDING MEET

ASHEVILLE, N. C. -Vending machine operators and sanitation experts from 29 western North Carolina counties were scheduled to meet here last Thursday (10) to discuss the State's new vending law that becomes effective January 1. It will govern the operation of vending machines dispensing food or milk or milk products. Operators will be required to obtain a permit thru their local health department, and machines and premises will be inspected routinely in order to assure sanitary handling of food and drink. Results of the Thursday meeting were not available by press time, but will be carried in a forthcoming issue of The Bill-

board.

commission paid to the location

#### Refill Costs

Costs for refills for the tab gum machines is 42 cents per hundred. On these machines the commission paid to the location (when demanded) is 10 per cent, giving a net profit of \$1 per month.

The same average monthly profit holds true for the ball gum and charm machines - about \$1 monthly per unit.

When questioned about particu-Hyles could think of none, finally admitting that there must have been some in his early days but that these had apparently been overcome by experience. About the only advice he gives on this subject is, "Find the particular machine which vends each type merchandise best."

#### Service

Servicing of his route is done every three weeks on the average. He uses an old enclosed truck, which he swears by, to cover the territory. He cleans and refills machines on the spot if everything is going well, but when one needs to be taken in for repair he has a spare handy. Money from the machines is weighed on the spot and

(Continued on page 63)

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Retails \$4.95. - International,

handle, badger cased bristles.

once every few months. Plastic

of rich lather. Refill it quickly

brush and it gives a fresh supply

Twist the handle of this shaving

SHAVING BRUSH

\$3.50 and double frame at \$3.98,

single frame which retail at lights. Choice of two models,

be used as TV lights or as night

Dumpty, Jack and Jill, etc. Can

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Feature shades with nursery

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tails \$6.95.-Collegiate Fash-

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ACE GAMES Manufucturing Componer

Willard, Ohio The PIONEER Pembler Company bsoA niffiT 704 Order Today for Immediate Delivery

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11" transparent

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Cat Heads

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12 Different Prints

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Company, 144 East Main, Sparcents per tube.-Magic-Wick last for a year, Retails at 50 eye glasses. One tube is said to

tanburg, S. C.

CROCHET

Picture and crochet pattern has

Pattern, P. O. Box 473, Dayton be framed. - Paul's Pictureures 12 by 16 inches and can ter is the Lord's prayer. Measthe opposite corner, In the cen-Northern Star and an angel in thieves on one side with the the crosses of Christ and the two

YULE APRONS

to retail at \$4.50.-Mary Pent-

sional Santa face trims, Priced

bright red with three dimen-

have cobbler pockets, Come in

Santa and Mrs. Santa aprons

Mand set — 24 keret gold-pleted chain

In the Rough MECKLACE

CENDINE DIAMOND

NIN SULFOURTH ST. MINNEAPOLIS MINN

Out 40-year record of Honest and Depend-able Service is your guarantee of Quality Merchandise at lowest wholesale prices.

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Premium Users, Auctioneers, Wagon Jobbers, A GENUINE MONEY SAVING GUIDE FOR

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New Casesi New Facesi All Standard brands. Rebuilt to run like new! Complete with expansion bands. Co.D.

NEW STYLE WATCHES

THE BILLBOARD PARADE OF HITS

WHEN YOU REPLY, PLEASE MENTION YOU SAW IT IN

MEN'S and WOMEN'S

for 6 watches

with your order

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Choice

Cleans and stops togging of

CLASS CLEANERS

New York 12. -Ace Toy, 536A Broadway, and fully dressed. Retails \$5.95. hangs up receiver. Bear is plush conversation is finished, he

up his phone and answers. When

his light lights up and he picks

When bear is called on phone,

TELEPHONE BEAR

all with hardwood handles. Reinch blade, fork, six steak knives, box. Includes carver with eight-Eight-piece stainless set in gift

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## TALK-TALK TEETH

Gets a Laugh Everytime OPEN

...... \$15.00 per thous. 5 m and up ...... 13.75 per thous. CLOSED (with metal clip) .....\$16.85 per thous. 5 m and up ...... 14.55 per thous.

at your distributor or

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## Talks From Experience

Continued from page 62

the location owner is paid his commission.

H. B. "HUTCH" HUTCHINSON SAYS:

parts, stands, supplies, charms, capsules and ball gum.

H. B. HUTCHINSON, JR.

Contact me for complete infor-

mation on the Sixty and other

Northwestern machines, stands

and parts. These machines are the greatest for easy servicing and

We handle complete line of machines,

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Assorted colors . . . a super action

toy. Hand-painted eyes that shoot

SURE LOCK, the perfect capsule. Patent No. 2762411.

Outstanding items. Send \$2.50 and receive 100 quality filled capsules. Contains our complete line.

FREE Illustrated

Feature Charms, Rings and Bulk Charms.

profit. Why not do it today

On the subject of maintenance, Hyles dismisses this problem as minor, commenting that there is little trouble any longer on that Hyles in lining up new locations is count. Given a good machine, he says (most of them are good now, he adds), there is little repair work required. He has found that customers are not as rough on machines as they once were.

Helpful in keeping track of his Northwestern and Acorn machines is a card filing system, a system

Atlanta 7, Ca.

Ask About Our

ATLAS

Finance Plan

which he checks thru weekly. He admits, tho, that most of the work on this score is done in his head.

Cold Canvass

The primary method used by cold canvassing. In addition to this, putting his name and telephone number on machines already on location brings calls from other interested location owners. Aside from this, he advises, "keep your machines clean, good looking and, so far as possible, new."

It is his contention that 90 per cent of the location owners will accept machines if there are not already other machines on the spot.

On the subject of soliciting industrial locations, Hyles advises operators not to start with the head office. "The dock foreman or someone in a like capacity is your best bet," he says. "Go to him first. Sell him, and he in turn will sell the head office, for his judgment is trusted in his particular area."

Picks Site

As for promoting business on already established locations, Hyles believes that this is simply a matter of placing your machines in the proper spots. He advises putting them near cold drink boxes or near water fountains when the location is an industrial one.

His main problem in vending is one which must confront many operators—the fact that there is never enough ready money to buy all the needed equipment. Machines, he says, in spite of their good construction and in spite of good care. do deteriorate thru age and thru a certain amount of abuse.

Banks, he points out, will finance established operators, but he adds that it just isn't feasible to junk all old machines at once and buy new ones. It must be done gradually. Get rid of the poorest ones first and keep a steady replacement going in this manner, Hyles advises.

## Penny King Bows 2 New Action Items

PITTSBURGH — A pair of action charms are being introduced by the Penny King Company this week. "Mr. Bug Eye" is described as a rollicking round head with painted eyes which pop out one-half inch or so when the head is tilted.

Its companion is "Bean Tumbler" with a humpty-dumpty figure which is mounted on a rocking base. Both charms sell for \$10 per 1,000 in lots of 5,000 or more; \$12.50 per 1,000 for 1,000 to 4,000.

#### SENSATIONAL VALUE!



FOLDER TYPE STAMP MACHINE

2 columns Two 4¢ stamps for 10¢ and four 1¢ stamps for 5¢. ABT Coin Mechanism.

\$24.50 ea. 3-column model, \$34.50

4-column model, \$44.50

5-column model, \$54.50 (10,000 Stamp Folders-\$6.00)



5c HOBBY and TRADING CARD VENDOR

(2 celumn) Vends package of 6 cards for 5¢, 1934"x13"x914". Slug-Proof ABT Coin Mechanism

\$39.50 ea. CARDS: \$2.25 per 100 (6 varieties).

1/3 deposit re-quired on all orders, balance for free cata-

Rake Coin Machine Exchange 609 A Spring Garden St.,

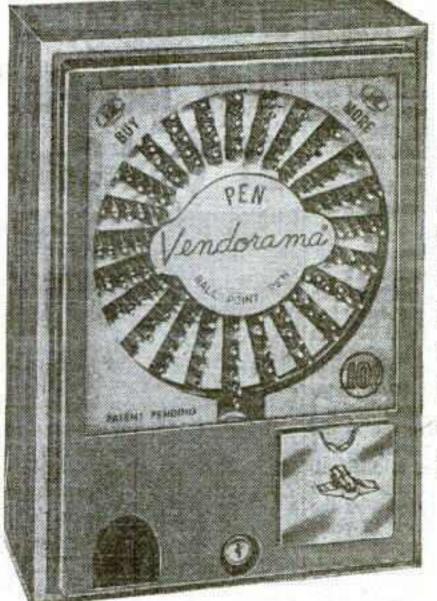
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Victor's revolutionary and unique method of selling ball point pens. The revolving action displays all pens and assures positive delivery. Capacify 168 ball point pens, vending at 10c each.

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Capacity 2000 balls of 100-count gum . . . 300 V-1 10c or 25c capsules. Large capacity and very attractive appearance creates larger and more sustained



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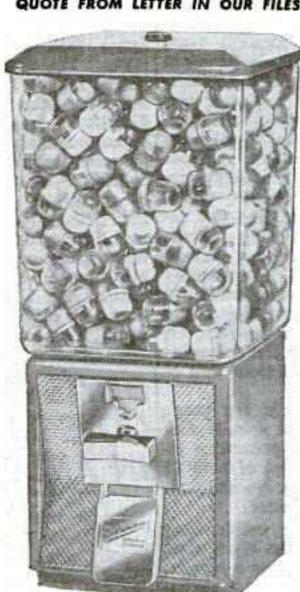
## 2538 Mission Street, Pittsburgh 3, Penn. World's Largest Selection of Miniature Charms ATLAS MASTER . . . The proved 1c-5c Vendor

PENNY KING

Company

## "YOU HAVE A GREAT CAPSULE MACHINE BY FAR THE BEST ON THE MARKET"

QUOTE FROM LETTER IN OUR FILES



You'll say the same when you try THE SIXTY SUPER C CAPSULE VENDER

With QUICK-TACH at slight extra cost.

See your Northwestern Distributor or write

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THE NORTHWESTERN CORPORATION

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Morris, III.

Communications to 188 W. Randolph St., Chicago 1, III.

# Kiddie Ride Business Grows: More Kids, Rides, Money Out

By KEN KNAUF

CHICAGO - A hard-to-beat combination of more customers, more cash and more machines on location accounts for an over-all 15 per cent climb in business for kiddie ride operators from a year

All, however, is not sweetness and light, for gradually climbing operating costs have kept net receipts at about the same level despite the increase in business done.

The kiddie ride trade, one of the smaller but more stable echelons of the coin amusement industry, fully expects to increase still more of its cut of the coin machine pie in the years ahead.

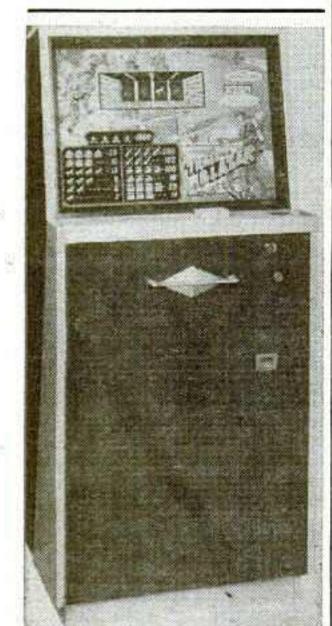
#### Up \$1 Million

Leading operators estimate gross receipts at \$7 million per year, up \$1 million from a year ago. Per machine receipts run from \$500 to \$600 annually, with the operator getting \$300 to \$325. (Commissions are at a steady 60-40 ratio in favor of the operators.) But net profits per machine are still at the \$9 to \$10 level of a year ago.

Cutting the cost nut is difficult. Actually, kiddie rides still run at the dime fare inaugurated with the first machines on location 12 years ago. Operators have experimented with 15-cent tabs on high-cost machines, but so far the results have been less than good. Some unusually attractive new machines now on the drawing boards, however, may

## Sit Parade (Top 10 Rides)

- 1. Stage Coach
- 2. Chuck Wagon
- 3. Fire Engine 3. Merry-Go-Round
- Motorcycle
- 6. Trolley 6. Model T
- Space Ranger 9. Small Auto
- 10. Horse



TRAIL BLAZER is the new Games, Inc., upright free-play game. Cabinet measures 53 inches high, 24 inches wide, 16 inches deep. Featured is an "all stars wild" scoring motif and a Magic Viewer with depth perception. Glass is decorated with an outer space theme.

# Williams Bows Black Jack Pin, '21' Card Game



Black Jack

CHICAGO-Black Jack, a new single-player five-ball pin game with a "21" playing card theme, was shipped to distributors last week by Williams Electronic Manufacturing Corporation.

Object is to score 21 points. If over 21 is scored the player loses, but if the player beats "the dealer" he wins. If the "dealer" (represented by opposing score on backglass) "busts" and the player is under 21 points, the player wins.

In addition to the card-playing scores, the player may try to match his score with the lighted star on the backglass to win a replay.

help the proposed 15-cent tab to coin-operated helicopter with a appear more reasonable to the cus- sound track. Details on this new model (expected to hit the top for There's news that the socco ride at least a two-year run) are not yet of the 1961-1962 seasons will be a available, but this reporter has seen a photo of the experimental model, and it looks as tho it should live up to its advance notices. Another new type model expected to go big in 1963-1964 has also been earmarked for production-but how far out on a limb must a reporter

The fact is, operators can look forward to good business from one fact alone: There are 44 million potential customers under 11 years



Dave Baker, International Vending Corporation vice-president, examines the new Rock-Ola model with Phil Swartz, IVC president, and Dan Carr, Toronto operator, who came to Boston for (Continued on page 78) the Rock-Ola showing last week.

