

# The Billboard

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## 1958 Record Sales Equal '57 Figure

Total Between \$365 and \$400 Million Estimated; Strong Finish Hints Good '59

By PAUL ACKERMAN and BOB ROLONTZ

NEW YORK — Altho no official tallies have yet been made, indications are that the record industry's 1958 dollar volume was approximately equal to that of 1957. This would peg the figure between \$365,000,000 and \$400,000,000, predicated upon list price.

John Griffin, executive secretary of the Record Industry Association of America, leans to the \$365,000,000 estimate at this point. The office of Harry Fox, publishers' agent and trustee, takes a similar view, altho Al Berman of the Fox office states that when all returns are evaluated, the year may slightly exceed 1957 in dollar volume.

For many manufacturers 1958 was a rough year, particularly during the first six months. The general business recession had its effect and the spring and summer months were touch and go periods for many indies. The package business appeared to hold its own more consistently over the year than the singles business, which fluctuated wildly. During the slack singles period several companies nevertheless managed to come up with hits.

Toward the end of the year a general upturn was noted, culmi-

nating in strong Christmas business and general excitement on both the package and pop singles levels.

Many manufacturers anticipated that the year-end upsurge would carry over into the new year, providing an initial kick-off for perhaps the best year in the industry's history.

The year was marked by periods of extreme sensitivity in manufacturer-distributor relations. This was highlighted during the Chicago MOA Convention by a "Return to Sanity" meeting, at which time manufacturers resolved to adopt better business procedures and de-emphasize extreme deals. It was the general consensus that once the heat of the crisis passed, most manufacturers returned to the old, feverish mode of operation.

At the dealer level of the financial structure there was much grumbling, with dealers pointing to clubs, discounters and racks as among the crosses they were being forced to bear. Dealer organizations were formed with the intention of trying to strengthen the dealer segment of the business and to bring to the awareness of manufacturers the plight of the small dealer.

### Competition Hotter

It was agreed by all segments of the business that competition was fiercer than ever; that the fight for exposure on the deejay level and in stores was at a peak; and

## HEARINGS DUE TO CLEAR UP EXCISE TANGLE

WASHINGTON—Internal Revenue Service will hold a public hearing January 8 on proposed revisions of excise taxes on phonographs, records and music instruments.

Purpose of the hearing is to get from interested parties their comments on the taxability of the articles from September 1, 1955, to December 31, 1958. In September, 1958, an amendment to the Internal Revenue Code became effective that levied a 10 per cent excise on phonographs, records, radio and TV sets, etc., of the entertainment type. This led to many controversies over what constitutes an entertainment type article.

New amendment effective January 1, this year, specifically exempts only such articles used in communication or navigation from the levy. Tax writers hope the hearing will clear up the confusion that existed over the definition between the effective dates of the two amendments.

Persons planning to attend the hearings are requested to notify the Commissioner of Internal Revenue, Washington 25, by January 5, 1959.

that more labels than ever were battling for their share of the loot.

To take care of the mechanical requirements of the myriad labels, there was a marked increase in the number of pressing plants—

(Continued on page 34)

## Flood of Records Hit Peak in 1958; Singles Up 11 P. C.

Stereo Accounts for Album Jump As Output of LP's More Than Doubles

By HOWARD COOK

NEW YORK — The number of records in both singles and LP categories, received and reviewed by The Billboard's music staff, reached an all-time high during 1958. A total of 5,249 singles were processed, and 3,869 LP's of various kinds were submitted for review from over 600 active labels. All records, except a very small percentage considered to be in bad taste, were reviewed.

The figures show a marked increase over the amount of records received during 1957, and the increase over previous years is even more significant. There was a sharp rise in the amounts of pop, classical and jazz albums.

The tallies indicate an increase of close to 11 per cent in the number of singles in 1958, as compared to '57 totals, and a jump of over 23 per cent in total LP's received and reviewed.

### Aid From Stereo

Part of the increase in albums can be attributed to stereo releases, many of which had been formerly released in monaural form. Of the albums received, 463 were stereo sets. Only 25 stereo singles were submitted by various labels.

The 1958 totals for LP's reveal

that over twice as many albums were received than for the years 1955 and 1956 and close to one and one-third more than in 1957. For singles, over 1,000 more than for the years 1955 and 1956 were tallied, and 600 more over the 1957 totals were processed.

Approximately 100 singles and 75 albums per week were received and reviewed. November was the heaviest month for LP's with a total of 606. Singles were heaviest in June with 569 submitted for review.

In the major albums categories, 1,178 monaural and 169 stereo pop LP's were received; 670 monaural and 137 stereo classical albums were sent in and 441 monaural and 57 stereo jazz packages were processed. In miscellaneous fields 580 monaural and 100 stereo sets were received and reviewed.

In considering the totals for the first 11 months of 1958 (many records received during December have not in many cases had a chance to realize their full potential), The Billboard's music staff spotlighted 11 per cent of those received in combined pop, c.&w., and r.&b. fields, 71.2 per cent received a rating of two to four stars and 17.8 per cent were classified as one star or below. Of all records received for review just over six per cent reached the top 50 on The Billboard's Best Selling Singles or Hot 100 chart.

In the singles categories, a total of 591 disks were spotlighted, and 388 reached the top 50. Only 119 records that were not spotlighted

(Continued on page 34)

## LP's, Singles In Close Race

NEW YORK — The amount of albums produced during the past few years, as compared to the number of singles released, has been steadily increasing, so that total output, quantitatively, is not far behind singles. The total number of LP's received for review by The Billboard in 1955 and 1956 was less than half the amount for singles.

In 1957, the figure for albums was close to half that for singles, and in 1958 the total number of name albums received was close to 70 per cent of the singles total.

Stereo releases account to a large extent for the rise in LP's during 1958. The appearance of many low-price lines also contributed to the increased output of LP's last year.

## Good Omen in Singles 'War'

NEW YORK — That 1959 will be a hot year for singles appears very probable in the light of the intense competition already developing on some new singles. Possibly the wildest scramble so far in '59 is on the tune "Children's Marching Song" from the flick "The Inn of the Sixth Happiness."

The first version out was on London Records, using the same children who sing it in the flick—tho it is not from the sound track. Second version was made by Mitch Miller—an old marching man—using the children from the Broadway musical "The Flower Drum Song." Third version on 20th Fox is from the sound track, and the Kapp version with the Sauter-Finegan Ork also features little kids. All four versions are selling.

Another disking getting a lot of covers is a tune titled "Petite Fleur" which came out originally on the Laurie label with the Chris Barber Jazz Band. M-G-M Records is rushing out a disk of the same tune this week and there is rumor afoot that two other labels will have versions in the hands of the deejays before the end of this week. Cover and scrambles usually indicate business, and that is good news for 1959.

## NEWS OF THE WEEK

Big News of 1958: Stereo, Discount Sales and "Top 40" . . .

Stereo, disgruntled dealers, discounts, the ASCAP-BMI hassle and "Top 40" programming dominated the music-trade headlines this year. [with stereo, of course, the big news... Page 2](#)

AFM Pushes Live Music Projects on Strings-Orks . . .

The American Federation of Musicians has formed a National Advisory Committee to assist in the development of two AFM projects, the International Strings Congress, which will provide annual scholarships for young instrumentalists, and a dance band contest to further the revival of public dancing to live music. [Page 2](#)

Preview of BB-Charts Carried on AP Wires . . .

Advance information derived from The Billboard's record charts and reviews is now being made available to disk jockeys and programming executives of radio and TV stations in time to meet their weekend programming needs, as the result of an arrangement between [the Associated Press and Billboard... Page 3](#)

72 Labels Landed on Charts In 1958—a Feverish Year . . .

A total of 283 disks landed on the top 50 of

The Billboard's "Hot 100" chart and the Best Selling Pop Single Records charts during 1958—a 25 per cent gain over 1957. Number of labels on the 1958 charts was 72 compared to 47 in 1957. Capitol had the most singles in the top 50 of the "Hot 100" and best-seller charts, with 22. Columbia was a close second with 20. [Page 3](#)

Bumper Crop of 45 Disks Sold Million in 1958 . . .

The year 1958 produced a flock of million or better record sellers, thereby indicating it is much easier these days to come up with a million selling record. Less than five years ago [10 to 15 million selling disks in one year was considered the average. In 1958 a total of 45 records were listed as million sellers by manufacturers... Page 4](#)

### DEPARTMENTS AND FEATURES

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# The Big News of 1958: Stereo, Discount Sales and 'Top 40'

## ASCAP-BMI Hassle Also Made Noise As Did Go-Nowhere Congress Hearings

By JUNE BUNDY

NEW YORK — Stereo, disgruntled dealers, discounts, the ASCAP-BMI hassle and "Top 40" programming dominated the music-trade headlines this year, with stereo, of course, the big news.

Altho stereo LP's weren't on the market in any quantity until last fall, the new sound generated more excitement in the trade and on the consumer level than anything since the advent of 45's and LP's. Local broadcasters across the country stepped up regular stereo broadcast schedules considerably. Stereo phonos and jukes were introduced, and practically every label

of consequence began turning out a steady stream of stereo releases. Discount houses, racks and record clubs, all of which did a booming business in 1958, were a major headache to dealers. Added to their problems was the threat of a national recession. However, singles record sales made a surprise comeback during December and some traders opined that the unexpectedly big holiday sales bonanza might permit retailers at least to break even this year.

### Dealers Organize

In a move to protect themselves against price slashing, a group of dealers across the country banded together during the National Association of Music Merchants Convention in Chicago last summer and formed the Society of Record Dealers.

The SORD campaigned vigorously for price protection by the major labels. However, at the end of the year, the dealers' situation remained approximately the same, altho some major labels indicated

a growing awareness of the need to improve their dealer relationships.

RCA Victor (already in the classical disk club business) launched its pop LP Club in March and Capitol Records introduced its record club operation in January, while Columbia continued its successful club operation in both the classical and pop fields. Meanwhile, rack sales in '58 were estimated at \$75,000,000—approximately 25 per cent of the disk industry's gross.

The Smathers Bill hearings (to forbid broadcaster ownership in music publishing or recording interests) generated some of the liveliest testimony of the year, with a flock of big name record artists and songwriters testifying in Washington. Despite much vocal histrionics, nothing materialized.

### ASCAP-BMI

On the performing rights level, ASCAP wound up the year by signing an agreement with the four (Continued on page 22)

## Victor Issues 18 LP Albums

NEW YORK — A total of 18 new sets comprise RCA Victor's January LP release, of which 13 are listed for the pop category. All are available in stereo and monoaural form. Camden, at the same time, has six new sets, of which three have stereo versions.

In the Victor "special buy" category, the two selections are "Torch Time," with Gogi Grant, and the Boston Pops' rendition of "Gaité Parisienne." The pop release is headed by "Hugo Winterhalter Goes Latin," and includes other packages by the Voices of Walter Schumann, Jelly Roll Morton, the Cold Stream Guards, the Glenn Miller Band, and Pasodoble Band of Madrid, Don Gibson and Eddy Arnold, among others.

The classical release includes a recital by Maureen Forrester, performances by the Boston Symphony under Charles Munch, a program by Cesare Valletti, and a set of excerpts from the opera "Vanessa," with Steber, Resnik, Mitropoulos and others.

Camden's feature of the month is titled "The Great Artie Shaw." There are also two sets by the Oslo Philharmonic Ork, and one each by twin pianists Whittmore and Lowe, Norman Leyden and Johnny Vadhal.

Concurrently, RCA Victor announced six pop stereo and one classical stereo tape sets and 12 tape cartridges, 10 pop and two classical.

## AFM Pushes Live Music Projects on String and Orks

### Advisory Group Set Up to Aid Program; 50 Scholarship Students to Get Courses

NEW YORK — The formation of a National Advisory Committee to assist in the development of two projects of the American Federation of Musicians was announced last week by Herman Kenin, AFM president. The projects are the International Strings Congress, which will provide annual scholarship instruction for talented young instrumentalists, and a dance band contest to further the revival of public dancing to live music. Both projects, of course, mirror the FM's interest in developing live music and musical talent.

At AFM headquarters, Dr. Roy Harris, noted composer-conductor-educator, told a gathering of leaders in music, entertainment and industry that Oklahoma's Greenleaf Lake area, near Tulsa, had

been made available as the site of the scholarship summer school. Course of instruction for strings competition winners will run from June 15 to August 8, with a faculty of strings teachers in residence.

Kenin stated that those serving on the International Strings Congress advisory committee are James P. Mitchell, Secretary of Labor; Leopold Stokowski, noted conductor; Mrs. Ronald Arthur Dougan, president, National Federation of Music Clubs; Mrs. Vanett Lawler, executive secretary, Music Educators' Conference; Ernest E. Harris, vice-president, American String Teachers Association; Yehudi Menuhin, Eugene Ormandy, Leonard Bernstein, Howard Mitchell, Congressman Frank Thompson Jr. of New Jersey, Trust Fund chief Samuel Rosenbaum and Gerald Doty. (Continued on page 22)

## Webs Extend ASCAP Pacts

WASHINGTON — The American Society of Composers, Authors and Publishers announced last week (2) that all of the four major radio networks (ABC, CBS, NBC and Mutual), together with their owned and operated stations, had executed extensions of their license agreements effective January 1, 1959.

Approximately 50 per cent of the local radio stations throught the country have either signed or extended their license agreements with the Society beyond January 1, 1959.

## BILLBOARD--NYU SURVEY COVERED NATION IN '58



NEW YORK—The 1958 Billboard-New York University reports on the retail record business were based on more than 7,500 individual diaries, listing more than 332,000 individual unit sales to the public at a retail value of more than \$610,000.

These dealers ranged in size from the very largest (i.e. Music City in Hollywood) down thru the smallest. A breakdown by size of stores that 43 per cent were large dealers—doing more than \$600 a week; 36 per cent were medium sized—from \$250 to \$600 a week; and 31 per cent were small dealers—\$250 or less a week.

The 7,500 individual diaries were accurately placed in proportion to the number of stores in all 48 States and the District of Columbia. For example, there were 734 diaries in California, 645 diaries in New York; 18 in Arizona, 32 in Mexico, etc.

## Capitol Issue For January: 20 Packages

ords starts the new year with a release of 20 new packages, consisting of 16 pop items and four under its Capitol of the World banner. Cap artists making their album debut include Donna Hightower, Ed Townsend and the Jack Marshall Sextet. Capitol of the World series premieres two new orchestras, those of Victor Silvester and Leo Perrachi.

On the Cap side, in addition to the above mentioned, artists include Four Freshmen, Frank Sinatra, Kingston Trio, June Christy, Stan Kenton, Andy Griffith, Glen Gray, Meredith Willson, Mickey Katz, Hank Thompson, the Louvin Brothers, Ray Budzilek and a package of religious music by various artists.

Coupled with the above named premiere releases in the Capitol of the World series will be an album devoted to Mexico, scripted and produced by Dave Dexter with personal manager Carlos Gestel turning narrator, and one devoted to Parisienne instrumentals featuring Franck Pourcel.

## GAC to Pubs: Same Contract

NEW YORK — The American Guild of Author and Composers (formerly SPA) has asked publishers to go along indefinitely with the current standard writers' contract.

In a letter released this week to publishers who are current signatories to the AGAC writer agreement, AGAC prexy Burton Lane said: "In the mutual interest of publishers and writers, we suggest that the use of our present contract be continued until further notice. Unless we hear from you to the contrary, we shall assume that your agreement with us will be extended accordingly."

The original AGAC pact with pubbers expired one year ago, at which time an extension of the existent pact was agreed upon. Later in the year the Guild sought an agreement with publishers on terms of a new contract, but at two publisher meetings called, the turnout was dismal.

Traders opined that the current move by AGAC was dictated for primarily two reasons. First, it was felt that the Guild's attention and that of its chief counsel, John Shulman, had been diverted in recent months by activity on the (Continued on page 22)

## Roulette Sets Sales Step-Up

NEW YORK — Roulette Records wound up its special national promotion meetings in New York last week with a new program aimed at vastly strengthening the label's merchandising efforts for 1959. Meetings, which were chaired by Joe Kolsky, Roulette's exec veepee, covered all phases of the firm's promotional operation. (Continued on page 40)

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## PREVIEW OF OUR CHARTS CARRIED ON AP WIRES

NEW YORK — Advance information derived from The Billboard's record charts and reviews is now being made available to disk jockeys and programming executives of radio and TV stations in time to meet their weekend programming needs. This is the result of an arrangement which went into effect last week between The Billboard and The Associated Press.

The plan calls for the AP's broadcast news wire to transmit to its station members each Thursday night advance information from the following Monday's issue of The Billboard. The initial transmission took place last Thursday night, January 1, and contained data from this (January 5) issue.

Information about albums as well as singles records is included in each week's AP transmissions. In the singles area, this includes:

1. The Hits of Today, in the form of advance listings of the top pop singles records on the following week's "Hot 100" chart.  
2. Tomorrow's Hits, or the pop singles which will be named as "The Billboard's Best Buys" in the following Monday's issue on the strength of late sales reports which indicate they are almost certain to achieve early hit status.

3. This Week's Tops in Pops, the current week's new pop singles releases which will be named "Spotlight Winners of the Week" in the following Monday's issue of The Billboard, picked by the review panel to achieve the top 30 of the "Hot 100."

Similarly, in the album field, the AP wire will list the top long-play albums of the week from the "Best Selling LP" chart which will run in the next issue of The Billboard. It will also name tomorrow's top albums, or the week's best new releases picked as "Spotlight Winners of the Week" in the forthcoming issue of The Billboard.

The arrangement with The Associated Press is the first time The Billboard has permitted such advance release of its material. In explaining the change of policy which made possible this new departure, Roger S. Littleford Jr., publisher of The Billboard, noted that speed has become the essence of the music and radio broadcasting industries; and that it has become a matter of vital necessity for disk jockeys and broadcasters to secure accurate programming information as rapidly as possible.

Sam Chase, assistant publisher, pointed out that The Billboard moved up its publishing schedule early in 1958 to permit national distribution on Mondays instead of Tuesdays. But in the short time since then, he said, "Many broadcasters have asked us to find some way to provide them with authentic music programming material for use on weekends. By speeding up tabulations for our own music charts and now, by providing some basic data to broadcasters thru The Associated Press, we hope to help fill their weekend programming needs until the complete charts and reviews in The Billboard arrive on Monday mornings."

John A. Aspinwall, Radio-TV News Editor of The Associated Press, said: "In this era, when news and music are happily married on so many stations, we are especially pleased to be able to provide for our members material from the most complete and authentic music programming service in the nation, to complement the swift and dependable news coverage consistently provided by The Associated Press."

## Warners in 2 Special Offers for Dealers

HOLLYWOOD — Warner Bros. Records is kicking off the new year with two new sales programs aimed at giving dealers additional profits from 40 to 48 per cent. One is tagged "Warner Bros. Feature Attraction Presentation" and consists of the label picking an outstanding album in each month's package release for special sales and merchandising treatment. Dealers will be provided a special display rack for both the monaural and stereo versions of the "Feature Attraction," for each five of these albums purchased, the dealer will receive one of the featured albums free of charge. This one-for-five plan will give the dealer an additional 48 per cent profit on the featured items based on the suggested sales price.

Indicative of the type of product to get the specialized treatment is WB's "Feature Presentation" for January, monaural and

## CAPITOL ADDS TWO LOW-COST STEREO PHONOS

HOLLYWOOD — Capitol is adding two low-cost portable stereo phonos to its line, priced at \$39.95 and \$69.95. Both play all record speeds and sizes. Former is manual and latter is equipped with an automatic inter-mix type changer. Both have second channel speaker in the lid.

stereo versions of Gershwin's "Rhapsody in Blue—An American in Paris" recorded by Ray Heindorf. Dealers participating in this plan will receive monthly copies of the "Feature Attraction" album at their homes for their own listening and home libraries.

WB's other program provides dealers with a complete "stereo record center" for their stores. This consists of combination floor and counter browser unit holding more than 200 albums in three bins. The  
(Continued on page 40)

## Sales Up 20% Over '57, Says London Exec

NEW YORK — London Records' veepee Lee Hartstone stated this week that the diskery's sales for 1958 were up 20 per cent over 1957. He also claimed that the diskery's sales of stereo records during the past fall accounted for 30 per cent of all stereo record sales in the U. S. in that period.

In addition to upped sales via stereo records, Hartstone noted that London had started a new subsidiary label, Felsted, in 1958, which handles sales and distribution for indie labels. Felsted division now includes Monument, Dale, Fascination and Felsted labels. London also started the low-priced Richmond LP label in 1958 for pop and classical waxings.

# 72 Labels Landed on Charts In '58 — A Feverish Year

## Capitol Leads With 22 Chart-Makers, Columbia 2d; Victor, Mercury Tie

By BOB ROLONTZ

NEW YORK — The number of records that landed on the top 50 of The Billboard "Hot 100" chart and the Best Selling Pop Single Records charts during 1958 was up 25 per cent over 1957. Total disks hitting the pop charts in 1958 was 283, in 1957 the number was only 207. And to point up the intense competition now going on in the singles record field, the number of labels that were able to come up with chart-makers in 1958 almost doubled that of 1957—72 labels in 1958 as against 47 labels in 1957. The indie labels continued to snag most of the hits, with 76 per cent of all hits on indie labels and only 24 per cent belonging to the four majors, Capitol, Columbia, Victor and Decca.

Capitol Records topped every label in 1958 for the most singles in the top 50 of the "Hot 100" and the Best Selling charts with 22. Columbia was a close second with 20, and RCA Victor and Mercury were tied for third with 16 each. Dot Records was fourth with 12, and ABC Paramount, M-G-M and Decca tied for fifth place with 11 each. Roulette with 10 in the top 50, Cadence with nine, Atlantic with seven, and Imperial and Coral with six each followed in that order. (Figures are based on The Billboard's Best Selling Pop Singles chart from January thru July, and on the top 50 of the "Hot 100" chart from August thru December, 1958.)

These Had Five Labels with five chart-makers

included Sun, Epic, Chess and Liberty. With four: Specialty, Chancellor, Swan, Brunswick, Atco, Carlton, Cameo, End and Ace. With three: Challenge, Jubilee, Josie, Kapp, Janie and Keen. With two: Abner (Falcon), Argo, Era, Arwin, Demon, Checker, United Artists, Laurie, Love, Del-Fi. The one-hit labels were: Nasco, Ember, Veejay, Federal, Cabot, NRCO, Lark, Gone, Old Town, Back Beat, Class, Phillips International, Felsted, London, King, Fargo, Sunbeam, Apt. Hunt Sue, Dore, Gnyden, Paris, Grand Award, Monument, Coed, Palette 20th Fox, Fraternity and Metro.

It is worth pointing out here that the number of disks a firm has in the top 50 does not necessarily re-  
(Continued on page 40)

## AFM and Diskeries Fixing Last Commas

NEW YORK — The new pact between the American Federation of Musicians and the diskery representatives was just about all wrapped up as The Billboard went to press last week. All that remained to be done was to straighten out the legal language according to spokesmen for both sides.

The new contract will run for five years. It calls for regular increases in scale for the recording musician and the establishment of a pension fund. When the contract is finally signed it will be retroactive to January 1, 1959.

New pact calls for an increase in sideman's scale from the current \$41.25 to about \$48. And the manufacturers will contribute another 5 per cent to the new pension fund for each musician. At the end of the first year and a half scale will jump to \$51 and the pension fund contribution will rise to 8 per cent. By the end of the five-year pact sidemen will be earning about \$60 per session, and the pension fund rate will be at about 10 per cent. Total increase over current rate with pension fund included is estimated to be about 49 per cent by the end of the five years.

The symphonic scale has also been increased from \$38 to \$42, and an additional 8 per cent will be contributed to the pension fund by manufacturers. Overtime will be at the new higher rates, and the pension fund contributions will apply to overtime too. Both sides agreed that the 21 per cent contribution by manufacturers to the Music Performance Trust Fund  
(Continued on page 40)

## 31 Packages On 4 Lines From M-G-M

NEW YORK — M-G-M Records will kick off one of its most extensive album promotions, including, among its four lines, a total of 31 packages, at a meeting of all distributors at the Sheraton Hotel, Chicago, January 15. An audio-video slide presentation will show the details of the program.

On the M-G-M label itself, the highlight item will be the original  
(Continued on page 10)

## MUSIC AS WRITTEN

By BOB ROLONTZ

Roy Hamilton plugged his new release "Somewhere Along the Way" on Epic, on the Steve Allen Show last week. . . The Mose Allison Trio will alternate with the Dizzy Gillespie Quintet at the Village Vanguard in New York starting Tuesday (6). . . Cy Leslie, head of Cricket, Design and Stereo-Spectrum Records, has formed a fourth label called "Off Broadway." Label will pick up material from off Broadway shows, with Abbott Lutz in charge of a.&r. and sales. First artist signed to a pact with the new label is Julius Monk, the impresario and pianist, whose first album will be titled "Julius Monk Simply Plays." . . Bourne Music has the rights to "The Chipmunk Song" for England. The rest of the world rights belong to the Sam Fox Publishing Company. . . Bobby Christian is now at the Martinique in Chicago. . . Gary Shelton, Steve Bledsoe and The Blue Jays are now at the Aurora Hotel in Aurora, Ill., and will soon appear at the Paddock Club in Rock Island, Ill. . . Russ Carlyle is now out on one nighters in the east.

George Hamilton IV is all recovered from recent surgery and is ready to resume all his show business activity, including personal appearances, recordings and TV shows. . . Johnny Nash will sing the theme of the new flick "The Roots of Heaven" on the sound track. Nash will also sing in the pic "Take a Giant Step" in which he is featured. . . Benny Goodman will do another "Swing into Spring" Show on April 10. . . Membership in the National Association of Broadcasters hit a high of 2,326 in December. . . Eddie Cantor has been named chairman of The 1959 March of Dimes On The Air. Dick Clark is the chairman of the "National Teens Against Polio" section; Art Ford of WNTA, Newark, N. J., is chairman of the disk jockey division; Tennessee Ernie is chairman of the National Entertainment Division and Sammy Kaye is chairman of the National Dance Band Leaders Division for the National Foundation's 1959 March of Dimes.

The National Opera Association held its annual meeting in New York City recently at the Manhattan School of Music. . . The Kingston Trio and Rosie Clooney will be seen on the Perry Como Show this Saturday (10). . . June Valli will appear on the Jimmy Dean Show over CBS-TV and Jill Corey is also skedded for a week's appearance. . . Neal Hefti Ork will debut February 6 at Loring Air Force Base in Presque Isle, Maine. . . Musician and a.&r. man Rudy De Saxe passed away suddenly last week. He was 46 years of age and married to singer Serena Shaw. He had been doing a.&r. work at the Esoteric label for the past year. . . Dizzy Gillespie and his new quintet have been held over for an extra week at Max Gordon's Village Vanguard. . . The Cotillion Room of the Hotel Pierre will feature "An Evening With Jerome Kern" starting January 6. Lois Hunt, Mark Dawson and Jim Hawthorne are starred.

## Cap Offer: 100% Monaural Deal

HOLLYWOOD — Capitol is inaugurating a 100 per cent exchange policy on the cream of its monaural package line, 115 of its best-seller albums. Top-selling group coming under the full exchange privilege includes Capitol pop, classical (FDS), Capitol-EMI and Angel catalog product. This exchange policy is in addition to Capitol's existing 100 per cent exchange privilege allowed on all current product.

The new policy permits dealers to exchange any monaural albums in this group purchased after January 1 for any monaural or stereo albums in the entire Cap line, including Angel, on a dollar-for-dollar basis figured at the prevailing price at the time of the exchange.

Disclosure of the new policy is being made in a letter to dealers from Max E. Callison, national  
(Continued on page 40)

# Bumper Crop of 45 Sold Million in '58

NEW YORK—The year 1958 produced a flock of million or better record sellers. In fact, the total of million record sellers for 1958—45—indicates that it is much easier these days to come up with a million selling record that it used to be. Less than five years ago 10 to 15 million selling disks in one year was considered the average. Today it is more than three times that.

The million sellers listed below were reported to The Billboard by the manufacturers; they are not certified by The Billboard. We believe most of them are accurate, altho it is possible that a few manufacturers were carried away by their own enthusiasm in reporting million sellers.

Artists With Million Sellers in 1958

**RICKY NELSON** (Imperial)  
"Lonesome Town"  
"Poor Little Fool"  
"Stood Up"  
"Believe What You Say"  
**ELVIS PRESLEY** (RCA Victor)  
"Don't"  
"Wear My Ring Around Your Neck"  
"Hard Headed Woman"  
"I Got Stung"

## Mercury Ups Adv. Budget, Shifts Agency

CHICAGO — Mercury Records announced appointment of a new ad agency, John W. Shaw Advertising, letting its one-year contract with Henri Hurst and McDonald run out.

The change is accompanied by a boost to a \$500,000 budget from last year's \$400,000. Emphasis in the new program, said Ken Myers, Merc advertising director, will be on point-of-sale merchandising pitched to in-store education of the public about stereo. One of the specific plans, being kept under wraps, is designed to promote large

(Continued on page 15)

## Urania Signs K. C. Symphony

NEW YORK — Urania Records has signed Hans Schwiager and the Kansas City Philharmonic. First recordings are scheduled for January. The label has also signed Jacques Belasco, composer-pianist-arranger, whose score for the film, "The Light in the Window," won an Academy Award. Belasco will be featured pianist in two albums for which he is also making the orchestrations.

Marilyn Bernstein has been added to Urania's publicity and promotion staff.

## HIT SONGWRITER LIEBER MARRIES

NEW YORK — One of New York's most eligible music business bachelors became a benedict last week. Jerry Lieber of the songwriting team of Lieber and Stoller (Mike) married Gaby Rodgers here on December 31. Lieber and Stoller topped off 1958 with "Yakety Yak." They also one more smash hit in their illustrious string, the tune "Yakety Yak." They also penned "Hound Dog," "Searchin'" and "Young Blood."

**EVERLY BROTHERS** (Cadence)  
"Wake Up Little Susie"  
"All I Have to Do Is Dream"  
"Bird Dog"  
**THE PLATTERS** (Mercury)  
"Twilight Time"  
"Smoke Gets in Your Eyes"  
**JERRY LEE LEWIS** (Sun)  
"Breathless"  
"Great Balls of Fire"  
**DAVID SEVILLE** (Liberty)  
"Witch Doctor"  
"The Chipmunk Song"  
**FRANKIE AVALON** (Chancellor)  
"Dede Dinah"  
**PAT BOONE** (Dot)  
"April Love"  
**CHAMPS** (Challenge)  
"Tequila"  
**CRESCENDOS** (Nasco)  
"Oh Julie"

(Continued on page 10)

## Singles Promo Post to Simon At Warners

HOLLYWOOD — Jerry Simon, Warner Bros. Records' eastern promotion manager, was upped to national pop singles promotion manager. Simon joined the WB label in September. He will continue headquartering in New York, reporting to Hal Cook, label's veepee and general sales manager.

Concurrently, Bob Burrell was named to the newly created post of special promotion, pop singles. He was formerly with Columbia Records serving as field promotion manager in the pop singles department, and prior to that was with Capitol Records for five years. He will headquarter here, reporting to Joel Friedman, merchandising director.

## Chi D.J. Files Mil-\$ Suit

CHICAGO — Deejay Al Benson has filed a \$1 million libel suit against The Crusader, a newspaper, currently running a biographical series on Benson. Three staff members also are named as defendants.

According to the suit, the paper alleged that Benson is a former race horse bookie and numbers peddler, and also claimed that the state attorney's office is seeking Benson in connection with the passing of bad checks. Benson denies the statements.

Benson's attorney, Nathan T. Notkin, told The Billboard he had filed a motion in Cook County Superior Court for an injunction to stop publication of the series. After a hearing Wednesday (31) on the motion and its implications concerning freedom of the press, Judge Barry postponed a ruling.

## HOT 100 ADDS 15

NEW YORK — There are 15 new arrivals on The Billboard's Hot 100 chart this week. Essentials are:

71. Don't You Know, Yockomo—Huey "Piano" Smith, Ace.
73. You Are Beautiful—Johnny Mathis, Columbia.
78. Peter Gunn Theme—Ray Anthony, Cadence.
79. I Talk to the Trees Cha Cha—Edmondo Ros, London.
81. Yellow Bird—The Mills Brothers, Dot.
82. Let's Love—Johnny Mathis, Columbia.
83. The Girl on Page 44—The Four Lads, Columbia.
84. May You Always—The McGuire Sisters, Coral.
86. Little Space Girl—Jesse Lee Turner, Carlton.
88. One Rose—Teresa Brewer, Coral.
89. Teach Me Tonight Cha Cha—The DeCastro Sisters, ABC-Paramount.
95. That's Why I Cry—Buddy Knox, Roulette.
98. Tall Paul—Annette, Disneyland.
99. Sermonette—Della Reese, Jubilee.
100. Gazachstahagen—The Wild Cats, United Artists.

## SORD HEAD HAILS MAREK BOW TO DEALER, BUT . . .

DALLAS — "We are very hopeful that this is indicative of a genuine concern for the record dealer and his problems and the independent distributor and his problems," said Society of Record Dealers of America prexy Charles Simmons this week, in reply to a statement by RCA Victor veepee George Marek published in The Billboard last week.

"We are inclined to take Mr. Marek's statement with something of a grain of salt," said Simmons, "since RCA Victor is still giving away \$34 worth of merchandise as an inducement to new members in their classical club.

"It does appear, however, that Mr. Marek is recognizing the problems confronting these levels of distribution and we only hope that genuine, solid results will follow his pronouncement."

On another front, Simmons announced that the entire membership of the metropolitan New York dealer organization, a total of 250 dealers, had voted to join the SORD.

## RIAA Counsel Protests on Juke Proposal

NEW YORK — Ernie Meyers, general counsel for the Record Industry Association of America, in a letter to Senator Joseph O'Mahoney this week (29), stated that he was not happy about a provision in the proposed amendment to the United States (Copyright) Code. The amendment to S1870 is set forth in Senate report No. 2414. It would add to the second sentence of the Code, after the words "a royalty of 2 cents on each part manufactured" and before the words "to be paid by each manufacturer thereof" the following: "or 4 cents on each part that is manufactured for

(Continued on page 40)

## Four Casals Sets Feature Angel Output

HOLLYWOOD — Four albums featuring cellest Pablo Casals highlights the Angel Records 11 package January release. Casals is heard in the Dvorak Concerto for Cello and Orchestra with George Szell conducting the Czech Philharmonic Orchestra. He is also featured in three albums devoted to the Bach Suite Nos. one to six.

Another highlight in this month's offering is the "Regimental Marches of the British Army," performed by the Royal Military School of Music

(Continued on page 15)

# FOLK TALENT & TUNES

By BILL SACHS

## Around the Horn

"Jubilee U. S. A." has been signed for sponsorship by Massey-Ferguson, Ltd., of Toronto, manufacturer of farm equipment, effective January 10. . . . Bob Perry recently introduced his second Bandera Records release, "Weary Blues Goodbye" b/w "The Rest of My Life," at the Civic Center, Hammond, Ind., where he appeared on a show with Carl Smith and band, the Porter Wagoner trio, Lonzo and Oscar and Jack Bradshaw, in a promotion handled by Len Ellis, Hammond deejay. Another new release by Bandera has Benny Ingram doing "How Can I Keep You Loving Me," a tear-jerker, with the flick a fast rock, "Jello Sal."

Gabe Tucker, veteran country and western deejay and talent promoter, has been named vice-president in charge of sales and promotion for H. W. (Pappy) Daily's "D" Records, with headquarters in Houston. His wife, Sunshine, has been in the Daily promotion department the last two years. . . . Roy Drusky, who wrote "Alone With You," recorded by Faron Young; "I Will," waxed by Ferlin Husky; "I'm Letting You Go," cut by Webb Pierce, and "Leave Me Alone," done by Red Sovine, has written and recorded for Decca two new tunes, "Just About That Time" and "Wait and See," with release slated for this week. Jockey samples are available by writing to Hubert Long at 616 Exchange Building, Nashville. Roy is now headquartering in Nashville.

Texas Bill Strength, the Denver Dragon, spent the holidays with the home folks in Houston. . . . Eddie Arnold returns to country music, his first love, in his newest RCA Victor album release, "Have Guitar, Will Travel." . . . Red and Sally Foley return to Springfield, Mo., Monday (5), following Red's guest appearance Sunday (4) on the Roy Rogers country and western music spectacular over NBC-TV. Carl Smith sat in the driver's seat for Foley on "Jubilee U. S. A." last Saturday (3). This Saturday's (10) spot on NBC radio's "Red Foley Show" will be occupied by Faron Young, with Johnny Cash set to make his initial "Jubilee U. S. A." appearance January 21.

The Browns (Jim, Maxine and Bonnie) have been invited by the National Press Association to appear at its annual convention at Hot Springs, January 9-10. They'll be the only country singers on the bill, and this marks the first year a c.&w. act has been invited to participate. . . . "Grand Ole Opry's Cousin Jody" plays Jacksonville, N. C., January 8-10, and then hops to Columbus, Ga., for the 14th, and Sumter, S. C., the 16th. . . . Porter Wagoner shows his wares at Grand Junction, Colo., January 17. Other "Grand Ole Opry" bookings have Hank Snow and the Wilburn Brothers at Commerce, Ga., January 6; Biloxi, Miss., 8; Alexandria, La., 9, and Shreveport, La., 10, and Flatt and Scruggs at Brewers, Ky., January 9; Pleasant Shade, Tenn., 12, and Wildersville, Tenn., 15.

The Four Checkers, comprising Junior Behum, Bob Sailor, Bill Bonach and Red Kunz, have recorded two of their original tunes, "Sheila" and "Broken Heart," for Ace Records, Jackson, Miss. The group has written some 18 tunes and this is their first

release on any label. Organized four years ago, the Checkers are well known thru Western Pennsylvania, Ohio and West Virginia. All the lads are Pittsburghers. Promotion on their new release in the Western States is being handled by Bill's dad, Al Bonach, former pro, now residing in Las Vegas, Nev.

Jimmy McConnell, of Top Talent, Inc., Springfield, Mo., is in Indianapolis this week, advancing the interests of his talent stable at the annual meeting of the Indiana Association of County and District Fairs. . . . "Jubilee U. S. A." chirp Suzi Arden is in attraction Monday thru Thursday of this week (5-8) at the Beacon Club, Casper, Wyo. . . . Norma Jean and Slim Wilson's Jubilee Band played for the GI's Sunday (4) at Fort Chaffee, Ark. . . . In listing Luke Gordon's new release, "Dark Hollow," under Hot C.&W. Sides in the December 22 issue, the label was erroneously listed as Island 0640. The correct label and number is Blue Ridge 502.

Hal Fenton, comedian-emcee, is featured each Saturday night, 10-11, on the Hollywood Studio Furniture Company's "Talent Round-Up" over KTVU, Oakland, Calif.

. . . Hoyt Cox, composer-performer of Santa Barbara, Calif., and Marty Diamond, New York, have teamed as a songwriting duo and are dickering with various labels to record their top number, "Oh, Lemon Drop." . . . A postcard to Clyde Hinkle, 306 Third Street, Columbus, Ind., will fetch deejays a copy of Jimmie Tennant's new Amp recording of "You're the Beat Within My Heart" and "Heartbreak Avenue." . . . Jim Hadley's second released on Buddy Records couples "Foolish Ways" with "Honky-Tonk Girl."

## With the Jockeys

Charles R. Gibson, manager of KEVA, Shamrock, Tex., writes: "We could use a few singles and LP's in the country and western field. Will appreciate any help you can give us in building up a varied library of music for our listeners. Gibson had as recent visitors Roger Miller, writer for Tree Publishing Company, Nashville, and Bill Mack, now working at KDAV, Lubbock, Tex. . . . Other country shows and jocks who report a need for country wax are "Nightwatch Jamboree," WSN, Allentown, Pa.; "Country Hoedown," JBBA, Pine Bluff, Ark.; Ted Daigle, CKBC, Bathurst, N. B.; Sleepy Norman, WPRW, Manassas, Va., and "Wake-Up Jamboree," WJR, Detroit.

Jimmy Key, of WKUL, Cullman, Ala., is trying to gather material for a new 12-year-old artist for her first record session. The youngster, Linda Manning, is a cutie pie, Jimmy writes, and really belts out a song. If writers will send tapes or dubs of their songs to him at the above station, Key promises he'll give them close consideration. "This may be a little out of your line," scribbles Jimmy, "but I can't seem to be able to find what we need, so maybe this will do it." . . . "I have increased my afternoon show time from an hour and a half to two and a half hours, thus I need more records," typewrites Dudley Bernard from KLFT, Golden Meadow, La. "If the artists will send me their records I'll assure them I'll plug 'em."



# Something Wonderful Has Happened!

A genuine, emotion-packed performance by the greatest actress of the day, singing with 100 young, untrained voices has captured the heart of the world!



**ORIGINAL  
FILM  
SOUND-  
TRACK**

←  
In illustrated envelope with lyrics of all 10 choruses on other side.

# INGRID BERGMAN AND THE ORPHAN'S CHORUS SINGING

As millions will hear it at the climax of one of the greatest films in motion picture history, "The Inn of the Sixth Happiness."

# "THIS OLD MAN"

(THE CHILDREN'S MARCHING SONG)

20th-FOX #126

b/w THE THEME FROM THE INN OF THE SIXTH HAPPINESS  
MALCOLM ARNOLD AND THE LONDON ROYAL PHILHARMONIC

plus a  
Magnificent  
New  
Soundtrack  
album  
20th's  
Fourth  
Consecutive  
Hit L.P.



Music from the

## ORIGINAL FILM SOUNDTRACK

Composed and Conducted by  
**MALCOLM ARNOLD** and the  
**LONDON ROYAL PHILHARMONIC**

**Fox 3011**

Another Dramatic 20th-Fox Innovation to Soundtrack Albums: Between the music bands in this album are passages of dialogue taken directly from the soundtrack of the film.

# VOX JOX

By JUNE BUNDY

**CHIPMUNK DEPT.:** Chipmunks have been having a ball on deejay shows since the advent of David Seville's best seller "The Chipmunk Song." Paul Coburn, KLUB, Salt Lake City, for instance, recently adopted three chipmunks from a local pet shop. He named them Alvin, Theodore and Simon "the KLUB Singing Chipmunks," and asked his listeners to suggest last names for the animals. Dialers suggesting the first 100 names won free records, while the grand prize winner received the three chipmunks. Fortunately for parental sanity in Salt Lake City, first prize went to Room 12 of a local elementary school. Winning names were Alvin Chip, Theodore Chunk and Simon Munk.

Three other live chipmunks also named Alvin, Theodore and Simon — guested recently on Gene Fullen's record hop show "Gene's Canteen" on WTVN-TV, Columbus, O. The trio (captured in a nut-filled mason jar in Colorado this summer by Mrs. Ronald Moore) were first featured on "Jackson's Beat, WTVN-radio, but made their most vivid impression on video. While the Seville disk played, the three agile pets "performed"—crawling thru Mrs. Moore's hair, up her coat sleeves and around her neck!

**TRIP-ATHON:** Peter Tripp, WMGM, New York, will stage a "Stay-Awake Marathon," starting January 20, for the benefit of the March of Dimes. In an attempt to break the stay-awake record of 7 days 19 hours, the jock will broadcast from the glass-enclosed Armed Forces Recruiting Building in Times Square on Broadway. He will broadcast his regular "Your Hits of the Week" show (5-8 p.m. Monday thru Sunday). For the remaining 21 hours of each day he will continue to spin records and chat with audiences watching him on the Main Stem.

The deejay will also be cut-in, via remote, on other WMGM jockey shows — Jerry Marshall, Ted Brown, Johnny Johnston, Dean Hunter and Norm Stevens—to report on his progress. The five listeners who come closest to guessing the number of hours Tripp stays awake will be guests on show the night of January 28, the date the "Mother's March" drive will be launched. "The Mothers' March" features 75,000 volunteers who will call on their neighbors and

friends that night to raise funds.

An interesting aspect of the stunt is that Tripp will also act as a "human guinea pig" for a team of scientists (headed by Dr. Louis Jolyon West, national consultant in psychiatry to the Surgeon General of the U. S. Air Force). Sleep deprivation studies will play an important part in plans for human-operated space missiles, and they are also important in mental health research because symptoms resembling those of psychiatric disorder may develop during prolonged wakefulness.

**GIMMIX:** Station WCCC, Hartford, Conn., is again providing skating music for metropolitan Hartford public ice skating parks. The indie station pipes, over closed circuit, the music during afternoon and evening hours seven days a week during the winter months. Also aired for skaters' benefit are weather and temperature reports, news items and traffic safety messages.

Tom Donahue, WIBG, Philadelphia, offers a total of \$990 worth of trading stamps each week to listeners who correctly identify a "golden record," which is played several times each week on his daily "Danceland" show. Another WIBG stunt involves special congratulatory messages to all local residents celebrating their 99th birthday. The station's dial frequency is 99 . . . an effective gimmick, albeit a trifle exclusive participation-wise.

**CHANGE OF THEME:** Deejays at WIL, St. Louis, staged "Ed Bonner Day" ceremonies on the air last week to celebrate the fact that Bonner had joined the station. Listeners were invited to visit the station, talk to the jocks and participate in a "Sensational Six" contest. Spinners greeting Bonner (who will be on the air seven days a week on WIL) included Gary Owens, Dick Clayton, Jack Carney and Bob Osborne.

Bill Davis of Vancouver, Canada, has joined KGW, Portland, Ore. . . . John Bassett has moved from WBZ, Boston, to WORL, Boston, in a 2 p.m. afternoon time slot. . . . Ed Wilson, KSD, St. Louis, celebrated his 25th year in radio last week. . . . Another 25th anniversary was observed last month by WAVE, Louisville. The outlet first "signed on" December 30, 1933, Kentucky's fourth station to go on the air.

## YESTERYEAR'S TOPS—

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

### JANUARY 1, 1949

1. Buttons and Bows
2. On a Slow Boat to China
3. My Darling, My Darling
4. A Little Bird Told Me
5. All I Want for Christmas (Is My Two Front Teeth)
6. You Were Only Foolin'
7. Until
8. Far Away Places
9. Lavender Blue
10. Cuanto Le Gusta

### JANUARY 2, 1954

1. Rags to Riches
2. Oh, Mein Papa (Oh, Mein Papa)
3. Changing Partners
3. Stranger in Paradise
5. Ricochet
6. That's Amore
7. Ebb Tide
8. You, You, You
9. Heart of My Heart
10. Santa Baby

Gary Miller, formerly of WHKK, Akron, O., has joined WTOL, Toledo, O., replacing Brooks Morton, who has moved over to WTOL-TV. Miller will host "Kaffee Klatsch," "Mid-Day Midway," and "Hi Fi Music Hall." The last named two-hour show (8-10 p.m.)—devoted to mood music, concert items and Broadway show scores—will "frequently be presented in stereo." . . . New station manager of KCMO, Kansas City, Mo., is Richard W. Evans.

**PAN MAIL:** Libby, Joliet, Ill., writes, "I think your column (Vox Jox) stinks. I'm sending it back to you. Why the Billboard lets you print anything or anyone else that is against rock and roll music I don't know. Why don't you let the teen-agers alone. They like what they like and your column or anyone else's aren't gonna change that. Are you jealous they are making more money than the popular stuff, etc. I'm 37 years old. I like music, I like c.&w. best of all, then rock and roll. I'm livin', I think some people are walkin' dead people. You and your column."

The above somewhat irate missile refers to various comments made by jocks, which ran in the last few issues of Vox Jox. They did not represent our opinion nor The Billboard's. The spinners also "like what they like."

# ON THE BEAT

By REN GREVATT

The pop music business has been snowed under with trends during 1958 and as we enter 1959, no change appears imminent in this solidly-established tradition. Already it appears that a prediction voiced last week by Dot a.&r. chief, Bob Thiele, is becoming true. Thiele foresaw, early in the new year, a swing toward folk material with pop applications.

Many will credit the trend to the Kingston Trio's hit, "Tom Dooley," based on the Civil War character from North Carolina, Tom Dula. Actually, the Trio undoubtedly helped to focus new attention on folk material, but the truth is that such artists as Johnny Cash, identified as a country chanter, have stuck close to the folk roots in their offerings. One of Cash's first disks on the Sun label was a splendid folk effort, "Folsom Prison Blues." Jimmy Rodgers of Roulette, with his "Kisses Sweeter Than Wine," has also contributed much to the folk-pop field.

Now, another song that deals with the murder of a lady, as does "Tom Dooley," has come thru with two fine recordings. This one is called "The Knoxville Girl," and it has been cut by both the Wilburn Brothers on Decca and just this week by the Louvin Brothers on Capitol. Both disks have strong readings of the tale of the violent end of the Knoxville girl.

Johnny Cash came thru last week with another great folk message in "Don't Take Your Guns to Town." This found a mother pleading desperately with her boy and it has the flavor of the plains. Then the Glaser Brothers and Tom-pall voiced a similar message with their rendition of another folk-styled song by the great Boudleaux Bryant, titled "Lay Down the Gun," on Decca.

Even "Goodnight Irene," a modern classic folk tune, popularized by the Weavers, has had three recent revivals. These have been by Vince Martin on ABC-Paramount, Leon Bibb on Vanguard and the Treniers on Brunswick. Then too, "Yellow Bird," granted it's calypso, is nevertheless strongly folkish in its message. The Mills Brothers' version of the tune is getting considerable activity. It was also recorded in an album by the Norman Luboff Choir over a year ago, and a single was released out of the album last month. The tune, incidentally, was written by Luboff. To continue the trend, the Kingston Trio's latest is another coupling of folk ideas. Out this week by the group is "Raspberries, Strawberries," backed with "Sally."

Ronnie Dee of Backbeat Records, who has "Action Packed," and "Tear Down the House," in current release, will do the Clark show Monday (19). . . . L. J. Van Rymenant, Belgian disk jockey, quotes a newspaper in Antwerp: "The Platters are unique. It is the only attraction which could lead the people from their TV sets back to the music hall." A return appearance in Belgium is being set for the Platters late this year or early in 1960. . . . Joy Records has signed the Five Blobs, who had a hit with "The Blob" on Columbia earlier this year. Actually the Five Blobs are the five multi-tracked voices of one Bernie Nee who signed on to the Joy label a couple of months ago after a considerable tenure at Columbia. Nee's first outing on Joy was "Thru a Prayer" and "Vision of Bernadette." The Upbeats, also on Joy, have just cut a pair of sides with arrangements by Richard Hayman.

Alan Freed's "Christmas Jubilee of Stars," at Loew's State Theater, New York, started off with a bang—\$87,000 in grosses for the first four days. Johnnie Ray headlined during the period. Wednesday (31) the Everly Brothers were slated to move into the top spot. . . . Promotion man, Oran Good, from out Waterloo, Ia., way, reports that Bill Sherrell and his band really rocked them at the New Gala Ballroom recently. He says Sherrell's disks of "Rock On Baby," and "Teen Hop Rock," are going fine in the area and that calls are coming in asking when Bill Sherrell will be coming back.

Roy Acuff and the Smoky Mountain Boys arrived back in Nashville, Sunday December 21, from a 10-week tour of Germany, France, Italy and Scotland. All performances were for American troops and their families except one "open" show played in Verdun, France.

## ARTISTS' BIOGRAPHIES FOR JOCKEY PROGRAMMING



### Gorme on Charts With 'Voice in My Heart'

Bronx-born Eydie Gorme got her first lucky break when bandleader Tommy Tucker heard a demonstra-

tion record she had made for a music publisher. Tucker hired her for a two-month road tour with his band. Miss Gorme's next stint was a year with Tex Beneke. At the end of that year her manager, Kenny Greenglass, felt she was ready to single. Next followed theater and club dates throught the country and her own program on the Voice of America.

In the fall of 1953 the thrush was signed as singing star on Steve Allen's "Tonight" show. It was there that she met singer Steve Lawrence, whom she married in 1957.

The petite ABC-Paramount star is 5'4" tall, weighs 115 pounds and has brown hair and eyes. Her latest platter, "Voice in My Heart," is now on the Hot 100 for the second week.

### Crests Rising High With '16 Candles'

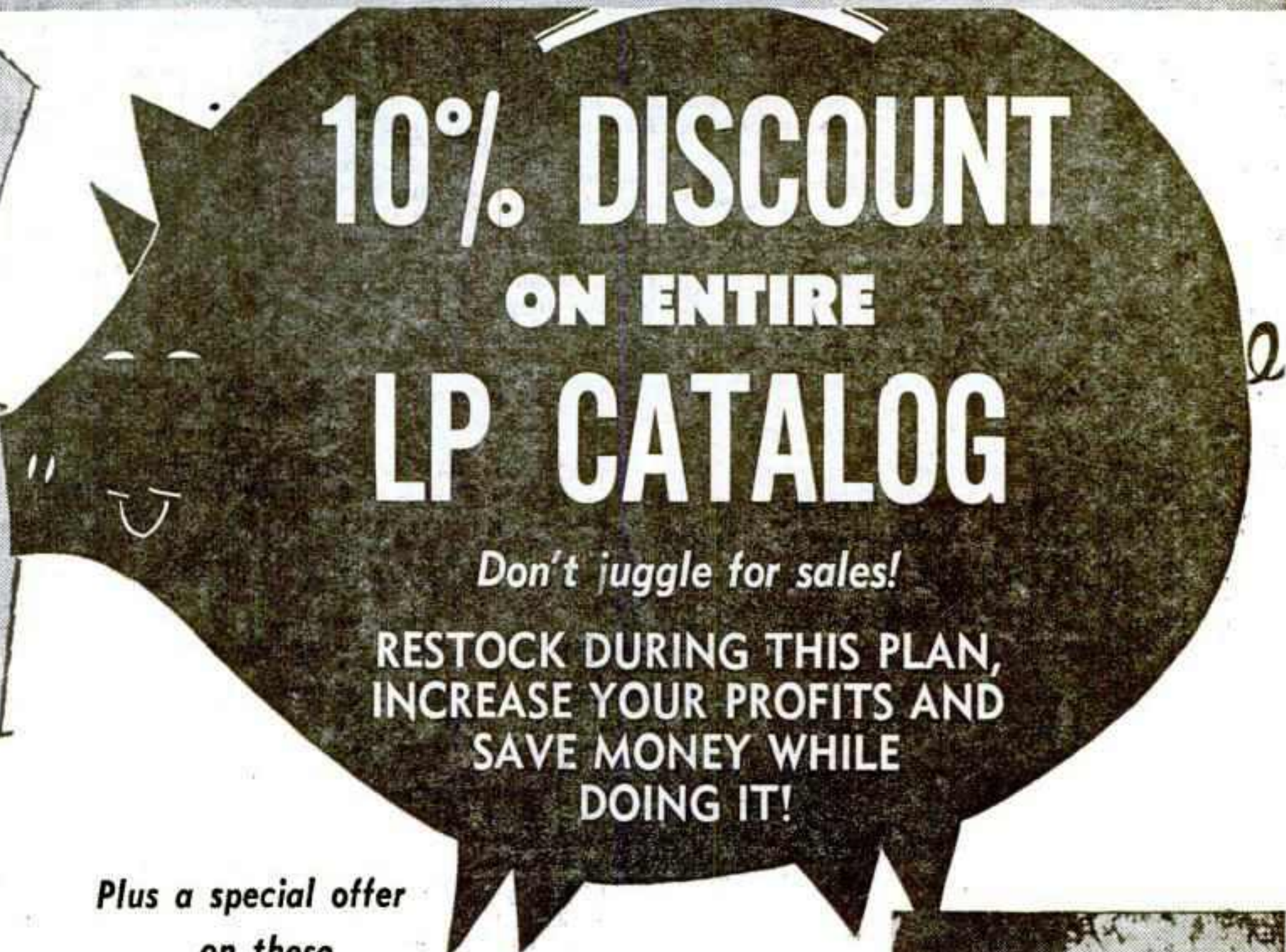
The Crests, Coed recording artists, hail from New York City. The quartet is made up of Brooklyn-born Johnny Mastro and Jay Carter and Staten Islanders Harold Torres and Tommy Cough. All four are still in their teens. They were formed as a singing group by George Paxton when they came in to demonstrate "Pretty Little Angel," a song which they had written. Their "16 Candles" is their first national hit.

The boys have appeared on the Alan Freed and Dick Clark TV shows and on many radio programs.



The Crests recently appeared at the New York Loew's State Theater with the Freed Christmas show. They are currently off on a 30-day tour with Ricky Nelson. Their favorite male singers are Nat King Cole and the Ames Brothers.

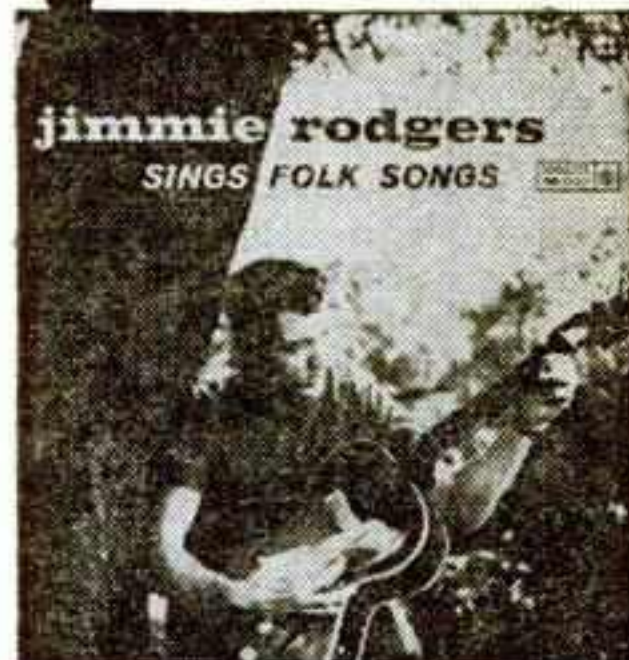
# ROULETTE RECORDS' 2nd ANNIVERSARY GIFT TO ALL DEALERS



Plus a special offer on these

## FIVE BEST-SELLING ALBUMS

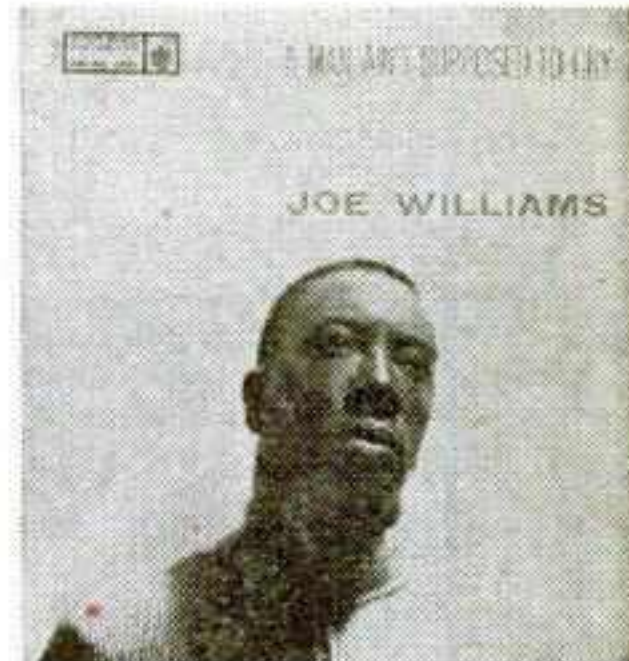
(10% discount does not apply to these five LP's)



"JIMMIE RODGERS SINGS FOLK SONGS" R-25042



"BASIE"—COUNT BASIE & HIS ORCH. R-52003



"A MAN AIN'T SUPPOSED TO CRY" JOE WILLIAMS R-52005

### BUY these Five \$3.98 LP's at a REDUCED PRICE

maintain your usual mark-up and ...



"WHEN GOOD FELLOWS GET TOGETHER" HUGO & LUIGI & THEIR FAMILY SINGERS R-25044

### SELL these Five \$3.98 LP's for \$2.98

suggested retail price



"TYREE GLENN AT THE ROUNDTABLE" R-25050

And these sales stimulants:

- ★ COUNTER CARDS
- ★ WINDOW STREAMERS
- ★ CONSUMER BOOKLETS
- ★ NAT'L CONSUMER ADVERTISING
- ★ SPECIAL LP SAMPLER TO 4,000 DISC JOCKEYS

Ask your Roulette Distributor for these Free Merchandising Aids

Limited time only. Offer expires Jan. 31.



# ROULETTE

her **M-G-**

**JONI**

sings

SIMPLY BEAUTIFUL!

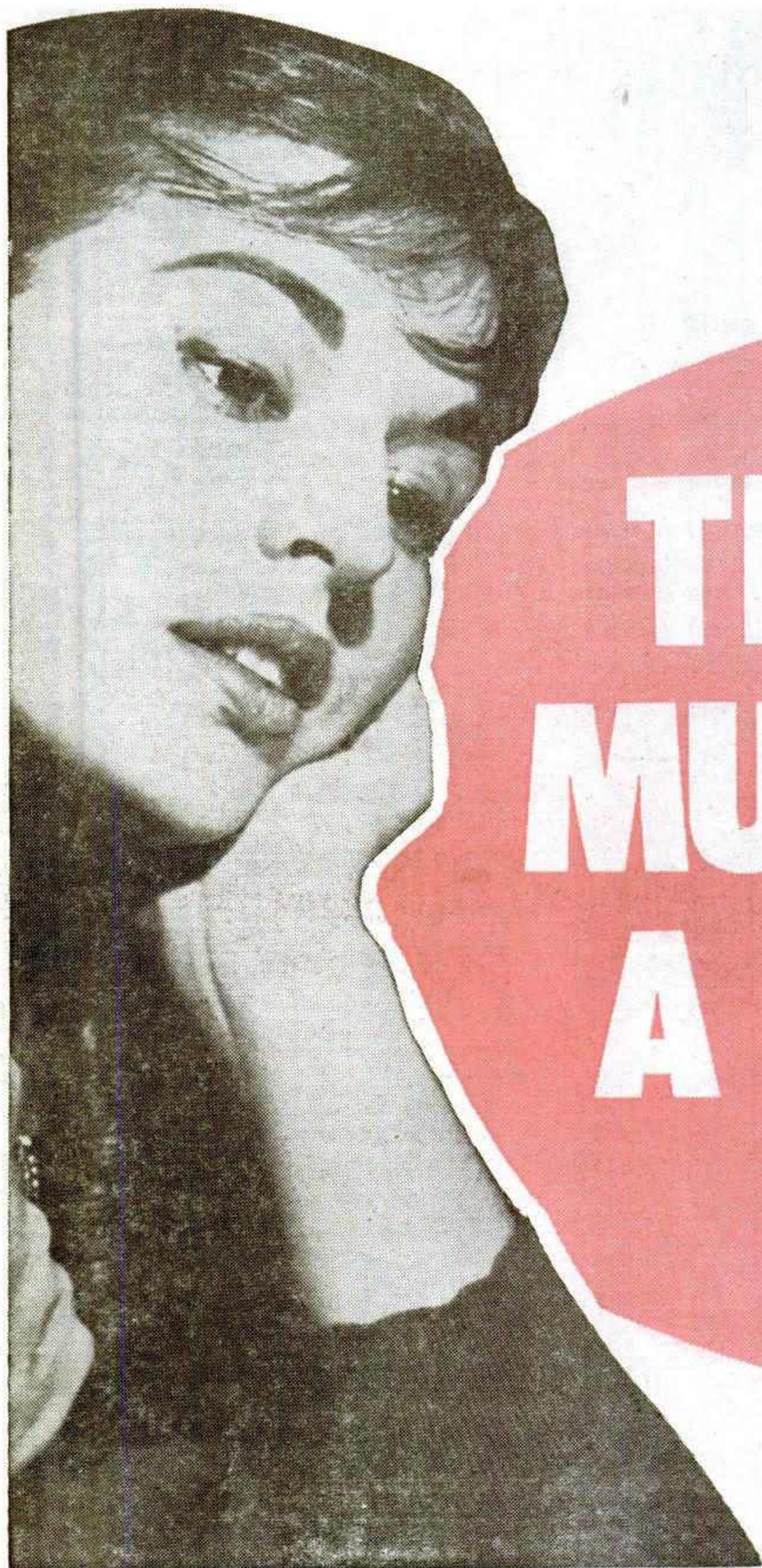
**THERE  
MUST BE  
A WAY**

ORCHESTRA UNDER THE

MGM K12746

**M-G-M**

1540 BROADWAY, NEW YORK







# Minnence

# JAMES

sings

THE SMASH HIT OF THE SHOW!

# SORRY FOR MYSELF?

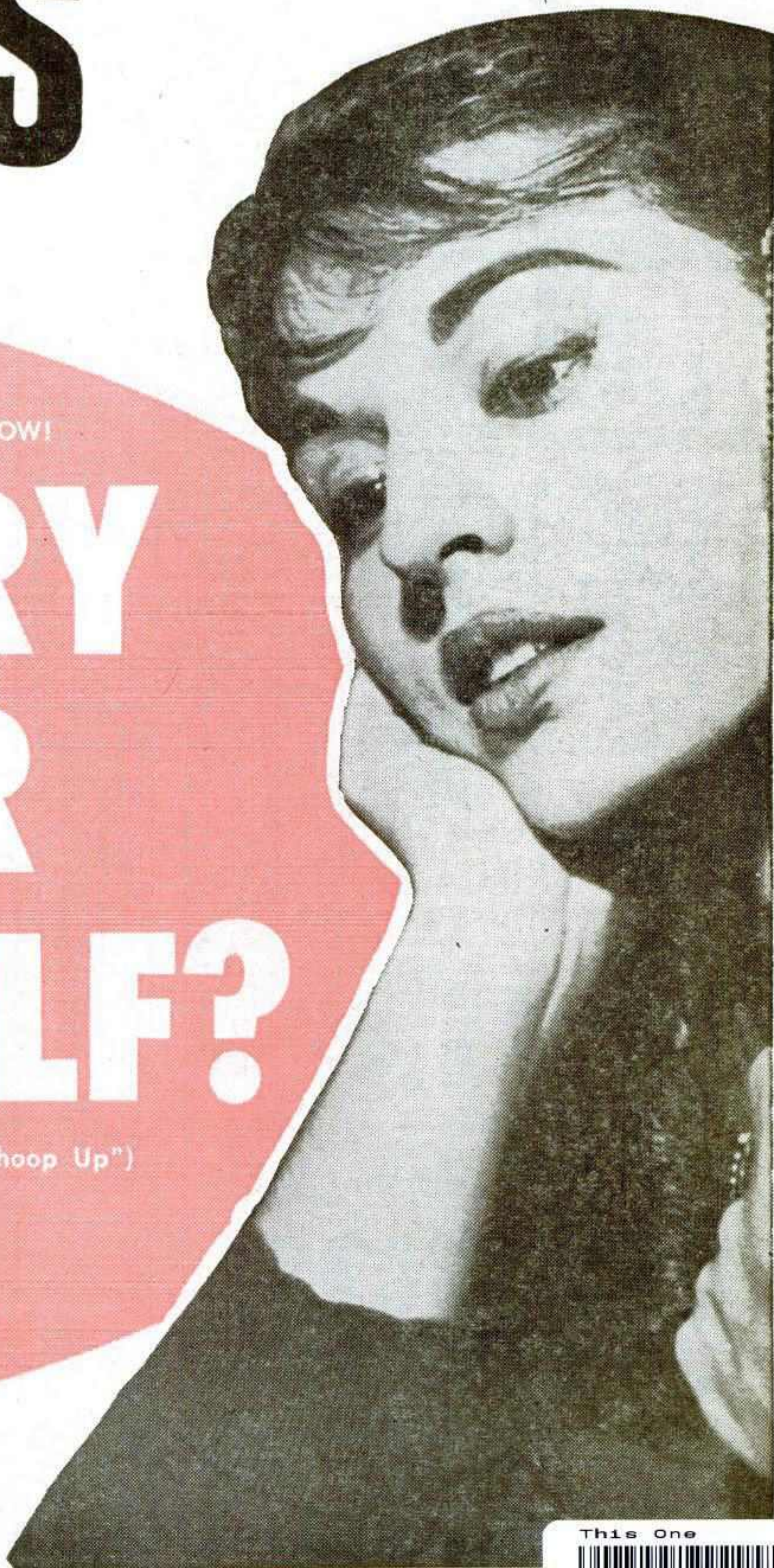
(From the Broadway Musical "Whoop Up")

DIRECTION OF ACQUAVIVA

MGM K 12746



86, N. Y. JUDSON 3-2000



This One



KOY6-AU0-64C1

Copyrighted material

# "NOBODY BUT YOU"

DEE CLARK  
Abner 1019

#52 on "Hot 100"

# "HERE I STAND"

WADE FLEMONS  
Veejay 295

#99 on "Hot 100"

SHAMBALOR!

VEEJAY-ABNER

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CA 5-6141

## AUDITION

a new selling force  
...for dealers  
...for manufacturers  
IN FULL COLOR EVERY MONTH  
IN THE BILLBOARD

## Big Crop of Million Sellers

Continued from page 4

- JIMMY CLANTON (Ace)  
"Just a Dream"
- COASTERS (Atco)  
"Yakety Yak"
- PERRY COMO (RCA Victor)  
"Catch a Falling Star"
- DANNY AND THE JUNIORS (ABC-Paramount)  
"At the Hop"
- BOBBY DAY (Class)  
"Rockin' Robin"
- BOBBY DARRIN (Atco)  
"Splish Splash"
- FATS DOMINO (Imperial)  
"Whole Lotta Lovin'"
- THE DIAMONDS (Mercury) ←  
"The Stroll"
- THE ELEGANTS (APT)  
"Little Star"
- TOMMY EDWARDS (M-G-M)  
"It's All in the Game"
- DUANE EDDY (Jamie)  
"Rebel Rouser"
- CONNIE FRANCIS (M-G-M)  
"Who's Sorry Now"
- BUDDY HOLLY (Coral)  
"Peggy Sue"
- THE KINGSTON TRIO (Capitol)  
"Tom Dooley"
- LITTLE ANTHONY & THE IMPERIALS (End)  
"Tears On My Pillow"
- LAURIE LONDON (Capitol)  
"He's Got the Whole World in His Hands"
- THE McGUIRE SISTERS (Coral)  
"Sugartime"
- DOMENICO MODUGNO (Decca)  
"Volare"
- PEREZ PRADO (RCA Victor)  
"Patricia"
- THE PLAYMATES (Roulette)  
"Beep Beep"
- JIMMIE RODGERS (Roulette)  
"Secretly"
- HUEY SMITH (Ace)  
"Don't You Just Know It"
- CONWAY TWITTY (M-G-M)  
"It's Only Make Believe"

- THE TEDDY BEARS (Dore)  
"To Know Him Is to Love Him"
- BILLY VAUGHN (Dot)  
"Sail Along Silvery Moon"
- SHEB WOOLEY (M-G-M)  
"Purple People Eater"

## 5 New Artists On Kapp Issue For January

NEW YORK — "Great entertainment and true high-fidelity sound" is the theme of the 10-LP Kapp Records release for January. The release, which introduces five artists new to the label, will get the backing of a heavy promotion and advertising drive "directing the consumer to the dealer," in the words of label prexy Dave Kapp.

Bowing on the label will be thrush Carmen McRae, with "The Carmen McRae Book of Ballads"; jazz pianist Barbara Carroll with her interpretations of tunes from "Flower Drum Song"; the Gallic Francois Charpin Trio in a set titled "Champagne Cocktail"; Vera Bryner in a program of "Russian and Gypsy Folk Songs," and Alan Lomax in "Folk Song Saturday Night."

Other sets include offerings by Roger Williams, Umberto Marcato, organist John Gart and sets titled "Play Mr. Banjo," with the Happy Harts, and "A Singin' Wing Ding."

The heavy promotion schedule calls for ads in Esquire, Playboy, Atlantic Monthly and High Fidelity. Window and counter displays and streamers are being made available to dealers thru distributors.

## M-G-M's 31 Pkgs.

Continued from page 3

cast album of the Broadway musical, "Whoop Up," plus two other versions of the show score, by David Rose and Dick Hyman. Other albums will feature Joni James, Lisa Kirk, Maurice Chevalier, Conway Twitty, Murray Arnold, Jose Greco, Dick Roman and the Osborne Brothers with Red Allen. There will also be six album repackagings of previously released Hank Williams items.

The Cub label will feature two sets, "Mamie Webster Sings W. C. Handy," and "Take Off in Sound," with Marla Smith. The Lion low-price line will have six sets with such artists as Billy Eckstine and Sarah Vaughan, Robert Q. Lewis and Bill Stern plus "Tom and Jerry Storytime," and "Highlights From 'Naughty Marietta' and 'The Firefly'."

The classic release on M-G-M will carry four sets featuring such as David Oistrakh and Leonid Kogan plus performances of symphonies by Prokofieff and Khatchaturian. Under the Metrojazz banner there will also be two, "New Faces at Newport," and "Keeping Up With the Joneses."

Many of the albums will be released in both stereo and monaural form. A company spokesman added that the release will carry "a tremendous merchandising, trade advertising consumer campaign, so unusual and unprecedented that details are being guarded carefully and will not be announced prior to the distributor meeting."

### Allentown Band Records

And all WFB recordings are available direct to dealers from manufacturer postpaid U.S.A. & Poss.

Stereo Discs (4.98)	..... \$2.78
Monophonic L.P. (3.98)	..... 2.22
Stereo Tapes, 7 1/2 ips (9.98)	..... 5.57

Uniform policy. Same day shipment.  
WFB PRODUCTIONS  
637 E. Broad St. Souderton, Pa.  
Export: EMCC, Roberts, Schultz.

### BREAKING BIG!

"TOM CAT"  
b/w "MILLIE"  
Billy Lamont  
Candelo #375

"ONCE & ONLY ONCE"  
b/w "CHALLENGE"  
Ronnie Savoy  
Candelo #382

"I'LL KEEP LOOKING"  
b/w "I'VE LOST HER"  
Shane Hunter  
Candelo #379

"MR. WISE GUY"  
b/w "THE END OF A SUMMER ROMANCE"  
The Tiaras  
3D #378

"BE MINE AGAIN"  
b/w "WHEN IN THE WORLD"  
The Crystal Chords  
3D #374

Disk Jockeys, write for your sample copies.  
DISTRIBUTORS — Territories still open.

**CANDELO RECORDS**  
850 Longwood Ave. Bronx, N. Y.

### Moving Up Fast on ATLAS

"WHY WASN'T I TOLD?"  
b/w

"CALL ME DARLING"  
by Bobbe Caston Atlas #1103

### Two Strong Ones

"PLEASING YOU PLEASES ME"  
b/w

"DON'T LET ME SHED ANY MORE TEARS"  
The Lincolns Atlas #1100

**ATLAS RECORDS, Inc.**  
1697 Broadway New York 19

GIVE TO DAMON RUNYON CANCER FUND



# SELLING

60,000 COPIES SOLD IN FIRST FOUR DAYS  
SEE THE WILD-CATS GAZACHSTAHAGEN ON  
THE DICK CLARK SHOW ON SAT. JANUARY 24  
THE WILD-CATS ■ UNITED ARTISTS ■ 154

# GAZACHSTAHAGEN

**MGM** Records

36 BROADWAY, NEW YORK 36, N. Y. JUDSON 2-2000

THE **HOTTEST HIT LINE FOR '59** GIVES YOU  
THE FIRST BIG HIT OF THE NEW YEAR!

the  
**MORGAN BROTHERS**

SING

THE FIRST VOCAL  
VERSION OUT!



"**NOLA**"

Orchestra Conducted by LeRoy Holmes

MGM K12747



# WARNER BROS.

Presents... **TOMORROW'S**



**NOW...** A Dynamic New Merchandising Program To Help Dealers Sell Now and For Months Ahead!

Each Month During 1959 Warner Bros. Records will select one of its outstanding new releases as a

**\*FEATURE ATTRACTION PRESENTATION\***

Our January selection is the newly recorded "Rhapsody In Blue"—"An American In Paris" by Heindorf, the definitive recording of these immortal Gershwin classics. A beautiful display rack and header for both the monaural and stereo albums are provided to sell this package on sight.

To enable dealers to earn added profit: For each five albums you purchase on either monaural or stereo, you will receive one additional album at no charge. You earn a margin of profit of 48% based on suggested selling price. As a participant in Warner Bros. Feature Attraction program, we will be pleased to send you each month's Feature Attraction album directly to your home for your listening pleasure and your own record library. Ask your Warner Bros. salesman for all details.

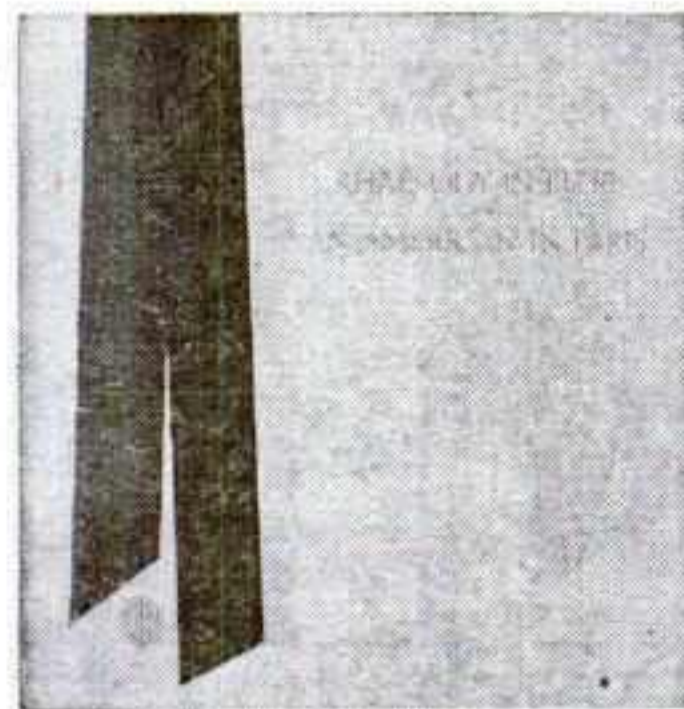
**TWELVE NEW EXCITING RELEASES—AVAILABLE IN VITAPHONIC**



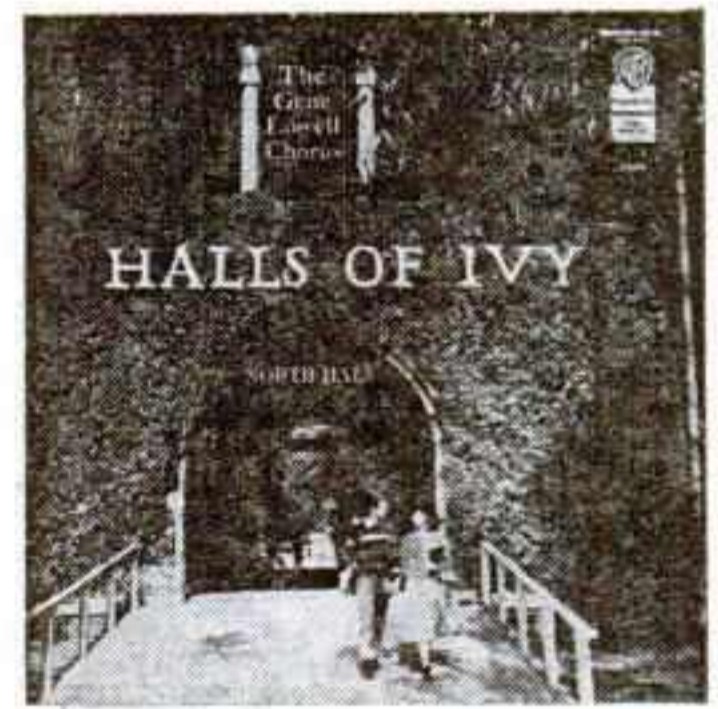
**AUNTIE MAME**  
Original Film Score  
W 1242      WS 1242



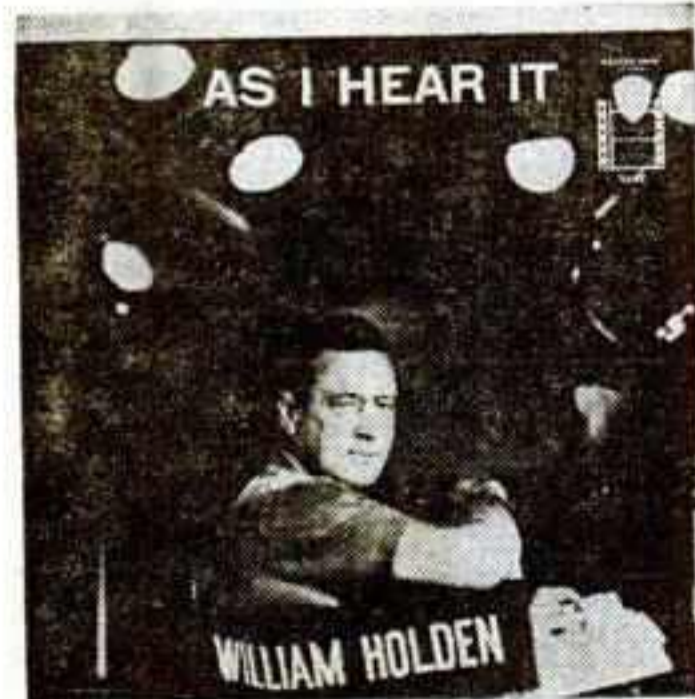
THE ORIGINAL JAZZ PERFORMANCE  
**FLOWER DRUM SONG**  
Morris Nanton Trio  
B 1256      BS 1256



**RHAPSODY IN BLUE / AN AMERICAN IN PARIS**  
Heindorf  
B 1243      BS 1243



**HALLS OF IVY**  
The Gene Lowell Chorus  
W 1244      WS 1244



**AS I HEAR IT**  
Interpreted by William Holden  
W 1247      WS 1247



**IRA IRONSTRINGS PLAYS WITH MATCHES**  
W 1248      WS 1248



**THE WORLD'S TEN GREATEST POPULAR PIANO CONCERTOS**  
George Greeley  
W 1249      WS 1249



**THE SIGNATURES SIGN IN**  
The Signatures  
W 1250      WS 1250

# RECORDS... *The First Name In Sound*

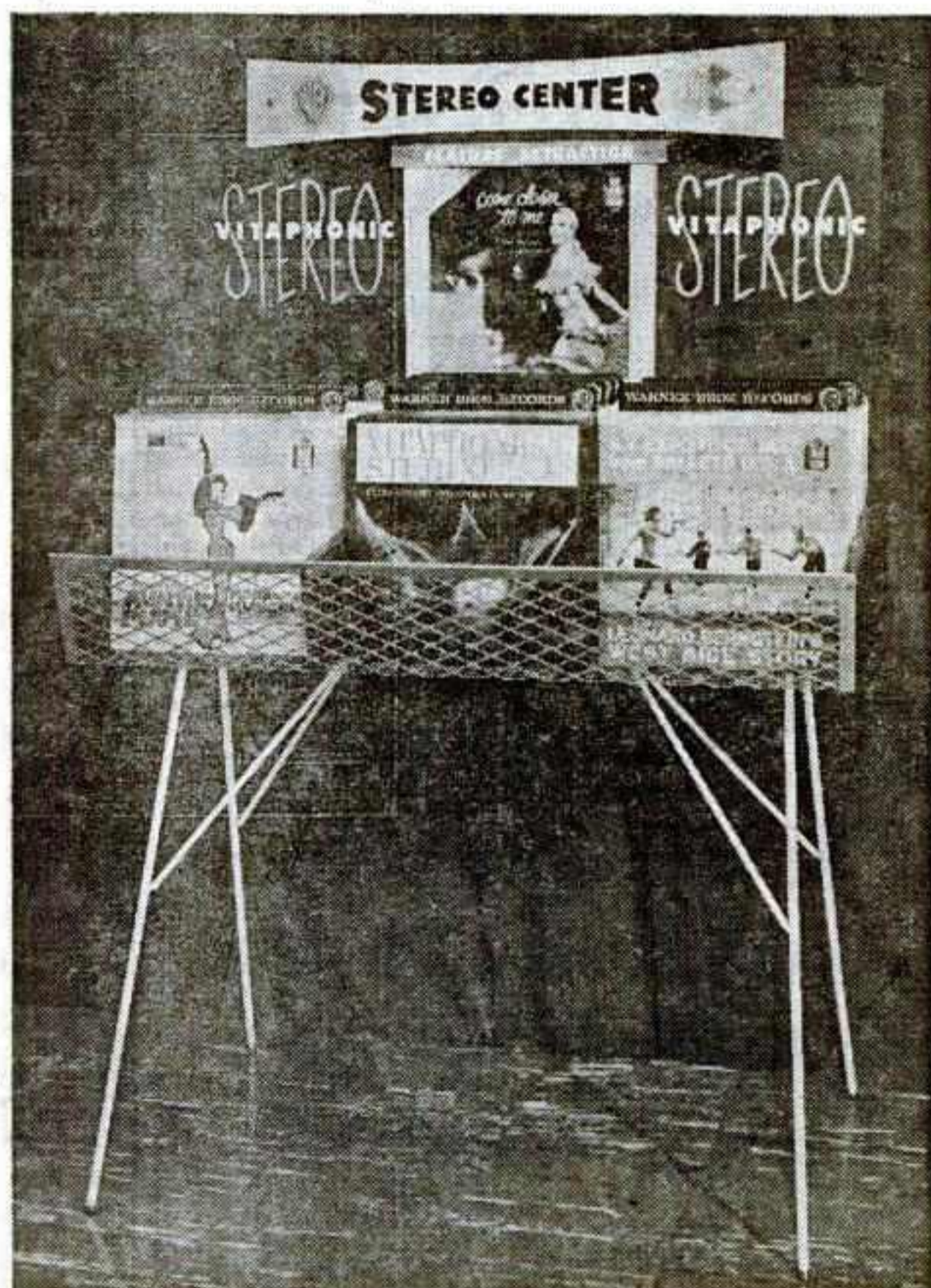
## SOUND TODAY!

**NEW SOUND . . .**

**NEW LOOK . . .**

**NEW PROFITS!**

To keep pace with the growth and development of the record industry, this is your opportunity to establish a *stereo record center* in your store, and earn extra profits! The Warner stereo center is a new exciting browser unit with a capacity for more than 200 stereo albums in three bins. Can be used as either floor or counter browser and is designed for maximum functional efficiency.



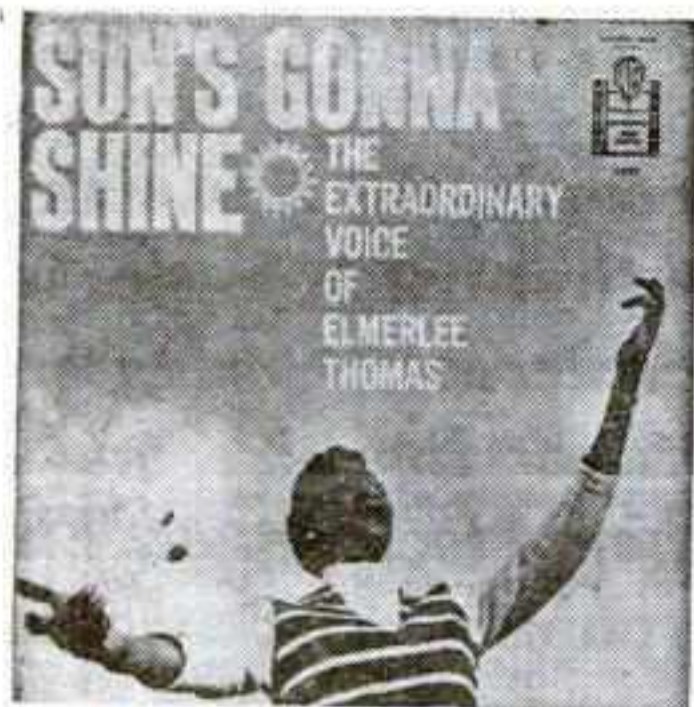
## STEREO AND MONAURAL LONG PLAY!



CHICO HAMILTON, WITH STRINGS ATTACHED  
B 1245 BS 1245



SOFT AND SUBTLE  
The Guitars, Inc.  
B 1246 BS 1246



SUN'S GONNA SHINE  
Elmerlee Thomas  
B 1251 BS 1251



HOT AND COLE  
Buddy Cole  
W 1252 WS 1252

### HOW TO GET YOUR WARNER BROS.

#### STEREO CENTER:

With the purchase of 100 Stereo Albums of your choice, you receive an additional 25 Stereo Albums at no charge, plus your permanent Stereo Center at cost.


**Your Profit . . . A Full 40%**



**SPECIAL DATING TERMS AVAILABLE FROM YOUR WARNER BROS. DISTRIBUTOR.**

**ORDER TODAY!**

**NEW SOUNDS, NEW REPERTOIRE . . . BACKED BY A POWERFUL ADVERTISING CAMPAIGN, EXTENSIVE POINT-OF-SALE PIECES, SPECIAL DISK JOCKEY DISTRIBUTION**



**WARNER BROS. RECORDS**  
Burbank, California  
*The First Name In Sound*

**GREAT**

**"AUNTIE MAME"**  
Ray Heindorf  
Sonny Burke, his orchestra  
Warner Decca

**DRIFTING** Theme from "Auntie Mame"  
David Allen  
Warner

**HANGING TREE BLUES, COUNTRY STYLE**  
Marty Robbins  
Columbia

**TRUST IN ME**  
Patti Page  
Mercury

**MUSIC PUBLISHERS HOLDING CORPORATION**

**Mills** HIT REMINDERS

**SLEIGH RIDE**  
100% Recorded  
**SCARLET RIBBONS**  
from PERRY COMO'S album "When You Come to the End of the Day"  
RCA Victor LPM 1885  
THE KINGSTON TRIO on Capitol Records F-3970  
MILLS MUSIC, INC.

Over 67,000 ACTIVE BUYERS read  
The Billboard classified columns each week

**NAB MEMBERS AT RECORD HIGH**

WASHINGTON — A Record high membership—2,326—was reached by the National Association of Broadcasters last month.

At a membership planning session held last week (29), the Association's membership committee discussed ways to push the membership figure even higher.

**M-G-M Pacts J. P. Morgan**

NEW YORK—Jaye P. Morgan, the dulcet-voiced thrush who has scored many hits on RCA Victor, has signed with M-G-M. Her kin, the Morgan Brothers, have also signed with the M-G-M label. First record by the latter was issued last week. Miss Morgan was first put on record by Larry Newton, now sales chief at ABC-Paramount, when he owned the Derby label. Her first M-G-M record will be released at the time she opens at the Latin Quarter in New York next month.

**Set Up Group To Seek End Of Price Wars**

GARY, Ind. — Elimination of cut-throat, cut-rate sales methods, now a torrid issue in record merchandising, is the objective of an organization incorporated in Indiana last week. John W. Anderson, Gary industrialist and president of the American Fair Trade Council, is listed as one of the incorporators.

The group, which will devote its efforts to purposes sought by State Fair Trade laws, has taken the name, Quality Brands Associates of America, Inc. Mr. Anderson said that QBA operations will be national in scope. Offices will be opened in New York and Washington. He indicated, however, that the new organization would not pursue the Fair Trade approach to price maintenance.

"The new Quality Brands Associates is an organization of manufacturers of organized, named and trademarked products in which top quality, conservatively maintained, provides for his consumer his greatest value for the money he pays," Mr. Anderson said. "The new organization favors a new, direct and readily workable method for effecting legalized quality - and - price stabilization for such products anywhere in the United States, without resort to reseller contracts."

Now invalidated by the courts in several States, the Fair Trade system bound the retailers to adhere to prices prescribed in contracts with the manufacturer.

**Bluebird Sets Three Albums**

NEW YORK — Bluebird Records, the RCA Victor low-price children's line, will bring out three new LP's this month as well as two new singles. In addition, according to merchandising chief Ray Clark, Victor is shipping a four-color counter display for dealers that will hold 30 Bluebird LP's. There will also be a floor merchandiser that will hold 200 45's and 50 LP's.

The new Bluebird albums include Walt Disney's "Bambi," narrated by Shirely Temple, "Popeye's Favorite Sea Chanties" and "Aesop's Fables." Singles include sides by

**NIGHT CLUB REVIEW**

**Eartha Kitt Scores at Waldorf**

Eartha Kitt fairly sets the Waldorf-Astoria's Empire Room ablaze with her torrid set of songs. In her appearance in the swank New York nitery she goes thru a nicely programmed set of ballads, up-numbers and special material routines that netted her several encores and a long ovation after her closing selection.

Her racy opener is "Independent" from "Bells Are Ringing," which she does in a fiery, Latin tempo. She also presents several of her former disk clicks including "C'est Si Bon," "Uskadara," "Santa Baby" and "I Want to Be Evil."

On some of the numbers Miss Kitt also does a bit of dancing, giving out with a real torso shake on "I Wish I Could Shimmy Like My Sister Kate." Highpoint of her act is a charming reading of "What More Is There to Say" on which she does an amusing cockney monologue.

Emil Coleman's excellent folk accompanies the thrush. Alternating group is the fine Bela Falbai combo.

Miss Kitt provides an exciting and highly entertaining evening, and her sultry, winsome manner of presenting her numbers captivated the packed room.

Howard Cook.

**Roberta Sherwood Charms as Usual**

In an attempt to compete with Miami Beach's plush niteries, the smart Galt Ocean Mile Hotel in nearby Fort Lauderdale has initiated a headline name policy this season, opening Friday (19) with thrush Roberta Sherwood, a Florida resident of long standing who has a large local following.

Vocally competent, but not outstanding, Miss Sherwood's greatest attribute is her more than 20 years in show business. From her usual opening, when she warbled "Love is a Many Splendored Thing," sans mike and standing in the middle of the audience, thru "Bill Bailey," some 42 minutes later, Miss Sherwood controlled the situation with warmth, poise and dignity.

Show was well-paced and varied, including ballads, such as Irving Berlin's "All Alone" and "Always," upbeat numbers like "Look Down That Lonesome Road," and two tunes from her new Decca album, "Country Songs for City People." Also spotlighted were previous disk songs "Lost in His Arms" and "Lazy River."

Playing up her role as housewife and mother to the hilt, Miss Sherwood presented her son, Daon Lanning, a Miami University student, singing a rock and roll version of "Girl of My Dreams." This was a nice theatrical touch but added little of musical value to the otherwise satisfying program.

Charles Roberts.

**Hanover Lassoes Williams, Penguins**

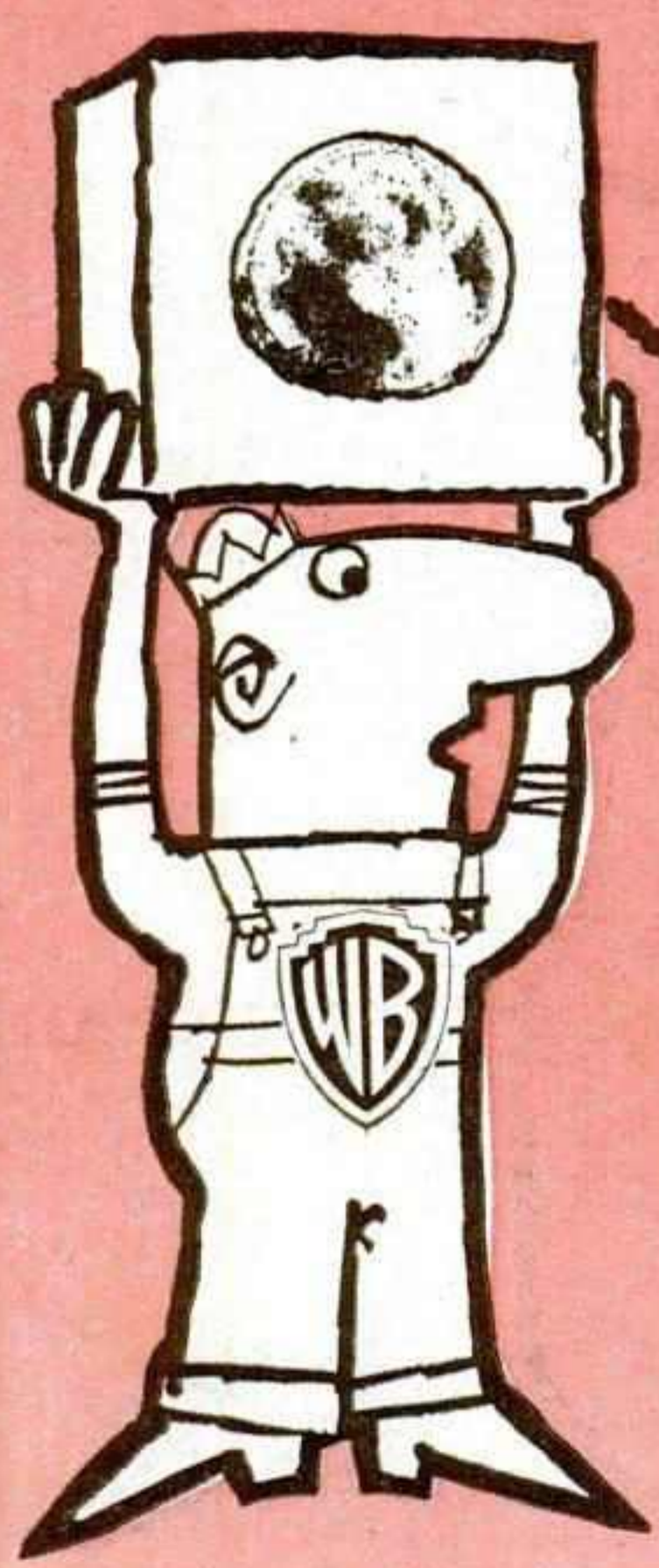
NEW YORK — Curtis Williams and the Penguins, long dormant on the disk scene, are being brought back by Hanover Records. The group, which had the hit "Earth Angel" some years back, was signed by the label's chief, Len Levy, this week. Levy also announced the signing of singer Danny Staton. New releases for both will be upcoming in January.