# SBA OK's Juke, Game Loans

WASHINGTON — Spokesmen for the Small Business Administration told The Billboard last week that the 'agency now will approve loans to operators and distributors of juke boxes, and in some instances, operators of amusement machines, who qualify as small.

For years, SBA has considered such operations ineligible for financial assistance. Basic reasoning was that the agency was primarily set up to help small manufacturers,

nounced a broadening of its loan SBA. policy in recreational fields. Recause the President's Council on every case, the determining factor

sistance.

#### New Policy

When queried as to whether or not operators of juke boxes and ing, then the approval might be amusement machines would be eligible, SBA attorneys then said no.

In recent months, however, that rather than distributors or opera- stand has gradually changed. Last tors. In addition, some quarters felt week, the agency announced that it it was not in the public interest to had approved a loan of \$80,000 to make loans to amusement opera- Wise Amusements, Lebanon, Pa. Wise operates juke boxes, kiddie In February, 1959, SBA an- rides and pinballs, according to

Assistant Deputy Administrator vision was brought about partly be- Robert Maxwell said that in nearly

By DELORES NEWCOMB POE Youth Fitness was striving to make in granting a loan is whether or not the public aware of the need to assistance to a particular firm improve the fitness of youth, with would be "in the public interest." emphasis on physical activity. As a He said he doubted the agency result, bowling lanes, swimming could make loans to Arcades. It pools, amusement parks and similar would most likely not approve loans attractions became eligible for as- to pinball operators. If, however, the pinball operations is only a small part of the business, with juke boxes or kiddie rides predominat-(Continued on page 78)

# DSA Talks Up Pool Leagues

DETROIT — The fast-growing system of league play for pool table patrons was the principal subject of discussion at the November meeting of the Detroit Shuffleboard Association.

"League play is coming along very good," said Fred Chlopan, executive director. "Everybody is very enthused about it. Operators think it is the greatest thing since we first established leagues on shuffleboards about 10 years ago."

Signs inviting players to sign up for league play are being displayed in locations all over town. Chlopan pointed out that the leagues are being restricted to operator-owned, rather than location-owned, pool tables. The entire program is in charge of Ted DeHarde, a former operator, who has been named director of leagues. He works as an independent contractor, but with the endorsement of the DSA.

The Detroit operators' group will be represented at the convention of the National Licensed Beverage Association, made up of tavern location owners, meeting in Las Vegas, by Chlopan. Mrs. Chlopan is accompanying him on the trip, and they plan a few days' visit at Los Angeles en route.

# New 100 & 160 Juke Bowed by Seeburg

CHICAGO - Showings of See- cal and has been revamped from burg's new 1961 phonograph line- last year's model. Backglass and playfield are comprised of a 160 and 100-selecrichly decorated with playing-card tion model-were held by distribu- include: (1) Personalized display symbols. The cabinet styling is the tors over the weekend (12-13).

Other new features on the line panel enabling the location name new Williams long and low design. Cabinet on both models is identi- to be inserted via slip-in letters in the lit showcase panel; (2) earphones adapted for consumer use, attached to either the phonograph or wall box by a bracket; (3) magnetic Pickering pick-up, guaranteed for five years (excluding stylus); (4) new motor-driven volume control with standard five-wire cable controlling all speakers at the phonograph or from any remote point; (5) simplified stereo amplifier with fewer parts and tubes; (6) frosted chrome selection panel to eliminate finger-print smudges; (7) new 12-inch speaker for delivering full-range stereo hi-fi from wall or corner locations.

Also featured, as in last year's models, are the dual spindle disk ter-mixed programming of both 45 In a prepared message to the and 33 r.p.m. records. No addition-

Seeburg is 'again emphasizing heavily its Artist of the Week plan, centered around 33-stereo singles. tempted to gain control of the in- Operators will be offered a stereosingle album every other week in-Other MONY officers are cluding a full-color miniature of George Holtzman, vice-president; the album cover to be showcased

Seeburg is putting out additional merchandising material including On the board of directors are the window banners, and window or ledge display cards. There is also a of Wurlitzer. President Carl Pavesi Al (Senator) Bodkin and Doc Sha- operators to detail the Artist of the Week plan to their locations.

## DAVIS PR MAN **GOES TO POLLS** IN AMBULANCE SYRACUSE-Ted Kisil,

public relations director for the Davis Distributing Company, went to the polls in style last Tuesday (8). Kisil, who has been hospitalized the last two weeks with hemophilia, went the route from University Hospital to his 11th Ward polling place in an ambulance. The project involved medical clearances, co-operation of the Eastern Ambulance Service and the Onondaga County Republican Campaign Headquar-

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## 800 Attend Banquet Of Gotham Operators

Anniversary Banquet of the Music New York State Operators' Guild. Operators of New York.

show. The festivities began with a Munves. cocktail hour, ending with dancing till the wee hours.

The affair was originally scheduled for the Hotel Commodore, but John F. Kennedy caused a lastminute shift.

Emsee was Sonny Mars, while the Billy Schuback ork provided the dance music. A representative entertainment.

Factory representatives present included Jack Gordon, of Seeburg, and A. D. Palmer and Hank Peteet, led a group of Westchester County piro.

NEW YORK-Some 800 trade- Operators, while Mrs. Millie Mcsters from the New York area Carthy represented the New York gathered at the Riviera Terrace State Coin Machine Association. here Saturday night (5) for the 23d Mike Mulqueen represented the

Distributors present included Irv In force was the standing rule Holzman, Black Sales; Al D'Inof no speeches, with the evening zilio, Al Simon Company; Abe devoted solely to dining, drinking, Lipsky, Libra Sales; Meyer Parkdancing and enjoying the floor- off, Atlantic-New York, and Mike and auto-speed unit, permitting in-

operators, President Al Denver al accessories are needed. congratulated MONY on its successful fight to eliminate a condia political rally for President-elect tion in which certain individuals atdustry.

Gilbert Sonin, treasurer, and Ben in the phonograph's lit top panel. group of recording artists provided Chicofsky, secretary. Nash Gordon is managing director.

> officers and Joe Connors, Mac Pollay, Bill Kobler, Irv Fenichel, Sales Mate film strip for use by



## The Billboard's

# Coin Machine Price Index

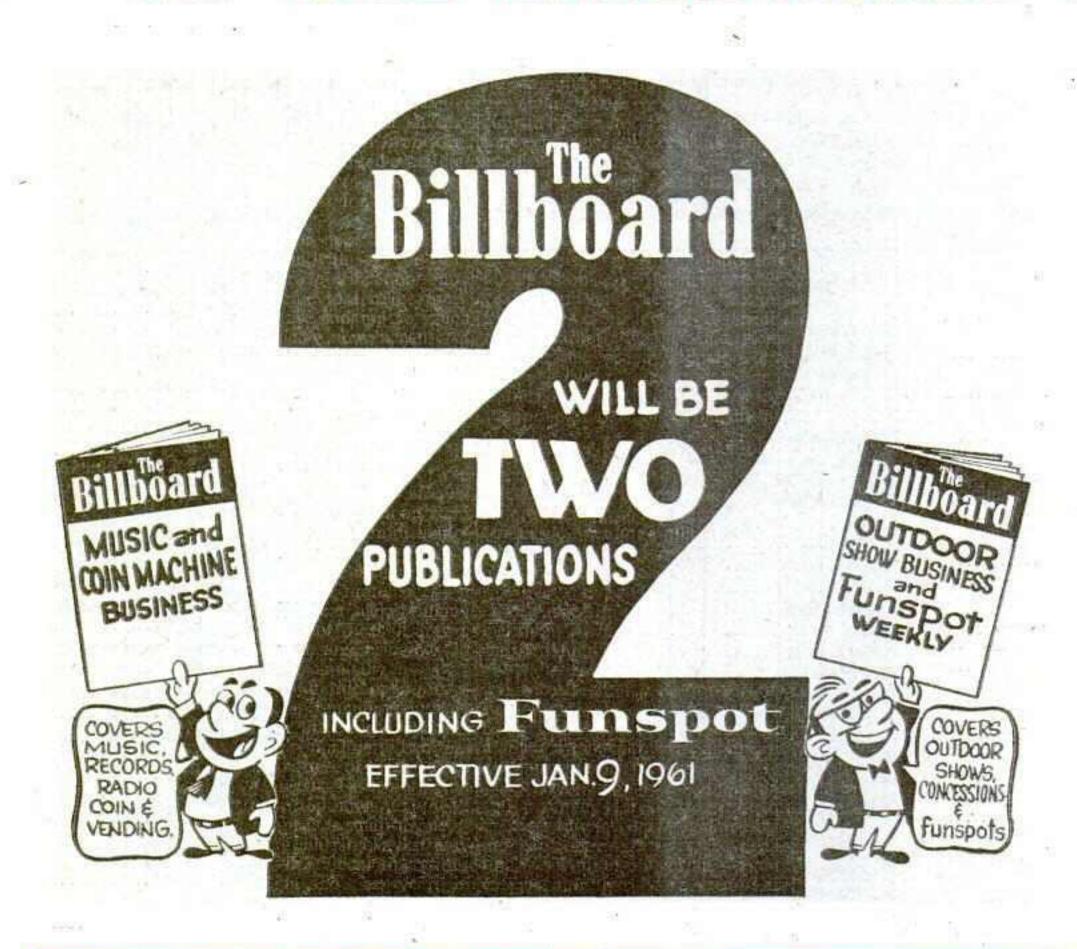
Listings represent used machines in average condition introduced from 1954 thru mid-1959. Price quoted on each machine represents the average of quotes to operators by franchised distributors in three geographical areas—East, West and Midwest.