Homer and Jethro and Dorothy Olsen. Clark said that Bluebird sales in 1958 were much above 1957, the previous best year for the line.

**Epic Signs Up Dorsey-Castle**

NEW YORK — Epic Records has pacted the Jimmy Dorsey-Lee Castle Ork to a long-term contract. The J. Dorsey crew, which had a smash hit on Fraternity back in '57, will record albums for the label, with an occasional single release. Meanwhile, Okeh Records, the Epic subsidiary label which will be built up to a full-time label on its own, has also signed a new artist, a young thrush yecept Kelly Hart. First records by the thrush are due late this month.

I say, Courtney, qu'est-ce que c'est Vitaphonic Stereo? Why does Warner Bros. insist upon running such crazy ads like this?



**WORLD'S FIRST ADVERTISEMENT**



Warner Bros. Records, the first name in sound . . . the first name in stereo. All Warner Bros. stereo records were originally recorded live in multi-channel stereophonic techniques. The World's largest popular stereo cata-

# DISTRIBUTOR NEWS

By HOWARD COOK

**NEW ORLEANS:** Joe Banashak of A-1 Record Distributors reports several hot items. Banashak recently opened a new distributing firm, Select Music Sales, which is located in the same offices as A-1. Hottest platters for A-1 are "This Old Man He Played One" by the Sauter-Finegan ork on Kapp, "You Be My Love" by Chuck Willis on Atlantic, "Delilah" by Ramsey Lewis on Argo and "I Want Somebody" by Harvey and the Moonglows on Chess. Select's current hot ones are "No Regrets" by Jimmy Barnes on Gibraltar and "I'm Gonna Need Someone" by Nappy Brown on Savoy. Top LP's for A-1 are "Ray Charles at Newport" on Atlantic, "Ricky Sings Again" by Ricky Nelson on Imperial and "I Want to Be Happy Cha Cha" by Enoch Light on Grand Award. Banashak also mentions that stereo LP sales are strong.

Joe Caperino of King Record Distributors lists "Lonely Teardrops" by Jackie Wilson on Brunswick as his strongest record. "Try Me" by James Brown on Federal is also a smash. "No Regrets" by Little Willie John on King is strong. "The Real Thing" by the Five Royales is building. "Rainbow Riot" by Bill Doggett on King is big. Strongest albums are "The Australian Jazz Quartet" on Bethlehem and "Swingin' Easy" by Bill Doggett on King. Stereo sales are growing.

Walter Reiley of R & D Distributors lists "Donna" by Ritchie Valens on Del Fi as his top platter. "Star of Love" by Sheb Wooley on M-G-M looks good. "Tom Thumb's Tune" by Russ Tamblyn is selling well. "C'est Finis" by Dick Haymes on Sunbeam is doing well. In album sales, the stereo and monaural versions of the "Gigi" sound track on M-G-M head the list. "Yesterday" by Maurice Chevalier on M-G-M is also a strong LP. Other good albums are "Taboo in Hi-Fi" by Arthur Lyman on Hi-Fi Records and the George Feyer sets on Vox. The Design and Rondo LP's are also moving well. Reiley reports that stereo sales are encouraging.

**SHREVEPORT, LA.:** Stan Lewis of Stan's Record Shop names "I Cried a Tear" by LaVern Baker on Atlantic as his top disk. Other records with strong potential include "Sea Cruise" by Frankie Ford on Ace, "Pretty Girls Everywhere" by Eugene Church on Class, "Pipe Dream" by Jimmy Beck on Challenge, "I Told You, Baby" by Jimmy Reed on Vee Jay and "Delilah" by Ramsey Lewis on Argo. "Tell Me the Truth" by Gene Allison on Vee Jay is also breaking. Up-Coming platters are "Worry, Worry" by B. B. King on Kent, "You Did Me Wrong" by Bobby (Blue) Bland on Duke, "Cotton Candy" by Minnie Capello on Rick, a territorial hit already, "The Right Time" by Chuck Willis on Atlantic and "Give Me a Little Love" by Billy (The Kid) Emerson and "River of Love" by the Moonglows on Chess. With LP's "Bo Diddley" on Checker is hot. The Somerset line is also selling strongly. Stereo sales are generally good.

**NOTES IN THE MAIL:** Ted Kellem of Marnel Distributors in Philadelphia writes that United Artists has a hot one with "Gazachstahagen" by the Wild Cats and the two LP's from the sound track of "I Want to Live." Carlton is active with "Goodbye Baby" by Jack Scott, "Philadelphia, U. S. A." by the Nu Tornados and "Little Space Girl" by Jesse Lee Turner. Top Imperial items are "Lonesome Town" b-w "I Got a Feeling" by Ricky Nelson and "Whole Lotta Loving" by Fats Domino. Cameo is clicking with "Rock-a-Conga" by the Applejacks, "Sing, Sing Sing" by Bernie Lowe's ork and "Jenkin's Band" by Stan Newman. Laurie Records is moving "Petite Fleur" by Chris Barber and "Don't Pity Me" by Dion and the Belmonts.

**BRIEFS:** According to the latest Roulette newsletter "Bim-bombey" by Jimmy Rodgers is the top disk at Dumont Distributors in Boston. "She's Mine" by Johnny Strickland is also selling well. "That's Why I Cry" by Buddy Knox is breaking. Top album is "Sing a Song of Basie" by Joe Williams and the Dave Lambert Singers.

Opal Records has given an option to London Records for distribution of their new release in all foreign countries. Their new release is "Still in Love" and "Give Thanks" by Dolly Dawn.

## Bigger Issues By Metrojazz; 2 Sets Arrive

**NEW YORK** — An ambitious release program is under way for Metrojazz Records, new jazz subsidiary of M-G-M Records, including two sets for immediate release, according to a.&r. chief Leonard Feather.

For January, the label is releasing "New Faces at Newport," with the Randy Weston Trio and Lem Winchester, plus "Keeping Up With the Joneses," featuring the Jones Brothers playing music of Thad Jones and the late Isham Jones.

Upcoming is a de luxe two-LP set, "The Seven Ages of Jazz," with Billie Holiday, Maxine Sullivan, Coleman Hawkins, Buck Clayton and Dick Hyman debuting as a clarinet player. Willie the Lion Smith is on piano. This is a disk of a live performance by Feather's troupe at the Wallingford (Conn.) tent theater last summer.

Other projects involve Sam (the Man) Taylor in his debut on a jazz disk; a new set by fem trombonist, Melba Liston; a vocal album by thrush Helen Merrill; a package titled "The Mitchells," with Red, Whitey and Blue Mitchell and a trombone set by Pepper Adams and Jimmy Knepper.

## Mercury Budget

Continued from page 4

scale demonstration of stereo by dealers.

Education of the public about stereo, Myers emphasized, is chiefly a job for the dealer, because it's the demonstration that sells the customer.

The Merc budget will include \$250,000 for advertising in magazines, to be spent chiefly on hot-selling package goods. These ads will be backed up by companion merchandising in the stores.

At the agency, the account will be handled by Ray O'Keefe, vice-president, and Sig Seman, account executive. Seman was formerly ad manager of Webcor and now handles that account in the Shaw agency.

O'Keefe and Seman are planning a tour of Merc distributors and key dealers for grounding of their merchandising plans.

## Angel Output

Continued from page 4

Band. Other albums include Dvorak's Fourth Symphony; Peter Ustinov narrating Prokofiev's "Peter and the Wolf," and music by Haydn, Buccherini chamber music, Italian orchestral works, Brahms Third Piano Sonata and his Intermezzo Op. 117, and the Richard Strauss "Capriccio."

Angel Records will back up its January release with full-color dealer displays devoted to "Peter and the Wolf." Pablo Casal's performances in the "Great Recordings of the Century" series and its "Regimental Marches of the British Army" package. In addition, release will be supported with full page, two color ads in a number of national consumer magazines.

**"JUST LIKE SAM"**  
**BETTY MADIGAN**  
 CORAL

**"ME AND MY SHADOW"**  
 JERRY VALE  
 COLUMBIA

**"BYE BYE BLUES"**  
 SONNY BURKE  
 DECCA

**BOURNE, INC.—ABC MUSIC**  
 136 West 52nd St. New York 19

from the George Pal Production "Tom Thumb"  
 An M-G-M Release

**tom thumb's tune**

ROBBINS MUSIC CORPORATION

New Renditions of Great Standards—

- **MA, He's Making Eyes at Me**  
 SHIRLEY FORWOOD on Fraternity Records - F-824
- **CARAVAN**  
 —Paris I & II  
 COZY COLE on Grand Award Records - 1023
- **CORRINE, CORRINA**  
 BILL HALEY and the COMETS on Decca Records - 9-30781

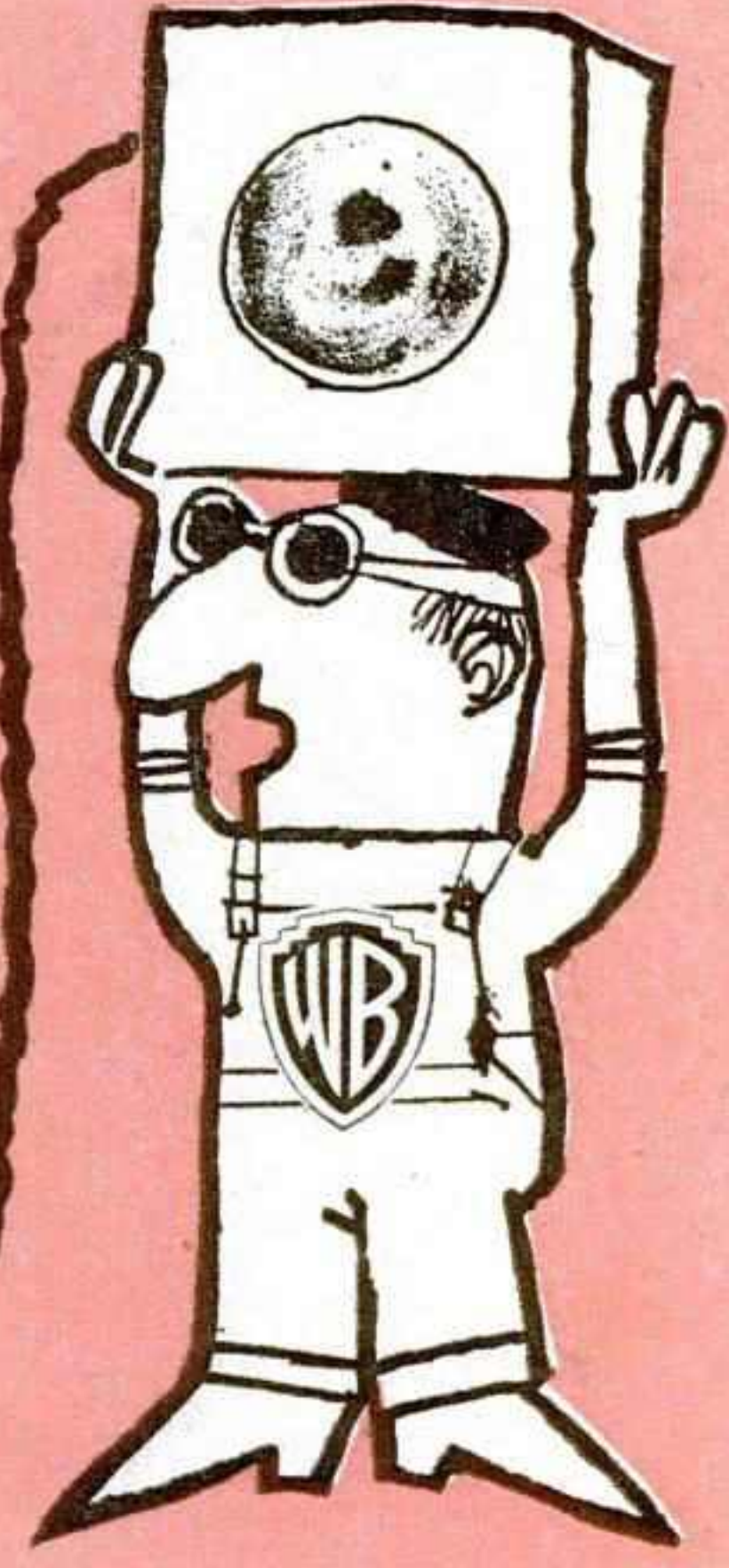
**MILLS MUSIC, INC.**

Record Processing & Pressing  
 We process quantities of 25 and up from your tape or master.  
 "Superior Workmanship with the Personal Touch."  
**SIDNEY J. WAKEFIELD**  
 Rt. 3, Box 797, Glendale, Arizona  
 For Fast Service Dial Phoenix: WI 3-9557

## IN VITAPHONIC STEREO!

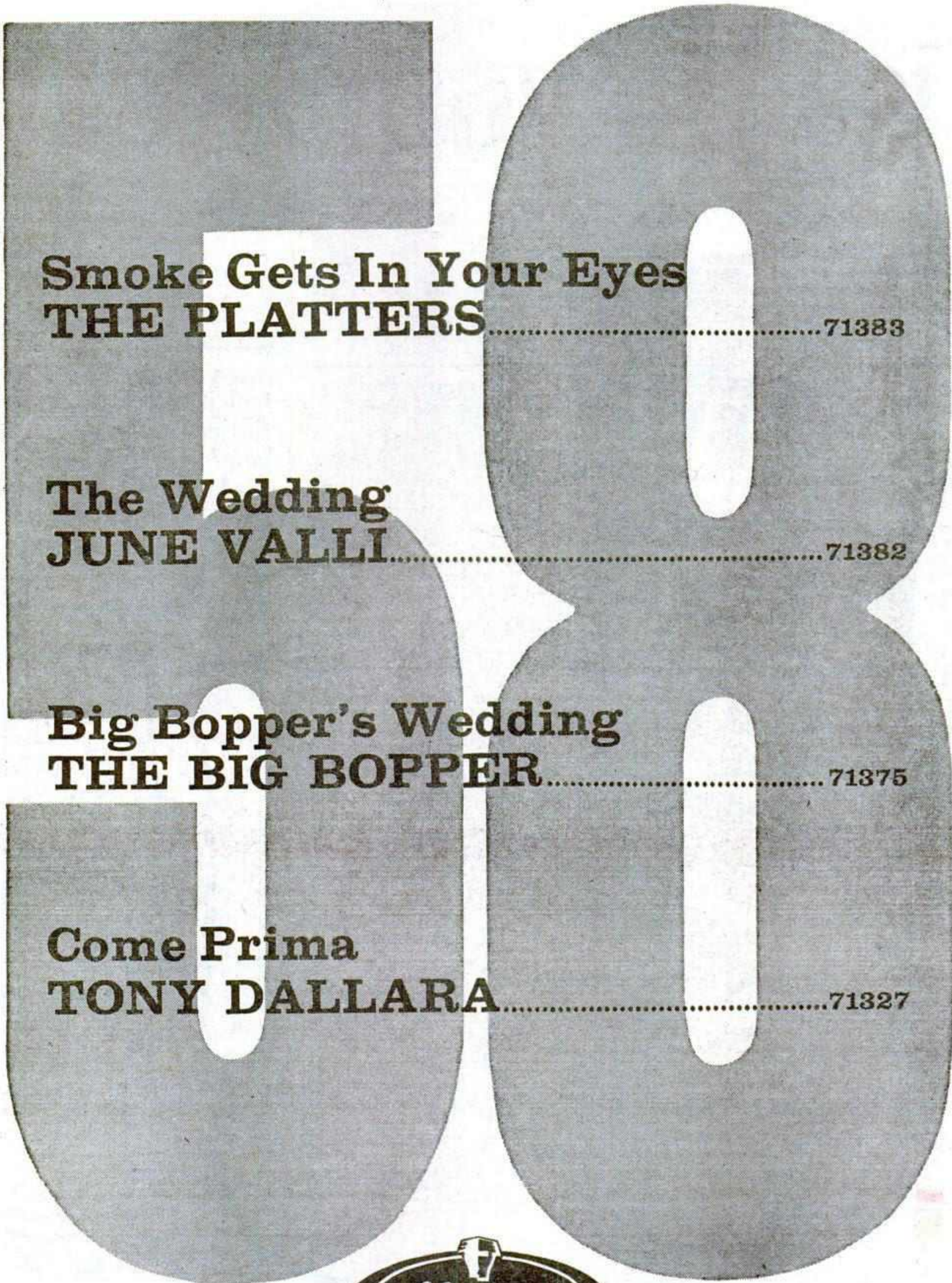
log. Nothing in the extensive catalog predates 1958. See your Warner Bros. Records distributor for complete details about *Tomorrows' Sound Today*; Warner Bros. Vitaphonic Stereo.

Cool it, Sidney. Warner Bros. is like the first name in stereo . . . like the *whole catalog* is in stereo . . . so natch the ads should be in stereo too. Dig? Did ya' know they put two hours of engineering into every minute of music on wax? That's a tough gig man. That's *Vitaphonic Stereo*.



# YEAR OUT...

## THE HITS ARE



**Smoke Gets In Your Eyes**  
**THE PLATTERS**.....71383

**The Wedding**  
**JUNE VALLI**.....71382

**Big Bopper's Wedding**  
**THE BIG BOPPER**.....71375

**Come Prima**  
**TONY DALLARA**.....71327

the big hits in '58 were on





# YEAR IN...

## ON MERCURY

**Trust In Me**  
**PATTI PAGE**.....71400

**She Say**  
**From The Bottom Of My Heart**  
**THE DIAMONDS**.....71404

**I Got A Wife**  
**THE MARK IV**.....71403

**Again**  
**How About Me**  
**THE GAYLORDS**.....71399

**Hurtin' Inside**  
**It's Just A Matter Of Time**  
**BROOK BENTON**.....71394

the big hits in '59 are on



**BUILDING PROFITS**

**Accessories Are Gold For Southern Dealer**

By J. FORMBY

**BIRMINGHAM**—"Put record accessories first to build profits from this section," advises Alton Lawrence, manager of the Lawrence Hi-Fi Center here.

In making this statement, Mr. Lawrence means exactly what he says. Record accessories should be first from a physical standpoint, he indicated, out where they are actually the first thing which a record customer sees when entering the store and, of course, the last when he leaves. Only by intensive promotional effort which emphasizes the better fidelity, longer enjoyment, and other factors which are possible with the use of correct record accessories can the usual customer be made "accessories conscious."

Mr. Lawrence is proud of the excellent diamond needle sales which his store has achieved since it was first created in late 1955. He is equally proud of the fact that, whereas the average percentage of record accessory sales in most record shops is less than 2 per cent that his store consistently sells 5 per cent of its volume in such merchandise.

"We actually introduced record accessories to most people in this area," it was pointed out. "Prior to the founding of our shop three years ago, there had been little effort to push accessories here. Most people seemed content to get service for a reasonable length of time from a record, after which it was discarded. When we began putting serious effort into sales on accessories, however, it wasn't long before people found they could actually double the enjoyment which they got from their records, particularly LP's. We knew we were creating a worth-while market."

Promotion of accessories takes many forms at Lawrence Hi-Fi. First, as described above, the special accessory display in an eye-attracting case, is located just inside the door, where the customer who comes in to buy a record, a phonograph or for any other reason, will usually give some attention to what he sees. The curiosity aroused by several brands of liquid record cleaning fluid, static brushes, static cloth, tone-arm balancers, a variety of needles, carrying cases, record racks and index systems, proves that there is a huge percentage of record customers who know nothing about the accessories and need only a thoro-going explanation in order to become active buyers.

One means which the Lawrence Hi-Fi Center has used consistently is to invite every customer who

complains of scratchy records to bring his needle in for close inspection, meanwhile selling him anti-static materials which are sure to improve sound reproduction no matter what condition the needle may be in. Naturally, the goal here is to sell a diamond needle, but Lawrence Hi-Fi Center employees don't hesitate to put as much effort into selling a static cloth.

A point which helps considerably to sell phonograph accessories to such customers is a mimeographed sheet, turned out on the store's own mimeograph machine, with tips on better handling of records to prevent scratches, accumulation of dust, surface noise and other troubles. There has scarcely been an instance in which one of these was given to an accessory customer which was not followed by appreciative thanks voiced by the customer in the next few days. As one of Birmingham's original high fidelity dealers, Mr. Lawrence has carefully nursed along his high fidelity prospects until he has created some real "bugs." Any person who simply enjoys good music, and buys a few records to listen to, can be developed into a high fidelity customer, he said.

Among the customers who have bought expensive stereophonic sound systems for their homes, made up from components, are several who owned very ordinary phonographs, and were buying one record at a time when they first became acquainted with the store. Actively suggesting and selling record accessories which provide for better music appreciation is a "giant step" toward whetting the customers' interest until eventually he buys in the high fidelity bracket, according to Lawrence.

A point which has constantly helped to sell phonograph accessories up is the extensive use of explanatory signs in the display case, which not only give the manufacturer's name and the price on an accessory item, but explain exactly what it is used for, how it will benefit the owner, and proper display case has actually made sales of as much as \$10 worth of record accessories when all salespeople in the store were too busy waiting on customers to approach them personally.

A feather in the cap of the Lawrence Hi-Fi Center is the fact that several Birmingham disk jockeys, who have used some of the store's record accessories to produce better record play on their programs, have enthusiastically endorsed anti-static cloths, brushes, liquid cleaners, and better needles to their listeners in one or two instances, even mentioning the Lawrence shop as "the ideal place to get them!"

**Stromberg Gears For National Car Radio Market**

**NEW YORK** — Stromberg-Carlson is producing high fidelity auto radios for the new car market. The firm has been a prime supplier of auto speakers to the Ford Motor Company for many years, and more recently has manufactured radios for the Edsel.

The new Stromberg-Carlson auto radio receivers will be marketed on a national basis. The initial sets produced by Stromberg-Carlson

**SINATRA ON TAPE IS BAR ATTRACTION**

**NEW YORK** — Ever hear of a 20-hour tape of Sinatra hits? Frankie hasn't heard of it either. But there's at least one such tape and it's played regularly every week.

The guy who made the tape is Charles (Fuffy) Rivezzo, co-owner of Fuffy and Johnny's Hide-A-Way, a quiet little gin mill in the heart of the city administration section of New York.

Every Sunday, Fuffy turns off the Wurlitzer—which also features a high percentage of Sinatra tunes—and pipes the tape thru the tavern's hi-fi system.

Says Fuffy, "I do it for my own pleasure and sanity. But I find the customers are starting to catch on. They know we're going to play nothing but Sinatra because I advertise it. I'm starting to get a lot of business I never had before."

Rivezzo's attraction to the actor-crooner began in February, 1957, when he caught Sinatra's act at the Copa. His next move was a tape recorder purchase, which brings us to the moral of the story. When phono-record dealers have a little time on their hands, they can start prospecting for tape recorder business among the local tavern owners.

**Olympic Sets 27 New Units**

**NEW YORK** — A total of 27 new models of phono, radio and TV equipment will be unveiled by Olympic Radio and Television Division of the Siegler Corporation at the January Chicago furniture market, according to Mort Schwartz, sales veepee of consumer products.

Highlight of the line is a new stereo three-way combination with hi fi phono, radio and 21-inch TV. The set will list at \$249.95. New models also include a selection of self-contained dual channel amplifiers with dual speaker systems ranging in price from \$99.95 to \$389.95.

"We will hold out current price levels," Schwartz explained, "even tho materials and labor costs are rising. However, further increases in manufacturing costs will necessarily require price adjustments." All units will be displayed January 5-8 in the Clubhouse of Chicago's Congress Hotel.

have been custom-designed for the 1959 Ford, Plymouth and Chevrolet. Additional models for other makes of new cars will be supplied in the near future.

The radios are available in two models. The de luxe model has the "Signal Seeker," which finds and tunes in stations automatically at two signal levels, "Town" and "Country." This model has seven tubes, plus two transistors. The standard model with push-button tuning has five tubes, plus two transistors.

All sets come complete with six inch by nine inch Alnico speaker for full fidelity tone.

**Audio Feedback**

By RALPH FREAS

**SAN FRANCISCO HI-FI SHOW SRO**

The 1959 San Francisco High Fidelity Music Show is completely sold out. That's the word from Abe Schwartzman, exec secretary of the IHFM. Scheduled for February 7 to 10, the show is being held for the first time in the Cow Palace. Theme of the show is "Age of Stereo." Schwartzman says they also expect a sellout at the Los Angeles show which is set for February 18 to 22 at the Biltmore Hotel there.

**TERMINAL HAS NEW CATALOG**

An 80-page guide to hi-fi equipment is being distributed by Terminal Radio Corporations, 85 Cortland St., New York 7, N. Y. All new stereo equipment now on the market is included in the guide along with latest prices on all equipment.

**GILBERT NAMED ON NEW AUDIO ACCOUNT**

Jack Gilbert Associates will handle advertising and public relations for Audio Empire, a new high fidelity products division of Dyna-Empire, Inc. The first products will be a stereo pick-up and a stereo tone arm. Dyna-Empire, according to a Gilbert press release, is "well-known as a producer of electro-acoustic transducers." Gilbert also announces an addition to his staff. It is Mike Bienstock and he will do publicity for the firm.

**OLYMPIC ADDS DISTRIBUTORS**

Olympic Radio and TV has added two new distributors to handle their lines of television, high fidelity and stereo phonos and radios. McGowan Lyons Hardware and Supply Company, Mobile, Ala., will cover the Alabama, north Florida and eastern Mississippi area. And out of Springfield, Ill., Midstates Appliance and Supply Company will cover the southern Illinois and northern Missouri areas.

**Dealer Pushes Foreign Disks**

**DENVER** — Converting one section of his stereo record display into an "International Center" has paid excellent dividends for Sepp Kurshals, owner of La Scala Music here.

The "International Section" is a series of browsers along the left wall of the store, in which are many albums, classified by their nations. Stereo albums include music of Spain, Germany, Italy, Ireland, Australia, Scandinavia, England, South America, Greece and other nations.

Kurshals, who put in his first "International" music dubiously, has been thoroely pleased with the results. Not only has the collection brought in record buyers, but it has also functioned efficiently enough to sell a dozen extra stereo phonographs, a pair of tape recorders, and at least two custom installations.

No particular advertising fanfare has been used with the department. Instead, Kurshals simply makes a routine policy of pointing it out to his customers, particularly those who have a foreign accent, and has wound up with a profitable volume of "plus business."

**Sylvania Tube Lowers Cost in Stereo Phonos**

**NEW YORK** — Sylvania claims to make a "major contribution" to design and performance of monaural and stereo sound equipment with their new electron tube. The tube, a dual pentode designed for out-put stage use, uses Sylvania's "Framelok" design and construction. It is designated Type 6DY7.

The concept of having two identical pentodes in one envelope increases design flexibility. It can take the place of two audio output tubes and deliver the same output. This saves manufacturers in circuit wiring, in components and in tube inventory.

The following examples of design flexibility are made possible by the 6DY7:

1. One tube, with each section

**Orr Sees No Ailments for Tape Industry**

**OPELIKA, Ala.** — "The tape industry has no ailments that a good dose of salesmanship won't cure," said J. Herbert Orr, prexy of ORRadio Industries here. The firm manufactures Irish brand tape.

Predicting a \$35,000,000 tape market for 1959, Orr asserted that the replacement market plus the continuing boom in stereo will be important factors in the sales picture. Orr set '58 total industry sales at \$21,000,000 and projected a \$115,000,000 annual total five years from now.

Commenting on stereo, Orr said, "The real future is in tape. The stereo disk has stimulated interest in high fidelity. In time the hi fi fan learns the superiority of tape as well as the versatility of the tape recorder. He finds the tape recorder widens the scope of hi fi pleasure and offers a greater variety of uses in recording and reproducing voice and music." Orr added that his firm's 1958 sales were 36 per cent ahead of 1957.

**Precise Unveils Mark V Stereo**

**OCEANSIDE, N. Y.** — The Mark V, a new integrated stereo preamp-amplifier unit, has been debuted by Precise Developments Corporation here. Designed to match the economy of monophonic units, the new gear will retail at \$59.95. Power output is seven watts on each channel. The unit has inputs for stereo or monophonic cartridges, tape head, ceramic or crystal cartridge, FM-AM tuner and tape recorder.

operating Class A, for medium power stereo.

2. Two tubes, each operating push-pull between its sections, for high power stereo.

3. One tube in push-pull, or two tubes in push-pull in parallel, for high powered monaural systems.



"He was not trying to steal your new JENSEN CARTRIDGE. He was just admiring it."

# TURN UP YOUR VOLUME!

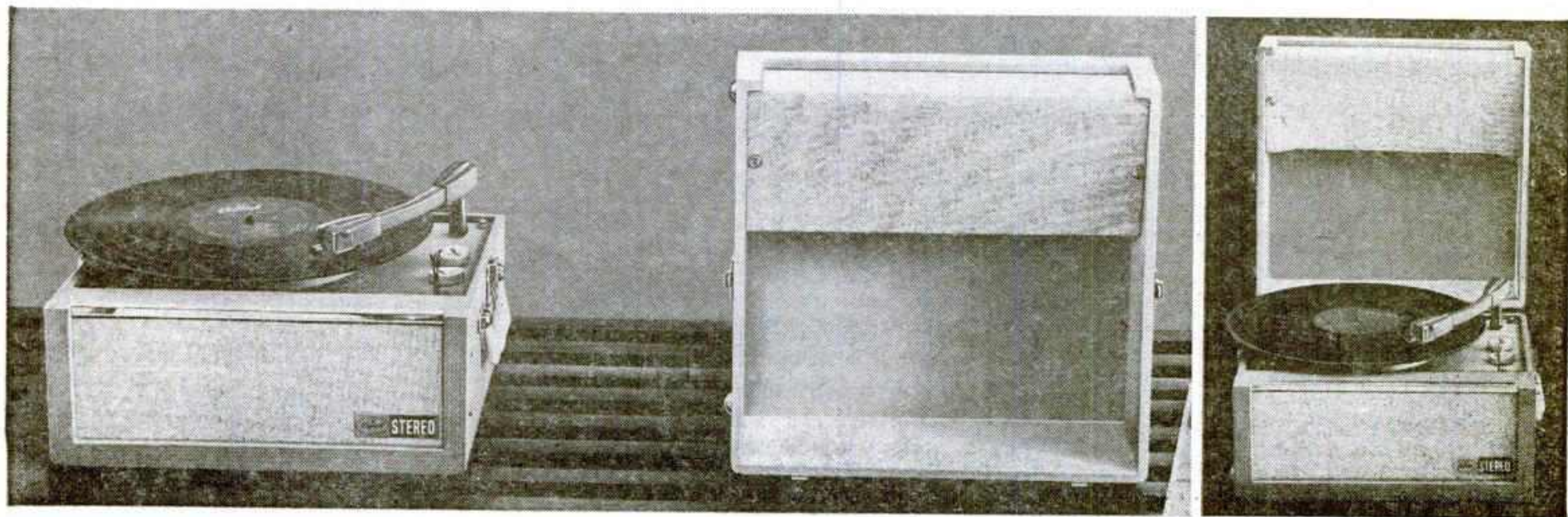
## Sell Capitol's new low-priced complete stereo

**LOOK!** Quality stereo... big name brand... *volume prices!* For every dealer—and every customer—who has ever said, "I'll wait until there is a good *low-priced* stereo phonograph," here is the perfect answer, from Capitol.

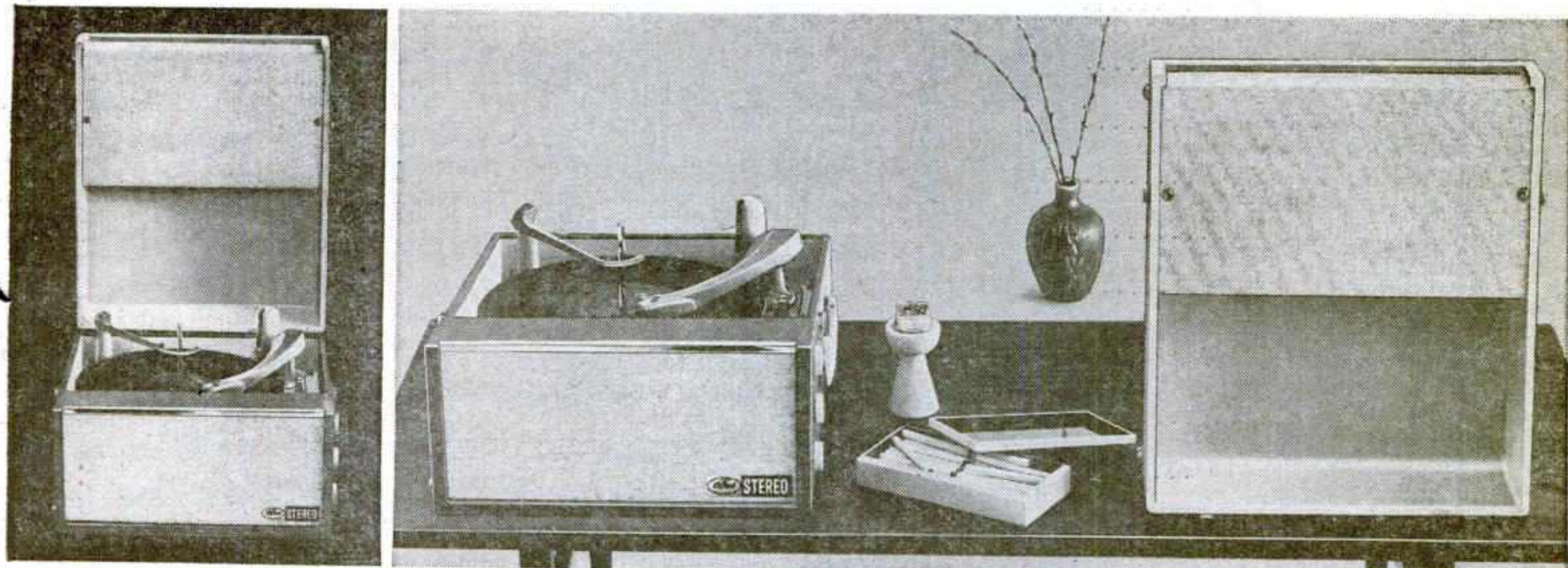
These new traffic-building portables are easiest to promote and display... easiest to demonstrate and sell! Call your Capitol distributor *today*, and get into the stereo business in *volume*.

**BOTH SETS** have two complete sound channels, with second channel speaker in lid. **NOTHING TO ADD.** FOR STEREO, detach lid; set it several feet away (ten feet of connecting cable included). FOR MONOPHONIC records, just lift lid; leave it attached; both speakers operate to give new clarity and depth.

Two volume controls for balancing stereo channels. Pressure-adjustable tone arm will track with only six grams' force. Imported turnover stereo cartridge. Red-and-white or turquoise-and-white washable cases.



CAPITOL MODEL 923 Manual 4-speed stereo portable • Two 4-inch speakers • Built-in retractable insert for 45 rpm records **39<sup>95</sup>\***



CAPITOL MODEL 925 Automatic 4-speed stereo portable • Two 4-by-6-inch speakers • Automatic intermix changer **69<sup>95</sup>\***

*From the sound capitol of the world—The Capitol Tower in Hollywood come the best new ideas in the business*



\*Usual Eastern retail prices

# The Billboard Buying Guide for PACKAGED RECORDS



## BEST SELLING LP'S

FOR SURVEY WEEK ENDING DECEMBER 27

The information given in this chart is based on actual sales to customers in a scientific sample of the nation's retail record outlets during the week ending on the date shown above. Sample design, sample size and all methods used in this continuing study of retail record sales are under the direct and continuing supervision and control of the School of Retailing of New York University.

This Week		Last Week	Weeks on Chart
1.	<b>Christmas Sing Along With Mitch</b> . . . . .	1	5*
	Mitch Miller, Columbia CL 1205		
2.	<b>Merry Christmas</b> . . . . .	5	4*
	Bing Crosby, Decca DL 8128		
3.	<b>Merry Christmas</b> . . . . .	4	4*
	Johnny Mathis, Columbia CL 1195		
4.	<b>The Star Carol</b> . . . . .	10	3*
	Tennessee Ernie Ford, Capitol T 1071		
5.	<b>Christmas Carols</b> . . . . .	3	3*
	Mantovani, London LL 913		
6.	<b>Sing Along With Mitch</b> . . . . .	2	26
	Mitch Miller, Columbia CL 1160		
7.	<b>Tchaikovsky: Piano Concerto No. 1</b> . . . . .	7	23
	Van Cliburn, RCA Victor LM 2252		
8.	<b>South Pacific</b> . . . . .	11	41
	Sound Track, RCA Victor LOC 1032		
9.	<b>Perry Como Sings Merry Christmas Music</b> . . . . .	9	4*
	RCA Victor LM 1243		
10.	<b>The Music Man</b> . . . . .	6	45
	Original Cast, Capitol WAO 990		
11.	<b>More Sing Along With Mitch</b> . . . . .	8	9
	Mitch Miller, Columbia CL 1243		
12.	<b>Johnny's Greatest Hits</b> . . . . .	12	39
	Johnny Mathis, Columbia CL 1133		
13.	<b>Christmas Hymns and Carols</b> . . . . .	13	3*
	Robert Shaw, RCA Victor LM 1711		
14.	<b>Gigi</b> . . . . .	15	29
	Sound Track, M-G-M E 3641 ST		
15.	<b>Stardust</b> . . . . .	16	25
	Pat Boone, Dot DLP 3118		
16.	<b>My Fair Lady</b> . . . . .	23	144
	Original Cast, Columbia OL 5090		
17.	<b>Victory at Sea, Vol. 2</b> . . . . .	—	6
	RCA Victor Symphony Orch. (Bennett), RCA Victor LSC 2226		
18.	<b>Only the Lonely</b> . . . . .	14	15
	Frank Sinatra, Capitol W 1053		
19.	<b>Now Is the Caroling Season</b> . . . . .	21	3*
	Fred Waring, Capitol T 988		
20.	<b>Elvis' Golden Records</b> . . . . .	24	27
	Elvis Records, RCA Victor LPM 1707		
21.	<b>Gems Forever</b> . . . . .	18	22
	Mantovani, London LL 3032		
22.	<b>The King and I</b> . . . . .	—	119
	Sound Track, Capitol W 740		
23.	<b>When You Come to the End of the Day</b> . . . . .	—	1
	Perry Como, RCA Victor LPM 1885		
24.	<b>South Pacific</b> . . . . .	19	249
	Original Cast, Columbia OL 4180		
25.	<b>Christmas Carols</b> . . . . .	—	1*
	Robert Rheims, Rheims 6006		

\*The weeks on chart for Christmas LP's indicate the number of weeks that these albums have appeared on the best selling chart for this season only.



The following new packages, reviewed during the past week, have been selected for outstanding sales potential, artistic merit, new talent, sound recording or display value, as indicated. These "Spotlights," in the opinion of The Billboard staff, merit prime consideration from dealers.

### Pop Albums

#### THE MILLER SOUND

The New Glenn Miller Ork. Directed by Ray McKinley—RCA Victor LPM 1852

As maestro McKinley says in his liner, this is the third and probably the best album of the Miller Band. The band sounds crisper, better recorded and shows more drive than in earlier sets. The Miller sound is unmistakable but the arrangements also have a solid up-to-the-minute sound built in. It's all most danceable and listenable for the legion of Miller fans.



#### THE MUSIC FROM "PETER GUNN"

Henry Mancini Ork—RCA Victor LPM 1956

Here's a sock package which should move out in both the jazz and pop market. The haunting modern jazz background music from the TV private eye film series, "Peter Gunn," is served up with taste and striking effectiveness by Mancini (who also wrote the themes) and a group of ace jazz musicians.



### Pop Special Merit Albums

#### THE STORY OF THE BLUES

Della Reese with Sy Oliver Ork—Jubilee JLP 1095

One of the more interesting blues packages of the year is this song and narrative which outlines some of the history and development of the blues. There's a lot to such a history, and it cannot be done in one disk; but the concept is here and a fine one it is. Thrush Della Reese and Sy Oliver's ork do a splendid job. Interesting narrative is by Morty Goode. Tunes are classic blues, as "Empty Bed Blues," "Good Morning Blues," "You've Been a Good Old Wagon."



### Classical Albums

#### OFFENBACH: GATE PARISIENNE; KHACHATURIAN: GAYNE BALLETT SUITE

The Boston Pops Orch. (Fiedler)—RCA Victor LSC 2267

#### STEREO & MONAURAL

The stereo version of one of the label's best selling monaural items should prove just as big an item. In stereo the effect is excellent, and the excitement and color of the works are greatly increased. Sound is excellent and packaging is attractive.



## Reviews and Ratings of New Popular Albums

### POPULAR ★★★

#### ★★★ JUST JERRY

Jerry Wallace, Challenge CHL 606  
Wallace, who had a big single hit with "How the Time Flies," warbles attractively in the r.&r. and rockabilly groove on a group of bouncy r.&r. items, including the above-mentioned side. Other selections include "With This Ring," "Lucky Boy" and "Date Night." Strong appeal for teen set.

#### ★★★ ALMOST SEVENTEEN

Diane Maxwell, Challenge CHL 607  
Miss Maxwell is a promising talent. She

has an easy, assured style and with a flock of good arrangements, not in the mood groove but rather in a rocking framework, she has a number of sides here which show promise as singles releases. Among these is "Tears On My Pillow," a Gene Autry—Fred Rose cleffing. Other tunes, done in the same relaxed, impressive style include "As Time Goes By," "You're Getting to Be a Habit With Me," etc. Gal has the sound and she could go places. Spinnable wax for jocks here.

#### ★★★ SERENADES FOR SEX KITTENS

Dante Ork, Carlton LP 12-101  
Lush, listenable mood music played in

warm fashion here by Dante and his ork should make this album an appealing one for mood music listeners. Tunes include "I'll Always Be In Love With You," "But Beautiful," "When They Ask About You," "Going My Way," etc. Cover is attractive, too

#### ★★★ EVERYBODY'S ROCKIN'

The Champs, Challenge CHL 605  
The group which had several hit platters during the past year includes some of these in their debut album. It's fine fodder for teen fans. Album title is quite apropos. Selections include "Rockin' Mary," "Subway" and "Chariot Rock." Good cover shot of group can add to potential.

#### ★★★ BELL, BOOK AND CANDLE

Sound Track, Colpix CP 502  
George Duning's score of the wacky film taken from John Van Druten's comedy about modern-day witchcraft should be helped by the favorable reviews flick received. There's some mildly interesting jazz

The fastest, most complete and most authoritative evaluation of packaged records

**BRAHMS: PIANO CONCERTO NO. 1**

Gary Graffman, Piano, with the Boston Symphony Orch. (Munch)—RCA Victor LSC 2274

**STEREO & MONAURAL**

This brilliant piano and orchestral work is recorded beautifully here with Graffman giving an authoritative and precise reading. The Boston Symphony, conducted by Munch, accompanies skillfully. A solid sale can be prognosticated. Must Classical merchandise.



----- **Opera Albums** -----

**MOZART: LE NOZZE DI FIGARO**

Hilde Gueden, Soprano; Lisa Della Casa, Soprano; Cesare Siepi, Bass; Various Artists, the Vienna State Opera Chorus and the Vienna Philharmonic Orch. (Klieber) (4-12")—London OSA 1402

**STEREO & MONAURAL**

The stereo version of this fine London album has all the vivacity and charm of the monaural original plus well-balanced acoustics and fine twin-tracking. Mozart lovers should flock to this.



**RENATA TEBALDI OPERATIC RECITAL**

With Orch. of the Accademia Di Santa Cecilia, Rome (Erede)—London OS 25020

**STEREO & MONAURAL**

Here's a powerful package with sock name appeal and quality performances. Miss Tebaldi provides powerful interpretations of various operatic selections from works by Rossini, Mozart, Cilea, Refice, Catalani and Mascagni. Stereo is highly effective.



----- **Spoken Word Albums** -----

**PARADISE LOST**

Read by Anthony Quale (2-12")—Caedmon TV 1093

Portions of Milton's classic epic work are read with dramatic intensity and appeal by the English actor. The disk is, in addition to its commercial appeal, a fine album for educational purposes. The selections included in the two-volume set are texts from Books I and IV.



**TRISTAN AND ISEULT**

Read by Claire Bloom with Osian Ellis, Harp—Caedmon TV 1106

Here is a strong package for the spoken word market. Film-legit star Claire Bloom provides richly expressive reading of the 12th Century romantic tale. Osian Ellis' delicate harp backing adds precisely the right touch of sweet sadness.



backing in the night club scenes and some Hollywood-type romantic music for the love scenes. Striking cover.

**POPULAR ★★**

★★ **THE GEISHA BOY**  
Sound Track. Jubilee JLP 1096  
The score for the current Jerry Lewis starrer has several melodic passages. The descriptive background motifs should please the avid movie fan. Pic is not a musical, and there are no vocals by Lewis.

★★ **CONFESSIONS OF LOVE**

Mary Lee Fair, a Detroit deejay, turns herself to a group of semi-poetic readings having to do with various aspects of love. There is a certain amount of warmth generated in these selections which have such titles as "First Kids," "Our Love," "Ecstasy," etc. Interesting background features harp and trumpet duo.

**EXPLANATION OF PACKAGE RATING CATEGORIES**

(Each item is rated strictly according to its sales potential in the category in which it is classified)

**SPOTLIGHT**—Sure-Fire Merchandise—Top Demand

★★★★—Very Strong Sales Potential—Essential Inventory

★★★—Good Potential—Will Sell

★★—Moderate Potential—Salable Qualities

★—For dealers who stock all merchandise.

**FOLK ★★★**

★★★ **TEDD BROWNE SINGS**  
NRC LPA 3

Browne is a competent folk singer. Accompanied by his guitar, he sings such well-

known pieces as "John Henry," "St. James Infirmary," etc., plus others less familiar, like "I Talk to the Trees," "The MTA." Good sound. Much competition in this category.

(Continued on page 22)

**ALBUM COVER OF THE WEEK**



**JAZZ BEGINS**, Atlantic 1297. A wonderful characterization of a brass band and its revealing onlookers is given in a cover painting by Morton Roberts. The sides spread open into a panoramic view that breathes the spirit of the album and will certainly spur sales. Life magazine recently featured the painting in an article.



**Best Selling Pop EP's**

FOR SURVEY WEEK ENDING DECEMBER 27

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1. THE STAR CAROL... Tennessee Ernie Ford, Capitol EAP 1-1071
2. MERRY CHRISTMAS... Johnny Mathis, Columbia EPB 11951
3. MERRY CHRISTMAS... Pat Boone, Dot DEP 1062
4. CHRISTMAS HYMNS AND CAROLS... Robert Shaw, RCA Victor ERA 1-2319
5. KING CREOLE, VOL. 1... Elvis Presley, RCA Victor EP 4319
6. NEARER THE CROSS... Tennessee Ernie Ford, Capitol EAP 1-1005
7. HYMNS... Tennessee Ernie Ford, Capitol EAP 1-756
8. KING CREOLE, VOL. 2... Elvis Presley, RCA Victor EPA 4321
9. SING ALONG WITH MITCH... Mitch Miller, Columbia EPB 11601
10. MERRY CHRISTMAS... Bing Crosby, Decca ED 547

# Reviews and Ratings of New Popular Albums

Continued from page 21

## RELIGIOUS ★★★

★★★ **THIS I KNOW**  
Ted and Gloria Roe. RCA Victor LPM 1858  
Contralto Gloria Roe makes effective use of her warm, well-trained voice in this collection of duets with her husband. Pop treatment is given both to familiar hymns like "God Will Take Care of You" and "Room at the Cross for You" and to newer gospel tunes. Mrs. Roe also plays several piano interludes, and there's bass, organ and harp backing for various selections. Clarity of sound good.

## SPOKEN WORD ★★★★★

★★★★ **ALICE IN WONDERLAND**  
With Joan Greenwood, Stanley Holloway & Various Artists. Caedmon TC 1097  
A most charming set and the wonderful classic is narrated and dramatized with music. The splendid British cast is headed by Stanley Holloway as Lewis Carroll narrating the tale and Joan Greenwood as Alice. Completely entertaining for youngsters and grown-ups alike.