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

| 1   | 500 /104) 1952   |          | UNITED   | - 1      | GOTTLIEB                                   |   | Pena 10/57 # 71  | J.   | Samuel Milital (Prince)  | 0            |  |          |          |
|---|--|----------|--|----------|--|---|--|------|--|--------------|--|----------|----------|
| AATTS17   | 500 (104), 1952 \$ 9<br>500A (104), 1953 12  |          |  |          |  |   | Reno 10/57 7:<br>Rocket 11/59 18:  | SHOW | 10/58  | 100          | St. Christopher (Muto)   | 105      |          |
|   | 10년(11년) 12년 전 12년(12년) 12년 12년 12년(12년) 12년   |          | Advance 6/59\$   |          | Add-A-Line 7/55                            | 115,000                                 |  | 210  |  | 3000001      | Charles and a second second second second  | 195      |          |
| - A 10/7  |  |          | Atlas Shuffle Alley<br>9/58  |          |  | - JUNE 1                                | 22X02X0X1X1XXX 23XXXXXXXXXXXXXXXXXXXXXXXXXXXXXX  | 0.0  | Dodge City (Fran)<br>12/58   | 100          | Satellite Tracker  | 226      |          |
| D-40 (40), 1951 \$ 95 1   |  | 500      | Bonus Bowling Alley  | D-0.000  | 2 Around the World                         | 111111111111111111111111111111111111111 | [2] THE STATE OF SHADOWS AND A STATE OF SHADO | 500  |  |              | (B-L) 12/58  | 395      | )        |
| D-80 (80), 1951 130 1   |  | VILICE C |  | 510      | 요하네요하다 그렇게 들어난다. [2] 하는데 사이를 취임하셨다면서       |   |  | 5    | 6/54   | 135          | Scramball (Keen)   |          |          |
| E-40 (40), 1953 130 2   |  | 3.00     |  | 2000     |  |   | Soccer Kick-Off  | W    |  | 500013       | 8/58   | 35       |          |
| E-80 (80), 1953 170 2   | [프로프스 시기 경기 다른 하시 기 교육 기 기 기 기 기 기 기 기 기 기 기 기 기 기 기 기 기   | 100      |  | 0.500255 | Auto Race 9/56                             | 70                                      | 3/58 12!   | 51   | oth Inning (Un) 6/55.  | 135          | Shooting Gallery   |          |          |
| E-120 (120), 1953 185 2   | 경기 전 경기  |          | Capital Shuffle Alley  | 10000000 |  | 953                                     | Spot Pool 6/59 185   | -11  | Golf Champ (Bally)   | 200240       | (Exhib) 5/54   | 70       |          |
| F-40 (40), 1954 200 2   | 3000000 (1000000000000000000000000000000   | 00       |  |          | Classy Bowler 7/56.                        | The second of the                       | Starfire 3/57 100  | 0    | 8/58   | 175          | Shortstop (Wms)  |          |          |
| F-80 (80), 1954 270 2   |  |          | Clipper 4/55   | 150      | 4 Contest 10/58                            | - 5 DOW                                 | Steeple Chase 11/57 110  | -11  | granama Fortune  | HONG YOU     | 4/58   | 215      |          |
| F-120 (120), 1954 305 2   |  | 300      |  |          | 2 Continental Cave                         | non-neg                                 | Super Score 9/56 90  |      | 5/56   | 140          | Sidewalk Engineer  |          |          |
| G-40 (40), 1955 250 2   |  |          | Deluxe Bowling Alley   |          | 7/57                                       |   | 4 Surf Rider 7/56 98   | n (  | Jun Club (Genc)  |              | (Wms) 4/55   | 70       |          |
| G-80 (80), 1955 330 2   |  | -        | 7/57   | 245      | Criss Cross 3/58                           |   | 3-D 11/58 130  | 0    | 1/58   | 300          | Sky Raider (Un)  |          |          |
| G-120 (120), 1955 365 2   |  | 10       | Deluxe Flash 6/59  | 515      | Derby Day 5/56                             | -                                       | mi n n/rr  | 5    | Junsmoke (Bally)   |              | 10/58  | 275      |          |
| G-120-1 (120), 1956 365 2   |  |          | Deluxe Shooting Star   |          |  | 100                                     | Tic-Tac-Toe 1/59 16  | ١,   | 4/59   | 220          | Sky Rocket (Genc)  |          |          |
| A CAMPAGNATURE AND  |  | 10       | 6/58   | 1201     | 2 Duette 3/55                              |   | m. n w 1/10 o  | 0    | Heavy Hitter (Bally)   |              | 5/55   | 60       |          |
| G-200 (200), 1956 350 2   | 2310 (100), 1959 79  | 8        | Dual Shuffle 1/59  | AAE      | Easy Aces 12/55                            |   | Top Hat 2/58 13  |      | 3/59   | 285          | Space Age (Genc)   |          |          |
| G-200-1 (200), 1956 350   |  | 3        | Duplex 11/58   | 600      |  |   | Turi Champ 8/58 17   | _ 14 | Hercules (Wms)   | Section .    | 3/58   | 195      |          |
| G-200-2 (200), 1956 350<br>G-200-3 (200), 1956 350  | BOWLERS & SHUFFLES   | >        | endie Summe Wilel  |          | 4 Falstaff 11/57                           | 245                                     | Wonderland 5/55 5  | 0    | 3/59   | 335          | Space Gunner (Bally)   |          |          |
| G-200-4 (200), 1956 350   | RALLY  |          | 5/58   | 3651     |  | 145                                     | monderidad 0700 o  | 1    | Hi-Fly (Genc) 4/56   | 35           | 5/58   | 150      |          |
| G-200-4 (200), 1956 350 4   | ARC Rowler 7/55 # 21   | ۱,,      | Flash 6/59   | 4501     | Frontiersman 11/55                         | 65                                      | E  | 1    | Horoscope Fortune  | 1.00         | Special Deluxe   |          |          |
|   | ABC Bowler 7/55\$ 21<br>ABC Bowling Lanes  | ۱"       | 4-Way 11/59  | 222      | 2 Gladiator 1/56                           | 105                                     | ARCADE & NOVELTIES   |      | Teller (Genc) 9/57.  | 150          | Baseball (Wms)   | 755      |          |
| 11-200 (200), 1300 000  | 10 /EC 00  | 25       | Handicap 9/56  | 250      |  | 210                                     | ARCADE & NOVELITES   |      | Hydro Duck (B&W)   |              | 1/54   | 50       | 1        |
| H-120 (120), 1956 475   | ABC Champion   | 2016     | Handicap 11/59   | 745      | Gypsy Queen 2/55                           | 65                                      | SAME SEE SERVICE   |      | 10/54  | 130          | Spook Gun (Bally)  | 0225     |          |
|   |  | - 1      | Hi-Score 6/57  |          | Harbor Lites 3/56                          | 60                                      | All-Star Baseball  | ال   | let Fighter (Wms)  |              | 9/58   | 170      |          |
| H-200M (100), 1957 445  | D 1 - A /FR 04   | 90       | Jumbo Bowling Alley  | 11223    | HI Diver 4/59                              | 190                                     |  | 10   | 10/54  | 125          | Sportland Shooting   |          |          |
| I-200 (200), 1957 650<br>I-200 (200), 1958 630  | ABC Tournament   |          |  | 4.4.0    | 4 Jubilee 5/55                             | 150                                     | Aqua Duck (Cons)<br>2/55   | 55   | fet Pilot (CC) 5/59  | 220          | Gallery (Exhib)  | 20       |          |
| 1-200 (200), 1958 630   | 6/57 31  | 15       | Jupiter Shuffle Alley<br>8/58  |          | HR. 10 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 | 255                                     | <ul><li>□ 1円(5)(で)(可)(を)(5)(を)(5)(す)(可)(で)(5)(な)(す)(で)(す)(で)(で)(で)(で)(で)(で)(で)(で)(で)(で)(で)(で)(で)</li></ul>   | 0.00 | Joker Ball (Mid)   |              | 11/54  | 85       |          |
| 1-140 (120), 1937 3/3 ]   | All-Star Bowler  | ,,       | League Alley 8/59  | 725      | 2 Mademoiselle                             |   | Auto Photo Model 11. 1,84  | 200  | 10/59  | 200          | Squoits Water Polo   |          | ď.       |
| I-100 (100), 1957 520   |  | 71/20    | Lightning 2/55   | 145      | 11/59                                      | 305                                     |  | 45.0 | Jolly Joker (Wms)  |              | (Aqua) 5/57  | 860      | A.       |
| I-200M (200), 1958 535  | Bally Shuffle 1/59 4   |          | Midget Bowling Alley   |          | 4 Majestic 4/57                            | 250                                     | Auto Test (with sound)<br>(Cap) 9/56 29  |      | 10/55  | 50           | Sportsman (Keen)   | 0079     | H        |
| J-200 (200), 1958 750 I   | Bally Speed Bowler   |          | 3/58   | 150      | 2 Marathon                                 | 110                                     | Auto Test (without   |      | lumbo Ten Pins   | 201          | 11/54  | 85       | Ď.       |
| J-120 (120), 1999 700   | 11/58 39   | 90       | Niagara 11/58  |          | 2 Picnic 6/58                              | 220                                     |  |      | (Wms.) 3/58  | 75           | Star Slugger (Un)  | 2023     |          |
|   |  | อบเ      | Pixie Bowler 7/58  | 175      | Queen of Diamonds                          |   | Auto Tesi Turnpike   | 1    | Jumbo Ten Strike   | (cess        | 4/56   | 125      | ٨        |
| J-200M (200), 1959 620  | Challenger 9/59 80<br>Club Bowler 2/59 47  | 00       | Playtime 6/58  | 635      | 6/59                                       | 225                                     | Tournament (Cap)   |      | (Wms) (3/58  | 100          | State Fair (Genc)  |          | *        |
| J-120 (120), 1959 695   | Congress Bowler  | 1000     | Regulation 11/55   | 240      | 2 Race Time 3/59                           | 250                                     | 9/56 1,29  |      |  | 12.0         | 7/56   | 180      | 8        |
| J-100 (100), 1959 580   | 7/55 22  | 201      | Royal Bowling Alley  | ESTADE . | Rainbow 12/56                              |   | Baily Targets (Bally)  | 55   | Jungle Gun (Un) 7/54   | 100          | Steam Shavel (CC)  |          |          |
| J-200 (200), 1959 760 I   | Deluxe Club Bowler   | 2.50     | 12/57  | 415      | 4 Register 10/56                           | 100                                     |  | 23   | Jungle Hunt (Exhib)  | 175          | 5/56   | 85       | E.       |
|   | 3/59 52<br>Gold Medal 4/55 13  | 20       | Select Play 6/56   | 165      | Rocket Ship 5/58                           |   | Balloonomat (Cap)  | 15   | 7/54   | 1/5          | Super Big Top  |          |          |
| POCE OLE  |  |          | Shooting Star 4/58   | 125      | Roto Pool 7/58                             | 160                                     | 12/54  | "    | Ir. Auto Test (Cap)  |              | (Genc) 12/55   | 175      | ĺ.       |
|   | [[2017] [[2017] [2017] [[2017] | 24/      | Shuffle Playmate   | MESS.    | Royal Flush 5/57                           | 120                                     | 4/57 7   | 75   | 12/56  | 150          | Super Home Run (CC)  |          |          |
| 3400 (100) 1054 220 1   |  | 35       | 2/59   | 60       | 2 Sea Belles 9/56                          | 110                                     | Bat-A-Score (Evans)  |      | Kaye Hockey (Kaye)   |              | 3/54   | 50       | Į.       |
| 1442 (50), 1955 225   |  |          | Simplex 4/59   | 525      | Silver 10/57                               | 155                                     | 2/54 7   | 75   | 58   | 125          | Super Fennant Dase-  |          |          |
| Sec. 11 17 20 PM (10 1 4 1 10 10 10 10 10 10 10 10 10 10 10 10 1  | 20 m 1 m 1 m 1 m 1 m 1 m 1 m 1 m 1 m 1 m   | 35       | Six-Star 11/57   | 315      | Sittin' Pretty 11/58                       | 190                                     | Batter Up (CC) 4/58 . 15   | 50   | King of Swat (Wms)   | 110          | ball (Wms) 1/54 .  | 50       | ļ.       |
|   | Speed Bowler 11/58 3   |          | Super Bonus 9/55   | 190      | Sluggin' Champ 4/55                        | 70                                      | Batting Practice   | 0.00 | 5/55   | 110          | orber praddet fout   | 222      | 40       |
| 1450 (120), 1957 330  | Star Shuffle 9/58 34   |          | Team Bowling Alley   | 25202E   | Southern Belle 6/55                        | 60                                      |  | 00   | Kiss-O-Meter (Exhib)   | 115          | 7/55   | 55       | <u>k</u> |
| 1452 (50), 1956 275   | Strike-Bowler 11/57 2:   | 50       | A Comment of the Comm | 245      | Straight Flush 12/57                       | 155                                     | Big Inning (Bally)   | ١.,  | 12/56  | 115          | paper plat pasepair  | 2502     | 4        |
| 1454 (120), 1957 415  |  | 451      | Team-Mate 12/59  | 720      | Straight Shooter                           |   | The All Annual Control of the Contro | 10   | League Leader (Keen)   |              | (Wms) 1/54   | 50       | 1        |
| 1455D (200), 1957 460   | 16 16 60 111 1100  |          | 3-Way 8/59   | 500      |  |   | Big League (Wms)<br>6/54   | 35   | 4/58   | 80           | Swami (Muto) 4/55  | 350      |          |
| 14555 (200), 1957 450   | CHICAGO COIN   | - 1      | Top Notch 11/55  |          | Sunshine 9/58                              | 185                                     | Big League Baseball  | ٦,   | Major League (Wms)   | **           | Target Roll (Bally)  |          |          |
| 1458 (120), 1958 540  | All Star Team  |          | Venus 4/55   | 125      |  | Valenii.                                | (CC) 5/55  | 35   | 4/54   | 00           | 1/58   | 145      | ř.       |
| 1462 (50), 1958 375   | Bowler 11/55 \$ 10   | -0404    |  | 455      |  | 200                                     | Big Top (Genc) 11/54 15  | 55   | Model 500 Shooting   |              | 10 Commandments  |          |          |
| 1465 (200), 1958 570  | Bonus Score 5/55 1   | 80<br>50 |  | -        | 4 Sweet Sloux 9/59                         | 363                                     | Bike Race (Munv)   | 1    | Gallery (Exhib)<br>3/55  | 100          | (Muto) 12/57   | 195      | 1 3      |
|   | Bowl Master 7/59 4   | 65       | FINDALLS   |          | 2 Toreador 6/56                            | 110                                     | 5/58 45  | 95   | Moon-Raider (Bally)  | 2503         | Ten Pins (Wms.)  |          | •        |
| 1400 01 (100)   | Bowling Team 10/55 1   | 40       | BALLY  |          | 2 Tournament 8/55                          | 100                                     | The state of the s |      | 7/59   | 350          | 12/57  | 110      | 1        |
| 1959 730  |  |          |  | Mark.    | Twin Bill 1/55                             | 22                                      |  | 25   |  | 1075         | Ten Strike (Wms.)  | WEATHER. |          |
| 1475 (200), 1959 755  |  |          | Ballerina 6/59\$   | 560      | Universe 10/59                             | 235                                     | Paris a Pla /warri   |      | Motorama (Genc)<br>10/57   | 170          | 12/57  | 110      | ,        |
|   | Bowling League 7/57 2  | 15       | Balls-A-Poppin<br>10/56  |          | 2 Whirlwind 2/58                           | 200                                     |  | 50   | 1957 Baseball (Wms)  | 7. Marine Co | Test Pilot (Cap)   | Oleten   |          |
|   | Criss Cross Target   | 2        | Bally U.S.A. 7/58  | 40.00    | Wishing Well 9/55                          |   |  | 23   | 4/57   | 225          | 12/57  | 310      |          |
|   | 1/55   | 801      | Beach Beauty   | 120      |  | 105                                     | Carnival Gun (Un)<br>10/54   | 35   | Pan-O-Rama 800   | entire A     | Titan (Wms) 8/59   | 395      | š        |
| SEEBURG   | Double Feature<br>12/58 3  | 95       | 11/00  | 55       | WILLIAMS                                   | g <sub>1</sub>                          | Champion Baseball  |      | (Cap) 12/56  | 200          | 3-D Kiddie Theater   |          |          |
| M100B (100), 1950\$ 220   |  | V 10 11  | Beach Time 9/58  | 285      | Arrow Head 7/57\$                          |   |  | 75   | Peep Barrels (Exhib)   | **********   | (Rite) 354   | 125      | \$       |
|   | King Bowler  |          | Big Show 9/56  | 70       | Casino 8/58                                | 135                                     | Circus Rifle Gallery   |      | 12/56  | 75           | 3-D Pix (Cap) 2/54   | 125      | 5        |
|   | 3/59 6   | 95       | Broadway 12/55   | 50       | 2 Circus Wagon                             |   | The state of the s | 60   | Peppy the Clown  | 47.00        | 3-D Theater (Rite)   |          |          |
|   | ######################################   | 301      | Carnival 10/57   | 100      | 10/55                                      | 75                                      | Coon Hunt (Seeb)   | 20   | (Wms) 12/56  | 135          | and the state of t | 145      | 5        |
| A TAX COUNTY OF A PARTY OF THE |  | A        | Carnival-Queen 11/58   | 340      | Club House 10/59                           | 185                                     |  | 20   | Photomatic (Muto)  |              | Treasure Cove  |          |          |
|   | Player's Choice  | 5.00     | Circus 8/57  | 80       | Crossword 3/33                             | 180                                     |  | 85   | 2/54   | 295          |  | 130      | 0        |
| V200 (200), 1555 550  | 9/58 5   | 45       | County Fair 11/59  | 850      | Cue Ball 4/57                              | 60                                      | Criss Cross Hockey   |      | Pinch Hitter (Wms)   |              | Twin Hockey (CC)   |          |          |
| 100J (100), 1955 510 1<br>K200 (200), 1957 485  | ** ***   | en       | Crosswords 1/56  | 120      | 2 Fiesta 12/59                             | 295                                     |  | 95   | The second secon | 310          |  | 175      | 5        |
|   |  |          | Cypress Gardens  | WI-      | 4-Star 7/58                                |   | Crossfire (Wms) 3/57 19  | 94.0 | Pirate Gun (Un)  |              | Two-Player Basketball  | +        |          |
| 201 (200) 1958 805  | Rocket Ball 2/59 1   | 85       |  | 220      | 4 Fun House 10/56                          | 95                                      | 10 1 10/501 11   | 55   |  | 210          |  | 400      | 5        |
| 161 (160), 1958 760   | Rocket Shuffle   |          | Double Header 8/56.  | 100      | 4 Gay Paree 6/57                           | 200                                     | Deco Grandma   |      | Playland Rifle Gallery   |              | United Deluxe Base-  |          |          |
| 10.10 10 10 10 10 10 10 10 10 10 10 10 10 1   | 2/58 1<br>Rocket Shuiile Two-  | 00       | Fun-Way 9/59   | 425      | Golden Bells 9/59                          | 110                                     | (Deco) 8/54 1  | 75   | (CC) 8/59  | 445          |  | 360      | 0        |
| 220 (100), 1958 825   | Player 4/58 1  | 35       | Gay Time 6/55  | 40       | Gusher 9/58                                | 100                                     | Deluxe Crusader  |      | Polar Hunt (Un) 4/55   | 180          | Vacuumatic Card  |          | -        |
| 2008 (100), 1959 875  | Score-A-Line 9/55 1  | 45       | Gayety 4/55  | 35       | Hi-Hand 6/57                               | 110                                     | A STATE OF THE PARTY OF THE PAR | 60   | And the second s | 0.00         | Vendor (Exhib)   | 207      | WW.      |
| 200SR (100), 1959 920   | Shuffle Explorer   |          | Key West 12/56   | 70       | Hot Diggity 8/56                           | 91                                      | Deluxe 4-bagger  |      | Quarterback (Genc)<br>9/55   | 50           | 5/54   | 110      | 0        |
|   | 6/58 1<br>Skee Roll 1/57   | 35       | Lotta Fun 9/59   | 385      | Jig Saw 12/57<br>Kings 8/57                | 75                                      |  | 50   | Ranger (Keen) 3/55.  | 100          | Voice-O-Graph  | 925      | 100      |
|   | Star Rocket 5/59 2   | 95       | Miami Beach 9/55   | 45       | 2 Namber 9/57                              | 160                                     | Deluxe Ranger<br>(Keen) 3/55 1   | COO. |  |              | (Muio) 2/5/  | 595      | 3        |
|   | Tournament Ski Bowl  |          | Miss America 1/58  | 130      | Perky 11/58                                | 75                                      | Deluxe Skill Parade  |      | Red Ball (Mid) 5/59.   | 175          | Voice-O-Graph  | 56510    | 1        |
|   |  |          | Night Club 3/56  | - 60     | Perky 11/56<br>Peter Pan 4/55              | 75                                      | /m 11 1 1 1 100  | 90   | Rifle Gallery (Genc)   |              | (Muto) 11/54   | 29       | U        |
| TARREST CONTRACTOR  | Triple Strike 1/55 1 TV Bowling League   | 25       | Parade 6/56  |          | 10 Dr 3:11- E / EC                         | -                                       | Deluve Veneuard  |      | 3/55   | 8            | Wild West (Genc)   |          | -        |
|   | 11/57 2  | 190      | Sea Island 2/59  | 400      | 4 Race-the-Clock                           | BOS                                     | (Wms) 10/58 2  | 285  | Rock 'n' Holl (Muto)<br>5/56   | 5            | 2/55   | 2.4      |          |
|   | Twin Bowler  |          | Show-Time 4/57   | 80       | 4/55                                       | -                                       | Derby Roll (Un)  |      |  | 10           | Yankee Baseball (Un)   |          | 0        |
| 1400 (48), 1951 80  | 10/58 4  | 100      | Sun Valley 7/57  | 150      | Regatta 10/55                              | 50                                      | 5/55 1   | 25   | Safari (Wms) 1/55  | 120          | 0 2/59   | 26       | U        |
|   |  | 1500     |  |          | F # 10                                     |   | 00   |      | 7  |              | weby out   | THE P    | FIFE     |