## THROUGH THE LOOKING-GLASS

★★★★ Joan Greenwood, Stanley Holloway & Various Artists. Caedmon TC 1098  
Joan Greenwood as Alice and Stanley Holloway handling narration are again

teamed up on this second "Alice" album. Miss Greenwood's throaty Alice and Holloway's deftness make this another stickout, with such highlights included as the Walrus and the Carpenter, the adventure with Tweedledum and Tweedledee, and the Humpty Dumpty episode. Like the "Wonderland" set, it's charming for young and old alike.

## SPOKEN WORD ★★★

★★★ **THE POETRY OF GERARD MANLEY HOPKINS**  
Read by Cyril Cusack. Caedmon TC 1111  
Another in Caedmon's distinguished series of readings of great literature. Cusack's style of reading is dramatic and he captures the intensity of spiritual fervor of these lyrics. Included are "Windhover," "God's Grandeur," "The Wreck of the Deutschland" and many others both familiar and less well known. Class merchandise.

## THE POETRY OF BLAKE

★★★ Read by Sir Ralph Richardson. Caedmon TC 1101  
Richardson reads from the "Songs of Innocence and Experience." It's a dry reading, with all the emotion understated and the fiery images somewhat tamed. Students and poetry lovers will welcome the opportunity of hearing "The Tiger," "The Sick Rose" and other favorites. Blake painting on the cover is an eye-catcher.

# Reviews and Ratings of New Jazz Albums

## JAZZ ★★★★★

★★★★ **YUSEF LATEEF AT CRANBROOK**  
Yusef Lateef Quintet. Argo LP 634  
This album featuring Yusef Lateef was waxed at a live performance by the quintet at the Cranbrook Academy of Art near Detroit last spring. It features modern jazz with a Near Eastern flavor, and instruments from the Near East like the rebab for percussions, and the wind instrument, the arghool. The tunes are mainly originals, including Lateef's own "Morning" and "Let Every Soul Say Amen." Even tho it doesn't completely come off, the music is intriguing

and the novelty of it will interest many jazz buffs. Package is the firm's new Kangaroo split-pak.

## THE COLORFUL STRINGS OF JIMMY WOODS

★★★★ With Various Artists. Argo LP 630  
Bassist Jimmy Woods is featured on this new modern jazz set in some attractive and appealing jazz performances of both standards and originals. He is aided by P. Gonsalves on tenor, P. Kilpert on alto, M. Simpson on flute, C. Terry on trumpet, R. Lewis on piano and S. Woodyard on drums. The tunes are played with zest and flavor, including "Falmouth Recollections," "The Man From Porter's Crossing" and "The Way You Look Tonight." Woods is excellent on bass, and Gonsalves, Simpson and Terry are fine, too.

## THIS IS ME, J. C. HEARD

★★★★ J. C. Heard Octet. Argo LP 633  
The swingin' J. C. Heard swings this new modern jazz set, which features Heard on drums, congo, timbales and vocals, along with some of the top men from the Count Basie ork. Sparked by Heard they leap on a group of originals and standards and make them take off. Best sides are "For You My Love," "Nightingale" and "Cuban Chant." Heard's many fans will dig this new effort.

## JAZZ ★★★

### LAST TRAIN FROM OVERBROOK

★★★ James Moody. Argo LP 637  
This album celebrates the return to jazz of James Moody, who for the past six months was a patient at Overbrook. The fact that Moody is out and blowing again should please all jazz fans, and the fact that this is a good album should please them even more. Moody is blowing with a big band again, playing alto, tenor and even flute. Tunes include the title song, "Don't Worry About Me," "What's New," "Tico Tico," etc. The band swings and Moody is blowin' again. The liner notes are excellent.

# Reviews and Ratings of New Stereo Albums

Results Indicate Relative Strength Among Stereo-Only Albums

## LOW-PRICE CLASSICAL ★★

★★ **GRIEG: PIANO CONCERTO**  
Robert Riefeling, Piano with The Oslo Philharmonic Orch. (Gruner-Hegge). Round-Lette SK 69

### STEREO ONLY

There are already some stereo waxings of this ever-popular concerto in the catalog, performed by artists with bigger reputations and more subtlety of style than possessed by pianist Riefeling, who once recorded for Mercury. Moreover, this album's price advantage is eliminated by its limitation to the single work, for no other version of the Grieg, either stereo or monophonic, fails to provide a musical bonus, in view of the brevity of the work. Can sell mainly where price is the key factor.

# Stereo, Discounts and 'Top 40'

Continued from page 2

major radio networks (ABC, CBS, NBC and Mutual) extending their license agreements with the Society effective January 1, 1959. (See separate story in this issue.) Meanwhile, ASCAP and the Justice Department have been negotiating for a new decree, expected momentarily.

BMI during the latter part of the year was seeking a new distribution formula, whereby income would be in balance with outgoing funds.

James Caesar Petrillo staged the most showmanly retirement of the year when he made a tearful farewell speech and bowed out as prexy of the American Federation of Musicians during the AFM's 61st annual convention in Philadelphia last spring. His successor, Herman D. Kenin, inherited a rough battle, since at the time the AFM strike

against the Hollywood studios, which went into effect February 19, was still on.

Then, last summer the National Labor Relations Board granted Cecil Read's newly formed (in March) Musicians Guild of America bargaining rights for film musicians. At the year's end a battle was apparently shaping up for jurisdiction in the recording field between the AFM and the MGA. Meanwhile, the AFM is readying plans for a "Top New Band of the Year" contest and an International Strings Congress to push live music in 1959, both as an employment aid and as a cultural force.

**'Top 40' Dispute**  
In the disk jockey field, the big news was the continuing "Top 40" programming controversy, which was spotlighted heavily during the first annual Disk Jockey Conven-

tion, sponsored by the Storz Radio Chain in Kansas City, Mo., last March. It was a tough year for name disk jockeys, with several key spinners bowing out of long-time associations with stations.

Manufacturers, distributors and publishers complained that the deejay payola situation was getting out of hand; while others bemoaned the fact that the trend toward management programming made it impossible for one deejay to make a record hit via concentrated play.

Dick Clark was the most sought-after record-plug with his daily ABC-TV network show, "American Bandstand," and his new Saturday night network airtel, which he started this year (February). As a result of Clark's success, new local TV record hop shows sprang up all over the country.

Hollywood invaded the record field on a big scale in 1958. New film-firm diskeries included Warner Brothers, 20th Century-Fox and Columbia Pictures' Col-Pix. First of these three to come up with a singles record hit was 20th with "Drummer Boy."

Master buying and selling reached new heights in 1958, with everybody—publishers, artists, deejays, etc.—making and selling them. However, toward the end of the year, some labels became increasingly wary of shelling out large sums as the result of phony hypes.

## AFM Pushes

Continued from page 2

president of the American String Teachers Association.

A minimum of 50 scholarship students from the United States and Canada will be provided for, with all expenses paid.

Those serving on the National Committee of the Best New Dance Band of 1959 are ork leaders Howard Barlow, Sammy Kaye, Lawrence Welk and Stan Kenton; Tom Archer and Otto Weber, representing the National Ballroom Operators Association; Dick Frohlich, ASCAP; Oliver Daniel, BMI; Paul E. Richards and Don Jacoby, Conn Instrument Corporation; A. C. Weems, General Artists Corporation; S. Turn Jones, executive secretary, Music Teachers National Association; Paul Ackerman, Music Editor, The Billboard; Secretary of Labor Mitchell, and Mrs. Dougan.

All 700 AFM locals have been instructed as to how to set up community committees to promote both projects, and hundreds of music stores, ballroom operators, colleges and organizations will cooperate in creating public awareness via display material.

Deadline for filing entry blanks for the Best Dance Band Contest is January 24, with auditions to be held February 15.

## GAC to Pubs

Continued from page 2

suit of the Songwriter group against BMI. Shulman is representing the songwriters in the long-brewing action.

Secondly, it was believed that in light of the small turnout at publisher meetings scheduled earlier in the year, there was a disposition with AGAC to "wait until the publishers were in a better mood to negotiate."

# Reviews and Ratings of New Classical Albums

## CLASSICAL ★★★★★

★★★★ **TCHAIKOVSKY: 1812 OVERTURE, MARCHÉ SLAV, CAPRICCIO ITALIEN**

The London Symphony Orch. (Alwyn) with the Band of the Grenadier Guards (Harris). London CS 6038

### STEREO & MONAURAL

The "1812" and "Capriccio" already are two of the most frequently recorded items in the stereo catalog. The addition of the "Marche Slav" makes this a collection of three of Tchaikovsky's most popular and loudest numbers. Two groups of musicians were used here to achieve the pyrotechnics desired, and the results are satisfactorily spine-tingling, altho the pace is not as propulsive as on some versions. Excellent quality of sound and the popularity of the contents should make this one of the better selling classical albums around.

## SIBELIUS SONGS

Kirsten Flagstad with the London Symphony Orch. (Fjeldstad). London OS 25005

### STEREO & MONAURAL

A new waxing by Flagstad is always an event for her many fans. The diva is still at her lucid best, tho the bloom is gone. Pastoral cover shot is displayable. In stereo, the ork provides some shimmering effects and good blend.

★★★★ **HAYDN: MILITARY SYMPHONY: FAREWELL SYMPHONY**  
Vienna State Opera Orch. (Scherchen).

### STEREO & MONAURAL

Famed as a Haydn interpreter, Dr. Scherchen here presents a pair of outstanding readings on two of the composer's best works, the flamboyance of the military coming thru particularly well in stereo. The final movement of the Farewell is good for some chuckles as the departing musicians bid each other very audible auf wiedersehens. Splendid coupling of two popular symphonies bolsters this album's potential.

## CLASSICAL ★★★

★★★ **A BRAHMS - SCHUMANN RECITAL**  
Maureen Forrester, Contralto with John Newmark, Piano and Otto Joachim, Viola. RCA Victor LSC 2275

### STEREO & MONAURAL

The young Canadian contralto spins out some top-notch lieder, especially Schumann's "Frauenliebe und Leben" cycle. Art song fans should react to her recent rave notices. The stereo version is technically fine but adds little to the effect of her recital.

★★★★ **GRIEG: PEER GYNT**  
The London Symphony Orch. (Fjeldstad). London CS 6049

### STEREO & MONAURAL

Top-notch waxing of a classical standard. Stereo depth and dimension are striking, and it can be recommended to buyers of new stereo equipment. Forte passages of "In the Hall of the Mountain Kings" are breathtaking. Easy to find for demonstration, too. It's the last half inch of side one.

## CLASSICAL ★★

★★ **FALLA: THE THREE-CORNERED HAT; TURINA: SINFONIA SEVILLANA**  
Orquesta Nacional De Espana (argenta). London CS 6050

### STEREO & MONAURAL

Because of its bright colors and dynamics, the monophonic version of "Three-Cornered

Hat" saw heavy service as an audiophile specialty. It is even more serviceable in this two-channel form. The Turina piece fares especially well in stereo translation. Demonstrate the second movement.

★★ **THE ART OF SONG**  
Cesare Valletti, tenor with Leo Taubman, Piano. RCA Victor LSC 2280

### STEREO & MONAURAL

A tasteful program of Italian and German lieder is bound to win more admirers for the silken, crystal tenor. A limited public will be delighted. The stereo version is technically good but adds little to the effect.

★★ **SCHUBERT: OCTET IN F MAJOR**  
The Vienna Octet. London CS 6051

### STEREO & MONAURAL

First-rate interpretation in a superior recording. Demonstrate the Andante variations (Band one, side two) to those in whom you're cultivating a taste for chamber music. Schubert lyricism is here in abundance. The stereo effect is superb—much more than you might expect from a small group.

★★ **ALBENIZ: IBERIA; FALLA: THE THREE-CORNERED HAT**  
Orchestre Du Theatre National De L'Opera De Paris (Rosenthal). Westminster WST 14028

### STEREO & MONAURAL

Conductor Rosenthal's flat reading results in a lack of passion in these fiery works. And while the brasses in the French ork have marvelous brilliance, the string section is weak. Both existing stereo versions, Dorati's and Reinder's, are superior. But four beautiful color shots of Spanish life on jacket will boost sales.

## LOW-PRICE CLASSICAL ★★★★★

★★★★ **GROFE: GRAND CANYON SUITE**  
The Oslo Philharmonic Orch. (Fjeldstad). RCA Camden CAL 468

Economy buyers should find this set an attractive buy. The popular Grofe suite is admirably presented by the Oslo Philharmonic, and Fjeldstad evokes all of the work's color. Despite many other available volumes of the work, this should find a market.

## SEMI-CLASSICAL ★★★

★★★ **LEHAR: GIUDITTA**  
Hilde Guden, Soprano; Various Artists; with Chorus & Orch. of The Vienna State Opera (Morath). (3-12") London OSA 1301

### STEREO & MONAURAL

This neglected, tuneful Lehar work is almost opera and it is given good dramatics and bittersweet romance by a uniformly strong cast. It can sell nicely over a long period. In stereo, spacious sonics and good engineering prevail.

★★★★ **THIS IS VIENNA**  
The Vienna Philharmonic Orch. (Knap-pertsbusch). London CS 6014


### STEREO & MONAURAL

A collection of delightful performances of a group of less publicized polkas and waltzes of Vienna. Selections include works by Karl Komzak, Carl Ziehrer and Johann Strauss Sr. ("Radetsky March"), plus five by the junior Strauss. Offerings of the latter include "Tales From the Vienna Woods Waltz." Stereo does not jump out, but the recording has a nice fullness about it. Can be sold.



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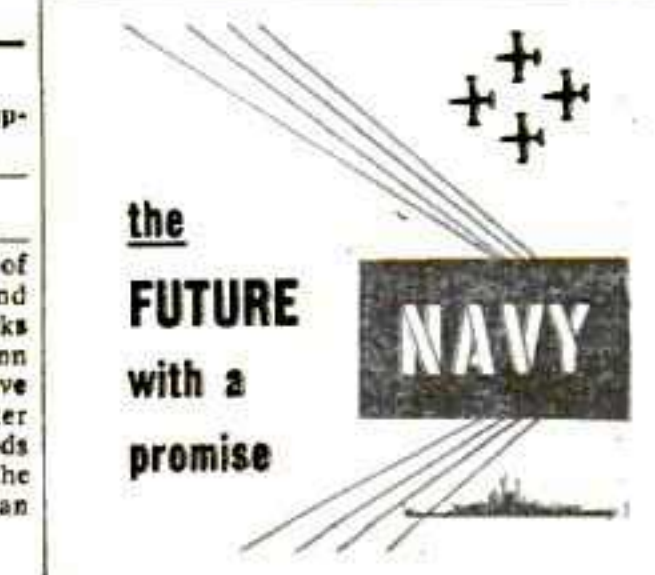
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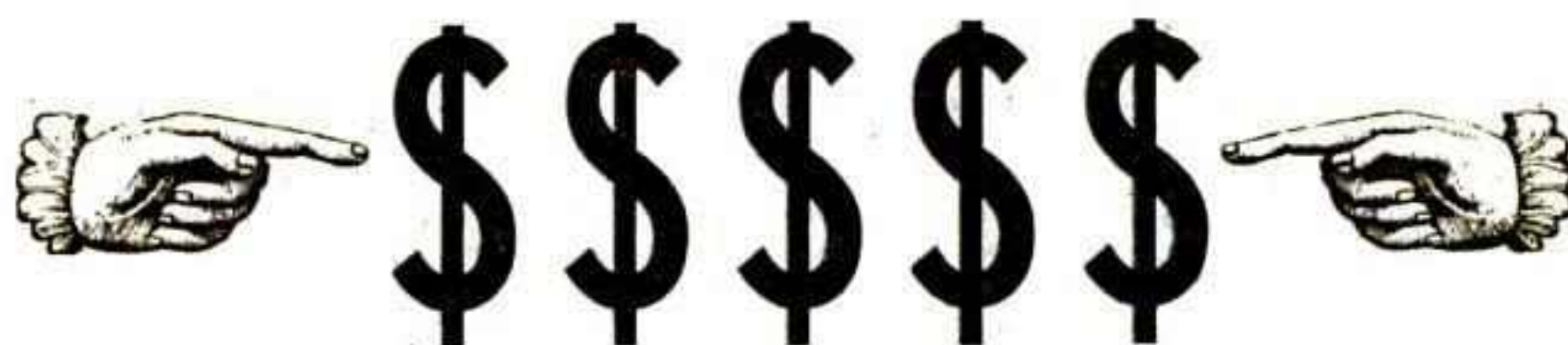
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# HONOR ROLL OF HITS

TRADE MARK REG.

## THE NATION'S TOP TUNES

 For survey week ending December 27

This Week	Last Week	Weeks on Chart	This Week	Last Week	Weeks on Chart
<b>1. Chipmunk Song</b>	1	4	<b>6. Lonesome Town</b>	6	11
By Ross Bagdasarian—Published by Monarch (ASCAP) BEST SELLING RECORD: David Seville, Liberty 55168.			By B. Knight—Published by Eric (BMI) BEST SELLING RECORD: Ricky Nelson, Imperial 5545.		
<b>2. Smoke Gets in Your Eyes</b>	2	6	<b>7. Problems</b>	7	7
By Harbach-Kearns—Published by Harms (ASCAP) BEST SELLING RECORD: Platters, Mercury 71383. RECORDS AVAILABLE: Richard Barrett, MGM 12616; Harry Belafonte, Jubilee 5035; Earl Bostic, King 4570; Connie Boswell, Dec 25055; Carmen Cavallaro, Dec 24185; Dennis Day, Cap 1610; Jerry Gray, Dec 27450; Gordon Jenkins, Dec 27166; Guy Lombardo, Dec 23996; Tab Smith, Argo 5323; Fred Waring, Dec 23728.			By F. Bryant & B. Bryant—Published by Acuff-Rose (BMI) BEST SELLING RECORD: Everly Brothers, Cadence 1355.		
<b>3. To Know Him Is to Love Him</b>	3	12	<b>8. My Happiness</b>	14	3
By Phillip Spector—Published by Warman (BMI) BEST SELLING RECORD: Teddy Bears, Dore 503. RECORDS AVAILABLE: Cathy Carr, Roulette 4107; Evelyn and Towers Kingsley, Cap 4069.			By Peterson & Bergantine—Published by Happiness (ASCAP) BEST SELLING RECORD: Connie Francis, MGM 12738. RECORDS AVAILABLE: Ella Fitzgerald, Decca 24446; Mulcays, GNP 131; Pied Pipers, Cap 1628; Ron Roth Trio, Cardinal 1003; Jon Steele & Sondra, Coral 65516; Townsman, Cardinal 1032.		
<b>4. Tom Dooley</b>	4	13	<b>9. Beep Beep</b>	8	9
By Dave Guard—Published by Beechwood (BMI) BEST SELLING RECORD: Kingston Trio, Cap 4049.			By Donny-Morey-Chic—Published by H.A.L. (BMI) BEST SELLING RECORD: Playmates, Roulette 4115.		
<b>5. One Night</b>	5	8	<b>10. A Lover's Question</b>	11	9
By Dave Bartholemew-Pearl King—Published by Travis-Presley (BMI) BEST SELLING RECORD: Elvis Presley, Vic 7410.			By Brook Benton-Jimmy Williams—Published by Eden-Progressive (BMI) BEST SELLING RECORD: Clyde McPhatter, Atlantic 1199.		

### Second Ten

<b>11. Whole Lotta Loving</b>	10	6	<b>16. Queen of the Hop</b>	16	10
By Domino & Bartholemew—Published by Marquis (BMI) BEST SELLING RECORD: Fats Domino, Imperial 5553.			By Woody Harris & Bobby Darin—Published by Walden-Tweed (ASCAP) BEST SELLING RECORD: Bobby Darin, Atco 6127.		
<b>12. Gotta Travel On</b>	13	5	<b>17. The Little Drummer Boy</b>	-	1
By Paul Clayton—Published by Sanga (BMI) BEST SELLING RECORD: Billy Grammer, Monument 400; RECORD AVAILABLE: Bill Monroe & His Blue Grass Boys, Decca 30809.			By Harry Simeon—Published by Delaware (ASCAP) BEST SELLING RECORD: Harry Simeon Chorale, 20th Fox 121.		
<b>13. Bimbo</b>	15	6	<b>18. Donna</b>	18	3
By David-Peretti-Creators—Published by Planetary (ASCAP) BEST SELLING RECORD: Jimmie Rodgers, Roulette 4116.			By Ritchie Valens—Published by Kemo (BMI) BEST SELLING RECORD: Ritchie Valens, Del-Fi 4110.		
<b>14. It's Only Make Believe</b>	9	13	<b>19. Lonely Teardrops</b>	17	4
By Conway Twitty & Nance—Published by Marielle (BMI) BEST SELLING RECORD: Conway Twitty, MGM 12677. RECORD AVAILABLE: Jimmy Starr, Debbie 101.			By Barry Gordy Jr. & Tyran Carlo—Published by Pearl (BMI) BEST SELLING RECORD: Jackie Wilson, Brunswick 55105.		
<b>15. I Got Stung</b>	12	9	<b>20. 16 Candles</b>	20	2
By Aaron-Schroeder-David Hill—Published by Gladys Music (ASCAP) BEST SELLING RECORD: Elvis Presley, Vic 7410.			By Dicson-Khent—Published by Coronation (BMI) BEST SELLING RECORD: Crests, Coed 506.		

### Third Ten

<b>21. Come Prima</b>	-	1	<b>26. I'll Wait for You</b>	19	8
By Ram-Panzeri-Taccani-DiPaola—Published by AMC (ASCAP) RECORDS AVAILABLE: Les Baxter, Cap 4091; Polly Bergen, Col 41275; Tony Dalardo, Mer 71327; Umberto Marcato, Kapp 245; Marino Marini Quartet, Col 41464; Domenico Modugno, Dec 30777; Enzo Stuarti, United Artist 149; Luciano Tajoli, Cap 4086.			By Marcucci-DeAngeles—Published by Rambda (BMI) RECORD AVAILABLE: Frankie Avalon, Chancellor 1026		
<b>21. Goodbye Baby</b>	-	1	<b>27. Manhattan Special</b>	27	2
By Jack Scott—Published by Starfire (BMI) RECORD AVAILABLE: Jack Scott, Carlton 493.			By Billy Naxted—Published by Zodiac (BMI) RECORD AVAILABLE: Reg Owen Ork, Palette 5005.		
<b>23. Love Is All We Need</b>	24	7	<b>28. Philadelphia, U.S.A.</b>	26	3
By Raleigh-Wolf—Published by Sheldon (BMI) RECORDS AVAILABLE: Jimmy Breedlove, Epic 9283; Tommy Edwards, MGM 12722; Barry Frank, Mark 140.			By Antonucci & Borelli—Published by Southern (ASCAP) RECORDS AVAILABLE: Milton De Lugg, Dot 15865; Art Lund, Coral 62054; Nu Tornados, Carlton 492.		
<b>24. The Diary</b>	-	1	<b>29. Topsy II</b>	22	14
By Neil Sedaka-Howard Greenfield—Published by Aldon (BMI) RECORD AVAILABLE: Neil Sedaka, Vic 7408			By Battle-Durham—Published by Cosmopolitan (ASCAP) RECORD AVAILABLE: Cozy Cole, Love 50034.		
<b>25. Cannon Ball</b>	-	7	<b>30. World Outside</b>	28	7
By L. Hazlewood-Duane Eddy—Published by Gregmark (BMI) RECORD AVAILABLE: Duane Eddy, Jamie 1111.			By Sigmund-Addensell—Published by Chappell (ASCAP) RECORDS AVAILABLE: Four Aces, Dec 30764; Four Coins, Epic 9295; Roger Williams, Kapp 246.		

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The Billboard

# HOT 100

FOR THE WEEK  
ENDING  
JANUARY 11

THREE WEEKS AGO	TWO WEEKS AGO	ONE WEEK AGO	THIS WEEK	★ STAR PERFORMER THIS WEEK	TITLE	Artist, Company, Record Number	WEEKS ON CHART
10	1	1	1	*	THE CHIPMUNK SONG	David Seville & the Chipmunks, Liberty 55168	5
6	2	2	2		SMOKE GETS IN YOUR EYES	Platters, Mercury 71353	8
1	3	3	3		TO KNOW HIM IS TO LOVE HIM	Teddy Bears, Dore 503	16
2	4	5	4		PROBLEMS	Everly Brothers, Cadence 1355	9
4	6	4	5		ONE NIGHT	Elvis Presley, RCA Victor 7210	9
38	17	13	6		MY HAPPINESS	Connie Francis, M-G-M 12738	5
3	5	6	7		TOM DOOLEY	Kingston Trio, Capitol 4049	15
13	10	9	8		A LOVER'S QUESTION	Clyde McPhatter, Atlantic 1199	12
20	14	11	9		GOTTA TRAVEL ON	Billy Grammer, Monument 400	7
15	12	10	10		WHOLE LOTTA LOVING	Fats Domino, Imperial 5553	8
7	8	7	11		LONESOME TOWN	Ricky Nelson, Imperial 5345	11
5	7	8	12		BEEP BEEP	Playmates, Roulette 4115	10
11	13	15	13		BIMBOMBAY	Jimmie Rodgers, Roulette, 4116	9
9	11	14	14		I GOT STUNG	Elvis Presley, RCA Victor 7210	10
33	27	18	15		DONNA	Richie Valens, Del-Fi 4110	7
—	88	29	16	*	★ THE LITTLE DRUMMER BOY	Harry Simeon Chorale, 20th Fox 121	3
14	16	17	17		QUEEN OF THE HOP	Bobby Darin, Aco 6127	14
48	32	25	18		16 CANDLES	Crests, Coed 506	7
8	9	12	19		IT'S ONLY MAKE BELIEVE	Conway Twitty, M-G-M 12677	17
24	19	16	20		LONELY TEARDROPS	Jackie Wilson, Brunswick 55105	7
51	41	32	21	*	★ THE DIARY	Nell Sedaka, RCA Victor 7408	5
55	31	22	22		MANHATTAN SPIRITUAL	Reg Owen Ork, Palette 5005	5
81	68	30	23		GOODBYE BABY	Jack Scott, Carlton 493	4
16	15	19	24		LOVE IS ALL WE NEED	Tommy Edwards, M-G-M 12722	11
23	21	23	25		I'LL WAIT FOR YOU	Frankie Avalon, Chancellor 1026	11
19	18	31	26		CANNON BALL	Duane Eddy, Jamie 1111	10
—	77	56	27	*	★ LUCKY LADYBUG	Billy & Lillie, Swan 4020	3
37	26	27	28		PHILADELPHIA, U.S.A.	Nu Tornadoes, Carlton 492	8
34	37	33	29		TEEN COMMANDMENTS	P. Anka, G. Hamilton IV, J. Nash, ABC-Paramount 9974	6
18	24	24	30		THAT OLD BLACK MAGIC	Keely Smith & Louis Prima, Capitol 4063	10

THREE WEEKS AGO	TWO WEEKS AGO	ONE WEEK AGO	THIS WEEK	★ STAR PERFORMER THIS WEEK	TITLE	Artist, Company, Record Number	WEEKS ON CHART
36	36	26	31		LOVE YOU MOST OF ALL	Sam Cooke, Keen 2008	8
22	23	21	32		POOR BOY	Royal Tones, Jubilee 9338	12
—	56	39	33		ALL AMERICAN BOY	Billy Parson, Fraternity 835	3
17	22	20	34		I GOT A FEELING	Ricky Nelson, Imperial 5545	13
65	43	48	35	*	★ C'MON EVERYBODY	Eddie Cochran, Liberty 55166	7
77	66	53	36	*	★ STAGGER LEE	Lloyd Price, ABC-Paramount 9927	5
—	39	43	37		(ALL OF A SUDDEN) MY HEART SINGS	Paul Anka, ABC-Paramount 9987	3
75	45	34	38		I CRIED A TEAR	LaVern Baker, Atlantic 2007	5
30	30	40	39		THE WORLD OUTSIDE	Four Coins, Epic 9295	9
—	63	55	40	*	★ DON'T PITY ME	Dion & the Belmonts, Laurie 3021	3
42	35	50	41		PEEK-A-BOO	Cadillacs, Josie 846	5
12	20	28	42		TOPSY II	Cozy Cole, Love 50034	20
25	29	38	43		IT'S ALL IN THE GAME	Tommy Edwards, M-G-M 12688	20
41	44	36	44		TURVY II	Cozy Cole, Love 5014	6
—	57	35	45		JINGLE BELL ROCK	Bobby Helms, Decca 30513	3
52	55	51	46		THE WEDDING	June Valli, Mercury 71383	7
66	53	47	47		DONDE ESTA SANTA CLAUS!	Angie Rios, Metro 20010	4
—	—	72	48	*	★ HAWAIIAN WEDDING SONG	Andy Williams, Cadence 1358	2
21	34	41	49		THE END	Earl Grant, Decca 30719	17
—	64	58	50		ROCK-A-CONGA	Applejacks, Cameo 155	3
78	62	54	51		IT'S JUST ABOUT TIME	Johnny Cash, Sun 309	4
44	38	42	52		BIG BOPPER'S WEDDING	Big Bopper, Mercury 71375	5
—	—	44	53		GREEN CHRISTMAS	Stan Freberg, Capitol 4097	2
59	52	46	54		NOBODY BUT YOU	Dee Clark, Abner 1019	6
26	25	37	55		CHANTILLY LACE	Big Bopper, Mercury 71343	22
53	59	45	56		PLEDGING MY LOVE	Roy Hamilton, Epic 9294	8
80	67	61	57		TRY ME	James Brown, Federal 12337	4
—	81	68	58		TEASIN'	Quaker City Boys, Swan 4023	3
—	—	73	59	*	★ BLUE HAWAII	Billy Vaughn, Dot 15879	2
—	—	100	60	*	★ RED RIVER ROSE	Ames Brothers, RCA Victor 7413	2

### THE INDUSTRY'S FASTEST AND MOST COMPLETE PROGRAMMING AND BUYING GUIDE

These 100 sides are listed in order of their national POPULARITY, as determined by weekly local studies prepared

for The Billboard in markets representing a cross-section of the United States. These studies reflect sales registered for each disk up to press time.

THREE WEEKS AGO	TWO WEEKS AGO	ONE WEEK AGO	THIS WEEK	★ STAR PERFORMER THIS WEEK	TITLE	Artist, Company, Record Number	WEEKS ON CHART
—	96	85	61	★	WIGGLE, WIGGLE	Accents, Brunswick 55100	3
50	61	63	62		HIDEAWAY	Four Esquires, Paris 520	16
32	33	75	63		WALKING ALONG	Diamonds, Mercury 71366	11
27	28	62	64		NEED YOU	Donnie Owens, Gayden 2001	14
28	42	59	65		LETTER TO AN ANGEL	Jimmy Clanton, Ace 551	12
45	46	70	66		THE MOCKING BIRD	Four Lads, Columbia 41266	10
97	92	83	67	★	DREAMY EYES	Johnny Titolson, Cadence 1353	6
31	51	60	68		TEA FOR TWO CHA CHA	Tommy Dorsey Ork-Warren Covington, Decca 30704	19
—	—	92	69	★	THE BLUEBIRD, THE BUZZARD AND THE ORIOLE	Bobby Day, Class 241	2
72	70	94	70	★	COME PRIMA	Tony Dularo, Mercury 71327	5
—	—	—	71	★	DON'T YOU KNOW YOCKOMO	Huey (Piano) Smith, Ace 553	2
56	54	52	72		SWEET LITTLE ROCK AND ROLLER	Chuck Berry, Chess 1709	9
—	—	—	73	★	YOU ARE BEAUTIFUL	Johnny Mathis, Columbia 41304	1
46	58	57	74		SING, SING, SING	Bernie Lowe Ork, Cameo 153	7
91	84	77	75		THE FOOL AND THE ANGEL	Bobby Helms, Decca 30749	5
100	75	67	76		COME PRIMA	Polly Bergen, Columbia 41275	4
—	—	—	77	★	DANCE WITH THE TEACHER	Olympics, Demon 1512	2
—	—	—	78	★	PETER GUNN THEME	Ray Anthony, Capitol 4041	1
—	—	—	79	★	I TALK TO THE TREES CHA CHA	Edmondo Ros, London 1834	1
—	—	81	80		LA BAMBA	Ritchie Valens, Del-Fi 4110	2
—	—	—	81	★	YELLOW BIRD	Mills Brothers, Dot 15858	1
—	—	—	82		LET'S LOVE	Johnny Mathis, Columbia 41304	1
—	—	—	83	★	THE GIRL ON PAGE 44	The Four Lads, Columbia 41310	1
—	—	—	84	★	MAY YOU ALWAYS	The McGuire Sisters, Coral 62059	1
96	—	—	85	★	PRETTY GIRLS EVERYWHERE	Eugene Church, Class 235	2
—	—	—	86	★	LITTLE SPACE GIRL	Jessie Lee Turner, Carlton 496	1
39	49	82	87		PUSSY CAT	Ames Brothers, RCA Victor 7315	15
—	—	—	88	★	ONE ROSE	Teresa Brewer, Coral 62057	1
—	—	—	89	★	TEACH ME TONIGHT CHA CHA	De Castro Sisters, ABC-Paramount 9988	1
47	76	64	90		MR. SUCCESS	Frank Sinatra, Capitol 4070	11

# THE BILLBOARD'S BEST BUYS

These records have shown the greatest national SALES BREAKOUT potential this week for the first time. Action sides are listed in capital letters.

### POP

THE BLUEBIRD, THE BUZZARD AND THE ORIOLE . . . Bobby Day  
(Recordo, BMI) Alone Too Long (Recordo, BMI) Class 241

LET'S LOVE . . . Johnny Mathis  
YOU ARE BEAUTIFUL  
(Cathryl, ASCAP) (Williamson, ASCAP) Columbia 41304

DON'T YOU KNOW, YOCKOMO . . . Huey (Piano) Smith  
(Ace, BMI) Well, I'll Be John Brown (Ace, BMI) Ace 553

The above are previous Billboard Spotlight picks

WIGGLE, WIGGLE . . . The Accents  
(Kingsway, ASCAP) Dreamin' and Schemin' (Playersville, ASCAP) Brunswick 55100

### C&W

NO SELECTIONS THIS WEEK.

### R&B

NO SELECTIONS THIS WEEK.

THREE WEEKS AGO	TWO WEEKS AGO	ONE WEEK AGO	THIS WEEK	★ STAR PERFORMER THIS WEEK	TITLE	Artist, Company, Record Number	WEEKS ON CHART
54	40	65	91		I'LL REMEMBER TONIGHT	Pat Boone, Dot 15840	11
76	69	74	92		CINDERELLA	Four Preps, Capitol 4078	7
—	—	93	93		FUNNY	Jessie Blevins, RCA Victor 7387	2
35	50	86	94		FORGET ME NOT	Kalin Twins, Decca 30745	15
—	—	—	95		THAT'S WHY I CRY	Buddy Knox, Roulette 4120	1
—	—	99	96		HEARTBEAT	Buddy Holly, Coral 62051	2
43	48	49	97		CALL ME	Johnny Mathis, Columbia 41253	15
—	—	—	98		TALL PAUL	Annette, Disneyland 118	1
—	—	—	99		SERMONETTE	Della Reese, Jubilee 5345	1
—	—	—	100		GAZACHSTAHAGEN	Wild Cats, United Artists 154	1



**SWEEPING  
THE  
NATION!**

# "AUNT RHODIE"



by **THE  
WEAVERS**

**America's Best Loved Folk Singers!**

c/w "BURY ME BENEATH THE WILLOWS"

45 rpm VRS-35005

**SANGA MUSIC INC. (BMI)**

**RUSH YOUR ORDERS TO YOUR LOCAL VANGUARD DISTRIBUTOR**

VANGUARD RECORDING SOCIETY, INC., 154 W. 14 St., New York 11, N. Y.

## The Billboard HOT C & W SIDES

THREE WEEKS AGO	TWO WEEKS AGO	ONE WEEK AGO	THIS WEEK	TITLE	Artist, Company, Record Number	WEEKS ON CHART
1	1	1	1	CITY LIGHTS	Ray Price, Columbia 41191	12
3	3	4	2	COUNTRY MUSIC	Simon Crum, Capitol 4073	10
2	5	3	3	BILLY BAYOU	Jim Reeves, RCA Victor 7380	9
4	2	2	4	PICK ME UP ON YOUR WAY DOWN	Charlie Walker, Columbia 41211	12
5	4	5	5	LIFE TO GO	Stonewall Jackson, Columbia 41257	10
6	6	7	6	GIVE MYSELF A PARTY	Don Gibson, RCA Victor 7330	12
11	7	6	7	TREASURE OF LOVE	George Jones, Mercury 71373	8
8	10	9	8	SQUAWS ALONG THE YUKON	Hank Thompson, Capitol 4017	12
7	12	12	9	WHAT DO I CARE?	Johnny Cash, Columbia 41251	12
10	11	11	10	YOU'RE MAKING A FOOL OUT OF ME	Jimmy Newman, M-G-M 12707	10
9	8	8	11	ALL OVER AGAIN	Johnny Cash, Columbia 41251	12
17	22	19	12	COME WALK WITH ME	Stoney Cooper & Wilma Lee, Hickory 1085	4
13	15	13	13	ALONE WITH YOU	Faron Young, Capitol 3982	12
30	19	15	14	I'VE RUN OUT OF TOMORROWS	Hank Thompson, Capitol 4085	6
—	27	—	15	DARK HOLLOW	Luke Gordon, Blue Ridge 502	2
12	13	14	16	MY BABY'S GONE	Louvin Brothers, Capitol 4055	12
24	21	22	17	PROBLEMS	Everly Brothers, Cadence 1355	6
26	22	25	18	I'D LIKE TO BE	Jim Reeves, RCA Victor 7380	7
—	—	—	19	WHICH ONE IS TO BLAME!	Wilburn Brothers, Decca 30787	1
15	9	10	20	THAT'S THE WAY I FEEL	Faron Young, Capitol 4050	12
—	—	20	21	SO MANY TIMES	Roy Acuff, Hickory 1090	2
—	—	—	22	GOTTA TRAVEL ON	Billy Grammer, Monument 400	1
—	—	—	23	WHAT AM I LIVING FOR!	Ernest Tubb, Decca 30759	1
—	—	—	24	THAT'S WHAT IT'S LIKE TO BE LONESOME.	Ray Price, Columbia 41309	1
—	—	29	25	THAT'S WHAT IT'S LIKE TO BE LONESOME.	Bill Anderson, Decca 30773	2
16	20	—	26	HALF A MIND	Ernest Tubb, Decca 30685	11
27	25	23	27	AIN'T I THE LUCKY ONE	Marty Robbins, Columbia 41282	4
—	29	24	28	ONE NIGHT	Elvis Presley, RCA Victor 7410	3
—	—	—	29	FINALLY	Mel Tillis, Columbia 41277	1
—	—	28	30	BLUE MEMORIES	James O'Gwynn, D 1023	2

# ARTISTS OF THE MONTH



**NEW ALBUM!**

**FRESHMEN FAVORITES VOL. 2**

**T-1103**

# THE FOUR FRESHMEN

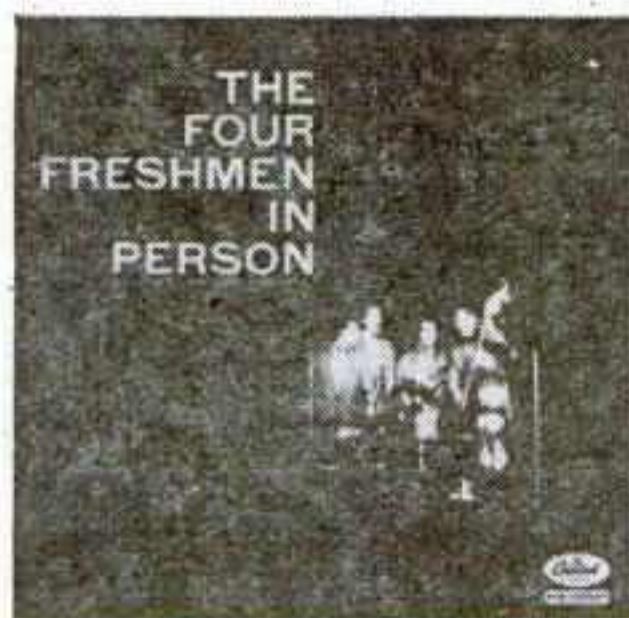
**THE FRESHMEN CATALOG OF STEADY TOP SELLERS**



**FROM THE WORLD'S LEADING RECORD COMPANY**



VOICES IN LOVE • T-1074



THE FOUR FRESHMEN IN PERSON • T-1008



VOICES IN LATIN • T-922



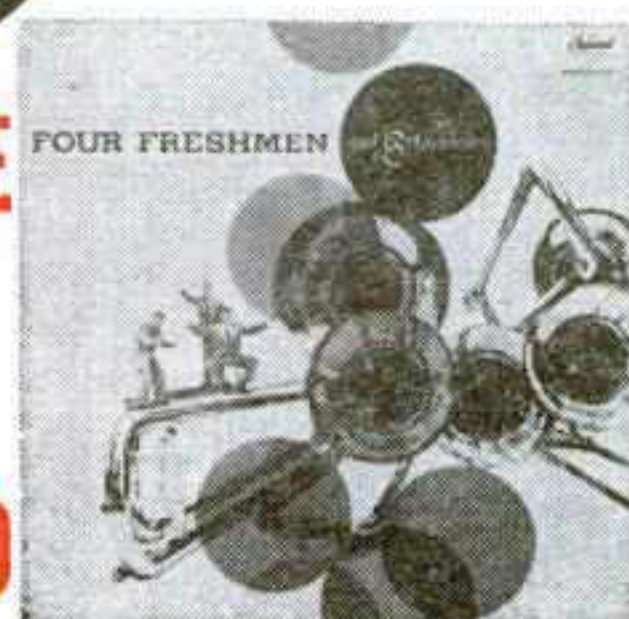
THE FOUR FRESHMEN AND FIVE SAXES • T-844



FOUR FRESHMEN AND FIVE TRUMPETS • T-763



FRESHMEN FAVORITES • T-743



FOUR FRESHMEN AND FIVE TROMBONES • T-693



VOICES IN MODERN • T-522

# PETITE FLEUR

LITTLE FLOWER

BY **WILBUR DEPARIS** BAND

ATLANTIC 2011

**BIG INSTRUMENTAL SMASH OF 1959**

## NOTICE

Our advertisement in Billboard dated November 24, 1958, stating that San Francisco Records has changed its name to Barbary Coast Records, was erroneous. Barbary Coast Records has purchased certain masters from San Francisco Records, and these records are now available on the Barbary Coast label.

**BARBARY COAST RECORDS, INC.**  
LOS ANGELES 29, CALIF.

**PICKED by CASH BOX**

- AWARD O' THE WEEK—R&B
- SLEEPER OF THE WEEK—POP

**"YOU'RE GOING TO NEED SOMEONE"**

b/w **"SKIDY WOE"** NAPPY BROWN  
#1555

DJ's Only—Write for Sample

**Savoy RECORD CO., INC.**  
58 Market St., Newark 1, N. J.



**ONLY THE BILLBOARD**—  
among over-all entertainment weeklies—is a member of the  
AUDIT BUREAU OF CIRCULATIONS.

# The Billboard HOT R & B SIDES

FOR WEEK ENDING JANUARY 11

THREE WEEKS AGO	TWO WEEKS AGO	ONE WEEK AGO	THIS WEEK	TITLE	Artist, Company, Record Number	WEEKS ON CHART
1	1	1	1	LONELY TEARDROPS	Jackie Wilson, Brunswick, 85105	8
16	6	4	2	STAGGER LEE	Lloyd Price, ABC-Paramount 9927	4
2	4	3	3	A LOVER'S QUESTION	Clyde McPhatter, Atlantic 1199	12
4	7	7	4	WHOLE LOTTA LOVING	Fats Domino, Imperial 5553	6
20	8	11	5	CHIPMUNK SONG	David Seville, Liberty 55168	4
5	2	2	6	TRY ME	James Brown, Federal 12337	9
3	5	6	7	NOBODY BUT YOU	Dee Clark, Abner 1019	8
10	3	5	8	SMOKE GETS IN YOUR EYES	Platters, Mercury 71353	4
—	9	9	9	TOM DOOLEY	Kingston Trio, Capitol 4049	5
—	22	10	10	PRETTY GIRLS EVERYWHERE	Eugene Church, Class 238	3
—	24	27	11	I CRIED A TEAR	LaVern Baker, Atlantic 2007	3
23	12	12	12	LOVE YOU MOST OF ALL	Sam Cooke, Keen 32006	12
—	—	—	13	RIGHT TIME	Ray Charles, Atlantic 2010	1
17	15	21	14	TO KNOW HIM IS TO LOVE HIM	Teddy Bears, Dore 503	8
—	—	—	15	RAINBOW RIOT	Bill Doggett, King 5159	1
30	21	17	16	ONE NIGHT	Elvis Presley, RCA Victor 7410	8
6	14	28	17	QUEEN OF THE HOP	Bobby Darin, Atco 6127	10
—	—	—	18	LONESOME TOWN	Ricky Nelson, Imperial 5545	2
—	—	—	19	TEA FOR TWO CHA CHA	Tommy Dorsey Ork-Warren Covington, Decca 30704	1
—	—	—	20	MY HAPPINESS	Connie Francis, M-G-M 12738	1
—	16	15	21	SWEET HOME CHICAGO	Little Jr. Parker, Duke 301	4
14	20	13	22	KEY TO THE HIGHWAY	Little Walter, Checker 904	12
19	13	16	23	CLOSE TO YOU	Muddy Waters, Chess 1704	12
15	17	14	24	ROCKHOUSE II	Ray Charles, Atlantic 2006	4
—	—	23	25	THE END	Earl Grant, Decca 30719	2
—	—	—	26	COQUETTE	Fats Domino, Imperial 5553	1
—	—	—	27	THE TIME	Baby Washington, Neptune 1018	1
—	—	—	28	I TOLD YOU BABY	Jimmy Reed, Vee Jay 304	1
9	10	29	29	PLEASE ACCEPT MY LOVE	B. B. King, Kent 315	9
—	29	25	30	GOTTA TRAVEL ON	Billy Grammer, Monument 400	3

**CHART BOUND!!**

**"EARTH ANGEL"**

The PENGUINS

#348

**DOOTO RECORDS**

9512 South Central Ave.  
Los Angeles 2, Calif.

**WRITE FOR CATALOG OF OUR SENSATIONAL NEW TRAFFIC-BUILDING ALBUM LINE**

**AAMCO RECORDS** (A Division of Alison Enterprises)  
204 WEST 104TH ST. NEW YORK, N. Y.

**LATEST RELEASE**

**"STAGGER LEE"**

Lloyd Price

#9972



**TWO-SIDED SMASH! THE EVERLY BROTHERS**

**"PROBLEMS"**

b/w "LOVE OF MY LIFE"  
Cadence #1355



**cadence RECORDS**

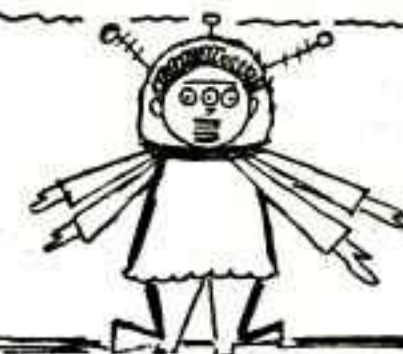
**ROCKA CONGA**

THE APPLEJACKS

#155



157 West 57th St. New York, N. Y.

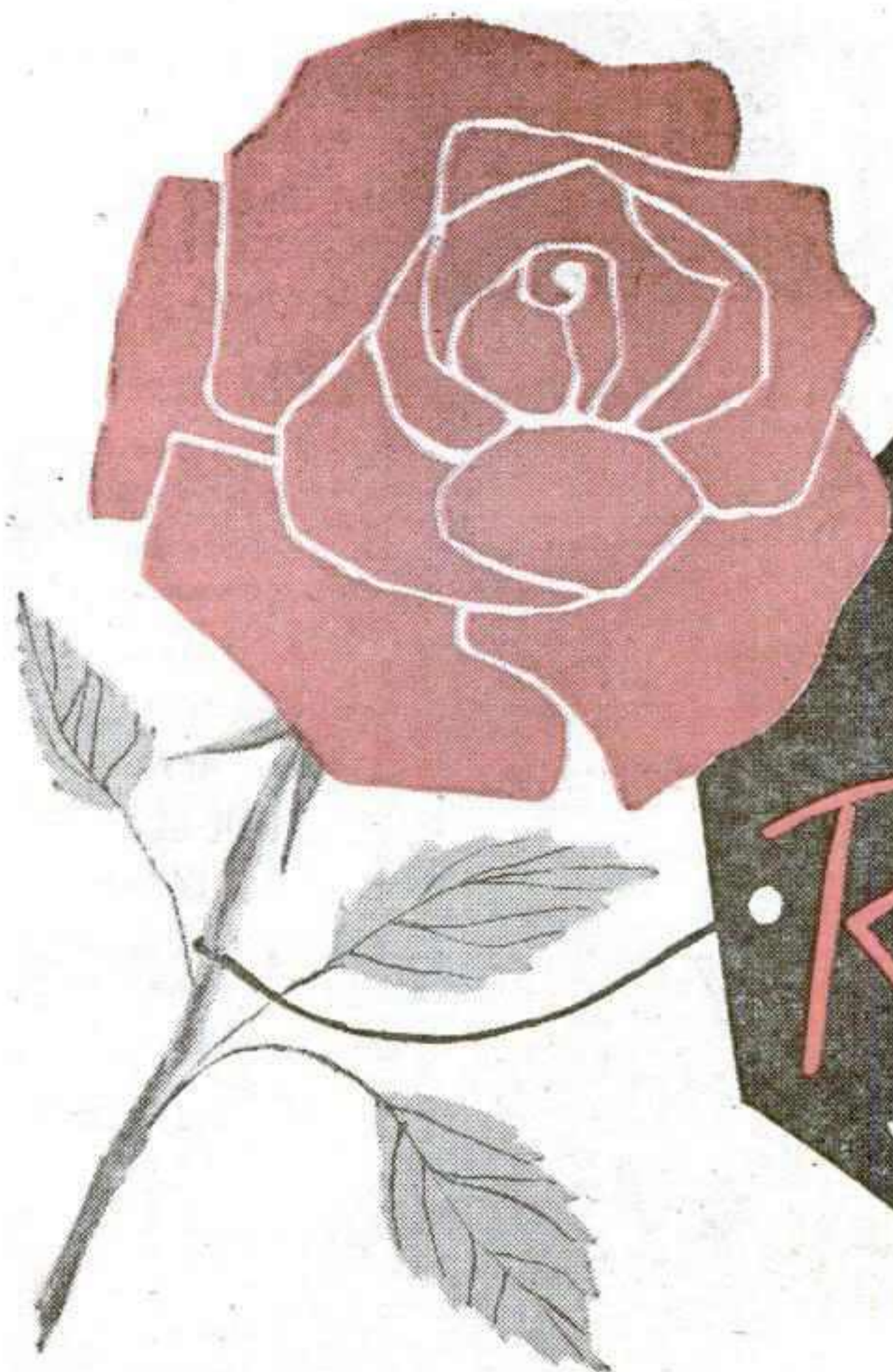


She's got 4 arms, 3 lips, 3 eyes and a HIT in every groove!