COIN MACHINES

# A VERY SPECIAL ANNOUNCEME O ALL BILLBOARD READERS



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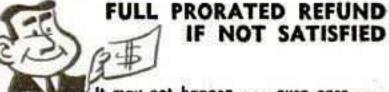
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ATTENDING THE SHOWING of the new Rock-Ola line held by Walbox Distributing Company Dallas, last week: (Standing) Fred Barber, Frank Lester, Hugh Winn, Leonard Kollman, Buck McGaugh, Bob DePriest, Leo Smith, Leonard Taylor, Norman Gamel and Ray Langley. Seated are Pat Whitworth, Tommy Collum, W. O. Wilburn, Arthur Rubin and Q. T. Morris. Walbox held an open house complete with food and refreshments.

## Claim U. S. Military Plays Key Role In European Coin Trade Economy

coin machine operations—quite by men clubs. There are clubs in happenstance.

the European market. And surveys in Ethiopia. indicate that the particular make of music box purchased by U. S. clubs influences purchasing by local civilian operators in the respective club areas.

American juke box on the European market is credited to the influence of the U.S. forces.

#### Games Glut

games that has focused Continental concern on the coin machine stimulus of the American services. How the U.S. military became embroiled in the games controversy is an instructive excursion into the general subject of the coin machine status symbol represented by the American service clubs for Continental operators.

chines in U. S. service clubs on the Continent. Prior to this decision, U. S. service clubs were restricted ice personnel.

for the 500,000 GI's, airmen and buying new games when they can

PARIS — The U. S. military Navy men and their families pick up the military seconds at forces in Europe have become a There are officer clubs, civilian giveaway prices. major influence on Continental clubs, NCO clubs and GI and air-West Germany, in France, in Italy, ket that we call it part of the For example, distributors cur- in England, in North Africa, in rently are blaming the U. S. mili- Iceland and in Greenland. There it's really no joke, as you can see tary for the glut of used games on are even clubs in Saudi-Arabia and from our sales figures."

#### Twin Attractions

the twin pillars of each such club where the importation of alcohol, no right to operate fruit machines more types of new equipment in Finally, the predominance of the even under diplomatic privilege, is strictly forbidden.

The magnitude of the U. S. military coin machine market overseas is indicated by monthly average At the moment it is the glut of sales of 800 games, primarily bowlers and pinballs.

When the big brass legalized payout machines for service clubs overseas, there was an almost catastrophic scramble to load up on fruits and unload games, mainly

#### Sales Drop

The Hamburg distributor for a major American games producer The games glut dates from the wryly recapitulated, "Our business decision 18 months ago to permit plummeted to just about zero overthe installation of fruit payout ma- night. We had been doing a nice —and steadily growing—business on the German market.

"But suddenly the military beto coin games, which generated a gan dumping their games to make tremendous patronage among Euro- way for fruit machines and it pean civilians as well as U. S. serv- knocked the pins—no pun intended -from under our business. Now There are literly hundreds of the market is glutted with the mili-U. S. service clubs on the Continent tary's castoff games, and nobody is

"As a matter of fact, there is such a glut of machines on the mar-American foreign aid program. But

Here in France castoff military equipment is a drug on the mar-Juke boxes and coin games were ket. There is open resentment on the part of French distributors who -and notably so in Arab lands claim that the U. S. military has 300 have begun operation of one or in violation of French licensing recent years. laws. The French government, however, concedes extra-territorial privileges to the U. S. forces in this respect.

> Meanwhile, as is their custom, the more astute European distributors are rounding up groups of operators to conduct guided tours thru U. S. military clubs on the Continent for sneak previews of new-model U. S. equipment.

> This doesn't necessarily mean such equipment can't be seen on the German market. But the distributors, or some distributors, feel there is more sales appeal to U. S. equipment when it is exhibited in it native habitat, so to speak.

## Wis. Novelty Co. **Buys Out Kendou**

MILWAUKEE — Wisconsin Novelty Company, owned by Doug Opitz, has purchased the holdings of Kendou, Inc., one of the major music, games and cigarette vending firms here.

Several years back Doug Opitz and Ken Kulow dissolved a long standing partnership. Opitz retained control of Wisconsin Novelty Company, while Ken Kulow took over Kendou, Inc.

According to reports, Ken Kulow will remain in the coin machine business. He will operate a cigarette vending machine route in the Ozaukee-Waukesha county

Glenn Grubb, Howard Klabunde, Travis Welch, Paul Nadolny and Pat Savasta, veteran Kendou, Inc., stffers are now on the Wisconsin Novelty Company roster.

Plans call for retaining the Kendou, Inc. headquarters at 1322 W State Street, according to Doug Opitz. It will be used to house the Hilltop Refrigeration Company, another Opitz-owned firm.

Wisconsin Novelty Company's office and warehouse at 1907 N. Third Street will be used as the

# High Costs Change German Operations

HAMBURG - West German coin machine operators are revamping radically their operations in adjustment to changing economic conditions in this country.

Consolidation and diversification have become the watchwords of the German coin operator with a passion for survival.

High—and constantly increasing -operating costs are the major influence dictating consolidation and diversification. West Germany's labor shortage encourages the compression and streamlining of operations.

#### Current Picture

These developments have occurred over the last two years:

1. The number of operators specializing in payout machines has dropped abruptly.

2. Juke box operators are branching not only into games but also into cigarette and candy vending machines.

3. Small operators are being eliminated in competition with larger rivals.

There are roughly 5,000 coin machine operators in West Germany, of whom 2,500 are organized in the Central Organization of Coin Machine Operators.

#### Payouts Down

Industry surveys show that whereas about 250 of each 1,000 operators formerly specialized in payout machines, this number has now shriveled to 19.

And of 1,000 operators about

The rush to diversify is shown strikingly by the statistics on payout machines and juke boxes. At present only 19 operators of each 1,000 is operating only payouts, and only 23 games exclusively.

#### Same for Phonos

This same trend holds also for juke boxes and vending machines. Only 55 of 1,000 operators restrict themselves solely to juke boxes, and only 63 of 1,000 operators to vending machines.

But this does not mean that German operators are abandoning operation of any line of equipment. cent of operators have relinquished two years.

The trend, briefly, is toward the operation of more and more machines of more and more types.

To illustrate, statistics show that of 1,000 operators nearly 900 are operating juke boxes, nearly 750 games, around 950 payout machines and 975 vending machines.

Of the 975 vending machines there is, however, marked specialization between cigarette and candy venders and full-scale automatic merchandising, the latter number of operators totaling under 200.

The Germain coin machine operator-new format-is a medium sized business man operating up to 200 machines. But these 200 machines will include everything: Payouts, juke boxes, games and candy and cigarette vending machinesand, increasingly, soft drink machines.

The operation of payout machines is regulated rigidly in West Germany, and this circumstance prevents their formula grouping with juke boxes and games. But the effort is made to group payout machines and vending machines with, possibly, juke boxes.

It is easier to group juke boxes, games and vending machines, or juke boxes and vending machines. But the accent is on grouping, however is it accomplished.

Why, is obviously sound business. The total take per location is not only increased, but studies show that one machine tends to "re-enforce" another, a juke box stimulaing game play, and so on.

The big saving is in servicing, of course. One crew handles the entire machine complex on a one-stop basis, to the extent this is practical.

Of every 1,000 operators some 275 have added additional lines of equipment to their operation. This means that considerable capital is now required to finance coin machine operations in West Germany, as few of the operators expanding their business did so out of profits. They expanded out of sheer necessity, out of the conviction they had no alternative but to expand and diversify or go to the wall.

Meantime, the trend in German coin machine operating is toward increasing operating overhead and Studies show that fewer than 10 per increasing taxes. Business continues to increase, too, and this fact any one type of machine in the last is spurring the trend toward large integrated operations.

## Chicago Juke Group Throws Annual Bash CHICAGO-Some 650 members disk talent, broken only by plati-

of the music industry-juke box tudinous emseeing. operators, record and juke box distributors and juke box and disk cals (male and female), a couple of manufacturers-attended Recorded variety numbers, a couple of dance Music Service Association's big annual banquet here at the Morrison it was all over the audience was Hotel's Terrace Casino Room, Sat- still around and enjoyed an hour or urday evening (5).

The evening was all social—no business, not even a speech, on the agenda. Cocktails kicked off the evening, followed by dinner and an unusually sharp two-hour show. Dancing followed until the early morning hours.