"THE LITTLE SPACE GIRL" CARLTON #406

**AUDITION**

a new selling force  
...for dealers  
...for manufacturers  
IN FULL COLOR EVERY MONTH  
IN THE BILLBOARD

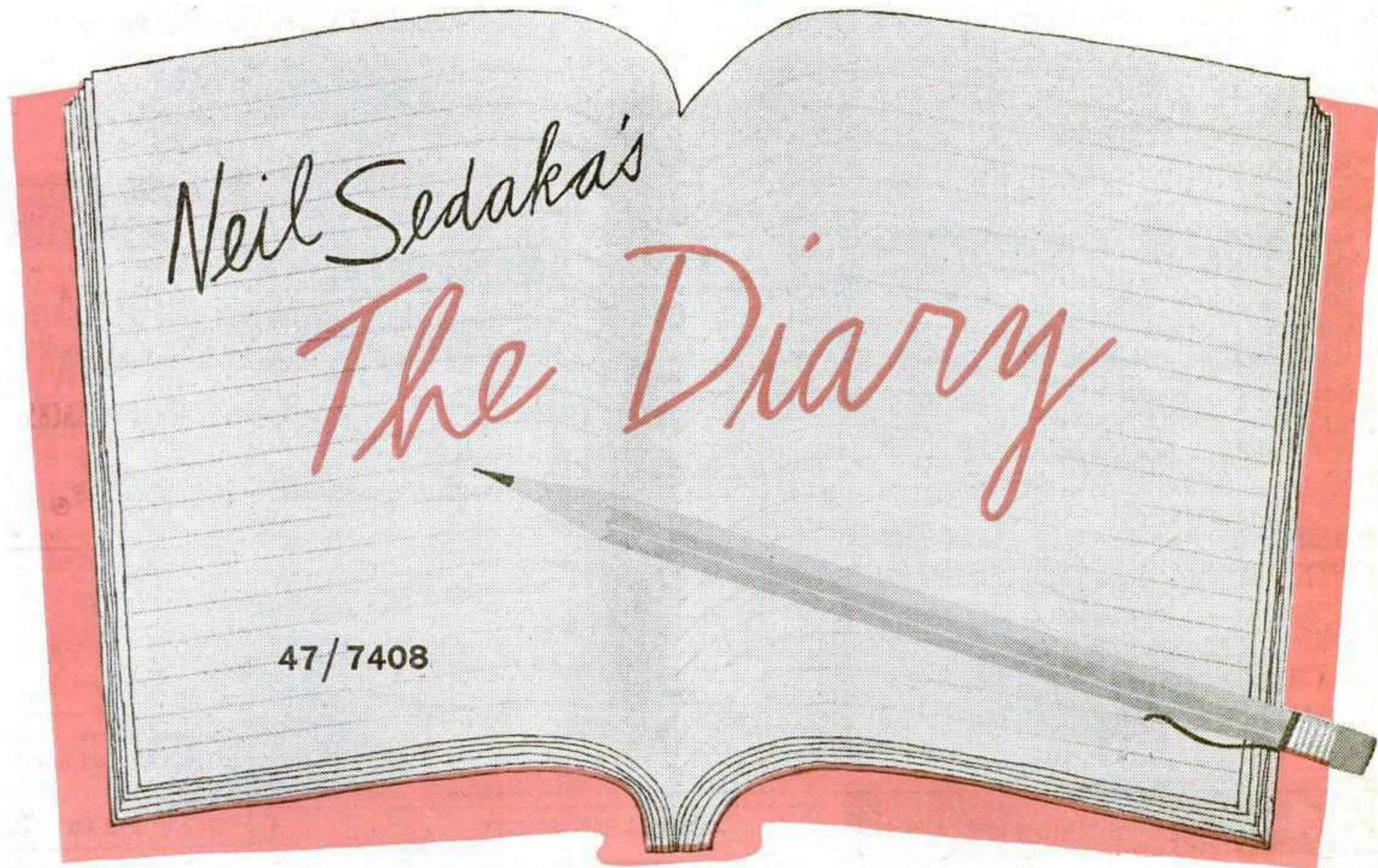


*The Ames Bros*

*Red River Rose*

with Hugo Winterhalter's Orchestra and Chorus  
47/7413

**RCA Victor writes big profits for you!**



*Neil Sedaka's*

*The Diary*

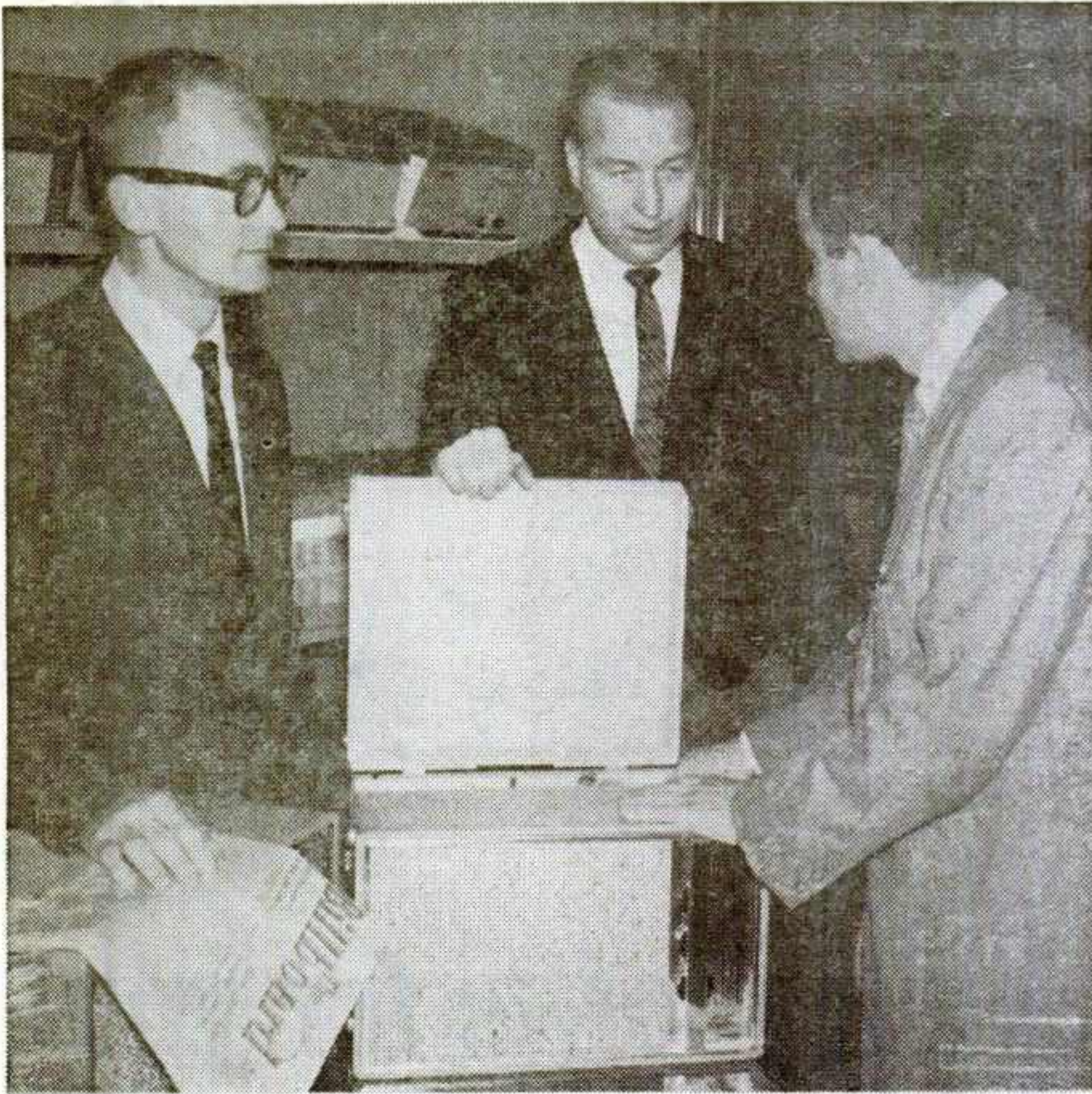
47/7408



**RCA VICTOR**  
RADIO CORPORATION OF AMERICA



*One in a Series of Industry Personality Statements*



*“the  
musicland  
operation  
stays ahead  
in this  
fast-moving  
industry  
with the help  
of Billboard’s  
comprehensive  
record  
and phono  
coverage”*



*says Terry Evenson,*

President of the five-store Musicland record-phono chain, with outlets located in key cities of Minnesota.

And speaking also for his V.-P.-Managers, Grover Sayre and Dave Coleman, he adds: “We don’t hesitate to credit Billboard with a strong assist in the steady growth of our operations. Its inventorying and merchandising aids, and its phono product information, are invaluable.

Audition is another feather in its cap. We and our customers use it often for new album purchases and promotion.”



**The Billboard** THE COMMUNICATIONS CENTER OF THE MUSIC INDUSTRY



*How Do You Follow Up  
A Smash Like "THE END"*



# EARL GRANT



**DOES  
IT  
WITH**

# "EVENING RAIN"

*a song so great it takes two sides to  
do it justice! Vocally or instrumentally—  
a sure hit!*

**9-30819**

# BREAKIN' FOR A HIT!

# BOB WILBER'S JAZZ QUARTET

# PETIT FLEUR

b/w

ATLAS NO. 1

Cub #K9021



### • Best Selling Sheet Music in U. S.

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

This Week		Last Week	Weeks on Chart
1.	TOM DOOLEY (Beechwood)	1	10
2.	TO KNOW HIM IS TO LOVE HIM (Warman)	2	10
3.	THE CHIPMUNK SONG (Monarch)	3	4
4.	COME PRIMA (AMC)	11	5
5.	THE WORLD OUTSIDE (Chappell)	4	7
6.	LONESOME TOWN (Eric)	9	8
7.	SMOKE GETS IN YOUR EYES (Harms)	13	2
8.	THE DAY THE RAINS CAME (Garland)	7	13
9.	IT'S ONLY MAKE BELIEVE (Marielle)	14	6
10.	NON DIMENTICAR (Hollis)	8	12
11.	PROBLEMS (Acuff-Rose)	-	1
12.	ONE NIGHT (Travis-Presley)	-	1
13.	LOVE IS ALL WE NEED (Sheldon)	-	5
14.	I GOT A FEELING (Eric)	-	5
14.	IT'S ALL IN THE GAME (Remick)	15	17

### • Best Selling Sheet Music in Britain

(For week ending December 27)

A cabled report from the Music Publishers' Association, Ltd., London. List is based upon their weekly survey of England's leading music dealers. America publishers in parenthesis.

Due to New Year's holiday, this feature failed to reach us in time for this issue.

### • Best Selling Pop Records in Britain

(For week ending December 27)

Printed thru the courtesy of the "New Musical Express," Britain's Foremost Musical Publication.

This Week		Last Week
1.	IT'S ONLY MAKE BELIEVE—Conway Twitty (MGM)	1
2.	HOOTS MON—Lord Rockingham's XI (Decca)	2
3.	TOM DOOLEY—Lonnie Donegan (Pye-Nixa)	3
3.	TEA FOR TWO CHA CHA—Tommy Dorsey Ork (Brunswick)	4
5.	THE DAY THE RAINS CAME—Jane Morgan (London)	8
6.	TOM DOOLEY—Kingston Trio (Capitol)	6
7.	LOVE MAKES THE WORLD GO 'ROUND—Perry Como (RCA)	7
8.	HIGH CLASS BABY—Cliff Richard (Columbia)	9
9.	IT'S ALL IN THE GAME—Tommy Edwards (MGM)	4
10.	SOMEDAY—Ricky Nelson (London)	13
11.	MORE PARTY POPS—Russ Conway (Columbia)	18
12.	COME ON, LET'S GO—Tommy Steele (Decca)	10
13.	MORE THAN EVER—Malcolm Vaughan (HMV)	11
14.	MANDOLINS IN THE MOONLIGHT—Perry Como (RCA)	15
15.	MARY'S BOY CHILD—Harry Belafonte (RCA)	12
16.	COME PRIMA—Marino Marini (Durium)	15
17.	YOU ALWAYS HURT THE ONE YOU LOVE—Connie Francis (MGM)	-
18.	KISS ME, HONEY HONEY, KISS ME—Shirley Bassey (Philips)	-
19.	KING CREOLE—Elvis Presley (RCA)	-
20.	SON OF MARY—Harry Belafonte (RCA)	-

### Flood of Disks Hit '58 Peak

• Continued from page 1

by The Billboard from a total of over 5,000 received for review placed among the top 50 on the chart during 1958.

The number of pop platters that made the top 50 during the first 11 months of 1958 totals 178, 90 different c.&w. items appeared on the C&W Best Selling chart, and the Best Selling R&B chart showed 120 items.

### 1958 Record Sales

• Continued from page 1

estimates placing the total figure at several hundred.

The competitive aspect was further highlighted by the tremendous output of product—in the package as well as singles fields. In fact, it is worth noting that quantitatively, album product has almost achieved parity with singles production. (See separate story.)

**SPECIAL INTRODUCTORY TRIAL SUBSCRIPTION**  
Order Blank



The Billboard, 2160 Patterson St., Cincinnati 22, Ohio  
Please enter my SPECIAL INTRODUCTORY TRIAL SUBSCRIPTION for 6 ISSUES for ONLY \$2 which saves me \$1 from the single copy value.

Name \_\_\_\_\_ 699  
Company \_\_\_\_\_  
Address \_\_\_\_\_  
City \_\_\_\_\_ Zone \_\_\_\_\_ State \_\_\_\_\_  
Type of Business \_\_\_\_\_ Title \_\_\_\_\_

## HEAR EVEREST

BREAKING IN ALL MARKETS

### "SERMONETTE"

Della Reese

Jubilee 5345

JUBILEE RECORDS

1721 B'way, New York 19, N. Y.

BREAKING IN ALL MARKETS

Fastest Selling Hit We've Ever Had!

## THE CHILDREN'S MARCHING SONG

from

The Inn of the Sixth Happiness

#1851



SEECO GOES POP!

Start the New Year With a Hit!

## BLUE AND BROKEN HEARTED

by the Laurie Sisters

Seeco 6007



39 West 60th Street • New York, N.Y.

## blue note THE FINEST IN JAZZ SINCE 1939

BOTH SIDES

TENDERLY

c/w

MO-GE

e/w WILLOW WEEP

Blue Note 45-1723

Blue Note 45-1722

### THE THREE SOUNDS

Gene Harris—Andrew Simpkins  
Bill Dowdy

## DO YOU REMEMBER?

L. C. COOKE

CHECKER 903



Anchors Aweigh!

You're off to a career with a future . . . a Navy career! Become a seagoing specialist.



**THE  
VERSION  
THAT  
IS  
OUTSELLING  
THEM  
ALL!**



**MITCH MILLER** and his "Sing Along With Mitch" Chorus...

**"THE CHILDREN'S MARCHING SONG"**

(Nick Nack Paddy Whack) 4-41317

From the 20th Century-Fox Production "THE INN OF THE SIXTH HAPPINESS"

ON HIGH-FIDELITY RECORDS BY **COLUMBIA**



© "Columbia" & Marks Reg. A division of Columbia Broadcasting System, Inc.

# THE NATIONAL ACADEMY OF RECORDING ARTS AND SCIENCES

**INVITES TO MEMBERSHIP  
MEN AND WOMEN IN THE FOLLOWING  
RECORDING INDUSTRY CRAFTS:**

<b>Songwriters</b>	<b>Conductors</b>	<b>Artists-and-Repertoire Producers</b>
<b>Composers</b>	<b>Engineers</b>	<b>Album Literary Editors</b>
<b>Arrangers</b>	<b>Musicians</b>	<b>Comedy, Documentary and Spoken</b>
<b>Singers</b>	<b>Album Art Directors</b>	<b>Record Performers (Narrators, etc.)</b>

**RECORDING INDUSTRY LEADERS FORMED NARAS in 1956. Active chapters are now operating in the New York and Los Angeles areas. And you can share in the benefits of this nation-wide, industry-wide Academy.**

**YOU ARE INVITED TO JOIN NARAS, and to help accomplish the Academy's objectives:**

*To represent all interested members of our industry*

*To bring recognition to its creative men and women*

*To present annual awards on a special network telecast . . .  
the Recording Academy Awards show. First annual program  
is already planned for early 1959*

**EACH ACADEMY MEMBER and recording company will be invited to nominate records and artists for annual NARAS awards. Academy members only will be allowed to vote in selecting the winners.**

**WRITE TODAY to either chapter of the Academy for your membership application and information. Indicate in what capacity you work in the recording field. \$15 yearly dues are payable only after your application has been accepted.**

<b>NARAS . . . . . OR . . . . . NARAS</b>	<b>NARAS</b>
<b>Box 505, Radio City Station</b>	<b>9157 Sunset Blvd.</b>
<b>New York 19</b>	<b>Hollywood 46</b>

**WATCH THE BILLBOARD  
for news about the  
RECORDING ACADEMY AWARDS TV SHOW**

**The Stars—The Date—The Network Will Be Announced Soon**

# THE KINGSTON TRIO

NEW HIT RELEASE

*"RASPBERRIES, STRAWBERRIES"*

CAPITOL RECORD NO. 4114

STILL RED HOT

*"TOM DOOLEY"*

CAPITOL RECORD NO. T998

THANKS, D.J.'s  
You sure helped us in '58!



Television Representation  
**JAMES L. SAPHIER**  
AGENCY, INC.

Publisher  
**BEECHWOOD**  
MUSIC CORP.

Personal Management  
**FRANK WERBER**



# The Billboard Reviews

# THIS WEEK'S SINGLES

## • Reviews of New Pop Records

### EXPLANATION OF RATING CATEGORIES FOR SINGLES

(Each item is rated strictly according to its sales potential in the category in which it is classified.)

**SPOTLIGHT**—Strongest Sales Potential of ALL records reviewed this week  
 ★★★★★—Very Strong Sales Potential

★★★—Good Sales Potential  
 ★★—Moderate Sales Potential  
 ★—Limited Sales Potential

★★★★★

**DEAN MARTIN**  
 ★★★★★ **Made for Love**  
 CAPITOL 4124—Catching medium-beater is read with the chanter's easy-going style. Chorus and bouncy orking back the winning vocal. (Spartan, ASCAP)

★★★★ **It Takes so Long to Say Goodbye**  
 Sincere warble of a pretty tune by Martin. Light chorus and harpsichord support the warm vocal. Side can score. (Ardmore, ASCAP)

**GEORGIA GIBBS**  
 ★★★★★ **Better Loved You'll Never Be**  
 ROULETTE 4126—Tune adapted from an old German folk song is handed a tearful reading by the thrush over warm backing. It could get lots of spins, and it has a chance. Watch it. (Planetary, ASCAP)

★★★★ **The Hucklebuck**  
 The hit of a few years back receives a potent vocal from the vivacious thrush over a solid beat from the ork. Both sides have potential. (United, ASCAP)

**BROOK BENTON**  
 ★★★★★ **Hurtin' Inside**  
 MERCURY 71394—Bright, gospel-flavored rocker is given a good shout by Benton. With a shove this might step out. (Eden, BMI)

★★★ **It's Just a Matter of Time**  
 Warm ballad with beat is rendered with light ork and chorus support by Benton. Side is his first for the label. It can move. (Eden, BMI)

**ENOCH LIGHT & THE LIGHT BRIGADE**  
 ★★★★★ **Baby, It's Cold Outside Cha Cha**  
 GRAND AWARD 1026—Effective arrangement and cute gimmicks mark this a danceable cha-cha instrumental treatment of the oldie. Nice jockey wax. (Frank, ASCAP)

★★ **Chiquita Cha Cha**  
 Terrible cha-cha treatment of okay Latin tune. Flip, tho, is stronger side. (Record Songs, ASCAP)

★★★★

**THE QUEEN**  
 ★★★★★ **Honky Tonk**  
 MERCURY 71389—Chick sounds very much like Dinah Washington. "The Queen of the Blues." It's a cheerful reading of a bright blues. (Monument, BMI)

★★★★ **Somewhere Along the Line**  
 Ballad is warbled with warm ork support. This is a tasty reading, but flip appears a bit more commercial. Good jockey side. (Delaru, BMI)

**THE GAYLORDS**  
 ★★★★★ **Again**  
 MERCURY 71399—The pretty oldie is done as a rockaballed by the crew. It's a good

reading that can attract. Good prospects. (Robbins, ASCAP)

★★★ **How About Me**  
 The Irving Berlin standard is warbled with appeal by the group. Nice sound by the boys, and potential appears similar to flip. (Berlin, ASCAP)

**THE BELL NOTES**  
 ★★★★★ **I've Had It**  
 TIME 1004—The group sings in rockabilly style about what happens when they see a certain chick. They've had it that's all. It's a blues with a Yancey figure and it has appeal. (Brent, BMI)

★★ **Be Mine**  
 A fair blues effort is chanted by the cats. Would have a chance with exposure. (Brent, BMI)

**MARIO LANZA**  
 ★★★★★ **For the First Time (Come Prima)**  
 RCA VICTOR 7439—Mario Lanza sings the English lyric version of the semi-hit from Italy now getting action via Tony Delardo on Mercury and the Polly Bergen on Columbia. This version could also get a share. It's in the flick of the same title. (A. M. C., ASCAP)

★★ **O Sole Mio**  
 The chanter sells the folk tune with feeling in Italian over Italianate backing. (PD)

★★★

**HENRI RENE**  
 ★★ **Watermelon Heart**  
 RCA VICTOR 7431—Spritely cha cha receives a bright performance by the Rene Ork with a gang vocal that adds sparkle. It could get many spins these cha cha days. (Peer, BMI)

★★ **Cecilia**  
 The fine standard receives a fair cha cha instrumental performance from the Rene crew. (ABC, ASCAP)

**CANDY ANDERSON AND GENE BUA**  
 ★★ **Baby, It's Cold Outside**  
 WARNER BROS. 5030—The fine standard is handed a fair reading by the boy-girl duo over a rock and roll beat. It doesn't capture the spirit of the old Dinah Shore-Buddy Clark disk. (Frank, ASCAP)

★★ **Two**  
 Happy rocker is sold nicely by the pair. Both sides could get spins. (Empress, ASCAP)

**JIMMY SCOTT**  
 ★★ **Please**  
 KING 5168—The Bing Crosby hit of many decades ago is sung sweetly by Jimmy Scott over smooth vocal group support. (Famous, ASCAP)

★★ **Whenever You Need Me**  
 Pretty ballad is handed a down to earth



### Pop Records

**THE KINGSTON TRIO**  
**RASPBERRIES, STRAWBERRIES (Ardmore, ASCAP)**  
**SALLY (Beechwood, BMI)**

The trio which scored solidly with "Tom Dooley" could have a follow-up hit with either of these fine efforts. "Raspberries, Strawberries" is a catchy, folk melody that is nicely rendered with light accompaniment. "Sally" is also in a folkish vein, but the approach is somewhat brighter. Capitol 4114



**THE DIAMONDS**  
**FROM THE BOTTOM OF MY HEART (Rush, BMI)**  
**SHE SAY OOM DOOBY DOOM (Stratton, BMI)**

Either side can keep the hit string alive for the crew. "From the Bottom" is a Chuck Willis tune that is sold with vigor. Backing is wild, and the side really moves. Flip, "She Say," is a cute tune with nonsense lyrics that should also place well. Mercury 71404



**EARL GRANT**  
**EVENING RAIN (Vocal & Instrumental) (Criterion, ASCAP)**

Grant could have a repeater to his smash "The End" with his latest platter. One side is a smooth vocal treatment of the pretty ballad. Flip is a lush piano styling of the haunting theme. Both are choice sides. Decca 30819



**DON GIBSON**  
**WHO CARES? (Acuff-Rose, BMI)**  
**A STRANGER TO ME (Acuff-Rose, BMI)**

These contenders could put Gibson back on top. "Who Cares" is a blues number with Fats Domino-type backing in support of the artist's fine chanting. "Stranger" is a poignant ballad that is handed a heartfelt rendition. Both sides should also click in c.&w. marts. RCA Victor 7437



**JONI JAMES**  
**THERE MUST BE A WAY (Valando, ASCAP)**

Miss James appears to be in the hit groove again with her fine reading of the pretty standard. The ballad is done with mild rock backing and is similar to her current hit "There Goes My Heart." Flip, "Sorry for Myself?" is from "Whoop Up." (Saunders, ASCAP). M-G-M 12746



**PEGGY LEE**  
**ALRIGHT, OKAY, YOU WIN (Munson, ASCAP)**  
**MY MAN (Feist, ASCAP)**

The thrush has two swingin' sides that appear strong bets to go all the way. "Alright" is a sock revival of the hit of a few seasons ago with mildly driving rhythm support. "My Man" is presented in torchy fashion against runway-styled drum backing. Either can click. Capitol 4115



**GORDON MacRAE**  
**FLY LITTLE BLUEBIRD (Artist, ASCAP)**  
**LITTLE DO YOU KNOW (Artist, ASCAP)**

MacRae follows "The Secret" with two potent sides. They're a bit of a switch for him, and they have the hit sound. "Fly Little Bluebird" is a charming ditty with bright, clever ork backing. "Little Do You Know" is given a multi-track treatment. Tune is a ballad. Capitol 4116



The fastest, most complete and most authoritative evaluation of this week's new releases

**BOB WILBER'S JAZZ QUARTET**  
**PETIT FLEUR (Hill & Range, BMI)**

The Wilber crew has a carbon copy cover of the tune that is currently going well for Chris Barber on Laurie. Both are strong versions, and if the tune clicks, both will be strong contenders. Several other versions are forthcoming. Flip is "Atlas No. 1." Metro 9021



**TAB HUNTER**  
**APPLE BLOSSOM TIME (Vogel, ASCAP)**

The young flick star had a fair hit with "Jealous Heart," and his listenable warbling on this oldie can also catch on with the kids. Bright ork backing is in cha cha style. Flip is "My Only Love." (Witmark, ASCAP). Warner Brothers 5032



-----**Pop Disk Jockey Programming**-----

**BUDDY MORROW ORK**  
**ONE-TWO-THREE-KICK (Parts I & II)**

The Morrow crew serves up a honking, dirving rock-a-conga that should go well with audiences. Both sides are danceable, and the kids can have a ball dancing to the well-orked item. RCA Victor 7434



**BILLY WILLIAMS**  
**NOLA (Sam Fox, ASCAP)**

An ingratiating chanting stint by Williams marks this up-dated version of the evergreen. The lyrics are cute, and the artist is at his best. Spins should please. Flip is "Tied to the Strings of Your Heart." (Drake, BMI). Coral 62069



**THE MORGAN BROTHERS**  
**NOLA (Sam Fox, ASCAP)**

The old, bouncy Vincent Lopez theme is given a bright vocal reading in unison by the duo. It's an infectious side that should be well received by listeners. Sparkling ork backing paces the side. Flip is "Guiding Star." (Sam Fox, ASCAP). M-G-M 12747



-----**Pop Talent**-----

**SCOTT GARRETT**  
**SO FAR, SO GOOD (Kellem, ASCAP)**  
**A HOUSE OF LOVE (Kellem, ASCAP)**

Garrett has an impressive debut disk. "House of Love" is an inspirational type tune that is handed a meaningful vocal by a fem group. Side has a chance. Laurie 3023



**THE IVIES**  
**COME ON (Walnut, BMI)**  
**SUNSHINE (Peer Intl.-Walnut, BMI)**

The crew has quite an interesting sound on these sides. "Come On" is a fervent rockaballad with a strong vocal by the lead and rousing group assistance. "Sunshine" is also a ballad with beat that is nicely treated. Brunswick 55112



-----**C&W Records**-----

**THE LOUVIN BROTHERS**  
**KNOXVILLE GIRL (Acuff-Rose, BMI)**  
**I WISH IT HAD BEEN A DREAM (Acuff-Rose, BMI)**

The brothers have a really fine reading of "Knoxville Girl," a haunting and melancholy folk ballad. It's one of their best recently, and in spite of other earlier versions, this should also move well. "I Wish," the flip, is a tender weeper that is also read with appeal. Capitol 4117



**THE BROWNS**  
**THIS TIME I WOULD KNOW (Cedarwood, BMI)**

The Browns turn in a pretty, countryish reading on the pretty ballad. It's nicely backed by light rhythm support. Their fans will go for it. Flip is "Beyond the Shadow." (Penix, BMI). RCA Victor 7427



-----**R&B Records**-----

NO SELECTIONS THIS WEEK.

reading by the lad as he sings of his need for erstwhile love. (Roosevelt, BMI)

**HANK BALLARD**  
★★ Teardrops on Your Letter  
KING 5171—A minor blues is performed with much feeling by Hank Ballard as he tells of the tears on her letter. Could get some loot. (Jay & Cee, BMI)

★★ The Twist  
A new dance style is sung about by the boys as they describe how to do the "twist." (Jay & Cee-Armo, BMI)

**MEL ALBERT**  
★★ Never Let Me Go  
APOLLO 530—Lively rockabilly vocal by Albert on bouncy r.&r. item with fem backing. Moderate spin potential. (Bess, BMI)

★★ Sugar Plum  
Catchy folksy theme is warbled pleasantly by Albert. (Melhedd, ASCAP)

**JOHNNY OLENN AND THE BLOCKBUSTERS**  
★★ My Sweetie Pie  
ANTLER 842—This has a novelty quality about it with some weird vocal gymnastics by Olenn, assisted by a chick in the background. (Argo, BMI)

★★ For the First Time (Come Prima)...  
The Italian originated tune, gets an English lyric version by Olenn. It's a good effort but it's a bit on the late side to have a chance of scoring. (A.M.C., ASCAP)

**THE SKEE BROTHERS**  
★★ That's All She Wrote  
OKEH 7108—This is a blues and it's a sad tale of what the gal didn't write in the letter. Fair wax that could catch a spin or two. Good idea for a tune. (Conley, BMI)

★ Four Aces  
This is a blues which makes a play out of a deck of cards. Has a contrived sound which doesn't click. (Conley, BMI)

**THE MONARCS**  
★★ She's Mine  
BAND BOX 221—Chuck Mills, the lead with this group, essays a Presley derivative style on a blues with quavery, echoey quality. Moderate interest.

★ Who Was the Fool?  
A slow, pulsing rockaballad sung in okay style by the chanter. Flip side is more interesting.

**RAY MARTIN**  
★★ Come Dance the Hora  
CAPITOL 4118—Folkish melody is brightly done by the English chorus and ork. Side has a chance. (Beechwood, BMI)

★ Olives, Almonds and Raisins  
Cute medium beater is an okay side, but flip appears top side. (Beechwood, BMI)

**EDDIE KEELEY**  
★★ Twist of Fate  
AVALANCHE 1003—Pleasant warbling by Keeley on appealing ballad with country flavor. (Benmax, BMI)

★ I'm Caught in a Web  
Okay reading of so-so tune. Flip is better side. (Benmax, BMI)

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

**THE ADELPHIS: Shine Again/Kiss-A-Kiss**—Rim 2022

**DEAN BARLOW: True Love/I'll String Along With You**—Beacon 463

**JIM HADLEY: Foolish Ways/Honky Tonk Girl**—Buddy 115

**JIMMY INMAN: Saving My Love/Loved Her the Whole Week Through**—NRC 5004

**LORI JAI: Alma Triste/Wail of a Frail**—Rim 2023

**LINDA MAY AND EDDIE KEELEY: Letter From My Lover/Gettin' Ready**—Avalanche 1002

**DWIGHT PULLEN: By You by the Bayou/If's Over With**—Sage 279

**NORMAN REED: Just Be Patient/Only You Can Mend My Heart**—Award 115

**VERN AND ROBIN: Lula/Poro**—HM—Faro 587

**SERENA SHAW: What's Love/Angela**—Counterpoint 010

**THE SKYLINER: One Night, One Night/Since I Don't Have You**—Calico 104

**JIM HALLS SOLIDAIRES: I Saw You There in the Moonlight/Hold Me**—Skippy 58

**DODIE STEVENS: Coming of Age/Pink Shoe Laces**—Crystalette 724

**BENN JOE ZEPPA: Shame on You/Mrs. Lindy**—Award 124

**Country & Western**

★ ★  
**GENE WYATT**  
★★ Music and Arithmetic  
LUCKY SEVEN 101 — Pounding blues rocker is given a salable chant by Wyatt. Chorus and driving ork support the vocal. Fair prospects. Side has teen appeal. (Bayou State-La-Dee, BMI)

★★ Prettiest Girl at the Dance  
Rocker with teen lyric is given a fine rockabilly warble by the artist. Potential appears similar to flip. (Bayou State-La-Dee, BMI)

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

**THE ADELPHIS: Shine Again/Kiss-A-Kiss**—Rim 2022

**Religious**

★ ★ ★ ★  
**THE BLACKWOOD BROS. QUARTET**  
★★★★ For My Good Fortune  
RCA VICTOR 7436—Tune that was a hit with Pat Boone is sung stylishly by the Blackwood Brothers over gospel piano backing. (Roosevelt, BMI)

★★★★ Walkin' and Talkin' With My Lord  
Melodious gospel tune is sung with feeling by the boys with a bass lead. Two strong sides for the Bible Belt. (Gospel Quartet, BMI)

**Spiritual**

★ ★ ★ ★  
**MAHALIA JACKSON**  
★★★★ Dig a Little Deeper  
GRAND AWARD 1025—Fervent rendition of the standard hymn by the wonderful artist. Her reading is packed with emotion. An old side, but her fans will like it. (Bess, BMI)

★★★★ I'm on My Way  
An equally well-rendered gospel with similar potential to the flip. (Bess, BMI)

★ ★  
**ORIGINAL SOUL REVIVERS**  
★★ I'm Saved  
FAITH 1000—Gospel is read with sincerity by the male group. Those who appreciate spirituals may cotton to this. (Metropolitan, BMI)

★★ Jesus Is Coming Back  
Stirring presentation of a hymn by the group. It can go as well as the flip. (Metropolitan, BMI)

# 72 Labels Landed on Charts

Continued from page 3

flect its sales position in the singles market. A label with three records that each sell a million is better off sales-wise than a label with ten chart-makers that sell 100,000 each. But obviously, the more records a firm can get into the top 50 the more chances it has

for a record to break loose and the hotter its artist roster. (See separate box on "Home Runs"—million sellers for 1958.)

In perusing the records and the artists that made the top 50 during 1958 it is interesting to find that there were many artists that made the top 50 with every single release during 1958—at least a dozen—and at least another dozen that hit the top 50 three out of four times last year. This refutes the claim that there are no longer consistent artists as in the old days. It also indicates that the indie labels can keep coming up with hits by the same artists, since many of the consistent artists are on indie labels.

### Artist Leaders

Artists who had five records on the top 50 in 1958 were Pat Boone and Connie Francis. Artists with four were: Frankie Avalon, Chuck Berry, Perry Como, Johnny Cash, Nat Cole, The Diamonds, Everly Brothers, Johnny Mathis, Elvis Presley and Jimmie Rodgers. Artists with three in the top 50 were: The Chantels, Sam Cooke, Dickey Doo and the Don'ts, Fats Domino, Bobby Darin, Duane Eddy, Don Gibson, Four Lads, Dean Martin, Ricky Nelson, The Playmates, Patti Page, The Platters, Four Preps, Little Richard, David Seville, Jack Scott and Billy Vaughn. Paul Anka and George Hamilton had two and one-third records in the top 50 since they both shared one-third honors on "The Teen Commandments."

Artists with two in the top 50 included: Tony Bennett, The Champs, Jimmy Clanton, The Crickets, The Chordettes, Cozy Cole, Danny and The Juniors, Dion and The Belmonts, Doris Day, Tommy Edwards, Bobby Freeman, Roy Hamilton, Buddy Holly, Kalin Twins, Jerry Lee Lewis, McGuire Sisters, Clyde McPhatter, Marty Robbins, Frank Sinatra, Tommy Sands, Ritchie Valens, Andy Williams, Chuck Willis, Jackie Wilson and Eddie Cochran.

Male artists, with the notable exception of Connie Francis and Patti Page, continue to dominate the consistent artists list as in other years. Here and there a vocal group, such as The Diamonds, The Platters or The Playmates, or duos like the Everly Brothers or the Kalin Twins, and an instrumental group like Duane Eddy's combo, manage to break the spell. But in the main it's a male vocalist's world even if these days it's not always a rock and roll one.

### Capitol Offer

Continued from page 3

sales manager of Capitol Records Distributing Corporation. Callison's letter also informs dealers that the new policy, which went into effect January 1, will automatically cover catalog purchases made under provisions of Capitol's December plan, which allowed full return of monaural albums ordered from a special list of 43 top-sellers. Forty-one of these 43 are included in the 115 monaural catalog albums now being backed up by the new 100 per cent exchange policy.

# RIAA Protests

Continued from page 4

use by or on coin operated machines." Report would have records intended for juke boxes labeled differently than records intended for public consumption.

Meyers stated he feels the bill is based on a misconception that record companies manufacture some records for juke boxes only and others for the public. He says this is not true; that record manufacturers hope all records released will find general acceptance at all levels, especially in the home, the principal market for all records. He said there is no way to tell which records will be bought by juke operators, since operators buy from retailers or wholesalers, not from manufacturers.

In sum, Meyers stated that he considered the proposal unsound and said that since there had been no hearings on this "drastic" proposal, he hoped that the committee will give the record industry a chance to speak if it is re-introduced in the new (86th) Congress.

# Roulette Step-Up

Continued from page 2

and fieldmen were handed new duties aimed at upping sales with rack jobbers and operators. And the firm went over new plans for improved deejay and sales pushes for the firm's album line.

The Roulette fieldmen have now been designated district sales and promotion reps, and they will be in much closer touch with Roulette distributors than has been the case up to now. The Roulette fieldmen attending the meet were Harry Fink, of Philadelphia, Sol Solomon of Pittsburgh, Saul Star of Detroit, Marv Helfer of Cleveland, Stan Pat of Detroit and Abe Glaser of Los Angeles. Sales chief Irv Jerome talked about the importance of working closely with the distributors, and a.&r. men Hugo and Luigi (Peretti and Creatore) played the firm's forthcoming product for 1959. Promotion manager Mel

# AFM, Diskeries Fix Commas

Continued from page 3

will be discontinued. Manufacturers still will continue to contribute to the Trust Fund via the standard mechanical rates of 1 cent per single disks and about 5 cents per album sold.

The contract contains a "Favored Nations" clause in respect to the Music Guild of America. Idea is that if the MGA gets certified to make recordings on the Coast and makes a deal with manufacturers that calls for more

"center" is an illuminated unit and is constructed to display a complete line of stereo albums as well as showcasing the "Feature Attraction" album of the month. Dealers who buy 100 WB stereo packages of their choice will get an additional 25 albums at no charge plus the "stereo center" at cost. This gives dealers an added 40 per cent margin.

Firm will also allow dealers outdated billing on minimum orders, permitting payments in three monthly installments.

Announcement of the two new programs was made by WB execs at the firm's first annual sales meeting and convention recently held here, attended by more than 75 persons, including its 32 distributors, plus divisional sales managers, field promotion men and its own top echelon. Group was also told of a co-ordinated advertising, merchandising, promotional campaign to back up the label's January release.

Firm will issue 13 packages in both stereo and monaural form, spearheaded by the above mentioned Gershwin album. Others include an Ira Ironstrings album, a Chico Hamilton package, chorus singing campus favorites, album debuting the Signatures vocal group, George Freeley playing "ten Greatest Piano Concertos," Buddy Cole's swinging Hammond, movie songs selected by William Holden, second album by the Guitars, Inc., and album of folk songs by Elmerlee Thomas.

Turoff and publicity manager Bud Katzel also spoke.

At the meeting the execs went over the firm's new re-stocking program, in which five of the firm's best-selling albums are reduced to \$2.98 for the month of January. A special hit album LP with excerpts from each of these five best-sellers, is being sent to jockeys this week.

money than that agreed to by AFM, AFM scale will rise proportionally. If the MGA makes a deal to record for less money than AFM scale, then AFM scale would be affected proportionately.

The new contract will actually be two agreements. One is the Labor Agreement and the other is the agreement on the Trust Fund. Under the new agreement the Trustee of the Trust Fund will be able to accept and to mingle funds from other sources than records, such as money from TV films, etc. For the pension fund loot, both manufacturers and the AFM will appoint three men each to a board and there will be a trustee to look after the monies.

Representatives from both the AFM and the manufacturers worked long hours to effectuate the new agreement. AFM spokesmen feel that they have come thru with a strong new contract for the recording musician. Manny Gordon of Roosevelt and Freidin and J. Kaiser represented the labor side. Record firms were repped by Dick Quinn for Capitol, Cal Foulke for Victor, Ken Raines and Harvey Schein for Columbia, Sam Yeman for Decca, Morty Miller for Kapp, Paul Kern for Mercury, and Harold Ornstein for Dot, Chess and Imperial.

# Warner's Two Special Offers

Continued from page 3

January release will be headed by the original film score of "Auntie Mame" and the first jazz treatment of Rodgers and Hammerstein's "Flower Drum Song" recorded by the Morris Manton Trio. Backing up the release will be point-of-sale pieces including film-strip streamers, mounted displays, browsers, sales merchandising kits and mounted review cards. In addition, ad campaign will be placed in national consumer mags.

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 Hanford—George Brown.  
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 Ft. Lauderdale—Pells News.  
 Ft. Pierce—P. Pierce News.  
 Gainesville—University Cigar Store.  
 Hollywood—H. Breedings Drugs.  
 Homestead—Robertson Soda Shop.  
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 Quincy—Bird Drug Co.; Union Cigar Store.  
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Bismark—G. P. News. Fargo—Northland Trading Post. Grand Forks—Gaulke News Agency. Minot—Uptown Nook.

OHIO

Akron—National News Co.; News Exchange. Ashland—Ashland News. Bellefontaine—Logan Newsstand. Canton—News Depot; Courthouse Cigar Stand. Cincinnati—Fountain News; Bell Block; King News; V. & W. Smoke Shop. Cleveland—Square Del.; West. Regine News; World News; Fancy Fruit Stand; Union Commerce Cigar; Buckley Bldg Cigar; Gray Drug; Carl's Cigar; Miller Drug; State News; F-M News; Schroeder Book; Green Drug; Sidmar Drug; Marshall Drug. Columbus—Gray Drug Co.; Mrs. Max Solomon; Miller Drug Co. Store; Capitol News; Nathan's Gift Shop; Ohio Penitentiary; Hartman Cigar Co.; Neil House Hotel; Union Cigar; R. Randolph News Agency. Connersville—Grand Cigar Store. Cuyahoga Falls—A-J News. Dayton—Wilkie News, Inc.; Johns News; Overlook Pharmacy. Delaware—News Shop Company. Findlay—Morey S. Fremont—Tremper News. Gallon—Bob's News. Hamilton—News Depot; First Ward Cigarstore. Lancaster—City News Agency. Lima—Bungalow Drug Store; Hunter Drive In Drugs. Mansfield—City News. Marion—United Cigar Store. Massillon—Bus Terminal. Miamisburg—Phillower Drug. Middletown—Klamo News; Broadway News. Newark—Gordon Kinney. Niles—King's Newsstand. Oxford—Bus Station Newsstand. Piqua—Dodge Taxie. Portsmouth—Richard's News; Play House; Down Town News. Salem—Fisher News Agency. Springfield—Majestic Newsstand; Trumbo News-nook. Steubenville—Morris Goodman. Tiffin—Andrus Drug Store. Toledo—Jaxon News; Hirsch Book Store; Berky's News Depot; People Service News. Troy—Hackett's Cigar. Wooster—Wooster News Exchange. Youngstown—United Cigar Store; Terminal Restaurant; Variety Newsstand; Chestnut St. Conf. Zanesville—Zanesville News Co.; Richardson News.

OKLAHOMA

Ardmore—Lacik Book Store. Bartlesville—Perkins Newsstand. Enid—Enid News & Stationery. Henryetta—Arcade Cigar Store. Lawton—A. & B. Drug Co.; Wall's Newsstand. Muskogee—Hotel Muskogee Cigar Stand. Oklahoma City—Taylor's Newsstand; Stevenson Book Store; The Grand Newsstand. Okmulgee—Central Newsstand. Tulsa—Harold's News; Depot News.

OREGON

Eugene—Dean's Newsstand. Portland—Rich's Cigar Store; 4th Ave. Smoke Shop; George Lewis. The Dalles—Washburn Cigar Store.

PENNSYLVANIA

Allentown—B. & S. Smoke Shop; Claude's Smoke Shop; Walley's Newsstand; L. Germano Newsstand; S. T. Cigar Store. Ambler—Ambler News Agency. Bethlehem—Charles Sherry. Bradford—H. Levy. Butler—Butler News. Chambersburg—Chambersburg News Agency. Charleroi—Might's Book Store.

UTAH

Ogden—Shirley's Magazine Shop. Salt Lake City—Magazine Shop.

VERMONT

Brattleboro—Baker's Book Store. Rutland—Hotel Berwick Newsstand; Robert Eastman Newsstand.

VIRGINIA

Arlington—The Book Nook. Charlottesville—Dixie Newsstand. Danville—Stonewall Hotel; Hotel Burton Newsstand. Hampton—Bender's Toy & Gift Shop. Lynchburg—Peters News Co. Martinsville—Lees Confectionary. Newport News—Antine Newsstand. Norfolk—Hendersons Newsstand; Maurys Newsstand; Regina News; Suburban News Co. Petersburg—J. T. Powers News Store; Blumen-thal. Portsmouth—Hawkins Newsstand; Portsmouth Cab & Newsstand. Roanoke—Milan Bros. Newsstand; Sportsman; My Trust Newsstand. Staunton—Quicks News Store. Winchester—Teds Newsstand. Washington, D. C.—Air Terminal Services; Henderson News; Cosmopolitan News; Star Cart News; Mayflower Hotel Newsstand; Shefrin News; Louis Dove; Trover Shop; Florida Ave. Del.

RHODE ISLAND

Newport—Lallis. Pawtucket—Cam Feital Newsstand; J. Tavares. Providence—Hochberg; Vicollia; Sorenson's; Testa's, Moloney's Newsstand; Kall's; Ricco's News. Wakefield—Wakefield News. Warwick—Arctic News.

SOUTH CAROLINA

Aiken—Mayfair. Anderson—Best Newsstand, Inc.; E. A. Prince Newsstand. Charleston—Vaughan Newsstand; Johnny's Newsstand; Kelly's Newsstand. Columbia—McGregor Drug Store; Columbia Hotel Newsstand; Capitol Newsstand; Hampton Street Newsstand. Greenville—Main Street Phar. Greenwood—Geo. Cothran Newsstand. Jonesville—Dutch Grill. Spartansburg—Mercury Newsdealer; Crafts Drug store; Mercury News No. 2; Rhyne Drug store. Union—Kerhuas Newsstand.

SOUTH DAKOTA

Aberdeen—Al Goodman. Rapid City—Harlan's News. Sioux Falls—Ronning Drug store; Lewis Self Serv Drug Co.

TENNESSEE

Chattanooga—Gateway Newsstand; Arcade Newsstand. Cleveland—Cooper's Book Store. Jackson—Brooks News Co.; Commercial Newsstand. Kingsport—Wallace Newsstand. Knoxville—Gateway News No. One; The Southern Cigar Stand; Blaufeids. Memphis—World News Co.; News Mart; Hotel Peabody Cigar Stand. Nashville—Zibart Bros.; Mills Book; Maxwell House Cigar Stand; Centrells Blvd. Newsstand. Oakridge—Gateway News No. 3.

TEXAS

Abilene—Zick's Newsstand. Alice—Alice News Agency. Amarillo—B & B News Stand; Friendly Service Newsstand. Austin—Eddy's Newsstand; Will D. Miller & Son. Beaumont—Burrell Newsstand. Big Springs—Ponchos Newsstand. Borger—Borger Newsstand; Post Office Cigar Stand. Brownsville—Buddy Jackson Newsstand; Central News Stand. Corpus Christi—Al's Newsstand; Ritz News. Corsicana—Elmer Pryor. Dallas—Capitol News; Hub News; Commerce News; Cole News.

UTAH

Ogden—Shirley's Magazine Shop. Salt Lake City—Magazine Shop.

VERMONT

Brattleboro—Baker's Book Store. Rutland—Hotel Berwick Newsstand; Robert Eastman Newsstand.

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WASHINGTON

Pasco—Buchana News Agency. Seattle—Sullivan Cigar Newsstand. Spokane—Peter M. Jacoy; Sys Corner; Davenport Newsstand. Tacoma—City Cigar; Star Cigar Newsstand. Yakima—Turf Recreation; Pop In.

WEST VIRGINIA

Bluefield—Hotel Metz Newsstand. Charleston—Arcade News Agcy.; Bills Newsstand. Clarksburg—Central Extension; Rex Heck News Co.; Waldo Cigar Stand. Fairmont—Bobel Newsstand. Huntington—Nick Aborizk Newsstand; Max S. Newsstand. Martinsburg—Matnz Tobacco Store. Parkersburg—City News Depot; Post Office News Depot. Wheeling—16th Street News; Fette's News Depot; 12th Street News.

WISCONSIN

Appleton—Jerrys Pipe Shop. Beloit—Strongs Newsstand.

WYOMING

Casper—Center Street Newsstand; Rialto Cigar Store. Torrington—Corner Newsstand. Honolulu—King Port Magazine Shop; Magazine

HAWAII

House.

CANADA

British Columbia

Vancouver—The Post Office News; Parlor Newsstand; World Wide News.

Alberta

Calgary—Harry's News; Royalite News; Billy News.

New Brunswick

Saint John—Greens Newsstand; Nicholas Bros. Moncton—Melanson's Bookstore.

Ontario

Brantford—General News & Novelty. Hamilton—United Cigar Store. Ottawa—Ritchie's Cigar Store; Irvine's Cigar Store; D. & H. Cigar Store.

Quebec

St. Johns—Boulaix. Sherbrooke—Olive Drug; Sherbrooke News Co., Inc. Montreal—Metro News Agency Ltd.; Central Newsstand; Mr. M. Lipson.

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Winnipeg—Dominion News Agency; Empire News.

CUBA

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## Dobritch Awarded Cincinnati Shrine, CNE Matinee Pacts

### Adds Exposition Provinciale Show To List He'll Produce in 1959

NEW YORK—Al Dobritch has won both the Cincinnati Shrine Circus contract and the Canadian National Exhibition's afternoon grandstand show pact. Both were being sought by numerous shows in stiff competition.

Dobritch will be producer of both shows. He also has the contract for producing a "spectacular" for the Exposition Provinciale at Quebec City, Que. His fourth major show to produce this season will be the St. Louis Police Circus, which he was awarded recently for the second year.

In addition to his new activities in producing shows, Dobritch also continues as the exclusive supplier

of acts for the Shrine circuses at Des Moines, Ia., and Evansville, Ind.

The Des Moines show is produced by Ray Newton. Hadi Temple itself produces its show at Evansville.

The Cincinnati pact was signed December 22, Dobritch stated. For several weeks a number of indoor circuses and others have been vying for the date. Since Polack vacated the date several years ago, it has been produced by Bill Horstman with connections with Cole Bros. Circus and Barnes-Carruthers agency. Paul Ruppner is the Cincinnati Shrine's general circus chairman.

This year's Cincinnati show will be March 30-April 4, Dobritch said. St. Louis Police Circus is to be April 23-May 3. Des Moines Shrine Circus is May 15-16.

CNE afternoon grandstand show  
(Continued on page 48)

## Indiana Fair To Buy Shows January 16

INDIANAPOLIS—The Indiana State Fair will buy attractions for its coliseum and grandstand and award contracts for its novelty concessions at a meeting here in the Administration Building January 15-16.

The Coliseum show, which annually features TV, motion picture and recording names, had Tennessee Ernie and Molly Bee heading up the first segment of two performances last year, while Bob Hope, flanked by Betty Johnson, Everly Bros. and Paul Anka were in for the second half of the split program. Hetzer's Theatrical Agency produced the night grandstand show.

The midway contract for '59 was awarded to Gooding Amusement Company several weeks ago, and the Jack Kochman thrill show was again booked for the fair.

## Jim Sorgi, Prexy Of Am. Fireworks, Dies in Cleveland

HUDSON, O. — Jim Sorgi, founder of the American and Hudson fireworks companies here, died December 19 in Lakeside Hospital, Cleveland, at the age of 72. Burial took place December 22 in St. Mary's Church Cemetery, Hudson.

Born Vincenzo Sorgi in 1886 in Avezzano, Italy, the son of a fireworks manufacturer, he came to the United States when 18 years old and went to work with a railroad construction crew in Ohio. When the line reached Hudson he quit the job and took a succession of jobs and in 1910 organized the Hudson Fireworks Company. Seven years later Alex DiMichele, who sister Sorgi later married, became his partner. Later they dissolved the partnership, with Sorgi forming the American Fireworks Company and DiMichele retaining Hudson Fireworks.

Surviving are his widow, Lucy, and a son, James, who plans to continue the business.

## HARRY KAHN INKS THRILL SHOW FOR '60

WAPAKONETA, O. —

Harry Kahn, veteran manager of Auglaize County Fair here, isn't taking any chances on not having a thrill show for 1960. He recently closed with Aut Swenson, owner-manager of the Swenson Thrillcade, to play the fair on August 11, 1960. Kahn reports he was interested in getting the show for this year's fair, but Swenson couldn't route that way due to prior commitments.

## Arizona Sports Show Leases Fair Buildings

PHOENIX—Third Annual Arizona Sports Show sponsored by the Arizona Game Protection Association will start at the State Fairgrounds February 11, George W. Blake, producer of the show for the first time, said.

Blake, formerly manager of the Arizona State Fair, has signed a two-year lease on the two main buildings and Plaza area and stage for the event. He will be assisted in the show production by Harrald Harper, Ken Baker, and Phil Arden.

## Whitney Park Hit By \$400,000 Fire

SAN FRANCISCO—Fire of undetermined origin gutted a big warehouse at Whitney's Playland-at-the-Beach here Friday night with the damage likely to run more than \$400,000, a spokesman for the zone said.

Five firemen were hurt in the blaze that was fanned by a strong ocean breeze. More than 150 firemen responded to the four-alarm that took more than two hours to get under control. Lack of water pressure was also said to have handicapped the firemen and they had to pump directly from the ocean and a nearby plunge. A steady downpour of rain failed to help and buildings, including a hotel, had to be evacuated.

An antique — and complete—Merry-Go-Round, a number of horses for replacements, other amusement devices and a valuable collection of Paul Gustave Dore paintings, were among the irreplaceable items destroyed.

George K. Whitney Jr., president of the park, said that no consideration had yet been given to rebuilding. While the fire upset all schedules here, he declared that work would continue on the expanded Kiddieland.

The L-shaped warehouse was at one time Hopkins Gym, where a number of famous fighters trained.

## Calgary Adds Rodeo To Fall Horse Show

CALGARY, Alta. — A new venture by the Calgary Exhibition and Stampede, Ltd., in 1959 will be the addition of rodeo competitions to its annual horse show and presentation of the event during the week of October 26-31. It will take the place of the horse show usually held in May.

Decision to completely change the format of the horse show to include competitive rodeo events was endorsed by directors following recommendation by the horse show committee.

## PNE Gross Take Hits \$1,625,075

Tops Record '57 by 29.6 Per Cent; Net Operating Profit Is \$135,775

VANCOUVER, B. C.—Pacific National Exhibition gross earnings for the fiscal year ending September 30 set a new record of \$1,625,075, L. M. Barr, honorary treasurer, reported at the annual meeting here recently. The earnings were 29.6 per cent higher than the previous peak which was reached in 1957.

Joseph F. Brown, president, in his annual report said: "Our fair stands on the threshold of an immediate future that I am confident will place us among the giants."

He said the 14-day fair planned for 1959, to open Saturday, August 22, with first-ever Saturday parade, would help to put the PNE on a level with the top fairs of North America.

Indicating future plans, he said, "I feel the time is ripe to plan a five-year development blueprint that envisages landscaped perfection at Exhibition Park."

The treasurer stated that after expenditures, which included renovation of the Pacific Showmart (\$74,188), construction of the new Gayway (\$352,558), roofing and seating at Empire Stadium (\$90,934), there was a net operating profit of \$135,775.

Barr pointed out that these figures cover a 13-day fair, compared to 11 days in previous years, and the PNE also had to contend with two days of rain, unsettled labor conditions and "a great deal of competition from other centennial year entertainment."

He said 1958 was a year of high capital investment. "But," he added, "in 1959 we feel we will benefit from these expenditures, particularly those in Empire Stadium, the new Playland amusement area and the rehabilitation of the Pacific Showmart."

President Brown reviewed the

highlights of the 1958 fair, describing it as "more exciting and more of a challenge than anyone thought it would be."

He reminded directors that next year's fair, with a "Salute to the Orient" theme, will run 14 days, with a predicted attendance of more than a million people. This year's attendance was 924,817.

## Schuler Joins 'Ice Follies,' Visits Paris

NEW YORK — Publicist Charlie Schuler left by jet airliner Wednesday (24) on a 16-day visit to Paris, where he will catch the winter circuses (Medrano and L'hiver) and visit with friends. Before leaving he reported signing with the Shipstads and Johnson's "Ice Follies." He was with the Clyde Beatty Circus last season.

Schuler will travel with the show and Bob Hickey will continue on advance publicity. He finishes February 22 on the Al Sirat Grotto Circus date in Cleveland, and starts March 2 in the same city for "Ice Follies."

## Sports-Travel Show Set for Miami Beach

MIAMI — The 1959 Miami-Miami Beach Sports and Vacation Exposition will be held at the new Miami Beach Exhibition Hall from Saturday thru Sunday, March 14-22, just prior to Easter.

Director of the event is Frank Jenkins, formerly associated with the Detroit Sports, Boat and Travel Show for 12 years, who projected expectations of 200,000 paid admissions.

Promoters have minimum bulk exhibit space selling for \$1 per square foot for 500 feet. Standard booth charge is \$1.50 per square foot. A wide range of industries have already responded to initial announcements by taking space, Jenkins said.

## Salk Vaccine Seen as Factor In Increased Circus Grosses

JEFFERSON, O.—Elimination of polio probably is one of the major factors in increased circus business of the past couple of years. Yet this is largely overlooked by most observers.

That is the opinion of advance and contracting people with Mills Bros. Circus. George Lawrence, of the Mills staff, points out that in past years some 10 or 15 days would be knocked out by the effect of polio scares in various localities. Moreover, there would be some hesitation in the minds of some people in almost every other city played during the late summers.

Now, thanks to the Salk vaccine, circuses no longer lose that two weeks or so to polio. And the results are reflected in the increased takes of the past couple of years. Lawrence also recognizes several other factors are important in adding this business.

Among these is the disappearance of TV as a competing attraction.

In the case of the Mills show several other changes helped give it the volume of business it had in 1958. Phones were down but ticket wagon sales were the strong-

(Continued on page 54)

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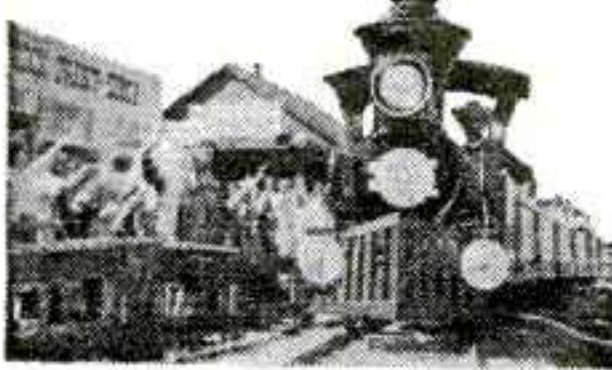


A. Gondeck, operating at Pleasure-bound Park, Rye, New York, says: "Have never enjoyed anything so much as the installation and net profits BIG ELI has returned to me. My Wheel is tops." Another satisfied owner writes: "Receipts were very satisfactory. The Wheel is one of the few rides that paid for itself the very first year." Have you considered a Wheel for your Park installation or portable operation? Ask about a BIG ELI Wheel for 1959. Write for Price List A-73.

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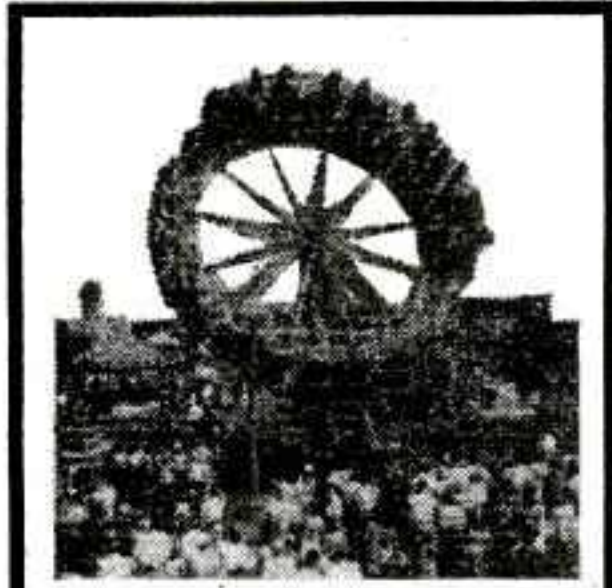


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**Yorkton, Sask., Brandon Ex Fair Has Big '58 Season**

YORKTON, Sask. — Norman Roebuck was re-elected to a fourth term as president of the Yorkton Agricultural and Industrial Exhibition Association, Ltd., at the annual meeting. Bert Hepburn was re-appointed secretary-manager.

The past year was regarded as one of the most successful in the fair's history. A new grandstand with double the seating capacity of the old one was constructed at a cost of more than \$60,000 and the association is now entirely free of debt, with a cash surplus of some \$2,500.

The meeting was reminded by the president that 1958 was the first year since 1941 that the board has operated with a full-time secretary-manager.

Weather was excellent for the summer exhibition, he commented. Paid gate admissions totaled 22,182, an increase of 12 per cent over 1957, and the grandstand figure was 13,199 admissions, an increase of 2,000.

The meeting accepted the resignation of Percy Tinker, a director for 22 years, an honorary life member of the association and an honorary life member of the Western Canada Fairs Association. Elected to the directorate were E. Stanley Wood and R. J. R. Bonnieland. All other 11 retiring directors were re-elected.

**Lethbridge, Alta., Plans 500G Fair Stock Pavilion**

LETHBRIDGE, Alta. — Plans for a \$500,000 livestock pavilion to be built at the exhibition grounds were announced at the annual meeting of Lethbridge and District Exhibition shareholders.

President W. L. McGillivray said it will house 400 head of cattle and will have show and sale ring facilities, office space, board rooms and rest rooms. Eventually it might fill the need for several types of community projects. Some headway has been made in financing the project, he said.

He felt a new building is needed to insure the growth of the annual exhibition and stampede and the caliber of various other activities such as cattle sales.

The 1959 exhibition will again be held for four days, but the parade will be held on the first day, McGillivray said. In 1958 the parade was on the second day of the fair, and the rodeo was featured on the last three days. There is a possibility the rodeo will be presented for the four days in 1959, he said.

Siebrand Bros.' Circus and Carnival has been signed for the midway, but a grandstand show has not yet been inked. It will be the third season at Lethbridge for the Siebrand show.

The financial statement showed a profit of \$5,645 on the year's operations. Operating profit was

**Brandon Ex Maps 282G Plant Plan**

BRANDON, Man.—Plans for a five-year renovation and expansion program to cost more than \$282,000 have been announced by F. O. Meighen, president of the Provincial Exhibition.

To finance the program, phases of which will be started immediately, the board will borrow \$50,000 in a bank loan and make use of federal government grant credits for capital expansion purposes.

Two phases of the program, a \$13,000 renovation of exhibition park toilet facilities, which have to be completed before next summer's fair, and primary work on replacements of the exhibition electrical services, will be started forthwith, Meighen said.

A request for an annual grant will be made to the city. Ratepayers a few weeks ago rejected a money by-law which would have provided an annual grant to the fair over a 10-year period, but, said Meighen, "we feel that a grant of \$10,000 is not out of the way."

Announcement of the building and expansion program, termed by the president as necessary "to meet the most minimum requirements" of the exhibition, came as a result of recommendations by a three-member investigation committee set up immediately after last summer's exhibition.

One of the main items in the program is extension of sewer and water facilities.

As a result of the water shortage on the grounds, Meighen said, insurance premiums will likely be increased 25 to 35 per cent. The renovation of water facilities will likely cost \$30,000 and will start early in the spring.

Meighen said the time had come when a program of rehabilitation could not be delayed any longer. Two events had made the board's decision essential, the fire loss of the horse barn last summer, due mainly to lack of water supply, and the fact that the greater part of the toilet facilities on the grounds were "absolutely condemned" by the health department.

"It is not a matter of repair, but complete replacement," Meighen said.

Other projects planned and their estimated cost are: Remodeling of trade fair building, \$27,000; repairs to brick cattle barn, \$11,500; repairs to horse barn No. 2, \$4,500; repairs to automobile building, \$12,000; repairs to display building, \$12,000.

Special attention will be given the need for a 4-H building expected to cost about \$70,000.

Not included in the expansion estimates is the grandstand, built before World War I, but, said Meighen, "we feel in the next two or three years it will require a tremendous expenditure."

\$17,124, but \$11,479 was spent on plant improvements.

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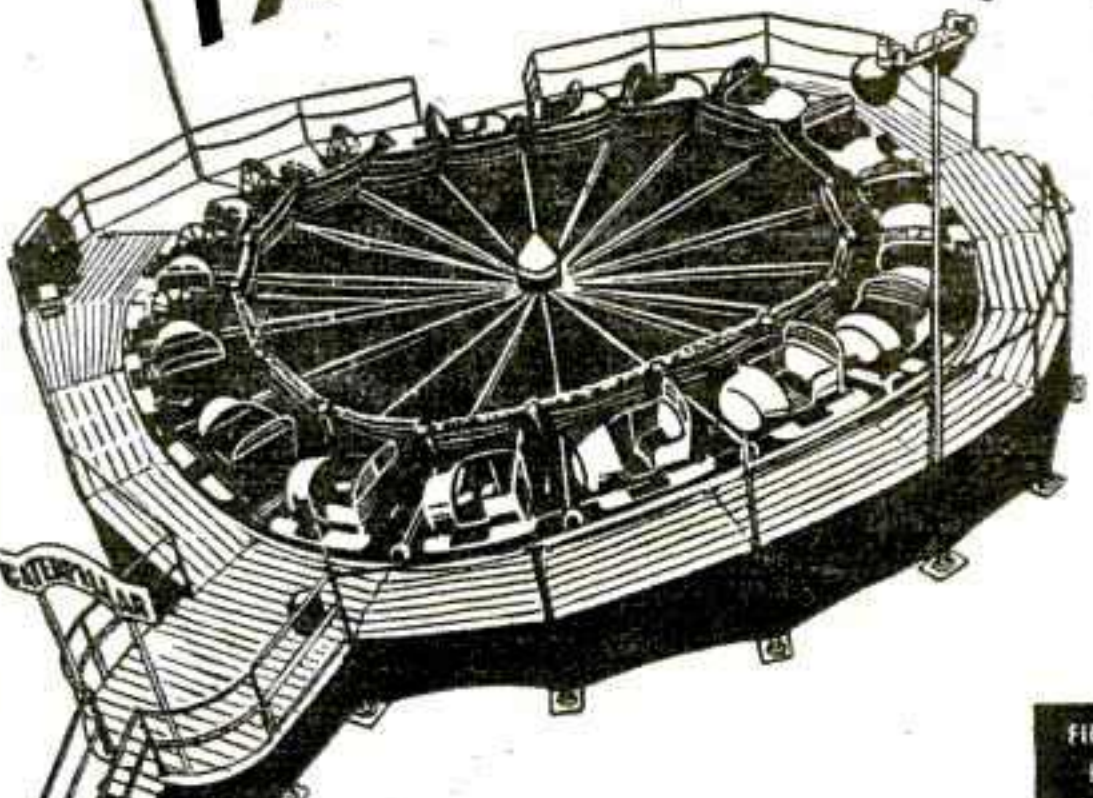
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## More Coliseum Money Needed At Knoxville

KNOXVILLE, Tenn. — Immediately after he discovered that bids on construction of an auditorium-coliseum here were approximately \$824,000 more than was available, Mayor Jack Dance announced he would recommend that the city council call another referendum to determine if local citizens wanted to go ahead with the project.

City voters previously authorized a \$3,000,000 bond issue for the auditorium-coliseum work, but bids totaled \$3,273,178.35, some \$824,400 more than is available for the project. A total of \$551,311.25 has already been spent for land, architects, city payroll and miscellaneous items, leaving \$2,488,588.75 available to apply on the work.

## Jacksonville Auditorium Plans Ordered

JACKSONVILLE, Fla. — City Commission has authorized the local architectural firm of Kemp, Bunch & Jackson to draw preliminary plans for a municipal auditorium on the downtown riverfront.

Commissioner Claude Smith Jr. said he hopes the plans will be ready in three or four months so a cost estimate for the 3,800-seat auditorium can be set.

As soon as cost figures are available, he said, city officials can get together with Duval County's delegation to next April's session of the Legislature to discuss means of financing the auditorium construction.

## Ebensburg, Pa., Fair Reorganizes With New Sponsor

EBENSBURG, Pa. — Cambria County Fair has undergone a reorganization and the Cambria County Legion Recreation Association, which owns the plant, has taken over sponsorship, Frank Morley, secretary, announced.

Previously the legion leased the sponsorship to an organization known as the Cambria County Fair Association. The fair's name will be retained.

Penn Premier Shows has been signed to provide the midway attractions. Fair will open on Labor Day with horse racing. A band festival is planned and the board is working on a firemen's parade.

Officers, in addition to Morley, include Edwin F. Green, president and manager; Clay Harshberger, vice-president; Guy E. Huber, treasurer, and Edward Rex, Charles Swab and Joseph Bernard, directors.

## Milwaukee Arena Publicist Accepts Galveston Post

MILWAUKEE — Frank A. Widmann, director of publicity and promotion of the Milwaukee Auditorium-Arena, has resigned his post to take the job of director of the Galveston Convention, Tourist and Publicity Bureau, Inc., in Galveston, Tex.

Prior to joining the Auditorium-Arena staff in 1956, Widmann had been assistant manager of the Milwaukee Association of Commerce Convention Bureau for four years.

The Galveston bureau is an organized effort on the part of the hotel interests in increasing the area's convention and tourist volume.

## ARENAS & AUDITORIUMS

### Principal Ice Shows Enjoy Banner Season, New Highs

By TOM PARKINSON

THE NATION'S PRINCIPAL ice shows are continuing to register very good business this season. "Ice Follies," "Ice Capades" and "Holiday on Ice" all have registered major gains in many stands. "Ice Follies" enjoyed especially big business at such places as Detroit and Chicago.

Morris Chalfen, president of "Holiday on Ice," states that this has been his best year. Business moved up during the recession, he recalls, and now it is even better. New records are being set in numerous places.

Statistically, "Holiday on Ice" has registered increases of as much as 30 per cent in some places. Nine-tenths of the stands are up 12 per cent or more. Even more significant is the fact that none of the "Holiday" stands has been down from last year.

WHAT'S BEHIND THIS better business? Chalfen reasons that the public "wants out of the house." He believes that the peak appeal of TV is gone and that more people now are ready to go out again if the attraction is a good one.

All this good business is in a field that once was given a maximum of 10 years' existence and already has more than doubled that. Ice show people now are much less likely to estimate a limit on the popularity of their enterprise.

Despite this there seems to be little likelihood that additional units will be framed or revived. A couple of years ago "Holiday" discontinued its second unit, a smaller show to play smaller places. Immediate reason was the weak business done at that time. But the longer range reason, and the reason that there is little chance of a revival is that costs are too high.

CHALFEN POINTS OUT that the difference in expenses between a No. 1 unit and a No. 2 unit is not great enough to make the second feasible. But while the costs are about the same for the two sized shows, these costs are going up for both. And the smaller show, playing in buildings with less capacity and less drawing area, grosses less. As he sees it now, there is just no place for the second show.

## Melfort, Sask., Elects Schmidt; Shows \$4,870 Net

MELFORT, Sask. — Walter J. Schmidt was elected president of the Melfort Agricultural Society at the annual meeting. He succeeds George Lancaster who had held office for two years.

Vice-presidents are Robert H. Anderson, and Dave Vansickle. C. D. Manson continues as secretary-manager.

Profits of \$4,870 on the three-day summer fair and \$6,886 on the year's operations were reported.

Exhibition receipts totaled \$24,642 and expenses were \$19,772. Gate receipts were \$8,480, the grandstand drew \$6,222, midway \$4,164, concessions \$1,165 and pari-mutuels \$1,062.

Top fairtime expenditures included \$5,231 in prize money, \$3,729 for attractions and \$2,125 for horse races.

The money figure for the year was \$49,384 and the outlay was \$42,498. Bank balance as of September 15 was \$7,739.

Activities during the year included the summer fair, a fall swine show and sale, regional seed fair, poultry show and sale and 4-H club show and sale.

## San Antonio Sports, Boat Show Set for March

SAN ANTONIO, Texas — The third annual San Antonio Sport and Boat show will be held here March 3-8 at the Joe Freeman Coliseum sponsored by the Alamo Boat Club and produced by Charles and Bob Coffin, of Double C. Productions.

There will be a 45-minute stage show nightly with artists to be announced at a later date. The show will run from 6 to 11 p.m. the first four days and from 1 p.m. to 11 p.m. the final two days. Some two and a half months prior to the show, 98 per cent of the exhibit space has been sold, it was claimed.

## CSRA Expects Busy Season

DAYTON, O. — The heaviest auto racing schedule in years looms for Central States Racing Association in 1959, local offices of the racing body disclosed.

Bulk of the year's racing activities will center on fairs in the Midwest and South, Norm Witte, association secretary, announced, and promise to approach the 125-date schedule of both speedways and fairs which marked CSRA competitions prior to 1942.

## Red Deer, Alta., Reports \$7,000 Profit on Fair

RED DEER, Alta. — Henry H. Bjorkland was elected president at the annual meeting of the Red Deer Agricultural Society. He succeeds J. C. McKinnon, who retired after two years at the helm.

Vice-presidents are Terrance Oldford and Mrs. William McPharlane, and secretary-treasurer is D. W. Robertson.

The three-day summer fair yielded a profit of \$7,000, it was reported. The society paid out prize money totaling \$8,520 in the junior livestock and domestic arts classes.

## Estevan, Sask., Renames Fair Prez

ESTEVAN, Sask. — E. P. Rae was re-elected president of the Estevan Agricultural Society at its annual meeting.

Vice-presidents are R. Galloway W. Gates and H. Carlsberg. W. R. Cantlon is secretary-treasurer and Duncan Gates was named honorary vice-president.

The financial statement showed that the difference between assets and liabilities was, at October 31, \$60,065 more than in 1957, and while there was a deficit in operations of \$6,085 the balance has increased due to capital grants, \$39,846; capital donations, \$9,717, and competitions, \$16,537.

## Honor Four Sask. Execs

YORKTON, Sask. — Honorary life memberships were presented four members of the Yorkton Agricultural and Industrial Exhibition Association at the third annual president's dinner.

Honored for "their unselfish, outstanding service and example of citizenship at its very best" were Robert G. Bryan, Howard Jackson, Sam Dodds and Walter Boucher. Presentations were made by Norman Roebuck, president.

Bryan joined the board in 1917, served 27 years and was president from 1921 to 1928. Since 1904 he has missed only one Yorkton exhibition. Dodds joined in 1920, served 11 years and was president in 1930. Jackson, Yorkton's city clerk and a shareholder since 1933, was recognized for his close cooperation with the agricultural society. Boucher was honored because he has played a leading role in 4-H Club work and improvement in livestock and general good farm practice.

A presentation was also made to Mr. and Mrs. F. W. Davis, who were leaving the city. Davis had been a director for eight years and chairman of the board's finance committee.

## Guy Davenport Leaves Placerville Fair Post

PLACERVILLE, Calif. — Guy Davenport has resigned as secretary-manager of the El Dorado County Fair here, effective March 31. Davenport, who served in this post for six years, submitted his resignation to the board of supervisors. It was accepted.

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# THE FINAL CURTAIN

**BOFFINGTON—Robert S.,** 59, carnival concessionaire since 1919, November 3, 1958, of a heart ailment in University Hospital, Augusta, Ga. Survived by a brother, C. D., Augusta, and a sister.

**BRYER—Lillian,** 47, veteran concessionaire who was with Cetlin & Wilson Shows last season, December 18 in St. Louis from cancer. She had been in the concession end of the business for 30 years. Survivors include two brothers, Izzy and Tommy Wells; three sisters, Mrs. Ida Davis, Mrs. Marion Fulton and Mrs. Dale Thompson, all of whom are in outdoor show business; three sons, Jack, Robert and Harry and a daughter, Mrs. Belva Pool. Funeral services were held December 20 in St. Louis with burial in Omaha.

**CHASM—George A.,** 72, concession manager of Ogle County Fair, Oregon, Ill., December 18 in Rockford (Ill.) Memorial Hospital following a heart attack. Burial December 20 in Oregon.

**DUSTIN—William T.,** 75, clown, December 23 in Sedgewick County Hospital, Wichita, Kan., of throat cancer. In past years he had been with the Ringling, Tom Mix, 101 Ranch and Clyde Beatty shows.

**ERICKSON—Hazel,** 60, who with her husband, C. L. Erickson, was a carnival concessionaire for the past 12 years, December 20 in Masonic Memorial Hospital, Minneapolis. For the past four years they toured with the Carroll Greater Shows. She was a member of the Ladies' Auxiliary, Midwest Showmen's Association. Also surviving are two sons, Robert, Minneapolis, and Richard, Sioux City, Ia.; a brother, seven sisters and five grandchildren. Burial December 23 in Hillside Cemetery, Minneapolis.

**GOBEL—Faye,** wife of George L. Gobel, circus promotion man, at a Chicago Heights, Ill., sanitarium December 4 of cancer. She had been office manager for promotional crews and her husband's Apex Attractions. Survivors include her husband, who has been with King, Beatty and Hagen circuses. Burial was at Warsaw, Ind., December 7.

**HOPE—Wilfred,** 80, former billposter for outdoor shows, October 25 at his home in Scranton, Pa., it has just been learned. In past years he had been with the Barnum & Bailey and Buffalo Bill Wild West shows and in 1943 and 1944 with the Ringling-Barnum circus. He retired a number of years ago.

**KEAWE—Charles A.,** 64, former outdoor entertainer, musician and radio artist, November 25 in Lincoln Place, Pa., following a stroke. His father was a full-blooded Mohawk number of carnivals and circuses including Dodson's Worlds Fair Indian and his mother a native of Hawaii. He had been with a Shows, Dr. Leon Shows and others. He served in the U. S. Navy in World War I. Survivors include his wife, Grace.

**MAY—James L.,** concessionaire at Ohio fairs, December 13 of a heart attack at his home in Palmetto, Fla. Survived by his widow. Burial December 18 in Mount Calvary Cemetery, Fort Jennings, O.

**McGARRY—Charles H.,** 60, last surviving member of the six McGarry brothers, former

vande dancers, December 23 at his home in Toledo. The act played most of the major vaude circuits of yesteryear, and more recently McGarry had a trained dog act. Surviving are his sisters, Mrs. Florence Morrin, Erie, Mich., and Mrs. Annie Eichenberg, St. Petersburg, Fla. Services December 26 and burial in Calvary Cemetery, Toledo.

**NIXON—James H.,** 57, theater manager, sports promoter and former treasurer of the Municipal Auditorium, Kansas City, Mo., December 21 in St. Joseph Hospital, Kansas City. He began his career as a theater candy butcher in Kansas City and at one time was a partner in A. & N. Presentations, booking agency. Survived by three daughters, two sons and two brothers.

**ROONEY—Mrs. Hermine (Minnie),** 68, former Ringling Bros. Circus bareback rider, recently in Maumee Hospital, Toledo. She was born in Germany while her English parents were on tour with a circus her father operated. Until 20 years ago she was a featured performer with the Riding Rooneys troupe on the Ringling and Hagenbeck-Wallace shows. Until her illness three months ago she was active in show business with a dog act known as Minnie Rooney and Her Pets. A brother, Joseph Hodges, Peru, Ind., known professionally as Joe Hodgini, and his two sons are bareback riders. Also surviving is a sister, Mrs. Hattie McCree Keesbury, Toledo, a bareback rider until she suffered a back injury in a 1918 train wreck. Services December 29 and burial in Toledo Memorial Park.

**SORGI—Jim,** 72, founder of the American and Hudson fireworks companies of Hudson, O., December 19 in Lakeside Hospital, Cleveland. Burial December 22 in St. Mary's Church Cemetery, Hudson. (Details in General Outdoor section.)

**TILYOU—George C.,** 56, president of Steeplechase Park, Coney Island, December 26 of a heart ailment. (Details in Parks section.)

**TWYMAN—Hazel Hurd,** who with her husband, Fred, operated the Hazel Hurd Players for many years, December 21 in Salt Lake City of a hemorrhage. She was well known in rep circles thruout the Midwest and retired in 1938 to make her home in Kingman, Kan. Besides her husband, she is survived by a daughter, Mrs. Don Null, Sioux Falls, S. D. Burial December 23 in Kingman.

**WENZEL—Patricia Ann,** daughter of Mr. and Mrs. Frederick Wenzel, December 1 in Chicago. Her mother is a former circus performer and her father had been on the staff of several outdoor shows and also operated his own attractions. Also surviving is a brother, Edward. Burial in Chicago.

## MARRIAGES

**COOPER-CARR—** Thomas J. Cooper, showman, and Martha Carr, nonpro, of Brockton, Mass., December 24 in Tampa.

## Miscellaneous

Matchstick City: St. Petersburg, Fla., 5-10.

## Carnival Routes

Glades Amuse. Co.: (Fair) Arcadia, Fla., 13-17.  
Miller, Ralph R.: Cameron, La., 12-19.  
Page Combined: (Fair) Date City, Fla., 12-17.  
Scott, Turner, Rides: Daytona Beach, Fla.

## Ice Shows

Holiday on Ice of 1959: Rock Island, Ill., 5-6; Lansing, Mich., 8-13; Milwaukee, Wis., 15-25.  
Ice Capades, 18th Edition: Seattle, Wash., 5-11; Vancouver, B. C., 12-17; Edmonton, Alta., 19-24.  
Ice Capades, 19th Edition: Boston, Mass., 5-11; Providence, R. I., 12-21; New Haven, Conn., 22-28.  
Shipstads & Johnson's Ice Follies of 1959: Philadelphia, Pa., 5-11; New York 13-25.

## Legitimate Shows

Beryozka Russian Folk Ballet: St. Louis, Mo., 7-8; Chicago, Ill., 9-15.

## Athens Fair, Page Treat Youngsters

ATHENS, Ala. — The Limestone County Veterans Fair Association, the local VFW, American Legion and Disabled Veterans joined forces with Page Bros. Shows here last week to play host to several hundred underprivileged children at a fairgrounds Christmas party.

Ed Shelton, fair manager, was in charge of the event, with Beasley Thompson, Legion commander and editor of the local newspaper, as emcee. W. E. (Shotgun) Page, owner of the midway organization, which is wintering here, and several members of his crew erected rides, and the kids received their share of this entertainment.

Santa Claus handed out toys, fruit, candy, nuts and warm clothing, and the kids saw a show that included Marquis the Magician.

## Bland, Va., Elects J. H. Kisner, Prexy

BLAND, Va. — J. H. Kisner is president of Bland County Fair Association. Other new officers are G. R. Brown and Kyle Crabtree, vice-presidents; T. E. Mallory, secretary; Mary Magler, assistant secretary, and Ralph Reynolds, treasurer. Directors are A. G. Updyke, Olin Munsey, George Peery, Marvin Clark, G. C. Havens and Garnett Strook.

Gate admissions approved were 75 cents on Saturday with a charge of \$1 after 6 p.m.

## New Swiss Rink

GENEVA, Switzerland — This year-round tourist center recently opened an ice palace which is claimed to be the finest in Europe. The building is 313 feet long and 270 feet wide. It is entirely closed in and has no interior columns.

The rink is heated in winter and is said to have double the illumination of any other indoor rink. The ice surface can accommodate 1,500 skaters and there are seats for 4,200 spectators.

Gilda Lee writes that her mother, Mrs. Zella Lee, is critically ill in Forrest General Hospital, Hattiesburg, Miss.

## Needy Kids Hosted by Ohio Club

COLUMBUS, O. — The Greater Ohio Showmen's Association, under President F. C. Cook, held its second annual Christmas party for underprivileged children here Saturday (20) in Association Hall.

First, the moppets were given lunch and then taken to a nearby theater for a matinee motion picture. Upon their return to the hall they were served refreshments, and Santa (Lawrence Moore) Claus passed out toys and stockings filled with candy, fruit and nuts.

Assisting President Cook were Mrs. Cook, Mrs. Nellie DeBelle, Clarence Burns, Eugene McDonald, Chaffin, Gabe Sterling, Mrs. Barrow and her daughter, Clara.

That evening a party was held for club members, with Homer Dearwester donning the red suit and white whiskers.

## Harry McGruder Is Named Manager Of Great Western

LOS ANGELES — Harry F. McGruder, former acting secretary-manager, has been named manager of the Great Western Livestock Show, which drew a record crowd of more than 102,000 during the six-day run ending Nov. 26.

The free-gate event featured Rudy Bros. Circus, which gave two shows daily to turnaway crowds; rodeo, produced by Andy Juaregi and Lyse Greeman, on Saturday and Sunday, and a variety show produced by Norman Carroll. An admission to the rodeo, however, was charged.

Publicity campaign for the show was handled by Norman and Shirley Carroll.

## Ohio State Ends in Red

COLUMBUS, O. — The Ohio State Fair lost a reported \$29,375 on its 1958 operation. Total expense was \$940,469 and receipts amounted to \$911,094. Out of receipts this year the federal government wants \$40,000 for four years of retroactive taxes.

## White Horse Act Booked at Toronto

GOSHEN, N. Y. — The Ward Beam White Horse Troupe has been booked as an afternoon feature at the Canadian National Exhibition, which begins a nine-day run in Toronto August 28.

Beam acquired title to the White Horse Troupe a year ago. He will present an augmented version of the attraction.

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## Brunsons Ink Indio, Del Mar

HOLLYWOOD — Hollywood Theatrical Agency, headed by the nation's only husband-wife booking team, Newton (Carolina) and Jo Brunson, will produce the show at the Riverside County Fair & Date Festival in Indio for the 10th year and again stage attractions at the Southern California Exposition in Del Mar.

In Indio, the Brunsons will feature the Zacchini cannon act for the full 10-day run starting February 14. They will also produce the free afternoon and kiddie shows.

At Del Mar, the Brunsons have booked the Loden Water Show for the first five days of the event in late June. They will again book and produce the Don Diego Variety Show. Both attractions are free as the event has a one-pay gate.

INVERMAY, Sask. — Clarence Pikey was re-elected president of the Invermay Agricultural Society, with Ronald Knight and Harold Fogg as vice-presidents and Mrs. K. A. Lee secretary. August 5 was set as the tentative date of the 1959 fair.

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## HAVANA BUSINESS SOARS FOR PACKS

**Crowds Increase Over Light '57; Attendance Records Established**

HAVANA—Tom Packs Circus reported big business for its annual holiday engagement at the Coliseo Nacional de la Ciudad Deportiva here.

Show sources made no mention of tension or conflict in the city as a result of intensified action between the national and rebel forces in Cuba.

Business for the circus has been as much as 40 per cent above last year at some performances, and all performances showed some increase, the circus said.

Opening performance, December

19, drew 8,000 people for a benefit. An all-time Cuban record was set on a Saturday when 12,000 were present for a 2 p.m. show. On the same day there were 11,000 at 5 p.m. and 6,000 at 9 p.m., giving a day's total of 27,000 people.

Option has been taken up for next year, it was reported by Jack Leontini of the Packs staff. The current run ends on January 4.

Afternoon performances have been surprisingly good and evenings are on the light side but far better than last year. Several performances have been sold outright to government agencies, banks and other organizations.

## Capell Shoots Sick Elephant

COOLIDGE, Ariz. — Capell Bros. Circus & Carnival had to shoot an elephant, Trixie, when it became ill with a poison condition. H. N. (Doc) Capell said that elephant men and two vets battled for 23 hours to keep the bull in chains and treat it.

However, it broke the chains and bolted thru a big fence. It was shot as it headed for some other buildings and houses. Capell said he expected to replace the elephant soon. It was purchased by Capell Bros. from Dailey Bros. Circus in 1951. Recently it was on display at Jack Adams Alligator Farm, Mesa, Ariz.

## Camden Holiday Line-Up Detailed

CAMDEN, N. J.—The Camden Christmas Circus, presented by the VFW, December 17-20, included the following line-up:

Joe Basile's Big Top Band, Professor Keller's Wild Animals; the Two Bakers, hat jugglers; Geoff and June Dewsbury, midjet clowns; Chicki Nobel's Dogs and Goats; the Great Gordo, one finger stand without glove; Marcia Hunt and her baby elephant; the Spinets, plate-spinners; Benny Jackson's Table Rock, the Four Fabulous Kelroys, Mabel Carlson's White Arabian Stallion; Mr. Sensation, breakaway cloud-swing; Hunt Bros. big five elephant act, and Paul V. Kaye, equestrian director and announcer.

Visitors included Marvin Case, Helen and Harry Hunt, Bob Dickman, Howard Y. Bary, Ray Sinclair, Eddie Arvida, Walter Ryan and family and Frank Mullins.

## 2 YEARS

## Beatty Owners Don't Long For R.R. Days

CHICAGO—With two seasons of motorized operation behind it now, the Clyde Beatty Circus appears pleased with trucks and away from the rails forever.

A basic reason is time. The Beatty show this season was frequently making rail-show jumps of nearly 200 miles. Trucks can do it, but the question in these times is whether the railroads would keep up that pace for a show train. An old rule on one Eastern line, for example, still stands to hold speed of a show train down to 25 miles an hour.

Financial side of this picture is not decisive. It costs about \$1,000 a day now to move the Beatty show. That is about what it used to cost on the railroad edition of the same circus. The early-day advantage of trucking, lower cost, now is gone, according to show managers, Frank McClosky and Walter Kernan.

The show also finds that highways take it anywhere, while the railroads serve fewer towns. Railroads and shows have been fearful of putting heavy-duty locomotives on unkept branch line rails.

The Clyde Beatty Circus was the last circus to operate on rails. It wound up the 1956 season on rails and then turned to trucks.

## R. M. Harvey Article in Booklet Form

PERRY, Ia. — Eighteen newspaper articles about circus life, written by R.M. Harvey, have been reproduced in a booklet prepared by the Chief Printing Company here. The articles appeared originally in The Perry Chief and are part of the series still being done by the veteran agent.

## Keller Animals At Diano Quarters, Set With Ringling

CANTON, O. — Prof. George Keller has his wild animal act at the Tony Diano Ranch near here and is breaking new cats and new tricks.

In New York last week, Al Dobritch revealed that he has booked the Keller animal act to be with Ringling Bros. and Barnum & Bailey Circus for its stands in New York and Boston.

## European Report Has Moscow Circus Coming to America

STUTTGART, Germany — The Moscow State Circus is touring West Germany and opened here December 26. Reuters, the British news agency, reported the show was scheduled to play six other stands "before going to Austria and the United States." A West German circus will go to Russia in exchange.

## Tim McCoy, Carson & Barnes Expand Western Features

HUGO, Okla.—Col. Tim McCoy again will be with the Carson & Barnes Circus, and his part in the show will be considerably expanded, it was announced here last week.

Western star McCoy was with the show for a successful tour last season. Aiding the show's business were his appearances on two major TV shows, \$64,000 Challenge and "This Is Your Life."

McCoy's section of the big show in 1950 will include Indians, stagecoach attack, trick riding, sharp shooting, roping, Indian dancing and sign language. He works in the big show rather than in a concert.

Jack Moore, manager and co-owner of the circus, returned recently to quarters here with some new animals purchased from Ringling. Included is an elephant, Josky, bringing the Carson-Barnes herd to five bulls.

Charles R. Mason is general agent, and he said that a special type promotion program is being worked out and that it will be an innovation in the circus field.

Floyd (Breezy) Hill, last season with Famous Cole Circus, will be with Mason on the Carson-Barnes show this year to assist with the special promotional work.

Jack Turner has completed work on ape and snake pit shows.

## Mills Brothers Scout Europe Circus Centers

CLEVELAND HEIGHTS, O. — Jake and Jack Mills, co-owners of Mills Bros. Circus, have returned home here after a 10-day tour of European Christmas circus centers.

They caught shows at London, Hamburg and Paris. Jack Mills said that prospects were good for signing a number of strong acts for the coming season. The brothers scout talent in Europe each winter and follow up with contracts for the acts they will import.

## Milwaukee Journal Gives \$1,000 More To Circus Museum

MILWAUKEE — The Milwaukee Journal has given the Circus World Museum a check for \$1,000, bringing the paper's total donations to \$4,000, it was announced by the museum fund raising committee. The total is in addition to the Journal's contribution of the Harry Atwell collection of circus photographs.

The committee is conducting a drive to raise \$150,000 with which to launch the museum at the former Ringling Bros. quarters in Baraboo, Wis.

## Dobritch Pacts

Continued from page 44

also was being sought by several shows. Figuring in it were Ringling, Beatty-Cole, and others. It was played last year by Aut Swenson's Thrillcade and the year before that by Ringling.

At the CNE a name artist, to be announced later, will be added for the 14 matinee performances. A slight increase in the price scale will also be put into effect. The tickets will range from 25 cents up to \$2. In recent years children had been admitted for 15 cents but this will be upped a dime.

Dobritch's fall dates start with the CNE, August 28-September 7. The CNE's full run is August 26-September 12. The Exposition Provinciale will be September 4-13 and Evansville Shrine Circus will be November 26-29. The Exposition contract call for a stage attraction with a major dance line plus comedy and aerial features.

## PROMOTIONAL MEN WANTED

Must be responsible, reliable. Must be ready to start immediately.

**JACK MILLS MILLS BROS. CIRCUS**  
2669 Euclid Heights Boulevard  
Cleveland Heights, Ohio  
Phone: FAirmont 10700

Preferably before noon or after 10 p.m.

## WANTED

10 Phonemen for Knights of Columbus, Jacksonville, Fla. Opening Jan. 5; three repeats; deals to follow. Plenty of taps. Eight months' work. All good sponsors. If you want a square deal, this is it. Pay 250¢. Jack Gifford, come on. Contact

**BUD PETERSON or BOB FOSTER**  
at Knights of Columbus  
Jacksonville, Florida  
Phone: FLanders 95936

## 3-PHONEMEN-3

CIRCUS BANNERS & UPC'S

Eleventh year here. Long season—top dates. Daily collection and pay.