Mickey Sharp emseed the event backed by Marty Gould's orchestra with Judy Creston on vocals. An array of disk and club talent that appeared included the Pepper Pots (Panlin), Pauline Greer (Roulette), Rich and Gibson, Lenny Welsh (Cadence), Ron Lauren (RCA Victor), Anna Marie Farraggia, Yonely, Barbara Browning, Joe Conti, Jacki DeShannon (Liberty), and Nicki and Noel.

The show was fresh and well paced-unlike many juke box or ture an endless stream of novice

RMSA's show offered some vonumbers, and some comedy. When two of dancing.

## **ROCK-OLA HOLDS** MEXICAN PARTY

CHICAGO-It's an all expense-paid holiday of relaxation and fun for Rock-Ola distributors who made their yearly sales quotas. The factory is hosting the distributors and families to a two-week holiday in Mexico with stops scheduled for Mexico City and Acapulco. Some 25 to 30 distributors are participating. Rock-Ola's sales veep, E. G. Doris, and advertising manager, George Hincker, are chaperoning the party, arranging entertainment, and, of course, picking up the tabs.

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# Georgia Ops Plan State Association

ATLANTA—A State association temporary organizational commitfor juke box, game, and vending tee. He, in turn, selected the foloperators is being set up here, with lowing to assist him: W. A. Chaman organizing meeting slated for bers, Athens; James R. Woodruff, November 13 in Macon, Ga., at Thomasville; O. L. Dowdy, Colum-

Plans were laid at an initial All are from Georgia. meeting held here, October 14, at launch the association.

stressed there would be no regula- group's November 13 meeting. tory action whatsoever.

bus, and Tommie Weldon, Albany.

The group also selected an attorwhich time a representative group ney, William L. Norton Jr., former of operators met and agreed to assistant attorney general and chief counsel for the Georgia Depart-The group is to be a State-wide ment of Revenue and former trial association with concentration on attorney and special assistant to the education of members on trade United States attorney general. practices and promotional activities Norton will prepare a charter and to the general public. Spokesmen bylaws to be presented at the

Meantime, area chairmen were selected to call regional meetings in Ga., was picked as chairman of a in the association.

O. J. Mullinax, Oglethorpe Augusta, Athens, Dalton, Columbus music, games and cigarette route Vending Company, Inc., Savannah, and Savannah to promote interest headquarters for the new combined record functions that too often fea-

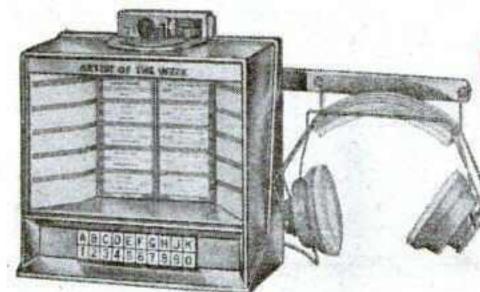


WIVID HI-FI IN STEREO... the alluring new shape with the fabulous new sound of the future! Born to make money for location and operator alike. So sleek, so trim, so free of exterior gadgets—the most beautiful phonographs ever created. And because they are Seeburg, so wonderfully dependable. New beauty, new features, and the exclusive Artist of the Week plan assure you entertainment that's

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PERSONALIZED! The sensational Seeburg innovation that builds new location appeal! The name of *your* location tops everything on the Seeburg phonographs—prominently displayed on the brilliantly lit showcase panel. Slip-in letters make it an instant operation.



## FABULOUS KOSS STEREOPHONES!

Seeburg's new and exciting on-location accessory that reveals the astonishing beauty of both 45's and the new 33½ single stereo record. The extraordinary Koss Stereophones are now available through the Artist of the Week plan to give music in your location irresistible new attraction. Assembled to the phonograph or to the new Seeburg Wall-O-Matic 100, there's absolutely nothing like it.



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1—The unmatched Pickering pickup (excluding stylus) fully guaranteed for five years—first such guarantee in industry history. 2—New motor-driven volume control (standard 5-wire cable) controls all speakers at the phonograph or at any remote point. 3—New simplified stereo amplifier has fewer parts and

tubes, delivers superb reproduction. 4—New fingerprint-proof selection panel resists smudges and marks, stays glitteringly beautiful without constant polishing. 5—New 12-inch speaker of unique design delivers full-range stereo hi-fi from wall or corner locations.

# ...AND THE DYNAMIC COAST-TO-COAST SEEBURG SENSATION,

Artist of the Week. More than a way to intermix 45's with the great new 33½ stereo album single! More than a way to feature, every week or two, ten new selections from best-selling stereo albums! Artist of the Week is a powerful music merchandising plan to attract more substantial adult music customers—to insure increasing profits for operator and location.

New Seeburg phonographs are playing at your Seeburg distributor's. Go listen to them for the sound of success!



in full color for your Artist of the Week—with strip holder for ten titles— snap in and out in seconds!

# ANTIST OF THE WEEK

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most beautiful iukebox I've ever seen, and My locations agree"

## the AMI Compacts are selling, selling, selling!

Walt Tatum's enthusiasm for AMI Compacts is being echoed by operators all around the country. They already know from experience that the bold, new years-ahead styling of the Lyric and Continental can open up new locations, and increase the take up to 100%. See for yourself . . . cash in on the AMI Compacts.



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## CONTINENTAL 200A - 200M

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| 5 Seeburg 100Aea. 65.00        |
| 8 AMI D80                      |
| 2 AMI E120ea. 150.00           |
| 4 AMI D40                      |
| 1 United UPA, 1005 395.00      |
| 5 Shuffle Rebounds.            |
| Like New                       |
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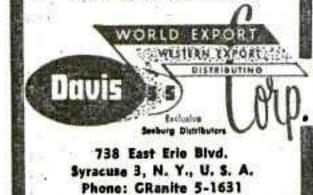
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| 1 | 100W        | 325.00   |
| 1 | M100C       | 295.00   |
| 1 | M100B       | 225.00   |
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| AMI   |    |                    |
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| H20   | 00 | \$495.00<br>399.00 |
| E12   | 0  | 139.00             |

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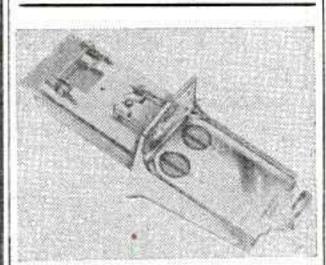
# St. Louis Business Continues Steady

By JOHN HICKS

ST. LOUIS-In many respects the coin machine industry in the St. Louis area is about the same as last year and in others there are minor differences, a spot check of operators and distributors here shows. Conspicuously absent from the coin machine field is the wide use of the bingo games, primarily because of their being classified as gaming devices and subject to a \$250 tax stamp.

Altho there is a great variety of games in use in this area, the principle money-getters here are bowling and shuffle alleys, five-ball machines and the old standby juke boxes. Taxes on these machines have remained unchanged, and no new increases or regulations are anticipated by operators and distributors.

There is a wide range of feeling in the coin machine field. Some operators report that juke box record purchases are up, but the percentage remains about the same over-all. Others said record purchases are definitely down, possibly about 5 per cent since last year. Most agreed that stereos have not made a deep impression here, and they are sticking to 45 r.p.m.'s.



A NEW DUAL COIN CHUTE being introduced by the Heath Sales Company, Macon, Ga., accepts any combination of two coins, pennies thru half dollars, up to \$1. The mechanism is nickel plated. Price and further information is available from the Heath factory.

One distributor-operator said that grosses and profits are down on all of Morris Novelty Company, said machines. He said the decrease his firm is at the point of adding might be anywhere from 33 to 50 the routes of William Kelley and

Coinmen generally agreed that operational costs have increased. The business, one said, is running on a lower payroll with less revenue. Costs have been cut wherever they could be. The result has been that the percentage figure is about the same as last year.

There also has been no tremendous route growth by operators in the St. Louis area. Except for a few locations picked up here and juke boxes and games. Cigarette there, most firms are about the machines, as a rule, are found with same size as last year.

However, Louis Morris, president Art Weinische.

A few other operators reported their routes have shrunk since last year. As to doubling up on machines, operators will put as much equipment into a location as it will take, depending on the size, and providing the traffic will justify putting out the machines.

The only significant doubling up would be cigarette machines with games or juke boxes or both.

## Finance Company Specializes In Coin Machine Operations

PHILADELPHIA - A new means of getting long-term capital is being introduced to coinmen

It's from the ABI Investment Corporation, which is one of the 100 such firms licensed by the Small Business Administration in Washington under the act of 1958.

ABI invests in the securities of small businesses with good growth potential and in addition provides top management counseling services to these firms.

Officers Coinmen

Of the 100 such firms in the country, ABI is probably the only one with coin machine men among its officers and board of directors. The vice-president-treasurer of the investment firm is Albert M. Rodstein, president of the Banner Specialty Company, local distributor.

Rodstein pointed out that the investment firm is not meant to replace bank financing but supplement it. "Our company will be able to give those operators who qualify long-term financing by nieans of convertible debentures," Rodstein said.

"Our minimum term for financing is five years," he went on.



AL RODSTEIN

"This is more than can normally be provided by most lending institu-

Bank Financing

The Banner president explained that bank financing still is and always should be the first source of funds to an operator. "There are some banks in the country that have been serving coinmen well for many years," he said.

He pointed out that not every manufacturer or operator will qualify for an ABI investment in that business on a long-term basis. But where the firm has a record of sound business practices, and the growth potential is good, the money is available in return for stock, convertible debentures, or notes and

President of ABI, which has offices in the PSFS Building, 12th and Markets streets here, is Albert M. Bershad, head of an accounting firm that bears his name.

## Teens Still Reign But Music Gets Sweeter, Say Dixie Ops

By ELTON WHISENHUNT

MEMPHIS - The teen-ager is still king at the juke box and a check with various local and Mid-South operators by The Billboard correspondent last week shows the teeners have replaced their liking of the frantic rock 'n' roll of recent years with a mellower type tune.

The change has been gradual and not a sudden thing. An indication of the toned-down tempo of favorite records on the boxes is perhaps best exemplified by comparing, say, Elvis Presley's "Hound Dog" of a few years back and his recent "It's Now or Never," operators say.

Johnny Novarese, partner in a route, Poplar Tunes Music Service, and a one-stop which sells to prac-

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tically all the operators in Memphis and many in the Mid-South, pointed out that "one of the biggest playing records on my boxes now is "Last Date," by Floyd Cramer." This is a sad, mournful instrumental. Cramer, former country and western singer, plays piano on this one.

#### Big Hit

Another big one, says Novarese, is the Platters' "To Each His Own." This was a pop hit of a few years

Yet Novarese does not undersell all rock 'n' roll, says some is still going well along with a blend of disks between rock and pop. Some standards also play well, he said.

Another new one coming up strong, he reports, is "On My canceled. Knees," by Charlie Rich. This is a local product of Sun Record Company.

#### Ballads

Drew Canale, Canale Amusement Company, reports ballads have made something of a comeback and are in predominance on his top spots. At other locations the rock numbers are there because they're liked by the younger crowd.

Other operators interviewed had similar statements to those above. Among them are Charles V. Mc-Company; Bill Forsyth, Forsyth meets January 15 at Nashville. Amusement Company, Millington,



specific security.

## lenn. Assn. Cancels Meet

JACKSON, Tenn.-The scheduled meeting tonight (14) in Nashville of the Tennessee Music Operators Association to enroll Middle Tennessee and East Tennessee operators and distributors has been

H. A. Waller, Ideal Amusement Company, Jackson, president of TMOA, said arrangmeents could not be completed for the meeting.

More than 30 West Tennessee operators and distributors are currently in the association, whose avowed purpose is to improve public relations for the industry and oppose arbitrary and discriminatory legislation aimed at increasing taxes on juke boxes, cigarette machines and games.

The new group had hoped to Dowell, general manager of South- have operators and distributors in ern Amusement Company; Parker all sections of the State organized Henderson, Rainbow Amusement by the time the new Legislature

The group meets every two Tenn.; Jourd White, White Amuse- months on the second Monday. ment Company, Paris, Tenn., and Next scheduled meeting is Decem-Robert Smith, Smith Brothers Mu- ber 12 at the New Southern Hotel at Jackson.

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## Black Eorest Juke Box Cuckoo

FREIBURG, West Germany—They joke in Freiburg that people now spend more time listening to juke box music than to the famous cuckoo clocks produced here. One of the Black Forest area's largest coin machine supply firms, Baden-Automaten, reports that the jest is not entirely myth. Baden-Automaten has just expanded and modernized its Freiburg branch to accommodate the Black Forest juke box boom. The sales room has been redecorated, workshops expanded and provided with new equipment and the record bar redesigned.

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## East

NEW ENGLAND NOTES

The banquet of the Music Operators' Association of Massachusetts, which had been scheduled for November 11 at the Sheraton Plaza Hotel in Boston, was postponed to a later date, according to Cyrus L. Jacobs, MOAM president. The new date is February 21 (Tuesday) and the new location is the Commonwealth Country Club where the organization's first banquet was held. It was felt that more time was necessary for the gala event, now in its fifth year.