**J. F. SHAFER**

Days only: Melrose 7-3192  
Room 401, Holiday Bldg.  
241 East Ohio St., Indianapolis, Ind.  
No advances. No collects.

## PHONEMEN

Needed to sell Peace Officer Associate Member cards and advertising in their bi-monthly magazine; plus a monthly and two annual Veterans' publications. Year around work in Akron, Cleveland, Columbus, Dayton, Toledo and other offices. Top commission.

**JIM VOELKL**

P. O. Box 5802 Columbus 21, Ohio  
HU 8-3025 (no collects)

## WANT VARIETY ACTS

For Saturday, January 24, Davenport, Iowa; two matinee shows and one evening show. Acts that do two or more—send full details and lowest flat price. John Armstrong, answer.

**Sunset Productions Co.**

P. O. Box 74 Loves Park, Ill.

## PHONEMEN

Two only who can sell tickets and stand prosperity. No lush. 18 towns ready.

**CHARLIE C. BROWNFIELD**  
SUNset 3-4481—Extension 33  
Yuma, Ariz.

## PHONEMEN

Book, UPC's and Banners

**CHR'M COMM.**

Phone: CH 3-2626

208 Dartmouth, N.E.  
Albuquerque, New Mexico  
No collect calls.  
Albuquerque, Boom City 1958, still booming.

## PHONEMEN

Starting Catholic deal for 8th year.

Adv. and reliable Men only. Also can place Man and Wife Team to work renewals in Pa. on vet deal.

Call Columbus, Ohio AMherst 8-6223

**TELEPHONE SALESMEN**  
Experienced in labor deals for sign boards and year books in California. Vary well sponsored and work right in labor temples.  
All year 'round work, very high earnings and plenty of taps and cut-offs.  
**MURRAY ROSS**  
1452 North 4th St., Room 2  
San Jose, California  
CYpress 7-0889

**NOTICE**  
Following Phonemen Call AT ONCE  
Don Owens, Lloyd Griffiths, Bob Reardon, Paul Kaye. Best deal ever, no charity.  
**BOB TAPPMAN**  
WH 8-7756  
White Plains, N. Y.

**2 PHONEMEN**  
Gentlemen who can get money. Church deal set solid. Carded, cutoffs, taps. Pay daily. Ralph Owens, Bob Mason, call me.  
**BOB PATTERSON**  
Dickens 5-4622 Charleston, West Va.

**3 PHONEMEN**  
For Veterans and Police deals. Deals starting in Delaware and Columbus, Ohio, Monday. Year-round deal. Ads and tickets.  
**J. F. STIMMEL**  
Phone: Mickyory 3-8748, Columbus, O.  
P.S.: Blackie Burns, come in.

**PHONEMEN**  
Circus banners and UPC's. Collect and pay daily. Opening Jan. 5 in Painesville, O.; Independence, O., and Fairview Park, O. Work steady all year.  
**MEARI, N. JOHNSON**  
Fairview Park  
EDison 3-0295, Youngstown, Ohio.  
Office: RI 6-8451.

**CIRCUS LOVERS! SAVE \$1.25**  
on this great new book by C. P. Fox, author of "Circus Trains" and "Circus Parade"  
Coming soon—big, beautiful picture book, TICKET TO THE CIRCUS, by Charles Philip Fox. All about the incredible Ringlings; color and clamor of the circus lot, clowns, animals, ringmasters and roustabouts. Over 400 rare and revealing photos. Only C. P. Fox could have written this intimate, heart-warming history of the Ringling Bros. Circus! A big book (8½"x11"), with big, beautifully printed rare photographs by the hundreds! Order now—save money.  
**MAKE NO PAYMENT WITH COUPON**  
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P. O. Box 2190, Seattle 11, Wash.  
Please reserve.....copies of TICKET TO THE CIRCUS at \$8.75 (after May, 1959, \$10).  
Delivery of books and payment, spring 1959.  
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## ROLLER RUMBLINGS

### Broad Steps Taken At RSROA Bd. Meet

MIAMI BEACH, Fla.—Preparations for international competition at the World Roller Skating Congress in New Zealand, opening January 6, highlighted the semi-annual Board of Control meeting of the Roller Skating Rink Operators' Association of America here.

The American team was slated to leave San Francisco December 28 and be away for 30 days, marking the most ambitious tour of this type in the history of the organization. Special exhibitions and tours will be included, with the team as guests of the New Zealand Roller Skating Association.

Representatives of Japan, India, Canada, Australia and England are scheduled to participate in the Congress. The prospects were evaluated by Charles E. Cahill, RSROA secretary-treasurer, as follows:

"Altho the field looked good for the American team—traditionally without peers—there was some apprehension as to the quality of the opposition. The New Zealand team had its baptism of fire two years ago when the international meet was held in Richmond, Va. It is safe to assume that, knowing what they are to face next month, they have worked doggedly ever since."

#### \$25,000 Kitty

The board at its meeting here assured full American representation, including provision of \$25,000 for the cost of sending the 19 American champions. Most of this was raised directly by the 30,000 registered amateurs of the association, thru promotional activity centering in the sale of booster buttons in the past year.

MAKE MORE MONEY. DRAW BIGGER CROWDS WITH BEAUTY, GLAMOUR, SHOWMANSHIP. GET THE NEW REVOLVING **HOLLYWOOD SPOTS-LITE**. BETTER'N A CRYSTAL BALL. NO MIRRORS TO BREAK. WASH OR POLISH. GLAMOROUS NEW IDEA IN BEAUTY. MODERN SHOWMANSHIP. LIGHTING EFFECTS AND LOUDSPEAKERS. IT'S DIFFERENT. IT STIMULATES MORE BUSINESS AND PAYS FOR ITSELF IN BALLROOMS, BEATING RINKS, CLUBS, TAYLOR BARS, AMUSEMENT PARKS, HOTELS, RESORTS. Write For Complete Free Details. **HOLLYWOOD SPOTS-LITE Co.** Dept. B 3612 No. 16th St. Omaha 10, Nebraska

### RINK-COTE

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53 x 122 AT ALL TIMES

NEW SHOW TENTS MADE TO ORDER

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100 Central Ave. Alton, Ill.

### MAKE REAL MONEY WITH Porto-Bilt

TENT COVERED RINKS

Write

**W. T. SHACKELFORD**  
Box 425, Smyrna, Ga. Phone: ME 6-4978  
Phone 8-2183, Marietta, Ga.

The session here marked a major departure in the RSROA with the interim appointment, since the summer convention in Cleveland, of Charles E. Cahill, of Detroit, as secretary-treasurer, to succeed Robert D. Martin, who resigned to take over the Skate Arena, Modesto, Calif., as his first independent rink venture. This marks the first time in the 20-year history of RSROA that the Martin family has not headed the organization in a top office, including, in addition to Bob Martin, his father, Fred A. Martin, long-time secretary-treasurer as well as president.

Continued growth of the RSROA was evidenced here in Cahill's report showing the addition of 50 new member rinks in the past six months, bringing total membership to over 500, with a prediction that this will exceed 600 by the time of the 1959 convention in Boston.

Amateur registration has increased 10 per cent in the past year, Cahill's report showed, altho the annual seasonal peak comes a little later in the year. The current figure is expected to come to over 30,000.

#### Insurance-Plan Aids

A major reason for the healthy increase in skater registration lies in the new personal medical reimbursement insurance program, a benefit received by each skater as a part of his registration, which is a nominal amount. "The insurance program has grown into a large and integral part of the operation," Cahill reported, "with both operators and skaters able to obtain protection with facility, underwritten by one of the nation's best insurance firms."

A complete revamping of the official publication of the RSROA was authorized by the board, to be placed into effect immediately. Formerly known as Roller Skating News, it is being changed to the one-word title "Skate." Emphasis will be placed upon appeal to the regular session skater, with some switch in reader interest accordingly. Format is being changed to 8½ by 11 inches.

The site for the 1960 amateur championships and convention was discussed, but no final action taken. Six bids were received: From Des Moines; Eugene, Ore.; Denver, Memphis, Little Rock and Miami Beach. Final action is to be taken at the Boston convention next summer.

A series of changes in competition and rules were approved, including particularly:

1. Abolition of all dress rules at State and regional level, with this rule left to the discretion of the host operator in each area so that rules will conform with local custom and acceptance.
2. Dress rules for the American Championships, however, are reserved to the board, to be determined at the time of selecting the site for each meet.
3. The new regional gold test program is to cover all branches of roller skating, not only skate dancing; a clarification of action taken at Cleveland.
4. The rule for a three-man council to be present at such gold medal tests means that all three must be present simultaneously. The council is to be composed of a board member or a rink operator appointed by the board, and the regional representatives of both the Society of Roller Skating Teachers of America and the American Judges Council. A further provision was added that the Advisory Board member nearest

to the site may appoint an alternate when necessary.

5. Methods to reduce the time required to conduct the American Championships were studied, and details referred to the Boston convention.
6. The new junior singles move-up rule was made retroactive to September, 1957, instead of July, 1958, correcting an inequity which would have forced the 1958 (but not the 1959) regional winners to move up to the intermediate class.
7. Closed scoring was approved for all eliminations events at the American Championships.
8. All judges and officials are to be required to wear shields with clear identification.
9. Authorization to proceed with the professional judges' commissions test was given to Dick McLauchlen, Wolcott, Ind., dean of the Society of Roller Skating Teachers of America. The lower level test, which covers up to and including the silver grade, will be

(Continued on page 53)



GEORGE C. TILYOU

### George Tilyou Dies; Operated Steeplechase

NEW YORK—George C. Tilyou, president of Steeplechase Park at Coney Island, died Friday (26). He would have been 57 years of age in early February. He had been ill with a heart condition for some time. Funeral services were Tuesday (30) at St. Francis Xavier Church in Brooklyn.

Tilyou was the son and namesake of the founder of Steeplechase Park, and the family name is one of the most famous in the amusement park business. Associated with him in operation of the family park has been his brother, Frank S. Tilyou, and his sisters, Marie H. Tilyou and Eileen Tilyou McAllister.

Other survivors include his widow, Mrs. Adele C. Tilyou; three sons, George C. 3rd, John and Paul, and a daughter, Mrs. Joan Tilyou Kean.

George Tilyou was born in Coney Island five years after his father founded the park. The family home was a block away from the park until 1907, when the family moved to a new home on the park grounds. In later years the family lived elsewhere.

Tilyou was a director of the Coney Island Chamber of Commerce and a member of the Friendly Sons of St. Patrick. During World War II, Tilyou was regional director for the OPA in Brooklyn and Queens.

to the site may appoint an alternate when necessary.

5. Methods to reduce the time required to conduct the American Championships were studied, and details referred to the Boston convention.
6. The new junior singles move-up rule was made retroactive to September, 1957, instead of July, 1958, correcting an inequity which would have forced the 1958 (but not the 1959) regional winners to move up to the intermediate class.
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(Continued on page 53)

### Roy Rogers to Inspect Florida for Town Site

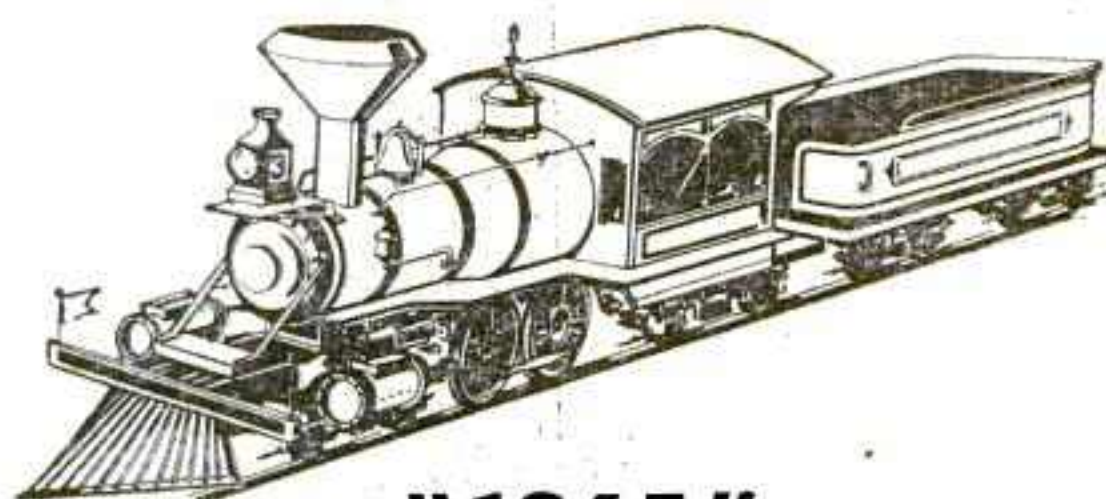
HOLLYWOOD—Roy Rogers is expected to tour Florida following his February engagement at the State Fair in Tampa to find a location for the Western ghost town, valued at more than \$2,000,000, that he recently purchased near Las Vegas, Nev.

Rogers purchased the Last Frontier Village from Doby Doc Cauldin and is now considering moving the entire ghost town to a new site. When this is done, it is estimated that it will take 40 railroad cars to transport the equipment, which includes three old-time railroads, complete with track and rolling stock; mechanical pianos, guns, printing equipment and 2,000 tons of antiques.

While Florida is being seriously considered for the new site, other sections are also being studied. There is little chance of the site being in the Los Angeles area despite the fact that Rogers bought the old Chatsworth, Calif., Town Hall more than a year ago. At the time, he planned to make a museum of the building.

While Rogers will have several associates in the project with him, no outside capital is expected to be used.

A representative for Rogers said that an inventory of the ghost village is now being made. When the equipment is moved, each piece will be catalogued and marked for (Continued on page 53)



"1865"

OUTSIDE

but G-16 Guts Inside

Piece by piece, part by part, we have put our famous G-16 Miniature Train inside this gay and charming superstructure, an "1865" locomotive. The same big Wisconsin engine, the same rugged drive, and the same precision trucks . . . a powerful locomotive which can pull as heavy a load as a G-16. It's an appealing bit of Americana for those who want something different with time-tested performance.



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"World's largest manufacturer of amusement rides"

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## HURRICANE RIDE

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**\$4,000. MUST SELL.**

Palisades Amusement Park, N. J. Whitney 5-1000—Mr. Rosenthal

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Allan Hershell Merry-Go-Round, 3 abreast, factory rebuilt completely, never been used, good as new; 36 Jumping Horses, 2 Double Chariots. Price . . . \$8,000  
7-car Tilt-a-Whirl, good running condition. Beautifully illuminated. Price . . . \$3,000  
Both rides can be seen in Amusement Park by appointment only.  
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MINIATURE GOLF COURSES ARE DESIGNED AND BUILT BY THE **HOLMES COOK MINIATURE GOLF CO.** 583 10th Ave., New York 36, N. Y. (3-4 Million Players - 140 Weeks at Ocean Beach Park, New London, Conn.)

## STATE SURVEY

### Iowa Events Buy At State Meeting

DES MOINES—Seventy-three per cent of Iowa county fairs that buy grandstand attractions purchase them at the annual State convention here, 18 per cent are bought after the meeting here and the Chicago meeting, and 20 per cent buy no attractions of any kind.

This information was gathered in a survey conducted by Eugene Moore, secretary-treasurer of the Fair Managers' Association of Iowa, in which 104 questionnaires were sent out and 82 returned. The

questions asked in the survey were provided by some 61 fair secretaries throughout the State.

The survey pointed out that 22 per cent of all Iowa fairs have a free gate and free grandstand and 16 per cent of all fairs have a free gate and charge at the grandstand, indicating that 33 per cent of the Iowa events have a free outside gate. Twenty-two per cent have one charge at the outside gate and a free grandstand and 40 per cent charge at the gate and grandstand.

In the survey Moore pointed out (Continued on page 54)

### J. Kelleher President at Northampton

NORTHAMPTON, Mass.—Jerome J. Kelleher has been elected president of the Three-County Fair Association, succeeding Henry Snyder, who becomes a director. Kelleher is a former second vice-president.

Joseph Porada is the new second vice-president.

Re-elected are William Dickinson, first vice-president; John L. Banner, secretary; and Charles A. Stearns, treasurer. Directors include John M. Gordon, Robert Bieber, Mrs. Sarah Jones, Osborne C. West, George J. Fitzgerald, William Dwight Jr., and Dr. Francis Austin.

**GENE HOLTER'S**  
WILD ANIMAL CIRCUS  
Featuring  
**RACING OSTRICHES**  
**RACING CAMELS**  
THE ATTRACTION THAT WILL FILL YOUR GRANDSTAND  
NOW BOOKING FOR 1959  
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I WANNA SEE THE **Aut Swenson**  
**THRILLCADE**  
JUMBO OF ALL THRILL SHOWS  
P.O. BOX 1553 SOUTH SIDE STATION  
SPRINGFIELD, MISSOURI

### Canadian Aid To Fair Totals Million Dollars

OTTAWA — A million dollars was spent on agricultural fairs last year by the Federal Department of Agriculture. The country has 24 Class A fairs, 70 Class B fairs and eight winter fairs, plus dozens of smaller events not getting federal support. The classifications are department labels and do not apply to the amusement booking circuits.

Under Exhibition Grants Regulations there were 111 fairs to benefit from the money last year, used for premiums and grounds improvements. The total disbursed has doubled over the last 10 years.

## FAIR MEETINGS

Indiana Association of County and District Fairs, Hotel Severin, Indianapolis, January 4-6. Robert L. Barnet, Muncie Star, Muncie, secretary.

Minnesota Federation of County Fairs, Radisson Hotel, Minneapolis, January 5-7. Hubert Ransom, Saint James, secretary.

Massachusetts Agricultural Fairs Association, Bancroft Hotel, Worcester, January 6-7. Paul Corson, Topsfield, secretary.

Georgia Association of Agricultural Fairs, Dinkler-Plaza Hotel, Atlanta, January 12. Joe F. Pruett, 550 Riverside Drive, Macon, secretary.

Kansas Fairs Association, Jayhawk Hotel, Topeka, January 13-14. Everett E. Erhart, Stafford, secretary.

Ohio Fair Managers' Association, Deshler-Hilton Hotel, Columbus, January 13-15. Goldie V. Scheible, Fairgrounds, 1043 South Main Street, Dayton, executive secretary.

Wisconsin Association of Fairs, Schroeder Hotel, Milwaukee, January 13-15. Win H. Eldridge, 315½ East Mill Street, Plymouth, secretary.

South Carolina Association of Fairs, Jefferson Hotel, Columbia, January 14. Tom Moore Craig, Spartansburg, secretary.

Missouri Association of Agricultural Exhibitions, January 15-16. Governor Hotel, Jefferson City. Victor M. Gray, Box 630, Jefferson City, secretary-treasurer.

North Carolina Association of Agricultural Fairs, Washington Duke Hotel, Durham, January 15-16. J. S. Dorton Jr., Route 10, Charlotte 6, secretary.

Virginia Association of Fairs, Hotel John Marshall, Richmond, Jan-

uary 17-19. William E. Finch, Danville, secretary.

Association of Alabama Fairs, the Battle House, Mobile, January 19-20. Christie W. Summers, Box 972, Jasper, secretary.

Michigan Association of Fairs & Exhibitions, Fort Shelby Hotel, Detroit, January 18-20. H. B. Kelley, Hillsdale, secretary-treasurer.

Maine Association of Agricultural Fairs, Portland, January 21-22. Roy E. Symons, Skowhegan, secretary.

North Dakota Association of Fairs, Craver Hotel, Fargo, January 22-23. A. D. Scott, Box 68, Fargo, secretary.

Nebraska Association of Fair Managers, Cornhusker Hotel, Lincoln, January 25-27. H. C. McClellan, Arlington, secretary.

Rocky Mountain Association of Fairs, Northern Hotel, Billings, Mont., January 25-27. Clifford D. Coover, Shelby, secretary.

Illinois Association of Agricultural Fairs, St. Nicholas Hotel, Springfield, January 25-27. Clifford C. Hunter, Taylorsville, secretary.

New Jersey Association of Agricultural Fairs, Hildebrecht Hotel, Trenton, January 26. William C. Lynn, 1 West State Street, Trenton, secretary.

New York State Association of Agricultural Fair Societies, Sheraton-Ten Eyck Hotel, Albany, January 26-27. James A. Carey, Department of Agriculture and Markets, State Office Building, Albany, secretary.

Pennsylvania State Association of County Fairs, Hotel Abraham Lincoln, Reading, January 28-29. William Arthur Morris, 522 Court Street, Reading, secretary.

Association of Tennessee Fairs, the Noel Hotel, Nashville, January (Continued on page 54)



TULSA STATE FAIR'S "purtiest cow" was this Jersey crowned by Nancy Marie Nuckolls, the State's dairy princess. The purtiest cow takes her position as the Miss Oklahoma of the dairy bovines. She was given an over-all beauty treatment—hoofcure, hornicure, etc.—by professional beauticians and housed in a special stall decorated with greenery and fresh carnations.

## SELLS TICKETS

### 'Gimmicks' Build Tulsa Gate Count

TULSA, Okla.—Executives of the Tulsa State Fair here believe that gimmicks make the fair's wheels go around.

Nothing is too out of the ordinary for the Tulsans to tackle but there's one question asked before any new gimmick is tried: How many people will it involve in the fair?

Getting people involved means ticket sales.

It has worked, too, because in 10 years the Tulsa fair has upped its gate from 195,000 to 640,000.

What are the gimmicks Tulsa uses to pull in the crowds?

1. An FFA Children's Barnyard, tried in 1958 for the first time, probably was the most popular attraction on the fairgrounds. FFA boys who manned the barnyard clocked 425 visitors every 15 minutes. Fairgoers lined up to see the mama animals with their babies. It was all free, but it pulled people thru the gates.

2. Square Dance Jubilee, promoted by the fair and the Northeast Oklahoma Square Dance Association, involved up to 6,000 people in the fair who hadn't been coming regularly before.

The square dancers ran their own show, with the fair furnishing a new 80 by 120-foot outdoor dance floor. When the square dancers weren't using the floor during the daytime, the fair had a place to stage a hoolpla hoop contest for the kiddies.

3. World's Purtiest Cow contest, created to boost the fair's regular dairy show, was popular with the crowds and dairy exhibitors alike. More than 2,000 watched the dairy cow crowned.

4. Outdoor cooking and cornbread cooking contests for both men and women. Lots of fun and makes copy for news media.

5. Oklahoma Farm Woman of the Year contest this year drew 70 entries. Makes for good public relations for the fair.

These gimmicks were used to back up the fair's three national \$10,000 cattle shows and the Southwest's top junior livestock show, midway, "Ice Capades," grandstand attractions and all the regular features which go to make up a top-notch State fair.

Tulsa, meanwhile, is looking for still more gimmicks it can use to keep the crowds coming.

## WINTER FAIRS

### Arizona

Phoenix—Maricopa Co. Fair Assn. March 25-29. Harvey M. Johnson.

### California

Cloverdale—Cloverdale Citrus Fair. Feb. 19-22. Vaile Taylor.  
Imperial—California Mid-Winter Fair. Feb. 28-March 8. D. V. Stewart.  
Indio—Riverside Co. Fair & Nat'l Date Festival. Feb. 14-23. R. M. Fullenwider.  
Los Angeles—Calif. Int'l Trade Fair & Industrial Expo. April 1-12. Don M. Muchmore.

San Bernardino—National Orange Show. April 9-10. G. Walter Glass.  
San Francisco—Grand Nat'l Jr. Livestock Expo. March 21-25. Nye Wilson.

### Florida

Arcadia—DeSoto Co. Fair & Livestock Expo. Jan. 13-18. A. G. Erickson.  
Clewiston—Sugarland Expo. March 3-8. Mrs. Dorothy Moore.  
Dade City—Pasco Co. Fair. Jan. 14-17. J. F. Higgins.  
De Land—Volusia Co. Fair. Feb. 16-21.  
Eustis—Lake Co. Fair & Flower Show. March 9-14. Karl Lehmann.  
Fannin Springs—Suwannee River Fair & Livestock Show. Feb. 23-27. L. C. Cobb, Trenton.

Fort Myers—South Florida Fair. Feb. 2-7.  
Kissimmee—Kissimmee Valley Livestock Show. Feb. 18-22. James B. Smith.  
Largo—Pinellas Co. Fair & Horse Show. Feb. 24-28. J. R. Logan.  
Miami—Southeast Fla. & Dade Co. Youth Show. Jan. 29-Feb. 2. Ralph E. Huffaker.  
Ocala—Southeastern Pat Stock Show & Sale. March 26-31. Louis Gilbreath.

Oriando—Central Fla. Fair. Feb. 23-26.  
Crawford T. Bickford.  
Palmetto—Manatee Co. Fair. Jan. 26-31. Harper Kendrick.  
Plant City—Fla. Strawberry Festival. March 2-7.  
Plant City—Hillsborough Co. Jr. Agr. Fair. April 16-18. D. A. Storms.  
Sarasota—Sarasota Co. Fair. March 16-21.  
Sebring—Highland Co. Fair. Feb. 23-28. Smith Rudisill Jr.  
Tampa—Florida State Fair. Feb. 3-14. J. C. Huskisson.  
West Palm Beach—Palm Beach Co. Fair. Jan. 28-31. Lamar Allen.  
Winter Haven—Fla. Citrus Expo. March 7-14. Robert J. Eastman.

## DUE TO AN OVERSIGHT

The dates for the 1959 NEW JERSEY STATE FAIR, TRENTON, were inadvertently omitted from our ad on page 63 of The Billboard's Cavalcade of Fairs Edition. These dates will be:

### SEPTEMBER 20 TO SEPTEMBER 27, 1959

We cordially invite ALL EXHIBITORS get in touch with us IMMEDIATELY for available space at this Great Eastern Event.

**GEORGE A. HAMID, President**  
**ANTOINETTE L. JEMINSON, Secretary**

## Strates Contracts Athens and Butler

Manning Gets Florence, S. C.; Penn. Fair Revived at New Site

NEW YORK — Two new fairs appeared on the James E. Strates Shows route this week, and a former Strates annual turned up in the hands of the Ross Manning Shows, as the Eastern booking picture continued to take shape.

Strates added Athens, Ga., last played by the Marks - Manning

Combined Shows, and Butler, Pa., a fair which did not run in 1958 because of legal difficulties. The fair in Florence, S. C., last played by Strates, was signed by Manning.

Butler creates an added fair week for the big railroad unit, coming as it does before Clearfield, Pa., the usual kick-off for the fair season. Gus Backman, president, and Anthony Richards, concession superintendent, represented the fair in negotiations, and Allen Travers represented the show.

### 100 Acres Acquired

The fair was hit by an injunction which prevented its continuing on its traditional site. Sale of this property yielded revenue which permitted acquisition of 100 acres between Butler and New Castle. It is understood the society has fenced the property and created a grandstand.

The Georgia fair, Athens, was held the same week as the North Carolina State Fair, Raleigh. Next year it will follow Raleigh, it is reported. Strates will move from Butler to Clearfield, then up into New York for the big fair he plays there in Hamburg.

The show will receive its Wild Mcouse ride in Orlando, probably in time for the Orlando and Winter Haven winter fair dates.

## SJM Fiesta Skeds Feb. 5 Opening

FONTANA, Calif.—SJM Fiesta Shows will open its 1959 season February 5 at the Niland (Calif.) Tomato Festival, followed by the Holtville (Calif.) Carrot Festival and 31 other sponsored dates, S. J. Merten, the show's owner-manager, said here.

Merten, who organized the show here in 1948, also announced that Pete Reeh, formerly of Ringling Bros. and Barnum & Bailey Circus and more recently with Pan American Amusement Corporation, had been named superintendent.

Two rides, Rock-o-Plane and Octopus, are being added for the coming season, bringing the complement to eight majors and six kid rides. A Merry-Go-Round was added late in the 1958 season. Also featured will be new fluorescent light towers. With 30 concession booths, Fiesta will specialize in community fairs, supplying merchandise to the committee and also offering big tops for exhibits. The Mertens-Steve and June—are also merchandise jobbers, an operation that is separate from the show operation.

Among the dates set for the coming year are Tri-County Fair, Bishop, Calif., for the third consecutive year; Delano Grape Festival, fourth year; Farmers Fair & Festival, Hemet, and Cherry Festival, Beaumont.

Staff, in addition to Merten and Reeh, will include June Merten, secretary; Leo Martin, lot superintendent and electrician; Dave (Little Dave) Martin, foreman; Dave (Big Dave) Martin, concessions; Ed Kemp, novelties and jewelry; Tex Rose, assistant, and Vivian (LeClair) Reeh, promotion.

## DAUPHINEE TO REMAIN IN PNE POSITION

VANCOUVER, B. C.—Dave Dauphinee, a 21-year veteran with Pacific National Exhibition who began his chores mowing the lawns at Exhibition Park and is now manager of the Forum, Empire Stadium and superintendent of concessions for the fair, has decided to remain with the PNE despite a very lucrative offer for his services from the Burrard Amusement Company which operates the new Playland Park.

Jerry Mackey, president of Playland, made Dauphinee an offer in the fall to assume general management of the new park. Dauphinee accepted the position, and publicity for the park carried the announcement that he was to take over January 1.

Dauphinee, however, announced he had changed his mind and will remain with the PNE.

## TAKES TOP POST

# Tampa Club Elects Earl Maddox Prez

TAMPA — Earl Maddox, veteran member of the Greater Tampa Showmen's Association was elected 1959 president of the organization at its annual election here last week. Maddox, who served as first vice-president during '58, succeeds C. C. (Specks) Groscurth in the top position.

Dick Gilsdorf was elected first vice-president; Paul Sprague, second vice-president and C. J. Sedlmayr Sr., a past president, was named third vice-president. Vernon Korhn and Harry Julius were re-elected secretary and treasurer respectively.

Named to the board of governors were Jack Young, Joe Sciorino, W. M. Clain, George Ringlin, Maury Brod, Sam Delaney, Harry Gaughn, Eddie Yeager, Jack Norman, T. W. Kelly, Al Williamson, David Schwartz, J. D. Wright Jr., Robert Hasson, James Cyr, Earl

Meyer, C. J. Fowler, William Perrot, Harry Hauck, Doc Hartwicke, George Reinhardt, Jack Flynn, Roland Page, J. E. Strates Sr., and Earl Kelly.

J. L. Machamer, secretary of Olson Shows, was reported in a local hospital. Resting at home following illnesses were William Hasson, Ray Seeley and Babe Antonio.

Harry Julius reported that \$11,276.29 had been paid out in claims thru the insurance plan. The blood bank was reported at 554 pints, a new high. A total of 803 paid up members was announced. Annual election of Boat Club officers was scheduled to be held in the home of Jimmy Cyr on Sunday (4).

## PCSA Elects Art Andersen '59 President

LOS ANGELES—H. D. (Bob) Matthews cast the ballot as secretary of the Pacific Coast Showmen's Association to elect the official 1959 slate, nominated without opposition, at the regular weekly meeting here last week (29).

Arthur Andersen was officially elected president with Steve Vaughn, first vice-president; Joe (Red) Dauer, second vice-president, and Eddie Hellwig, third vice-president. Matthews and Al Weber were re-elected secretary and treasurer, respectively. Also voted in were 40 members of the board of governors.

Matthew (Jimmy) Lantz, retired as president along with those who served during the year with him. Andersen held the post of first vice-president. Theo Forstall was named a trustee for five years and Harry Seber a member of the cemetery board for the same time span.

During the course of the meeting with Matthews and Andersen assisting, Alex Freedman, president of Show Folks of America, was invited to the rostrum by Lantz.

Sport Matthews was voted into the membership as Lantz called on special committees. Sam Wexler and Steve Vaughn were given a rising vote of thanks for putting on the Christmas Day dinner, and Joe Glacy and Dick Searce honored for an outstanding job on the

(Continued on page 54)

## Troupers Aid Santa Claus

LOS ANGELES — More than 200 toys along with candies and other items were donated at the annual Christmas toy party of the Regular Associated Troupers and distributed at the All Nations Foundation here. The event also featured a turkey dinner with more than 100 attending.

On the dinner committee with Steve Vaughn were Helen Vaughn, Jimmy Dunn, Eva Thompson, Art Thompson, Ruth Wolf Wood, Emily Friedenheim, Mace Rhodes, Ed Kennedy and George Katarakos.

(Continued on page 54)

## MSA Elects Slate, Vivona President

MIAMI—The regular ticket of the Miami Showmen's Association was approved unanimously last Monday (22), as executive secretary Marty Weiss cast the single ballot symbolizing an unopposed election.

John Vivona, as president, will head the 1959 slate which takes office Tuesday, January 6, the night following the annual banquet in the Eden Roc Hotel. Harry

Westbrook and Mel Dodson move up to first and second vice-presidents respectively, and Joe Prell joins the line of succession as third vice-president.

Other officers are A. R. Whiteside, secretary; Phil Cook, assistant secretary; Alton Pierson, treasurer, and William J. Tucker, assistant treasurer. Fifty directors (The Billboard, November 24) also take office.

The election was part of the regular meeting. Reports indicated a good financial year having closed, and likewise a satisfactory yearbook.

## Tampa Club Hosts 1,000 At Yule Party

TAMPA—Close to 1,100 area youngsters had a Merry Christmas thru the courtesy of the Greater Tampa Showmen's Association, which hosted the moppets at the annual yule party here Monday (22).

Ten busloads of the youngsters, selected by the Family Welfare Service from among various agencies plus other children from Mary Help of Christian School, were guests along with scores of members' kiddies.

Six rides were erected by Royal American Shows and the moppets received their fill of thrills. Between rides they made away with 2,000 hot dogs, 70 cases of soft drinks and 1,000 each of cupcakes, ice cream cups and small loaves of bread.

Johann K. Peturrsson, longtime midway giant, gave a new twist to the party by serving as Santa Claus in what is probably the largest St. Nick suit on record. In addition to a complete show, the children each received a big bag of toys.

Supervising the event, along with close to 200 members, were Irish Gaughn, Earl Maddox and Ernie Wenzik.

## Show Folks Plan Busy Three Days

SAN FRANCISCO — Show Folks of America, San Francisco chapter, will observe three days of important winter social events starting Saturday (10), Alex Freedman, the club's president, said here.

Past presidents will be honored in the clubrooms with a party on Saturday night.

The Sunday (11) program will include the annual Memorial Services at Olivet Park at Showmen's Rest in the early afternoon. That evening the annual banquet and ball will be held at the Sheraton Palace Hotel with Ed Hellwig as chairman of the committee.

Harry Myers, president-elect, and other '59 officers will be installed at special ceremonies in the clubrooms on Monday night (12).

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Classified Section

this issue



## TURKEY FEAST

# Arizona Club Celebrates at Holiday Fete

PHOENIX—A free Christmas Day dinner for members of the Arizona Showmen's Association and their families pulled a big turnout for the event that was marked by a huge turkey feast.

The food was prepared and served by Mr. and Mrs. Paul Pesicka, Mrs. Harry Clark, June Curry, Dolores Gordon and Mr. and Mrs. M. R. Freeman, with Jack Morris doing the carving. In addition, a tree was up for the event and there was a gift for each person.

President Earl Salter phoned in from Lima, O., to wish everyone a Merry Christmas and said he planned to be back for the next meeting. The new refrigerator came in handy during the preparation of the dinner.

In addition to those named (Continued on page 54)

## Page Reframes Second Unit

ATHENS, Ala. — Volunteer Shows, the No. 2 unit of Page Bros. Shows, will open its season March 15 with much additional equipment, W. E. (Shotgun) Page, announced here at its winter base.

The unit will be managed by John Reed. A transformer truck was purchased from Baker United Shows and a front gate has been added. Two trucks were recently purchased from a local concern and the show will go out with eight rides, four shows and 30 concessions, Page said.

Territory will be in Georgia, Alabama, Kentucky and Tennessee.

## Toronto Club Plays Santa To 110 Kids

TORONTO — The Toronto branch of the Canadian Showmen's Association played Santa Claus to 110 children of members at a yule party here last week.

A turkey lunch was served, along with ice cream, candy, cake and soft drinks. Each youngster received a bag with 16 articles.

Leo Alberts headed up the committee and was assisted by Alek Adams. Many merchandise houses donated toys for the event.

# MIDWAY CONFAB

Louie and Frances Berger recently marked a milestone when they became great grandparents. A daughter, Kelly Ann Allen, was born to Mrs. Berger's granddaughter Saturday (20). . . . Jimmie Zabriskie, electrician on Olson Shows, is currently in Jamaica with an American midway organization.

Joe Lehr, spot worker, pens from Philly that he is working a spot store with Bert Ibberson and that they are playing farmers markets in lower New Jersey and will go South for Florida work. Lehr will

be looking up his pals at the Miami club.

Ross Manning, owner of the show bearing his name, writes that he figures Oscars should be awarded several members of the National Showmen's Association for their take-offs on TV's Gunsmoke program and a showmen's interpretation of the President's cabinet, both skits directed by Lous (Dada) King. Cast for the western takeoff included Roy Allen as Matt Dillon; Pete Millsap as Chester, Eddie Steele as Doc, and Shirley Levy

as Miss Kitty. Roles in the cabinet bit were portrayed as follows: Frank Harrison, president; Benny Wolfe, vice-president; Buddy Pad-dock, secretary of state; Stash Grey, secretary of finance; Dallas Duncan, secretary of interior; Loyd Serfass, secretary of commerce; Dave Fineman, secretary of defense; Morris Lipsky, secretary of labor, and Harry (Cross Roads) Spitzer, postmaster general.

Thomas J. Cooper and wife, the former Martha Carr, of Brockton, Mass., married December 24 in Tampa, are on a honeymoon trip thru the Midwest. They will reside in Tampa. . . . Mr. and Mrs. Scottie La Brake, Orlando, Fla., spent the holidays with the former's family in the Adirondacks.

George E. Wilkinson, vet outdoor showman, is a diabetic patient living with his sister at 3011 North Eighth Street, Orange, Tex., and would like to hear from friends. . . . Jimmie Trane, night club dancer-emcee and carnival annex attraction known as Zannette, was released from a hospital recently after surgery for a compound fracture of the leg and is staying with friends at 519 Cedar Avenue, Niagara Falls, N. Y. He would like to receive mail.

Dick Hilburn, for the past two seasons Side Show manager with Amusements of America, will be back with that show for a third year. Personnel already signed include Rowland Collantra, front talker; Henry Hester and Carl Hughes, ticket boxes; Essie Lou Spradley, bally, blade box and electric act; Hilburn, half boy and tattoo artist; Carl Norwood, frog boy and midget; Chief Running Deer, fire eater and pin cushion; Nora Hilburn, mentalist and annex ticket seller; Sherri Lane, half and half, and Frankie Koyama, handy man.

David B. Endy reports that he is associated with the circus to be held at Tropical Park, Miami, January 16-18, and that he has signed to stage the rodeo at Hollywood, Fla., beginning February 15. Endy also states that he has been doing well with his rides in the area. With him as concession manager is Bernie Feldman, whom Endy expects to retain thruout the 1959 season, which will embrace stands in the Washington, D. C., area until fair time.

Sam Caldwell, former Motor-drome operator and in recent years a cookhouse and concessions op, is in Baptist Hospital, Beaumont, Tex., recuperating from a December 12 heart attack. Reports his doctors will keep him in the hospital for a month, after which he will convalesce at his Beaumont home.

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RIDE HELP: Foremen for Tiltawhirl, Spiffire, Wheel, Merry-Go-Round and Helicopter. All people previously booked for this tour confirm immediately.

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De Soto County Fair, Arcadia, Fla., next week, Jan. 13-17.  
First big fair of the season.

SHOWS: Will book any family-type shows with own equipment.

CONCESSIONS: Will book a few more Concessions that work for stock. Need Glass Pitch, Photos, Long and Short Range, etc. Do not need any Rides.

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P.S.: Rides start setting up January 10.

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WANT WANT WANT WANT WANT WANT  
For Southeastern Fat Stock Show & Exposition at Ocala, Fla., 7 Big Days & 7 Big Nights, Two Saturdays, January 24 thru January 31. 40,000 merchant tickets sold for the event. Want clean Family Shows such as Fun House, Monkey Show, etc.

Concessions all open—Will sell X on Cookhouse, Popcorn, Apples and Floss. Roger Young, can place your Stores. Space limited. First come, first served. All replies to

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DODGEM BUILDING—3 years old, 35x58. Good shape with new O. Henry top last August. Cost over \$10,000 to build, sacrifice at \$2,800. Reason for selling, want to build a bigger building. All prices are F.O.B. Birmingham.

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# CLUB ACTIVITIES

## National Showmen's Association

### Ladies' Auxiliary

NEW YORK—The December 17 Christmas party was a big success and contained many surprises. An hour-long show was presented under direction of Mrs. Rafferty, featuring child entertainers of television. Turkey dinners with all the trimmings were served.

There were charity sales tables of gifts, aprons and cakes baked by the Hamid cook and beautifully decorated. Margaret McKee and Flo Thompson and their committee did a fine job of decorating the room and tree and setting up the tables. Jane Tubis handled the liquid refreshments, available for charity donations, and was one of her own best customers. At midnight she treated everyone to drinks on the occasion of the 46th wedding anniversary of her parents, Joe and Maggie McKee.

January 5 is the next social function, the installation dinner at the Henry Hudson Hotel. The entire slate, headed by Mildred Peterson, is being returned to office.

## Miami Showmen's Association

MIAMI—A count of 688 kids was noted for the Christmas party put on by the Miami Showmen's Association on Saturday (20). Both

## Detroit Club Hosts Moppets

DETROIT—President Cameron D. Murray lauded the Christmas party committee of the Michigan Showmen's Association for its operation of the annual event for local underprivileged children here Monday (22).

Accepting the plaudits were the three co-chairmen, Charles Sherman, Sam Ginsburg and Max Nahou; Maynard Ostrow, who served as Santa, and Ben Morrison, who produced the show.

Members of the Ladies' Auxiliary who assisted included Mazie Pence, Ravell Galo, Tina Wiener, Grace Ziegler, Ruby Wedger, May Price, Helen Cook, Lottie Johnson, Ann Borke, Gertrude Quist, Marion Fodell and Margie Mansell. Jean Briggs served in the role of Mrs. Santa Claus.

Marvin Keyes was named to represent the club at the banquet of the Miami Showmen's Association. President Murray named Theodore Underwood, Morris Mentzel and William Silber to the board of directors.

An independent ticket of officers was announced, with Calvin L. Lovejoy as nominee for president, and Rex Allen slated for vice-president.

Mr. and Mrs. Bill Silber left for a 31-day Caribbean cruise.

Mr. and Mrs. Chester I. Levin, owners of Midwest Merchandise Company, Kansas City, were wished "bon voyage" by countless friends at the New Year's Eve banquet and ball of the Heart of America Showmen's Club in Kansas City. They were scheduled to leave Sunday (4) for California where they will visit friends prior to embarking on the liner Leilana January 15 for a cruise that will include stop-offs at Honolulu, Japan and China.

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**SAY YOU SAW IT IN  
THE BILLBOARD!**

the parent organization and ladies' auxiliary shared the chores of keeping underprivileged and carney kids happy.

Willie Lish was chairman, and Whitey Byus played Santa Claus, as the youngsters walked off with countless bags of gifts after downing milk, cake, ice cream and Pepsi-Cola.

## Show Folks of America

SAN FRANCISCO—The regular meeting was called to order by President Alex Freedman. Also present were Harry Myers and Earl Leonard, vice-presidents; Charlotte Porter, treasurer; Lola Cox, corresponding secretary, and Bonnie Townsend, recording secretary.

Congratulations were tendered Alex and Donna Freedman on becoming grandparents. Walter Russell was hospitalized following surgery, and Mrs. Bobby Cohn was in Mount Zion Hospital here following an emergency appendectomy.

Membership was saddened by the death of Charles H. Wilkinson December 22 in Sacramento, Calif. He was buried here in the club's cemetery plot.

## WANTED

For Cameron, Louisiana, Fur & Wildlife Festival, week of January 12, 1959—Merchandise Concessions of all kinds only. No money prizes. Can use Photos, Diggers, Cookhouse, Popcorn, Jewelry, Lead Galleries. Privileges are \$50.00 up, street location. Locating Sunday, January 11.

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Phone: WAInut 1-5068, Baton Rouge, La. Mail: Route 1, Box 241.  
P.S.: For Sale—No. 5 Ell Wheel in van, \$3,500.00; two Merry-Go-Rounds—one 32-ft. Herschell-Spillman in van, \$3,500.00; one 46-ft. Parker, third time set up, \$3,500.00; one 10-car Allan Herschell Auto Ride, like new, \$1,500.00.

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**GEORGE ISENHOWER**  
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1956 A. H. 3-Abreast Merry-Go-Round . . . . . \$12,000.00  
Chairplane . . . . . 1,300.00  
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All with transportation, all in A-1 condition. Sell singly or entire. Complete carnival available if desired. Write  
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THE BILLBOARD

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## PIPES FOR PITCHMEN

**A WELCOME . . .**  
postcard from vet sheet writer Big Al Wilson brings word that he is working Southern football games to good business in excellent weather. Al worked the North-South game at Miami Saturday (27) and the big New Year's Day Oklahoma-Syracuse Orange Bowl tussle in the same town. Recently during his ramblings he met the "king of coil workers," Jack Anthony, and his wife, Ruth; Keith the pen worker and Harry Ward, working auto polish.

**OLD-TIMER . . .**  
Frank L. Sullivan, who put 54 years in the business, writes that he has not been able to work the last two Christmases and will shortly go into the hospital for leg surgery. Sullivan, currently located at 3000 Confederate Street, Little Rock, would like to receive mail from friends, particularly from some of the old-timers with whom he formerly worked, such as James Miller, John Rodman, Fred Hudspeth, Sid Hurst, George Negras, Henry Striker, Pop Adams and Bert Cramer.

**GLENN C. REEVES . . .**  
sends in word that a number of members of the fraternity have been working in and around St. Louis recently, including George Regan, jewelry; Ray Bosse and Al Reese, perfume; Norman Hutchcraft, E. E. Vanderpool and Donald Riley, kitchen gadgets; Mr. and

Mrs. Melvin Dutrow, cameras; Mrs. Fred Cummings and Mrs. E. E. Vanderpool, jewelry; Mrs. Norman Hutchcraft, needle threaders; Leonard Smith, cameras; Charles Davis, perfume; Elizabeth Tucker, perfume; Fred Baake, pine scent; Alonzo Shallow toys; Paul Weintraub, pens, and Owen Roack, electric shavers. All seemed to be getting their share of the moola, Reeves informed.

**MAGICIAN . . .**  
Leon Pinter, vet of vaude and med shows and currently wintering in Alice, Tex., has been making dates with the Tommy Scott Ozark country show, along with a few holiday dates. Beginning in early January, his magic show bookings will take him thru much of Southern Texas.

### Five Years Ago In Pitchdom

Jim Stutz worked a balloon and novelty concession to good takes in New York during the holidays. Mrs. Meikenhaus and daughter, Charla, were working their jewelry layout in a Chattanooga, Tenn., dime store. . . . Kurtz A. Decker was working in San Francisco. . . . George H. Brooks, en route to his winter hangout in Houston, played a blank at the Leesville (La.) Tourist Fair and Rodeo Festival, but things picked up for him at the Houston Shrine Circus.

### Fair Meetings

Continued from page 50

29-30. Jack Vinson, 938 East Broadway, Newport, secretary.  
Texas Association of Fairs and Expositions, Baker Hotel, Dallas, February 5-7. Bob Murdoch, 102 E. Locust Street, Tyler, secretary.  
Arkansas Fair Managers' Association, LaFayette Hotel, Little Rock, February 9-10. Clyde E. Byrd, Box 907, Little Rock, secretary.

Kentucky Association of Fairs and Horse Shows, Kentucky Hotel, Louisville, January 22-23. L. (Doc) Cassidy, Box 73, Shelby Station, Louisville 17, secretary.

Oklahoma Association of Fairs, February 1 - 3. Biltmore Hotel, Oklahoma City, Harry James, 621 Court House, Oklahoma City, secretary.

Louisiana Association of Fairs and Festivals, Belmont Motel, Baton Rouge February 14-15. Adolph Netter, Donaldsonville, secretary.

### Roy Rogers

Continued from page 49

reconstruction in its original place. Cauldin, who sold the village outright, is described as a wealthy rancher with a yen for the Old West. He gathered the various buildings and curios over a period of years.

Florida is being given first consideration because of the year-round operation that the climate would afford. California is more or less out, particularly the Los Angeles area where are located Disneyland, Knotts' Berry Farm and other attractions with a bewhiskered flavor.