Friends and business associates are rooting for Charles Baker, general manager of Interstate Music Company of Roxbury, now

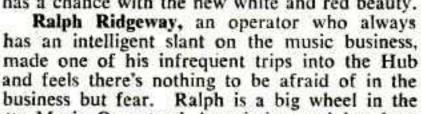
doing a little time in Norwood Hospital. . . . Ben Ross, of Grayben Vending Company, and Bill Cowan, of Shore Music Company, a couple of ardent sailors, are unhappily landlocked again as winter draws on. Both being officials of the Metropolitan Yacht Club, they need the time on land to mastermind next-season's program. . . . Activity and business has been stepped up since International Vending Corporation moved into its new quarters at 1028A Commonwealth Avenue, Boston. Richard Mandell, general manager, has been promoted to vicepresident, and Henry Ward, well known in the business, has been installed as general manager. Henry was formerly with Capitol Music and



R. Mandell

City Cigarette Service in Boston and has known most of the operators for more than 20 years. The firm is now busy with the showing of the new Rock-Ola. . . . David J. Baker, of Melo-Tone Vending

Company, Inc., Arlington, and International Vending Corporation, postponed his trip to Europe and Israel, but will go within a short time. Meanwhile, Dave, who became interested in real going machinery, shelved his 1959 Corvette. He's getting hotter and has now acquired a brand-new 1961 Ramjet, Fuel Injection "319" Corvette. Dave said he bought the first Corvette for his son, but it doesn't look as the the kid has a chance with the new white and red beauty.



Western Massachusetts Music Operators' Association and has kept things humming in the Springfield area for years.

D. Baker

Joe Assad, who not only operates music around Maine but also runs the Seebreeze Hotel at York Beach, was another visitor in town, with his handsome wife. Joe was interested in some new music pieces. . . . Robert Papineau, Eastern regional sales manager for Rock-Ola, spending a week in Boston for the showing at the local distributor. . . . Trimount Automatic Sales Corporation threw a big anniversary bingo at the Red Coach grill for Gilbert Lawrence in honor of his 25 years with the company. David S. Bond, president, presented Gilbert and his wife with a de luxe trip to Florida

Si Redd and his entourage at Redd Distributors busy packing up everything in sight for the big move to the new and larger plant down the street at 179 Lincoln, Brighton. Dick Mitchell, of Dick's Records, Inc., is also picking up all his records to go along, and is happy about the added space he'll have in the new one-stop quarters. Cameron Dewar

## Midwest

MILWAUKEE MENTIONS

as well as a huge birthday cake.

Stop-ins at the new third and Garfield Radio Doctors one-stop diskery recently included Walt Blizzel, Bliz Phonographs, Sturgeon Bay, and Joe Hallada, Green Bay. Both claim music takes are holding up fairly well this fall. . . . Badger Sales, Green Bay music and games firm, has sold its holdings to Mel Coin Machine Company of the same town. . . . Mr. Boettcher, former owner of Badger Sales, is now devoting his full time to his radio and TV service enterprise.

Erv Hoeth is temporarily filling the job vacated at United, Inc., when Woody Johnson moved to Tucson, Ariz. Plans for a trip up north for deer hunting are being made by Clarence Smith, Milwaukee Amusement Company. . . . Carl Klein, Klein Amusements, is also busy with a new venture these days. He operates the Wisconsin

Boat Storage Company. . . . It will be wedding bells during November for Gordy Pelzek, downtown Radio Doctors counterman. . . . Three radio hams who have been trying to keep in contact with each other are old buddies. They are Ed Gronowski, Red's Novelty Company, West Allis; C. B. Ross, South Milwaukee, now a Wurlitzer field engineer, and his predecessor Reid Whipple, who lives in Tonawanda, N. Y. . . . Sam Hastings, Hastings Distributing Company, reports that he is carrying a limited line of premium goods again this winter for the operator trade. "I'm not going at it as big as we

Carl Betz used to do in other years," he says. . . . Carl Betz, P. & P. Distributing Company foreman,

has just returned from a brief vacation in Las Vegas. . . . According to Joe Pelligrino, the Avenue Arcade action is stepping up. "We're heading into a good period," he says. . . . Orville Carnitz, Badger



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| Dancing Dolls                                      | 275.00   |
| Double Action                                      | 190.00   |
| Four Stars   | 125.00   |
| Fun Fair   | 60.00  |
| Fiesta   | 250.00   |
| Gusher   | 75.00  |
| Golden Bells                                       | 195.00   |
| Galden Gloves                                      | 195.00   |
| Gypsy Queen  | 40.00  |
| Hi Diver   | 165.00   |
| Jig Saw  | 65.00  |
| Kings  | 55.00  |
| Miss Annabella                                     | 195.00   |
| Majestic   | 175.00   |
| Marathon   | 100.00   |
| Nogs   | 295.00   |
| Rocket   | 190.00   |
| Roto Pool  | 125.00   |
| Royal Flush  | 95.00  |
| Reno   | 60.00  |
| Rainbow  | Market Strategic |
| Rocketship   | 125.00   |
| Sea Wolf   | 140.00   |
| Straight Shooter                                   | 150.00   |
| Serenade   | min distribution that is not on  |
| Sittin' Pretty                                     | 160.00   |
| Sunshine   | 100.00   |
| Showboat   | 50.00  |
| Spect Real   | 160.00   |
| Spot Pool  | 115.00   |
| Steenlachase                                       | 60.00  |
| Steeplechase                                       | 125.00   |
| Straight Flush                                     | 100.00   |
|  | 50.00  |
| Shamrock   | 225.00   |
|  | 150.00   |
| Tic, Tac, Toe                                      | 195.00   |
| World Champ  | 75.00  |
| World Beauties                                     | 225.00   |
| C. C. Drop Ball                                    | 125.00   |
| C. C. Rebound Shuffle                              | 50.00  |
| Distributors for Cattliah and V                    |  |

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Novelty Company, reports that the Rock-Ola distributing firm expects to be in its new quarters by January 1. New address will be 2538 N. 30th Street. Benn Ollman

#### CLEVELAND CLOSE-UPS

Where the deer and the antelope play, H. Frank Lescook was hunting them. The head of Lescook Amusements, Inc., and 11 cronies belonging to a sportsmen's club, took off for a few weeks of hunting the two species in Montana. . . . Attending the National Automatic Merchandising Association's annual convention in Miami were Morris S. Gisser, head of Cleveland Coin Machine Company, and assistant, Ronald Gold. . . . On the board of directors of the Coin Machine Council's Public Relations group is Joseph Abraham, president of Lake City Amusement Company.

J. L. Music Company's manager, Rothenberg, calls sales this year the worst for the firm since 1953. . . . Edward J. Curry, head of Edward J. Curry Music Company, has joined the CMC's Public Relations team. "It'll be good for the industry," he asserted. "All the big firms do it (promote) and why should we be different. . . . Edward Kenney, head of Kenney's Amusement Company, returned from a business foray into Washington, only to go off again the next week.

Mel Shone, assistant branch manager at Shaffer Music Company, reports that two bars, a bowling alley and a drive-in eatery are going great with stereo headphones. It's too early to tell if it's just a novelty or the start of a trend, he added.

Cleveland's penny shortage is not getting any better, according to Pat Romeo, office manager at Buckeye Cigarette Service Company. . . . Millicent Woods, secretary of Stephen's Cigarette Service, reports a 12 per cent increase in locations for the firm, founded in 1957. . . . Thomas W. Miller, head of Associated Enterprise, was in Euclid-Glenville Hospital recuperating after surgery there.

After just one year with Monroe Coin Machine Exchange Company, Bud Zehman was given a company car and appointed route manager, announced George George, president.

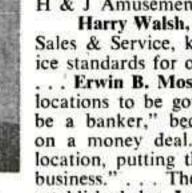
Shipping 26 games to Belgium one week was Lake City Amusement Company, according to Joseph Abraham, president. . . . Mrs. Robert K. Williams, head of S. L. & L. Clary, reports that bowlers are her most popular game. . . . Blaming the presidential campaign for a collection slump, Helen Dugan, head of Dugan Music Company, recalled the same situation during during the last one in 1956. Bob Sudyk

#### DETROIT DOINGS

Mervin S. Jacobson, head of Central Vending Company, reports that the company is negotiating for purchase of a couple of additional routes. The firm, which started as basically a cigarette operation, has expanded into other lines and now has about 1,000 machines out. Nathan Schreiber, Jacobson's father-in-law and a partner in the business, has been quite ill but is now able to get down to his office. He is head of a local theater circuit.

W. Kus, formerly owner of Bill's Popcorn Machine Repair Service, is now on the staff of Confection Cabinet Corporation, with which he was associated a number of years ago. . . . Joseph and

Hedwig Arcilesi have established a route of pool tables on the East Side under the name of H & J Amusement Company.



Erwin B. Moss

Harry Walsh, service manager for Fabiano Sales & Service, keeps busy maintaining service standards for operators in the Detroit area. . . . Erwin B. Moss says, "There are not many locations to be gotten today, and you have to be a banker," because location owners insist on a money deal. Usually it's a loan to the location, putting the operator in the "banking business." . . . The old Perry Music Company established by Joseph P. (Dan) Harris and Louis D. Berman has discontinued operation

and has no connection with the new firm of this name recently established by Joseph C. Perry, Berman confirmed. Berman is now working for his brother, Philip, operating a route of juke boxes under the name of Coolidge Vending Company. Louis Berman, incidentally, is a great fight fan and enjoys fight telecasts. . . . Fred Chlopan, executive secretary of the Detroit Shuffleboard Association, and Mrs. Chlopan have returned from a vacation trip to New York, where they took in a number of plays and were much impressed with "The Sound of Music," last Rodgers and Hammerstein production. They managed to see both British Prime Minister Mc-Millan and Khrushchev while they were there.

Linden Bush, route manager of Fabiano Sales & Service, who has been out on an annual hunting trip in Wyoming, writes back that he "has the deer secured." . . . Paul Folino has left the Fabiano organization, for which he was sales manager. . . . Kenneth Stephan, former Fabiano serviceman, has joined the Yates Vending of Rochester, Mich., which has a route of juke boxes and games. Hal Reves

#### NEBRASKA BRISKIES

Dick Taylor, Lincoln, is getting set up in the new and larger quarters that his firm moved into recently. Taylor's firm now has some 3,000 square feet of room with space for office, showrooms, workshop, storage, entertainment and future expansion. . . . Lou Singer, Wurlitzer distributor in Omaha, was forced to miss the Nebraska Music Guild meeting in Norfolk recently because his daughter, Sandy, was celebrating her Bas-Mitzvah.

Barney Luckman, Central Distributor salesman traveling the Norfolk territory, is fully recovered after recent surgery. Luckman is a 25-year veteran of the coin machine business. . . . Another veteran, Jerry Harris, Denver, celebrated his 25th year in the coin machine business August 10. He started as a road salesman with Hymie Zorinsky, Omaha, in 1935. . . . Pete Geritz, Denver, is back at his desk, fully recovered after a tough bout in the hospital last July with a kidney ailment. . . . It'll be wedding bells for Howard Ellis' daughter, Judy, December 18. Judy will wed Howard Sorenson, Nick Biro both natives of Omaha.

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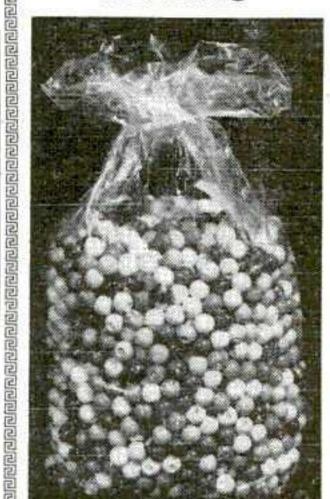
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| 4-PI, SWEET SIOUX 375                        | UNIVERSE 225          |
| [[12] [[[4] [14] [[4] [14] [[4] [[4] [[4] [[ | MISS ANNABELLE 215    |
| 2 PI. ROUND-THE-WORLD 325                    | QUEEN OF DIAMONDS 210 |
| 2-PI ATLAS 295                               | HI-DIVER 195          |
| 2-PI. RACETIME 275                           | STRAIGHT SHOOTER 185  |
| 2-PI. DOUBLE ACTION 245                      | SITTIN' PRETTY 175    |
| 4-PI. CONTEST 315                            | SUNSHINE              |
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| 4-PI. FALSTAFF 275                           | Wms. DART \$295       |
| 2-PL SUPER CIRCUS 175                        | Wms. GUSHER 175       |
| 2-PI. TOURNAMENT 125                         | Wms. SEA WOLF 155     |

## SHUFFLES

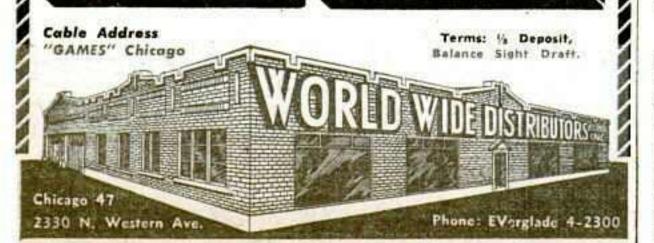
| United 6-STAR         | Bally A.B.C          |
|-----------------------|----------------------|
| C.C. CHAMPIONSHIP 745 | United LIGHTNING 175 |

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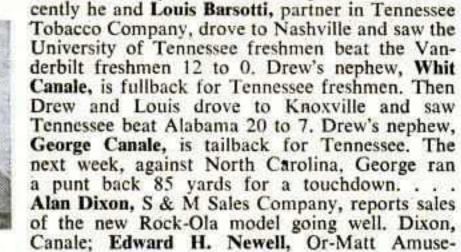
GIVE TO DAMON RUNYON CANCER FUND



## South

MEMPHIS TEMPO

Drew Canale, of Canale Amusement Company and other enterprises, is a big football fan and proud uncle for good reason. Re-



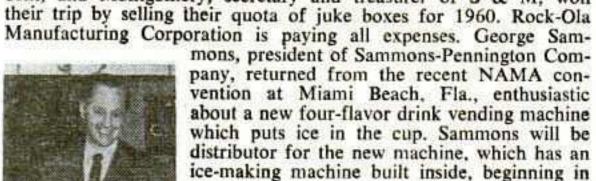
ment Company; Jack Canipe, Canipe Amuse-

Drew Canale

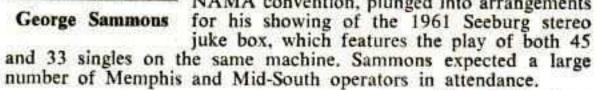
ment Company, and perhaps other Memphis operators planned to drive to Nashville for the November 14 organizational meeting of the Tennessee Music Operators' Association. The group hoped to get mid-Tennessee and East Tennessee oper-

ators and distributors enrolled at this meeting. Joe Cuoghi, partner in Poplar Tunes Music Service, had a big house to see Mantovani recently whom he and partner, Ray Brown, disk jockey, in his Showcase Promotions, brought to Memphis. Parker Henderson, operating Rainbow Amusement Company for the estate of the late Douglas Highfill, reports his latest enterprise of buying overproduced hit records months old and selling them to locations to retail at five for 99 cents is going well. Henderson buys the records in big lots.

Frank Smith and wife and Earl Montgomery and wife, both S & M Distributing Company officials, left for a two-week expense-paid trip to Mexico City and Acapulco, Mexico, with other distributing officials about the nation. Smith, president, and Montgomery, secretary and treasurer of S & M, won



Sammons, after returning from the NAMA convention, plunged into arrangements



Elton Whisenhunt

Alan Dixon



The recent NAMA convention in Miami Beach brought scores of juke box operators from all over the country to see and learn more about the giant strides vending machines are taking. It also made one realize that many of the juke box men are in the vending field too. It was good to see Al Denver looking so well. . . . Tho Harold and Dave Roth, Continental Manufacturing Company, had one of the busiest displays at the show, they took time out to consummate a deal purchasing Cigarette Service Company, one of the largest cigarette vending companies in Florida.

Buddy Kaufman, C&L Amusement Company, announced that he has recently purchased a small cigarette route from Bill Mullins, Mullins Amusement Company. . . . Jack Lipsiner, Coin Op Service, looking fully recovered from his recent heart attack. Also looking much better lately is Morris Marder, M&M Service, also a recent heart victim. While on the recovery kick, glad to mention that Doris Shapiro, gal Friday over at Willie Blatt Music Company, is feeling well enough after her recent operation to go into the office several times a week.

Bush International, Wurlitzer outlet in Florida, looking spanking new after all the recent fixing and painting, swinging again. And not only music machines. Bob Weller, Bush sales executive, reports keen interest and booming sales in most of the Rowe line of vending products. Bob says that the potential of this type of business is so vast that the surface hasn't been scratched yet.

H. C. Carter, Nassau, Bahamas operator, was visiting in Miami. Carter says that business in Nassau has begun to reflect the increase in tourist business there. Also enthusiastic about the future for the coin machine business in Nassau is Tony Key, Bon Ton Amusement Company. Tony says that with all the building going on in Nassau, employment is at an all time high, and amusement machines just must do well. Tony says that by far the best action is from pool tables, with collections far above music or any other type machine at present. Tony is also proud of his recently earned right to fly a plane. Now both he and brother Rudy can fly their plane to make service calls and collections on the outer islands.

A tip of the hat to Willie Blatt, who did a bang-up job arranging things at the recent MOA meeting in Miami Beach. Willie really put (Continued on page 75)

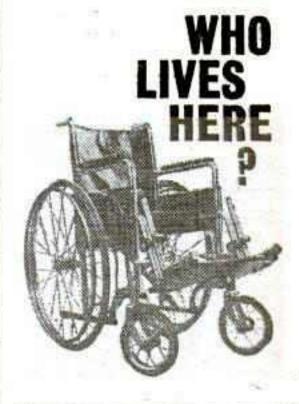
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| CHAMPION BASEBALL   | BINGO ROLL   | 75.00               |
| BASEBALL   150.00   |  |                     |
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| CRANE   |  | 395.00              |
| CROSS COUNTRY RACER 95.00  DERBY DAY— 4 Player 145.00  FLYING SAUCER 95.00  GOALIE 95.00  GYPSY GRANDMA (Pedestal Stand) 225.00  GYPSY GRANDMA— Horoscope 345.00  HI-FLY 95.00  JET PILOT 295.00  LORD'S PRAYER 125.00  METAL STAMPER 225.00  MIDGET MOVIE 95.00  IRON HORSE (Old Style) 95.00  IRON HORSE (Old Style) 95.00  NUMBER ROLL 50.00  PEPPY THE CLOWN 225.00  PITCHEM & BATTEM 95.00  PLAY FOOTBALL 95.00  QUARTER BACK 95.00  SILVER BULLETS 95.00  SIX SHOOTER 95.00  SKY FIGHTER 95.00  STAR SLUGGER 95.00  SUPER JUMBO 495.00  SUPER BELL         |  |                     |
| RACER   | CROSS COLINITRY  | 73.00               |
| ## Player 145.00   FLYING SAUCER 95.00   GOALIE 95.00   GYPSY GRANDMA (Pedestal Stand) 225.00   GYPSY GRANDMA Horoscope 345.00   HI-FLY 95.00   JET PILOT 295.00   LORD'S PRAYER 125.00   METAL STAMPER 225.00   METAL STAMPER 225.00   MIDGET MOVIE 95.00   IRON HORSE (Old Style) 95.00   NUMBER ROLL 50.00   PEPPY THE CLOWN 225.00   PITCHEM & BATTEM 95.00   PLAY FOOTBALL 95.00   QUARTER BACK 95.00   SILVER BULLETS 95.00   SILVER BULLETS 95.00   SILVER BULLETS 95.00   SKY FIGHTER 95.00   SKY FIGHTER 95.00   SKILL ROLL (Skee Bail) 95.00   SPACE AGE 295.00   SPACE GUN 95.00   STAR SLUGGER 95.00   STAR SLUGGER 95.00   STAR SLUGGER 95.00   SUPER JUMBO  |  | 95.00               |
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## See No Change For Paster Co.

ST. PAUL-Paster Distributing Company here, formerly headed by Herman Paster who was killed recently (The Billboard, November 7), will continue to operate as a distributor for all its current lines: AMI, United, Fischer and Kaye.

Kenny Glenn, who heads the coin machine phase of Paster's business, told The Billboard that business will continue as usual. Glenn said the Paster estate was in the process of being settled. Altho heirs have not been announced, it is assumed that the major holdings will revert to Paster's widow, and that the business will continue to be operated as before. Glenn added he'd heard nothing from any of the manufacturers whose lines he handled that would indicate any change.

E. R. Ratajack, AMI vice-president, said that "Paster had a good organization," and that he could think of "no reason to make a change."

Good Friend

Ratajack, who incidentally is scheduled to assume his new executive post with Music Operators of America in February (The Billboard, November 7), added that "Herman (Paster) was a good friend and would expect me to follow the course I am."

Paster also had a distributorship under the same name in Milwaukee, headed by Sam Cooper. The Milwaukee organization, like the St. Paul outlet, handled AMI, United, Fischer and Kaye, plus Bally (not handled in St. Paul). The Milwaukee branch, likewise, is expected to continue business as usual with Cooper continuing to helm the organization.

## Hold Rites for A. G. Trucano

DEADWOOD, S. D.-Funeral services were held here November 3 for A. G. (Tony) Trucano, president of the Black Hills Novelty Company, who passed away in Rochester, Minn., October 30.

Trucano had been in the coin machine business for 25 years and was a charter member of the South Dakota Phonograph Operators Association. He was presented a plaque for 25 years service to the industry at the last SDPOA meeting here.

When Trucano started in the business a quarter of a century ago he had one machine, and that he built up to slightly under 500 machines on location within a 100mile radius of Deadwood.

He is survived by his wife; two children, John, who was associated with him in the business, and Patricia, and several grandchildren.



USCULAR DYSTROPHY ASSOCIATIONS OF AMERICA, INC., 1790 Broadway, New York 19, New York . JU 6-0808

DYSTROPHY



Continued from page 74

in a lot of work and the results were evident. Willie also spoke on his favorite subject, public relations, and he injected his enthusiasm into every one present.

Sam Taran, Taran Distributing Company, calling Sol Tabb, M&M Service, from Chicago to tell him he would probably be late

for their weekly pinnochle game. Sam really had a close call the following morning when he accidently left the door open to his medicine cabinet. Sam raised his head and caught the point of the door, nearly losing an eye.

Bush International, Wurlitzer outlet in Florida, finally getting back into the swing of things after better than six weeks of inactivity. Bush International suffered a severe fire that devestated the warehouse and part of the repair shop, but as this was being written the painters were putting the finishing touches to a complete remodeling job. . . . Ozzie Truppman, head man at Bush, off to Jacksonville to huddle with Joe Barton, manager of that city's Bush branch.



Sam Taran

Frank Brady, Lake Music Company in Pahokee, visiting Miami with his lovely wife. Frank says his area is slowly recovering from the recent heavy rains and looks forward to a banner winter season. Reason for Frank's visit here was to take a few lessons in handling a bow and arrow. He says that from now on that is the only way he intends to hunt deer. . . . Whitey Fileback, Advance Music Company, flew up to Pahokee the previous week to go fishing with Frank. He is still talking about the big one that got away. Raoul Shapiro

## West

DALLAS TALK

Local coinmen are watching what has been a good summer for collections turn into a better autumn, with the prospect that winter will excel even the two previous seasons. . . . Jack Eskew over at the Commercial Company was one of the number who has already noticed the fall increase, and his enthusiasm was backed up by Mike Koenig, out-of-town salesman for the company, who has returned from a recent trip thru East Texas and Louisiana. He says that things are also booming in that section of the country.

Jim Browning, at Coin Machine Exchange, is another who likes the looks of business both in the past several months and now. His company is at present showing the new compact models of the AMI phonograph, and they have big hopes for the future of these new designs.

And the word is still the same from Walbox Distributing Company's Phil Weinberg. He agrees that business has been unusually good thru the summer and that this past summer in particular has (Continued on page 77)

## Williams Hosts Texas Operators

SAN ANTONIO-Local operators were guests of the Bill Williams Distributing Company, Wurhosted the affair. Refreshments Krueger.

were served and a short entertainment program was presented.

It was agreed that future weekly meetings would be held at offices of different San Antonio distributors. The purpose of these meetings is to encourage goodwill and promote better code of business litzer distributor, here recently. Dan ethics among phonograph opera-Perrotta, manager of San Antonio tors. Those present at the October office, along with Ted Dye, sales gathering included: C.W. Hardwick, representative of Houston of Bill Copeland, Ed Mendez, Robert Car-B.J. Nichols, Albert Johnson, M.L. Williams Distributing Company, denas, Tommy Eakins and Eddie

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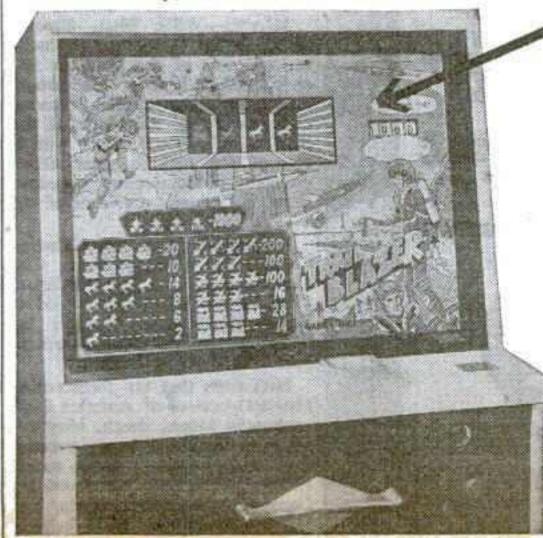
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# Italian Economy Boosted by Livorno Wurlitzer Licensee

By OMER ANDERSON

LIVORNO, Italy - The U. S. Army has a love affair going with the coin machine industry herespecifically, Notomat, which manufactures Wurlitzers here.

The Army likes the Wurlitzer; it has many Wurlitzers in service clubs in Italy and thruout Europe, for that matter. But the Army admits to no partiality in the matter of American music machines; it also has lots of other American brands on military premises.

Its romance with Notomat has a more subtle motivation—somewhat the same motivation that endears Notomat and Wurlitzer to the Italian government — employment.

Jobs are a matter of hardly less concern to the U. S. Army, surprisingly, than to local authorities or the Italian labor ministry.

But to explain the U. S. military's esteem for Notomat, it is necessary to go back to the beginning.

#### Needed Port

After the war, when the U. S. forces settled down in Austria, it at Livorno for the Austrian garclose at hand, and the nearest port expansion. meeting the U. S. military's specifications was at Livorno-or "Leghorn," in the military version.

survey teams found grass literally warehousing. growing in the streets and squares of Livorno. The city had the high- and passed out pay envelopes,

Why, was all too obvious.

Mussolini had developed the port to supply North Africa, and its installations had been battered to portant figure. rubble by wartime bombing. Shipof wrecked ships still blocking the port, when Army survey teams visited Livorno.

#### Red Problem

Livorno not only had the highest iobless rate in Italy—the town also had the highest percentage of Communists, in direct proportion to unemployment. The Communists had garnered 70 per cent of the vote at the previous municipal election, and they were in firm control of the Livorno local administration.

This posed a problem of fantastic complexity for the U. S. Army, which was compelled to recruit local labor to handle military cargo, much of it vulnerable to sabotage.

But the military went ahead with the establishment of a supply port proved impractical to supply the rison. The Army proved a prodigi-Austrian garrison from West Ger- ous employer. The jobless were many. The U. S. required a port soaked up in port rehabilitation and

The Army recruited several hundred stevedores, and when port construction tapered off, the Army U. S. Army Corps of Engineers began construction of barracks and

As the Army hired local labor

est percentage of jobless in all Communist strength in Livorno de-Italy, a staggering 70 per cent. clined steadily. Livorno became relatively prosperous, thanks to U. S. Army spending, and the Communist vote dwindled to an unim-

But there is a limit even to U. S. ping was at a standstill, the hulks military construction and spending, and eventually Army construction projects gave out in Livorno. But the military still needed the portneeded it worse, in fact, than ever before: For while the Austrian State Treaty in 1955 ended the U. S. troop garrisoning in Austria, it did not end the military's use of Livorno.

> The U. S. garrison in Austria was reorganized into the present Southern European Task Force (SETAF) a nuclear-armed striking force stationed in Northern Italy and drawing supplies thru Livorno.

> But altho SETAF urgently requires Livorno's port facilities, its hiring of stevedores and other local labor, with the completion of base construction, has declined. Unemployment again has become a problem.

The U. S. Army is faced with "stomach" communism which model had been sold. might imperil the supplying of the nuclear strike force, against which Phi! Swartz, president; Dave Baker, the Kremlin incessantly inveighs.

#### **Employment Rises**

Notomat is helping soak up employment. Employment has risen steadily at the plant. It is still under 100, but plant officials say this is a misleading statistic.

The plant has programmed expansion which eventually will give it a payroll of 500 or more. Moreover. Notomat is training skilled workers for the Italian juke box industry as a whole.

other areas of Italy, their place being taken here by fresh apprentices. Notomat has a revolving employment roster with manifold greater influence on the industry and employment-than statistics indicate.

Finally, Notomat is regarded by astute industry figures as the nucleus for a coin machine production center here—an Italian "Chicago."

A U.S. Army colonel attached to the SETAF port here observed, "Notomat has certainly pepped up this town. Its psychological impact is far greater than the formal figures would suggest. The plant's given the people here the feeling they have a future-that they live in a growing-not a dying-town. That spirit is important to us; it's the best antidote there is against communism."

## Willie Blatt Hosts Florida Officials

MIAMI-Willie Blatt, director of the Music Operators of America, was one of the hosts to 500 civic leaders here at the annual Halloween Party of the Fraternal Order of Police Associates at the P. B. A. Clubhouse. Blatt, who is one of the nation's most active coinmen in community organizations, is first vice-president of the FOPA.

Among the guests were Criminal Court Judge Gene Williams, City Commissioner and Judge Balaban, Chief of Detectives Wiliam Eddy, North Miami City Manager Ed Wharton, and Murray Rayman, president of FOPA Lodge 20.

Blatt feels that the forthcoming Music Operators of America Convention in Miami Beach, May 14-18, will register a heavy success. He bases his feelings on the recent National Automatic Merchandising Convention here last week. The MOA convention will be held at the Deauville Hotel.

# Bow Rock-Ola For Ivy Trade

BOSTON-Hundreds of operators from all over New England flocked to the showing of the new Rock-Ola phonograph in the newly acquired premises of the International Vending Corporation's Commonwealth Avenue headquarters. So successful was the event that the showing, originally planned for three days (24 thru 26) was extended to one week (24-29).

The new showrooms were decked festively and operators were treated to a continuous service of food and beverage (hard and soft). As an added attraction, each operator was given a ticket for a drawing for a door prize-a trip for two to New York with de luxe fixings including nigh' clubs, hotel, boat trip, etc.

Official drawer was Mike Pinelli, manager of One-Stop Inc., next door. The grand prize winner was Ralph Ridgeway of Vogue Music Company, Springfield, and president of the Western Massachusetts Music Operators' Association.

#### Hosts

The showing was pronounced a tremendous success by Vice-President David J. Baker, who revealed the specter of a resurgence of that two carloads of the new Regis

> Hosting for International were vice-president; Richard Mandell, the firm's newly appointed vicepresident; Henry Ward, general manager; Ruth Nally, office manager, and Phil Swartz' daughter, Irene. On hand for Rock-Ola was Robert Papineau, Eastern regional sales manager for Rock-Ola.

Among operators who attended were: Mr. and Mrs. Joseph Assad of York Beach, Me.; Fred Ferretra of Concord, N. H.; Richard S. Dobbins of Newport Music Company, Newport, R. I.; Al Dollins of Thus, Notomat "graduates" take Pioneer Music Company, Hyannis; jobs in the coin machine industry in Peter Pompeo, Pompeo Music Service, Milton: Mr. and Mrs. Ralph Lackey, Karel Music Company, Roxbury; V. J. Wolkouski of Haverhill; Henry Gladstone of Paramount Music Company, Roxbury; Lee Bessetto, of New England Exhibit Company, Newton; Arthur K. Strahan of Springfield; and Mr. and Mrs. Ben Ross of Grayben Vending and Coin Machine Corporation, Mattapan.

Also: Leonard Appel of Brighton; Leon Sherter of Chester Music Company, Newton; Mr. and Mrs. Cyrus Jacobs of Interstate Music Company, Roxbury; Dave Gropman of Beacon Hill Music Company, Dorchester; Lou Magerer of Brockton; Bob Sylvester of Somerville; Arthur Sturgis of Automatic Distributors, Inc., Jamaica Plain; Saul Robinson of Paramount Music Company, Roxbury; Mr. and Mrs. Edgar Beals of Needham; John Fiore of Medford; Mark Shavel of Brockton; Ben D. Palustient of Boston; M. L. Coulter of Worcester, and John Lopas of Boston.

## BRITISH PAPER SPONSORS COIN GAME CONTEST

LONDON-The Daily Express newspaper here is offering 1,000 pounds as a prize for the top-scoring man or woman contestant in a coin alley bowling tourney it is sponsoring. According to Peter Simper, columnist of The World's Fair, British trade paper, coin alleys are increasing in popularity month by month here.





CHICAGO 14, ILLINOIS

## French Liner Juke, Game Showcase

PARIS—The world's largest and most luxurious floating hotel will be the world largest and most impressive showcase for the French coin machine industry.

Superstructure is beginning to rise on the St. Nazaire, one of the world's largest steamships which was launched five months ago. It was christened by Mrs. Charles de Gaulle.

All the machinery has now been installed on the 60,000-ton luxury liner. Work is now proceeding on installation of partitions, air conditioning and the various utilities systems.

Meantime, the French coin machine industry is scrambling for representation on the St. Nazaire, which promises to be a gold-plated show window for the coin machine trade.

Final figures will await furnishing of the liner, but preliminary estimates call for 225 juke boxes, 150 games, and approximately \$250,000 worth of automatic merchandising equipment.

The St. Nazaire promises to be the first snooty superliner ever built whose sponsors didn't turn up their collective nose at coin machines, be they ever so humble.

The distribution of coin-operated equipment will follow the pattern ashore. There will be de luxe boxes in some of the first-class bars and lounges, and some games.

And there will be a proliferation of juke boxes and games in the various economy classes, according to tentative planning. Vending machines will supplement, rather than replace, orthodox food service, being concentrated in cigarette, beverage and snack vending.

The automatic merchandising will be concentrated below decks.

The St. Nazaire will be the first ship where coin-operated equipment is given a positive reception as a means of reducing personnel and general operating overhead. From this point of view, it will be an experiment which could greatly stimulate the maritime market for coin machines.

For altho there has been considerable study given to the spotting of coin-operated equipment on the projected superships for mass transatlantic travel, the coin machine has remained rather visionary equipment for the standard luxury liner.

The intention is to select equipment for the St. Nazaire primarily on the basis of good taste and utility. Such machines as are selected will be installed on a progressive trial basis.

In other words, their numbers will be increased—or decreased as their reception warrants.

French coin machine figures familiar with St. Nazaire planning say it will be the first time that the crew of a liner is given full shoreside exposure to coin-operated equipment. There will be juke boxes games and automatic merchandising galore for the crew, according to present planning.

The St. Nazaire will be a showcase primarily for the French coin machine industry. However, the details of procurement and operation remain still tentative, and foreign equipment is not excluded.





Continued from page 75

been the best of all. On the business upswing note, he points out that kiddie rides in the supermarkets have picked up a great deal. Big reason for this increase, he believes, is that the "home-made" rides which flooded the supermarket area for a time are folding as they meet the competition of the better constructed rides. In other words, the better rides are taking over and are drawing more customers.

Incidentally, Walbox is opening another new playland in a discount house in Odessa, Tex. The venture will be in business on October 6, with the operation running across the front section of the establishment. It is 80 feet by 60 feet, or approximately 1,000 feet square and will include bowling machines, kiddie rides and pinballs.

This is the third such opening in the nation, the other two having been in Fort Wayne, Ind., and Richmond, Va. It was pointed out that such an operation has not only proven profitable for the distributor but has also been a boon to the discount house itself, attracting adults to the place of business and keeping the children entertained while the adults, who have come to buy, do their shopping,

Reports from the Bill O'Connor Distributing Company say that M. T. Cornelius, Abilene, Tex., phonograph operator, is leaving right away with his wife for a belated vacation in Honolulu. The couple are due back in Texas sometime late in fall. . . . Another phonograph operator, Walter Wiggins and wife, of McKinney, Tex., are really taking in the sights of Europe. They have been over there six weeks at last count, with no definite return date yet set.

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## Kiddie Ride Business Grows Gibraltar Route

Continued from page 64

old available, and the number, of manufacturers of consequence in course, keeps growing. The new business today. A few are large procustomers of 1963 are already born ducers, while the producers in genrides for them?

tion accounts is required . . . bet- ever. ter housekeeping, less frequent reride models.

income, especially now, because of on the market) are still going strong the profit squeeze they themselves on locations. Repairs are necessary. are facing. Kiddie rides, bringing a Bearings wear out, motors go, tremendous return per square foot leather work must be done, relays leged improper sale of a number of space used, are miniature gold and pulley belts must often be remines to these stores.

There are still a few small store | Another plus factor is the excelchains which are virgin territory to lent safety record of this field. Only operators, and the ones already three official accidents are on rec- to recover other route equipment with rides can be improved on from ord in the trade's 12-year history. allegedly improperly disposed of. the profit - to - the - operator stand- One large operator's public liability

are 1,000 to 1,200 more rides on for every 605,500 children who location than a year ago, bringing take a ride. In these days of easy the total to about 12,000 active. litigation, such a record is little These machines are bringing 70 short of fabulous. million dimes in annually.

tional. Headquarters of these opera- censing windfall. Pittsburgh. In addition to these, still in chain stores, and some of there are about 200 small to medi- these chains, recognizing the earnhave grown in the past year, in cations into their store area. This big operations have grown in terms permanet ring about it. As the opof rides operated.

-so why not begin planning new eral are scattered about the nation.

The optimistic side of this situa- refereee in the case. quests by locations for changes of tion is the fact that a ride will usually last well over eight years (the Ride locations need not be dif- time operators estimate it takes to ficult to bargain with. Kiddie rides pay for itself) and maximum ride -especially in store locations-are life is estimated at as long as 20 the sale of all assets of Gibraltar. real plus income to the locations. years (with major repairs). Rides Chain stores are looking for such 11 to 12 years old (the first rides placed.

insurance report (for 1959) shows Leading operators estimate there only one accident claim of any kind

The number of ride operators is leveled off after years of steady a case-by-case basis. growing, but it remains relatively rise. But while leveling, tax fees low. There are three big operations have become more widespread with active-one regional and two na- many more localities in on the li-

tions are Chicago, New York and Most kiddle ride locations are um size operations, mostly strictly ing capabilities of rides, have aclocal ones. These local operations tually begun to blueprint ride loterms of operators active, while the gives the ride business a sort of erators say, "Kiddie rides are here

# **Gets Court KO**

NEW YORK - Sandy Moore's A small producer with a hot ride Long Island juke box operating in-How can operators—short of can rise quickly. Development costs terests known as Gibraltar Amusehiking their fares-land a bigger on new ride equipment is high and ments, have been officially adprofit cut from the new business mounting, resulting in a boost in judged in bankrupcy, according to sure to come? The road to better new model prices. New rides now an affirming decision by Federal operating efficiency is not an easy run to \$800 to \$900, with less Judge John A. Bartells. The deone. More co-operation from loca- fancy models still available, how- cision affirmed an earlier decision on the bankrupcy action by the

> Attorneys for the trustee in bankruptcy, Halstead & Christ, are expected shortly to post an order for It is also reported that the attorneys for the trustee are planning to lodge an action against an undisclosed Long Island bank for alof the machines on the Gibraltar routes. Collateral actions are understood to be pending, designed

#### SBA Okays Loans Continued from page 64

given. Many of the questions

Kiddie ride licensing fees have arising will have to be answered on Operators who are interested in

obtaining assistance can get further information by contacting the SBA field office nearest them.

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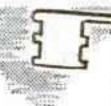
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