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**\$12.00** **DOZEN**

Sets of • Earrings • Bracelet • Necklace

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Above Battery Operated. "STINKY" SQUIRTING SKUNK! Bend Tail down—"Stinky" Atomizes. All Plush size, 13 inches long. No. 4602—\$21.60 doz. Sample \$3.00 postpaid.

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NEVER WEARS OUT  
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\$24.00 Doz. — Sample \$3.00  
We pay postage

- ★ Needs no battery or electricity
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**12" DRINKING RABBIT**  
Plush covered, eyes light up, battery operated... **\$27.00** dz.

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10" Tall, spring motor, free solution... **\$18.00** dz.

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20" Plush Begging Rabbits... **12.00** dz.  
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No Extra Charge for Samples  
**48 PIECES only \$22.35 F.O.B.**  
(1 dz. 7" & 5" rabbits, plus 1/2 dz. 38" & 20" rabbits plus FREE 1 dz. Chenille Chicks)

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REPRESENTATION WANTED.

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10 Oz. Water Proofed,  
6 x 8 (48 Sq. Ft.). Ea. \$ 3.10  
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YOUR NAME  
ADDRESS

**CANCER % YOUR LOCAL POST OFFICE**

Give to the  
**AMERICAN CANCER SOCIETY**

## Iowans Buy at Conclave

Continued from page 50

that 80 per cent contract for carnivals, and 90 per cent of the fairs play during the month of August, which is one reason for a shortage of midway attractions. Of the 66 fairs that have carnivals, only 25 per cent had their name on the carnival's liability policy. Moore said: "I do not believe that you will find the liability policy you carry on the grounds will protect you if you should be sued along with the carnival in case someone is injured on a ride."

**Ad Budgets**

Twenty-nine fairs reported they spend from 4 to 10 per cent of their gross receipts on advertising. Newspapers ranked No. 1 in order of total dollars spent by 48 of the 69 fairs answering the question. Three fairs ranked television first and three ranked radio as No. 1. Thirty-five fairs use radio as an advertising media, and 13 use television. Of the 41 fairs that sell advertising in the premium catalog, only 25 make a profit over and above the cost of printing.

In explaining the survey, Moore said that there has been a great deal of discussion over implement dealers not exhibiting at county fairs, but contrary to what was thought, 69 out of the 81 fairs reporting have machinery exhibits. Of these, 45 charge for the space, while 36 charge on a front-foot basis, with the average \$1 per front foot.

In answer to questions on successful afternoon performances (financial success, that is), fairs reported thrill shows, stock car races and rodeos the most successful. Most successful evening performances were stagershow, home tal-

## Indiana City Opens Rink-Civic Center

COLUMBUS, Ind.—Built at a cost of \$500,000, a new skating rink and community center were formally opened here last week.

While work on the construction of the center will not be completed until spring, the Columbus Park Board approved immediate inaugural of the rink for winter skating.

The rink is the gift of the Hamilton Foundation which was established by a wealthy Columbus family.

## Turtleford Re-Elects

TURTLEFORD, Sask.—Hedley Brown was re-elected president of the Turtleford and District Agricultural Society. Vice-presidents are Alfred Gray and Duff Grant. Lloyd Proctor continues as secretary-treasurer.

## Turkey Feast

Continued from page 51

above, those attending included M. Jack Poster, Hard Rock MacArthur, Ken Clark, H. D. Clark, Mr. and Mrs. Harry Lucas, Blackie Vitale, J. L. Bowden, George B. Jacobson, Barbara Gordon, Diana Gordon, Jack Gordon, Matty Clark, Mr. and Mrs. Mike West, Bill Capps, Bill Jones, Violet Howell, Lester Howell, Jack France, Vicki France, Ila France, Bill Grayson, Jack Terrell, Leo Lesinski.

Also W. W. Crayton, H. W. Crayton, Frank Scerba, K. W. Thorsnes, Leonard Bryk, Harry L. Gordon, Norman Crane, William West, Louis Wald, Neal Bolton, George Redwood, Marlo Peterson, Mike Schuyler, Joe Latona, Louis Bloch, Rose Merrow, Paul Jackson, Beverly Goode, Bill Farrar, Bob Farrow, William R. Siebrand, Mary Ebert, W. J. Siebrand, Danny Daniel, Dikki Schavins, Billie Henderson, Millard Freeman, Lola Freeman, Ruby Freeman and Jim White.

## Pacific Ocean Park Closing For Construction

SANTA MONICA, Calif.—Pacific Ocean Park will be closed from Monday (5) to May 29 during which time a \$3,000,000 construction program will be under way, J. L. Van Volkenburg, POP president, said.

Among the attractions to be constructed are a baby animal show, enlarged sea circus, new rides and games, and a super-kiddieland.

## Salk Vaccine

Continued from page 44

est ever, according to Lawrence. This is a reverse, because the Mills Show has not usually stressed the types of advertising and promotion that bring wagon business.

But Lawrence makes these points: Publicity has been improved since the auspices committees have been given more responsibility for it. Once the poster paper that the show sent in was seldom used right and sometimes not even opened, but now the auspices is to buy the paper. Since it knows the posters have value, now the sponsor makes maximum use of the paper it buys.

In addition, the sponsors have been getting more tie-in advertising, more straight circus ad space and more TV publicity than when this phase was left largely to circus agents.

Sponsors sought by the Mills show include Kiwanis, Rotary, Optimist and other such clubs, as well as Shrine and Police. As all sponsored outfits have learned, veterans' organizations have little effectiveness as auspices. However, Mills has discovered that they can be adequate if the ladies' auxiliary is to sell tickets. Mills no longer takes a vet group unless the auxiliary is to be active.

## Troupers Aid

Continued from page 51

Activity was centered around the large Christmas tree, decorated by a committee of which Ruth Davis, president, was chairman. Ida Kaford, Emily Bailey, Julie LeDoux and Ruth Wood were among those on the committee. The front yard was decorated with lights donated and installed by Art Thompson.

A short business meeting was held and conducted by Ray Marrion, first vice-president, in the absence of Mrs. Davis, who was called to El Cajon because of the accidental death of her nine-year-old nephew.

Awards were made to Joe Blash, Lloyd Hilligoss, Sam Alexander, Rose Westlake Dodson, Alex and Donna Freedman, Zoe Wick, A. M. Haffard, C. H. Allton, Myrtle Hutt, A. J. Weyland, Sis Dyer, Mary Dewey, Marian Mast, Marsha Solonas, Evelyn Kennmuir and Sunshine Jackson.

Approximately \$1,700 was reported raised by the bazaar of which Tillie Palmateer was chairman and Mora Bagby co-chairman.

## Canada Racing

Continued from page 44

community on the circuit with an aggregate handle of \$5,911,674 for 29 days. Calgary, with 28 days, had \$4,287,836. Regina had \$1,138,682 in nine afternoons and Saskatoon \$690,004 in six. Wagering records for a single day were set at Calgary and Saskatoon.

## Red Deer, Alta., Mulls Merger

RED DEER, Alta.—The city council decided to give further consideration to a proposed move to amalgamate the fairgrounds commission and the arena board after the possibility had been raised that the change might deprive the Red Deer exhibition of federal government grants.

The decision to link the two bodies was made in November with a view to avoiding repetitious work and doing away with the overlapping of membership. It was the opinion of council at that time that the new board, made up of representatives of city council, the agricultural society and the city at large, would make for more efficient operation of the fairgrounds and arena.

The reasoning has been questioned by Vic Bjorkeland and Miles Pixley, members of the agricultural society.

Bjorkeland said the fair board had decided it could not agree to the amalgamation. The feeling was that if any changes were made in the administration of the fair the society might lose out on its application for a "substantial" federal government grant.

In about 14 years of operation the fairgrounds commission has been able to progress and it has turned over some \$104,000 to the city, he said.

Pixley noted that the fair board has applied for Class A status, altho continuing to operate as a Class B fair, and if approved the new classification would mean a larger grant.

## Circus Festival Plays Algiers, Oran Stands

PARIS—Hubert de Malafosse, who in recent years has specialized in promoting "circus festivals" in Paris and other big cities of Europe has shifted his activities to Algeria, where he is presenting an "International Circus Festival," in association with Louis Milliard and Marcel Dauny. Show opened a December run in Algiers—ending January 4—and plays Oran, January 9-26.

On the bill are the Oliveras, bar act; Alfred Burton, juggling on ladder; Tonisko, aerial novelty; Hellyos, double trapeze; La Elsane, trapeze, Dubsky & Co., Funny Ford; Yves de la Cour, high school riding—with Michelle Marcouni, dancer; Paul Beoutour, elephants; Zumaia, lions, Hans Petersen, bears and Armond Guerre, sea lions.

## French Circus Plays Russia; China Follows

MOSCOW—The Cirque Francaise, which played in Leningrad during November-December, will play here during January, after which it will go to China, in February.

The Lumbroso agency, Paris, assembled a large number of French acts for these tours, including the Craddocks and the Reveros, both of which have worked in the U. S. A.

**Free Wholesale Catalog**

CONTAINING

- Expansion & Photo Idents
- Heart & Disc Pendants
- Aluminum Chain Idents
- Rings • Pins • Pearls
- Closeouts, Etc.

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EVerglade 4-0244

# THE MARKET PLACE FOR BUYERS and SELLERS

## Acts, Songs, Gags

NEW! 1,000 "RICH AND RARE" GAGS, \$11. List of gags, gadgets and gimmicks free. Edmund Orrin, 1819-B Golden Gate, San Francisco 15, California. ja5

SEND FOR FREE PRICE LIST NEWEST Comedy Material, or send \$10 and get \$50 worth of Gags, Sketches, Monologs, Dialogs, Parodies, etc. Money back guarantee. Laughs Unlimited, 106 W. 45 St., New York, N. Y. ja26

24,000 PROFESSIONAL COMEDY LINES. Routines, Sight-Bits, Parodies, 1700 pages! Free catalog. Write Robert Orben, 111 E. Carpenter St., Valley Stream, N. Y. mc30

## Advertising Specialties

BANKRUPT! WALLETS, FRENCH PURSES. Farmer purses, zipper types, genuine leather. \$10 per 100 assorted. Dumes Advertising, P. O. Box 5655, Tucson Ariz. ja12

## Agents, Distributors Items

AGENTS-AUCTIONEERS - BUY DIRECT: Nylons, \$1.25, \$2.25, \$3.25 dozen. Individually bagged, and prepaid. Satisfaction Guaranteed. JayGee Company, Chattanooga 8, Tennessee.

BIG MONEY IN IMPORTED PAINTINGS. Buy direct at low prices: free details. Hebenyar, 4436 Hamilton Scipio Rd., Hamilton, Ohio. ja12

CLEANS WINDOWS WITHOUT MESS. Strange "dry" cleaning-cloth. Replaces liquids. Windows gleam. Samples sent on trial. Kristee 105, Akron, Ohio.

DECALCOMANIA TRANSFERS NOW OFFERED in small quantities, quick delivery: an attractive name plate on your products is the best advertisement. Side line salesmen wanted, also make money with our line of automobile Initials and Sign Letters. Free samples. "Ralco," XL, Boston 19, Massachusetts. ch-mp

EARRINGS, ASSORTED STONE AND TAILORED. \$6 per gross plus postage. Billboards, plastic alligator or lizard, \$10.80 per gross plus postage. C.O.D. Express lots. New England, Dept. B, 124 Empire St., Providence, R. I. ja26

EDUCATIONAL DEALERS - MOST FABULOUS offer ever. Best low price 12 volume Cyclopaedia available. Needed by all school children for preparing home work. Universal Book & Bible House, 1012 Arch Street, Philadelphia, Pa.

FAMOUS MFR. CLOSEOUTS Asst. Earrings, \$1.75 & \$3.00 Dz. Pierced Earrings, Asst. \$1.25 & 1.75 Dz. Charm Bracelets, Asst. \$1.50 & \$2.50 Dz. Tie & Cufflinks Sets, Asst. \$3.75 & \$6.00 Dz. Cultured Pearl Tie Slides, \$2.00 Dz. Broken Jewelry, Min. 1 lbs. \$1.00 Lb. Send for descriptive literature on other terrific values on jewelry of all descriptions. 25% deposit with order, balance C.O.D. SAMUEL SILVERMAN & CO., INC. 1820 Westminster St., Providence, R. I.

GET YOUR LATEST FOLDER ON JOKES. Tricks, novelties! A self-addressed stamped envelope appreciated. Cohen, 836-B Ullica Ave., Brooklyn 3, N. Y.

HOSIERY—LOW PRICES: LADIES', MEN'S, Children's. Ladies' Nylons, \$1 dozen up. Slightly imperfect. Nylons, packed cello bags, \$3 dozen. Prompt shipment and satisfaction guaranteed. S. F. Pollard Hosiery Co. (AM 5-1741), 1258 Market St., Chattanooga, Tenn. ja26

NEW "X11" SIGNS—COMEDY, RELIGIOUS, general. 7c retail, 50c. Catalog free. 95 samples. \$1. Lowy, 812 Broadway, Dept. 955, New York 3. chp

NEW TRICK GADGET—MYSTERIOUS, ENTERTAINING, draws crowds. Makes good pitch item. \$1 brings samples and information. Herman Streed, 3800 W. Broadway, Robbinsdale 22, Minn. np

## SAFTRIM!

Entirely different new "Haircutter" Proven way to cut your own hair professionally. No cuts, no nicks, safe for even a child to use. Can be used for Mother, Father and Children. Save untold dollars and time. Easy, quick to use. Satisfaction Guaranteed. Set of "Saftrim" and box of blades, only \$2.00 Postpaid. Write for quantity prices. PAUL G. WALLACE 3763-B, S. Wabash Chicago 15, Ill.

SELL COMIC, WITTY "X11"-INCH COMBINATION signs or Jumbo Postcards, large variety. 20 salable samples, \$1. One sample, 10c. Free list. Kocher Novelty Signs, 12 Caldwell Drive, Cincinnati 16, Ohio.

## JEWELRY CLOSEOUTS

- E1—Tailored Earrings, Asst. Gr. \$18.00
  - E2—Stone Earrings, Asst. Gr. 21.00
  - E3—Stone E/Rings, Etc., Asst. Gr. 12.00
  - O1—Odd Lot Neck & Bracelets Gr. 15.00
  - W1—Men's 6-Piece Watch Set 5.15
  - W2—Ladies' 5-Piece Watch Set 6.25
  - R3—Gent's Stone Rings, Asst. Dz. 2.50
  - B2—Boutiques, Boxed, Asst. Dz. 3.00
  - L2—Ronson-Type Lighter Dz. Cd. 4.50
  - 620—Snapshot Camera, Boxed Dz. 14.40
  - R-164—Religious Medallions, Bxd. Dz. 5.75
  - 2256—3-Piece Pearl Set, Bxd. Dz. 7.20
  - 2257—Hunting Knife & Sheath. Dz. 7.20
  - 9967—2 Hunting Knives & Sheath. Dz. 12.00
  - 1165—Tri-Color Flashlites, Bxd. Dz. 4.00
  - 3110—8" Girl's Doll Handbag. Dz. 3.75
  - 9474—8" Plush Stand's Ted. Bear. Dz. 5.40
  - K-1—Kiddle Neck & Brae. Set, Bxd. Dz. 6.50
- 25% dep., bal. C.O.D. Free catalog. Try samples of any items at res. prices.

NEW ENGLAND JEWELRY BUYERS 124 Empire St., Dept. 8, Prov., R. I.

BE INDEPENDENT START YOUR OWN BUSINESS stamping SOCIAL SECURITY PLATES, NICKEL, SILVER Key protectors. Samples of either \$6 with your name, address and Social Security number. Catalog free. GENERAL PRODUCTS Dept. 88-53, 188 State St. Albany, N. Y.

## REGULAR CLASSIFIED ADS

Set in usual want-ad style, one paragraph, no display. First line set in 5 pt. caps, balance in regular 5 pt. upper and lower case. RATE: 20c a word, minimum \$4 CASH WITH COPY.

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Attract more attention and produce quicker and greater results thru the use of larger type and white space. Type up to 14 pt. permitted. No illustrations, reverses, or other decorative matter. One pt. rule border on ads of 2 inches or more.

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## FORMS CLOSE WEDNESDAY FOR FOLLOWING WEEK'S ISSUE

Send all Orders and Correspondence to 2160 PATTERSON ST., CINCINNATI 22, O.

YOUR OWN BUSINESS - SUITS, \$1.50; Overcoats, 65c; Mackinaws, 35c; Shoes, 12.5c; Ladies' Coats, 30c; Dresses, 15c. Enormous profits; catalog free. Nathan Portnoy Associates, 2109 AF Roosevelt Rd., Chicago 8. ch-mp

## Animals, Birds, Snakes

BABY MALE CHIMP, 19 POUNDS. TAME and Broke to work, \$750. Other interests. Rodgers, 7600-N.W. 27th Ave., Miami 47, Fla.

CALIFORNIA SEA LIONS - PRINCIPAL supplier zoos and circuses throughout world past 12 years. Marine Enterprises, Inc., Box 2636, Ocean Park, Calif. np

## Business Opportunities

BUY WHOLESALERS: 25,000 NATIONALLY advertised products. Get amazing dealer catalogs. Complete details free. American Wholesalers 1841 DX Lavee Dallas 7, Tex. ch-fn

BUY WHOLESALE - SHOES, SHIRTS, clothing, sportswear, linens, household furnishings, etc. Complete catalog and plan. Bostonian Distributors, 14-R Dock Square, Boston 8, Mass. chja26

## FLORIDA TOURIST ATTRACTION

Natural Caverns Big frontage on main highway, 7 1/2 acres. A-1 spot for winter quarters. Unlimited possibilities. \$50,000. Will consider lease. Some terms. ROUTE 2, BOX 182E Ocala, Fla.

JAPAN DIRECTORY. 145 JAPANESE MANUFACTURING exporters. Japan trade journal information. Asia opportunities. Just \$1 today. Nippon Annal, Box 6266-A, Spokane 28, Washington. ja26

60" SEARCHLIGHTS AND PARTS, UNUSED Sperry and G. E. Lights and Generators; complete line of Parts, Operating Manuals. Immediate shipment anywhere. Write for free parts and price list. Anderson Bros., 15444 Hesperian Blvd., San Lorenzo, Calif. np

## Food and Drink Concession Supplies

ABOUT ALL MAKES OF POPPERS, CARAMEL Corn equipment, Floss Machines, replacement Kettles for all Poppers. Krispy Korn, 120 S. Halsted, Chicago, Ill. fe23

## For Sale—Secondhand Show Property

BRILL'S NEW KIDDIE RIDE PLANS: DRIVERLESS Bus, \$8; Dry Boat, \$5; Umbrella Airplane, \$10; Roundabout (self whirling Tub ride), \$10. Free catalog. Brill, Box 875, Peoria, Ill.

FOR SALE—G-12 TRAIN, PERFECT SHAPE. with new factory motor. Also 24 passenger Kiddie Rocket Ride. P.O. Box 45, Massillon, Ohio.

FOR SALE—SHOW PROPERTY. AMUSEMENT site, former Dodge City, near Howe Caverns, New York. Including land & buildings. Wonderful opportunity, wide open, would consider partner. Write Madison Hills, Fultonham, N. Y.

FOR SALE - WALKING VENTRILOQUIST figure (approx. 6 ft.); two knee figures (wood carved), papier mache ventriiloquist chicken. Norm Nelson, Mt. Morris, Ill.

GOOD USED TENTS FOR SALE—12'X12' through 42'X75', and up. Write for list direct from factory. Eureka Tent & Awning Co., Inc., Box 966, Binghamton, N. Y. chja26

NEW PLASTIC 1958 CHEVROLET BODY type autos for Ridee-O. Heavy steel floor boards, 8x1.75 pneumatic tires, ball bearing wheels, \$45 each. 7 ft. 10 inch steel fence with legs for major rides, \$12.50 each. Burkhardt Amusements, Oswego, Ill. Phone 4-4221. fe2

PORTABLE ROLLER SKATING RINK—good condition, complete. Hubert Padgett, P.O. Box 402, Ruffin, S. C.

## Help Wanted

## MIDDLE-AGED MAN FOR FOREMAN

On Allan Herschell 32-Foot LITTLE BEAUTY MERRY-GO-ROUND. Must be sober and reliable. Top wages and bonus. We work 42 weeks out of the season. Write to

BOX 225 e/o Billboard, 390 Arcade Bldg. St. Louis 1, Mo.

WANTED—GIRLS INTERESTED IN LEARNING exotic rock and roll strip. Guitars and costumes furnished. Box C-433, c/o The Billboard, Cincinnati 22, Ohio.

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Every Office Category including: TYPISTS SECYS/STENOS CLERKS MON/SWB/D KEY/PUNCH ADD/GRAPHO

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## Miscellaneous

CANVAS TRAILER AWNINGS - DISCONTINUED Pattern. Below dealer cost. Write for list and samples. Eureka Tent & Awning Co., Inc., Box 966, Binghamton, N. Y. chja26

SHOOTING GALLERY OPERATORS. RIFLES cleaned and dents removed. Re-blued completely. Stocks refinished. Will look new again. We ship to you in carrying case. Write for information. Rifle repair, 18808 Gladstone, Covina, Calif.

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PHOTO BOOTHS, CAMERAS, D.P. PAPER. Developers. Frames. everything for direct positive photography. Write for our low prices. PDQ Camera Co., 1546 W. Chicago 22, Ill. ch-fn

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ATTRACTIVE PRINTING REASONABLY priced—1,000 Business Cards, \$2.95; Bond (8 1/2 x 11); letterheads, \$6.50; 10 envelopes, \$7.50. Taylor, Box 72, Brentwood, Md. ja12

ALWAYS FASTEST SERVICE - QUALITY nonbonding posters! 14x22 size 3-color window cards, up to 50 words copy, \$9 hundred; 17x26 size, \$13.50 hundred. Daily's auto bumper stickers, size 4x15, yellow, red or green, copy printed in black, \$13 hundred. Tribune Press, Dept. 159, Earl Park, Ind. mc30

## Salesmen Wanted

AD MATCH SALES! YOUR OWN BUSINESS without investment! Sell for world's largest direct selling manufacturer of advertising matchbooks. Big spot cash commission. Start without experience; our tested sales kit tells you where and how to get orders. Men, women, part or full time. Match Corporation of America, Dept. D-215, Chicago 32. ja26

ANYONE CAN SELL FAMOUS HOOVER Uniforms for beauty shops, waitresses, nurses, doctors, others. All popular miracle fabrics. Nylon, dacron. Exclusive styles. Top quality. Big cash income now, real future. Equipment free. Hoover, Dept. A-109, New York 11, N. Y. ch-mp

FRANCHISE MEN - EXTRA LARGE income for food closers. Write Commercial Enterprises, 139 N. Clark, Chicago, Ill. ch-ja5

GOLD MINE OF 600 MONEY MAKERS. Free copy. Specialty Salesman Magazine, Desk 22B, 307 North Michigan, Chicago 1, Illinois. ch-my25

I'LL SEND YOU FREE STOCKING SAMPLE newest advancement in hosiery since nylon. Patented, full-length. Stays up over-the-knee without supporters, without girdle! Nationally advertised price, \$1.95. Make money introducing to friends at \$1 pair. American Mills, Dept. 668, Indianapolis, Ind. ja26

IF YOU'RE INTERESTED IN MAKING money in selling, see the hundreds of exceptional opportunities in Salesmen's Opportunity Magazine. Send name for your copy, absolutely free. Tell us what you're selling now. Opportunity, 848 N. Dearborn, Dept. 21, Chicago 10, Ill. np

SALESMEN - BIG MONEY EVERY DAY showing nationally known drain cleaner. No chemicals. Nothing like it. Minute demonstration. Commissions paid daily. Sample furnished. Campbell Co. (Est. 1928), Rochelle 603, Ill. ch-mp

\$300 FIRST WEEK OR MONEY BACK—AD Clock, unlike any in world. Electric Ad Clock Co., 227-231 W. Illinois, Chicago 10. ch-mp

## Tattooing Supplies

TATTOOING - I WILL TEACH YOU THIS profitable, fascinating business. Complete course, supplies, secrets. Free information. Zeis, 728-A-Leslie, Rockford, Ill. np

## Trucks, Trailers, Accessories

CUSTOM BUILT LAND CRUISER, WHITE engine, 34 ft. long, fully equipped. Air brakes, lighting generator, shower, toilet, 100 gal. water storage, septic tanks, \$6,900. Pictures on request. May be seen at Everglades Sales Co., 6611 14th St., W. Bradenton, Florida.

## Wanted to Buy

10 RIDES OF ALL KINDS—OCTOPUS, TILT-A-Whirl, Flying Scooter. Advise age, make, condition, lowest price. Percell's Amusement Park, South Williamsport, Pa. ja12

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## Bands and Orchestras

4 TO 6 PIECE ORCHESTRA, SINGS, PLAYS rock & roll and jazz. Jump Jackson, 5727 LaSalle, Chicago, Ill. Normal 7-4151. mh2

## Miscellaneous

FEMALE IMPERSONATOR - GORGEOUS wardrobe; wishes engagements. Fans write for photos. Address Box C-423, c/o The Billboard, Cincinnati 22, Ohio.

SPOOK SHOW - LONDON AT MIDNIGHT. New, different. Ideal for theatres, promotions, etc. Another great show from Streiz Enterprises, 908 Morgan, Boonville, Missouri. Phone TU 2-5153.

## Musicians

DRUMMER, TRAVEL ANYWHERE, AGE 29 single; locations only. Vocals, play any style. Photos, information available. Contact John Bonino, 934 Drake St., Madison, Wisconsin. ja26

DRUMMER—NAME EXPERIENCE, YOUNG. can play Shows, Latin, Society, Jazz, etc. All good offers considered. Drummer, 317 S. Galena Ave., Dixon, Illinois, 2-3851.

## COMING EVENTS

### Arizona

- Chandler—Chandler Rodeo, Feb. 14-15.
- Chandler—Sheriff Posse Rodeo, Feb. 28-March 1. Katherine Autrey.
- Mesa—Jr. World Championship Rodeo, Feb. 7-8.
- Phoenix—Ariz. Nat'l Livestock Show, Jan. 7-10.
- Phoenix—Phoenix Rodeo, March 12-15.
- Phoenix—Flower Show, March 21-22.
- Scottsdale—All-Arabian Horse Show, Feb. 21-22.
- Scottsdale—Scottsdale Rodeo, Jan. 30-31.
- Tucson—Cutting Contest, March 12-15.
- Tucson—La Fiesta de los Vaqueros, Feb. 19-22. C. Edgar Goyette.
- Wickenburg—Gold Rush Days, Feb. 13-15.
- Yuma—Silver Spur Rodeo, Feb. 14-15. Bill Murie.

### California

- Chowchilla—Chowchilla Team Roping & Calf Roping Contest, March 27-29.
- Los Angeles—Southern Calif. Boat Show (Great Western Exhibit Center), Jan. 9-18. Show Management, Inc., 142 S. Fairfax, Los Angeles 36.
- Los Angeles—Trailer Life Show (Great Western Exhibit Center), Jan. 29-Feb. 1. Show Management, Inc., 142 S. Fairfax, Los Angeles 36.
- Palm Springs—Palm Springs Rodeo, Feb. 7-8.

WANTED TO BUY—ALL KINDS OF VENDING Equipment and Games. State kind, quantity and condition in detail. Box 287, Marshalltown, Iowa. ja12

## COIN MACHINES

### Used Equipment

STAMP MACHINES - DU PLEX, \$12.50; Shipman Triplex, like new, \$34.50; Folders, Northwestern Rolltype, \$69; used, \$55. USF Co., 100 Grand, Waterbury 2, Conn. fe2

USED ADVANCE & HARMON 21F VENDORS and 21B Vial Vendors. Any condition. Accurate descriptions and prices in first letter. Automatic Sales, 2965 Hickory St., Abilene, Tex. ja19

USED U-SELECT-IT CANDY MACHINES REBUILT, repainted, \$40 each. National nine column, candy, \$50; six column, \$40. Send deposit, Texas Associated Enterprises, Box 1066, Amarillo Tex.

40 BALL POINT VENDORS AND 10 stands, good working condition, first \$250 takes them, send deposit. The Witt Company, Alma, Ark.

100 VARIOUS COUNTER GAMES, \$1,500. National Person scale and Shipman cigarette machine 30c slot, \$50 each or best offer for lot. Al Hoff, 1920 Rosek Baltimore 13, Maryland.

## Help Wanted

### SALESMEN

For major manufacturer of bulk vending machines, initiating new direct-to-operator sales program. Opportunity for top-notch salesman to handle an exclusive high profit line of new machines. Write resume. We will phone you for appointment.

BOX C-434

The Billboard Cincinnati 22, Ohio

HAVE ORGAN. WILL TRAVEL AFTER Jan. 5. Tops in organ music, all styles; noted in the Penna. and New York areas. Write to Harold Wolfe, McKeesport Hotel, McKeesport Pa. ja5

LEAD TRUMPET MAN—VASI DIXIE EXPERIENCE, cut shows; read, fake anything, vocals; young, married, sober, reliable; will travel. Chuck Conner, Rt. #2, Box 376, Augusta, Ga. ja5

STRING BASS, READ & FAKE. EXPERIENCE, neat appearance, will travel. Write or wire: Rudy Bandy, 416 W. North Ave., Chicago 10, Ill.

## Outdoor Acts and Attractions

BALLOON ASCENSIONS, PARACHUTE Jumping for parks, fairs, celebrations. Claude L. Shafer, 1041 S. Dennison, Indianapolis 41, Ind. ja12

CRASH BROWN'S CANNON ACT—CRASH Brown and motorcycle fired from cannon. Another first by the "King of the world's stuntmen" who has originated more thrill acts than any stuntman alive. Over 30 acts alive with death, one act or full show for any occasion. Contact Crash Brown, Westmoreland, Penn.

San Diego—Southern Calif. Marine Assn. Boat Show (Electric Bldg., Balboa Park), Jan. 23-Feb. 1.

San Francisco - San Francisco National Sports & Boat Show (Cow Palace), Feb. 27-March 8. Thomas Rooney.

San Jose—Santa Clara Valley Boat, Travel & Sports Show (Fairgrounds), Jan. 7-4. Bob Barkhimer.

Colorado Denver—Denver Auto Show, April 6-11, 1959.

Denver—Denver Rodeo, Jan. 16-24.

Florida Bradenton—DeSoto Celebration, Feb. 17-18. Mrs. Roe Reasoner.

Fort Pierce—St. Lucie County Home Show, Feb. 11-15. Lew Nachman, Fort Pierce Hotel.

Hollywood—Home Show (Armory), Jan. 24-28. Al Stern, 2007 N. Ocean Blvd.

(Continued on page 56)

LETTER LIST

Letters and packages addressed to persons in care of The Billboard will be advertised in this list two times only. If you are having mail addressed to you in our care, look for your name EACH WEEK. Mail is listed according to the office of The Billboard where it is held, Cincinnati, New York, Chicago or St. Louis. To be listed in following week's issue, mail must reach New York, Chicago or St. Louis by Wednesday morning or Cincinnati office by Thursday morning.

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Alexander, Mattie & Jake Franz, Frank & Mrs.
Allen, Bucky & Mrs. Frazier, Dorinda
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Allen, Charley & Mrs. Fremont, J. R. (Dick)
Allen, Eugene Paul
Allen, H. S.
Ambrosio, Jim
Anderson, R.
Anderson, Sig
Andreano, Frank
Anovic, Inc.
Ansher, Joe
Anthony, Milo
Anthony, Pat
Armor, Reggie & Mrs.
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Ayotte, Frank W.
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Bell, Jack
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Bellows, Alan & Mrs.
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Bruno, Hap
Bryan, Mrs. Irene
Buchanan, Tom
Bullock, W. H.
Burke, Anthony
Burke, Gerry
Burke, Jack
Burns, Clarence & Evelyn
Burton, Fred
Byrd, Walt & Mrs.
Cador, Whity
Campbell, Archie
Carter, Kenneth
Cantrell, Fred & Mrs.
Carlyle, Hank
Carney, Bill & Bee
Carr Jr., John S. & Evadive
Carter, William T.
Cash, James T.
Carter, James Lee
Chalmers, E. R.
Chambers, Ingram
Chicarelli, Jack
Chief Spoltcloud
Clark, Art & Mrs.
Clark, Jack
Clark, Jim
Clay, Bill
Clayton, Duke
Clendenning, Glenn & Mrs.
Coffey, Clementine & Bill
Cohn, Mrs. Dorothy
Cole, Brownie
Cole, Joseph
Collantra, Rowland
Collins, Ernie & Mrs.
Collins, Olga
Conlon, Edward H.
Conlon, Pat
Connors, Eddie & Mrs.
Costello, James
Coutts, Robert
Cox, O. C. & Mrs.
Crawford, James F.
Craden, S. K. & Mrs.
Craig, David Mark
Crispl, Frank
Cullen, Don
Curtis, James Lee
Currier, Mrs. Billy
Daley, Jack & Mrs.
Daves, Louis E.
Davis, Mrs. Pauline
Davis, John M.
Davis, Koke
Davis, Ray
Dawes, Robert J.
DeCardi, Dave
Delano, M. W.
DeRico, Carmen
Dempsy, John
Dennis, Jack
Des Splenter,
Dick, Billy
DiStefano, Charles
Dimock, Kenneth
Dobbs, Robert
Douglass, Larry & Mrs.
Duckett, William
Dugan Dub (W. F.)
Dugal, Tirza
Eddy, S. D. & M.
Engerer, Capt. Ernst E.
Evans, Thomas & Mrs.
Faith, Laddie
Fee, Audrey
Feltz, Nabob
Ferguson, Danny
Fineman, David
Fondenberger,
Fox, Andre & Mrs.

- Miller, C. M. & P. P.
Miller, Donald S.
Miller, Ervin C.
Miller, Col. Fred
Miller, Mrs. Jahala
Miller, James J.
Miller, John F.
Mitchell, George
Moran, Chet
Moran, Ed (Wolcott's Minstrels)
Morgan, Mrs.
Morgan, Margaret
Morgan, Ted & Mrs.
Murray, C. D. & Mrs.
Murtha, Philip
Myer, C. N. (Doc)
Nicholas, John
Nippo, William M.
Norris, Red
Nubson, Ted
O'Brien, Mickey
Odell, Jimmy
O'Hara, Frederick
Oliver, Swede
Osborn, A. J. & Mrs.
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Palleson, Cynthia
Pasco, Betty
Pasco, Rose & Sheila
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Patterson, Pat & Mrs. (Sheet Writer)
Patten, Arnold & Mrs.
Patty, Thomas
Payne, Benny
Pease, Lou
Perez, Jimmie
Perez, Mrs. Jimmie
Perrin, George
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Phillips, W. G. & Mrs.
Phillips, Wm.
Poole, Bill
Pope, Douglas
Posey, B. D.
Postdam, Phil
Prell, Abbe
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Puckett, George
Pushnik, Erma
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Raye, Talla
Reading, Ralph
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Reagon, Dolly & Pappy
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Reider, Lawrence
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Reynolds, Bill
Reynolds, Jim (Diggers)
Rice, Alvie Clarence
Roachman, Al & Mrs.
Roan, Bobby & Mrs.
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Royal, Danny
Rupp, G.
Ruscitto, Mrs.
Russell, Bernadine
Russo, Johnny
Sable, Jack
Salter, Red & Mrs.
Salter, Mrs. Mildred
Sanders, Alford J.
Santucci, Ardath
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Saunders, Clarence & Mrs.
Schreiber, Harry
Scott, Lewis
Sears, Calvin
Segrist, Marion
Seleit, Dave & Mrs.
Shaffer, Waldron & family
Shanks, Earl
Shay, Phyllis M.
Shepperson, Robert C.
Shiner, Joe
Showalter, Mrs.
Sidney, Richard
Austin, Wm. A.
Beattie, Robert
Beeman, Tex E.
Belmore, Florence
Bryer, Morton
Braun, Bert
Boun, Russell A.
Clarkson, Bob
Colin, John
Cox, Walter
Cressidy, John A.
Crispl, Frank
Darel, Duke
Davenport, Henry
Dee, Paul
Dorsey, George P.
Dyer, Amos H.
Elston, Floyd R.
Evans, A.
Evans, Susie Roy
Flow, No (Initial)
Flower, George
Flagello, Joseph San
Fuller, Dorothy
Gardner, Sol
Geordino, Angelo
Goude, Murray
Gospodarski, L.
Goodman, M.
Gue (No Initial)
Herbert, Leo
Hills, Bill
Hodgson, George
Horner, Harry
Jaxon, Jay
Joliffe, Jerry
Knox, The
Kimball, Dude
Lambert, Gies
Lynn, Joyce
Leah, J.
Marciasso, Larry
Mariano, Giuseppe
Miller, R. R. (Lucky)
Montan, A.
Nadja, Jean
Orlab, H.
Pike, Estelle
Schickel, Steve
Schneider, Lou
Silverberg, Walter
Smith, W.
Smith, Harold C.
Stutz, J.
Valderman, Odette
Ward, Irma
Wasserman, Harry
Whiteman, Wm.
Whitney, Ken
Wilson, H. A.
Williams, Victor
Wolandi, Andy
Youngbauer, John
Coomes, Mrs. Ruth
Crispl, Frank
Coultes, Mr. & Mrs.
Dennis, Prince
Dumont, Mrs. Cleo
Elliott, Rickey
Fensler, Duke
Ferguson, Frank
Gold, Don

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Barker, Billie Lucille
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Byers, Joe
Calkins, Fred
Camp, John
Carl, Robert Earl
Carpenter, Earl
Christy, Eugene
Cooper, Ray
Cowboy, Mac
Crimmins, Harry
Crispl, Frank
Crispl, Whitey
Crowe, W. J.
Cundiff, A. B.
Cushway, Warren
Denind, L. & P.
Denind, Luther
Dobson, Paul
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Duggan, D.
Eddington, Cecil
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Ellis, Frank
Evans, Frank
Ferguson, Danny
Fester, C. G.
Finley, Mrs. Evelyn
Forbes, Don W.
Fournier, Mrs.
Frenzel, Mrs. Thelma
Frey, Russell
Garrett, H. C.
Gentry, Billy
Gonsolves, James J.
Green, Gilbert
Haddix, Irene
Hall, Louis & Charles
Hall, Wilson
Hampton, Douglas
Hearn, Brownie
Higgs, Leonard W.
Horn, D. H.
Hoyt, Clyde
Jacobs, Terrell Jr.
Johnson, Rodney
Kelly, Dave
Kjos, Marvin O.
Korman, Carroll
Lambert, Jack W.
Lantz, Johnny
Legan, Elden
Legan, Louise
Legasse, John
Lichtenfeld, Sam
Littlefield, Jack
Lynch, Mark Edmond
McCormick,
McDaniels, E. J. & Family
McFadden, Ben
Marchand, Tony & Frenchy
Mellor, Robert F.
Middleton, Odel
Morgan, Mr. & Mrs.
Morgan, Donald F.
Morgan, Lorne
Morton, Richie
Noian, Jimmie
Norman, Jack
Nell, Leonard K.
O'Brien, Pat
O'Neill, Patrick J.
Parsons, Carl
Parsons, Patrick
Peterson, Mrs.
Peterson, Paul & Shirley
Phillips, Pappy
Phinney, Margaret M.
Pfliger, Bill
Poole, Dick
Prevost, Don
Pruitt, Don
Rader, Kenneth J.
Richards, Pat
Riley, Jack
Robbins, Paul F.
Romero, Rickey
Robertson, Fred
Rosenfeld, Sam
Ross, Joe
Rowe, Jack
Ruffina, Frank
Sailor, Bobbie
Segrist, Harvey
Seliger, William
Silva, Wm.
Slawson, James
Smith, Davis
Smith, Don
Smith, Iola B.
Speck, C. J.
Stagg, James H.
Stanton, Richard
Strieber, Whitey & Josephine
Stumbo, Fred
Stutzman, J. R.
Sunbury, Glen
Tatum, R. V.
Taylor, Dick & Betty
Taylor, George Hugh
Walker, Stanley
Thomas, John & Family
Treetop, Sam
Trenholm, Joseph A.
Walker, Samuel
Ward, Sam
Webb, Mary
Weekley, H. B.
Weeks, Willis V.
Weiss, Joseph
Wells, John Jr.
Wetherbee, Harold H.
Williams, Jack
Wilson, George
Wulfsberg, Stanley
Yanell, Harold L.
Yazvac, Jack
Young, Roger

MAIL ON HAND AT CHICAGO OFFICE 188 W. Randolph St. Chicago 1, Ill.

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Biggerstaff, Ralph
Boyle, R.
Brunl, Mrs. Edith
Camp, Mr. & Mrs.
Chadwick, Mr. & Mrs.
Cole, B. B.
Coomes, Mrs. Ruth
Crispl, Frank
Coultes, Mr. & Mrs.
Dennis, Prince
Dumont, Mrs. Cleo
Elliott, Rickey
Fensler, Duke
Ferguson, Frank
Gold, Don

New Coaster Being Built At Rocky Glen

SCRANTON, Pa. — A new Roller Coaster is being constructed at Ben and Mae Sterling's Rocky Glen Park at Moosic, Pa. Sterling said he was going ahead with the project, altho the park is in a "distressed area," with 13 per cent unemployment.

The Coaster is being installed by Philadelphia Toboggan Company, with Frank Hoover as engineer in charge.

A school for boys at Wilkes-Barre has named the Sterlings to receive its awards of the year. The park operators were honored because of their contributions of entertainment equipment to the school and for hosting the school boys at the park.

Unity, Sask., Fair Plans Unsettled

UNITY, Sask.—Decision as to whether or not a fair will be held in 1959 will be made at a meeting of the Unity Agricultural Society January 17. Reason for the proposed move is said to be a shortage of workers.

Ken Brownlee was elected president at the annual meeting, with Don Wallace and Bob Jack as vice-presidents. John Coid is honorary president and secretary-treasurer is Mrs. C. Carruthers.

- Jones, T. C.
Jacobs, Jean
Kopacker, Robert
Kibbey, Mr. & Mrs.
Kutney, Steve
Lucas, Walter
Mannuzza, Thomas
Pastor, Animal Exhibit
Rouse, Carolyn
Schneider, R. F.
Selby, Mr. & Mrs. F.
Shipley, Mr. & Mrs. Earl
Sloan Jr., J. B.
Stebbing, Mr. & Mrs.
Swank, Mr. & Mrs.
Tuttle, Bob & Leone
Walker, William
Wells, R. D.
Yoder, Al

MAIL ON HAND AT ST. LOUIS OFFICE 390 Arcade Bldg. St. Louis 1, Mo.

- Allen, Barney
Allison, Tex & Penny
Alsop, Bob
Anderson, Dorothy
Atkinson, Frank
Arenz, Tom & Lucy
Bacon, William
Baker, John
Baker, C. A.
Barth & Maier
Barker, Billie Lucille
Beezley, James Co.
Blumberg, Morris
Boatwright, B. E.
Boudreau, Mrs. Gill
Brown, Roy
Burton, Jack C.
Byers, Joe
Calkins, Fred
Camp, John
Carl, Robert Earl
Carpenter, Earl
Christy, Eugene
Cooper, Ray
Cowboy, Mac
Crimmins, Harry
Crispl, Frank
Crispl, Whitey
Crowe, W. J.
Cundiff, A. B.
Cushway, Warren
Denind, L. & P.
Denind, Luther
Dobson, Paul
Donovan, James
Duggan, D.
Eddington, Cecil
Edson, B. J.
Ellis, Frank
Evans, Frank
Ferguson, Danny
Fester, C. G.
Finley, Mrs. Evelyn
Forbes, Don W.
Fournier, Mrs.
Frenzel, Mrs. Thelma
Frey, Russell
Garrett, H. C.
Gentry, Billy
Gonsolves, James J.
Green, Gilbert
Haddix, Irene
Hall, Louis & Charles
Hall, Wilson
Hampton, Douglas
Hearn, Brownie
Higgs, Leonard W.
Horn, D. H.
Hoyt, Clyde
Jacobs, Terrell Jr.
Johnson, Rodney
Kelly, Dave
Kjos, Marvin O.
Korman, Carroll
Lambert, Jack W.
Lantz, Johnny
Legan, Elden
Legan, Louise
Legasse, John
Lichtenfeld, Sam
Littlefield, Jack
Lynch, Mark Edmond
McCormick,
McDaniels, E. J. & Family
McFadden, Ben
Marchand, Tony & Frenchy
Mellor, Robert F.
Middleton, Odel
Morgan, Mr. & Mrs.
Morgan, Donald F.
Morgan, Lorne
Morton, Richie
Noian, Jimmie
Norman, Jack
Nell, Leonard K.
O'Brien, Pat
O'Neill, Patrick J.
Parsons, Carl
Parsons, Patrick
Peterson, Mrs.
Peterson, Paul & Shirley
Phillips, Pappy
Phinney, Margaret M.
Pfliger, Bill
Poole, Dick
Prevost, Don
Pruitt, Don
Rader, Kenneth J.
Richards, Pat
Riley, Jack
Robbins, Paul F.
Romero, Rickey
Robertson, Fred
Rosenfeld, Sam
Ross, Joe
Rowe, Jack
Ruffina, Frank
Sailor, Bobbie
Segrist, Harvey
Seliger, William
Silva, Wm.
Slawson, James
Smith, Davis
Smith, Don
Smith, Iola B.
Speck, C. J.
Stagg, James H.
Stanton, Richard
Strieber, Whitey & Josephine
Stumbo, Fred
Stutzman, J. R.
Sunbury, Glen
Tatum, R. V.
Taylor, Dick & Betty
Taylor, George Hugh
Walker, Stanley
Thomas, John & Family
Treetop, Sam
Trenholm, Joseph A.
Walker, Samuel
Ward, Sam
Webb, Mary
Weekley, H. B.
Weeks, Willis V.
Weiss, Joseph
Wells, John Jr.
Wetherbee, Harold H.
Williams, Jack
Wilson, George
Wulfsberg, Stanley
Yanell, Harold L.
Yazvac, Jack
Young, Roger

COMING EVENTS

- Continued from page 55
Orlando—Central Florida Food - O - Rama, Feb. 11-13. Lew Nachman, Fort Gallin Hotel.
Tampa—Tampa Auto Show, Jan. 22-27, 1959.
Georgia
Atlanta—Southeast Boat & Vacation Show (Aud.), Feb. 27-March 5. Martin P. Kelly.
Illinois
Chicago—Chicago Auto Show, Jan. 17-25, 1959.
Chicago—Chicago Sportsmen's & Vacation Show (Intl. Amphitheater), Feb. 27-March 5. H. Werner Buck.
Indiana
Fort Wayne—Fort Wayne Sport & Vacation Show (Memorial Coliseum), Feb. 14-19. E. M. Berg, Trio Enterprises, P. O. Box 2041.
Fort Wayne—Fort Wayne Boat Show (Memorial Coliseum), Feb. 14-22. E. M. Berg, Trio Enterprises, P. O. Box 2041.
Kansas
Wichita—Kansas Sports, Boat & Travel Show (Forum), Feb. 10-15. Robert G. Langenwalter.
Kentucky
Louisville—Mid-America Sports, Boat & Travel Show (Fairgrounds), Feb. 14-22. William H. King.
Louisiana
Cameron—La. Pur & Wildlife Festival, Jan. 16-17. Jerry Wise.
Lafayette—S. La. Mid-Winter Fair, Jan. 15-18. Dr. T. J. Arceneaux.
Baton Rouge—Baton Rouge Rodeo, March 7-14.
Michigan
Bay City—Poultry Show, Jan. 15-18. Ben W. Mau.
Grand Rapids—West Michigan Sports & Boat Show (Aud.), Feb. 28-29. Jack Locks.
Jackson—Jackson Boat, Sports & Travel Show (Armory), March 12-15. National Sports & Travel Shows, Inc., 10421 West Jefferson, Detroit 18.
Kalamazoo—Kalamazoo Sports, Boat & Travel Show (County Center Bldg.), Feb. 18-21. E. H. Buchner & Co., 10421 W. Jefferson Ave., Detroit 18.
Pontiac—Pontiac Boat, Sports & Travel Show (Armory), March 26-29. National Sports & Travel Shows, Inc., 10421 West Jefferson, Detroit 18.
Minnesota
Minneapolis—Midwest Auto Show, Jan. 9-13, 1959.
St. Paul—Land-O-Lakes Boat, Vacation & Travel Show (Auditorium), Jan. 16-24. Noel Van Tilburg.
Missouri
Kansas City—Kansas City Boat, Sports & Travel Show (Auditorium), Jan. 30-Feb. 6. F. W. Kahler.
St. Louis—St. Louis Boat, Sports & Vacation Show (Arena), Feb. 20-March 1. Wendell Emrick.
New Mexico
Albuquerque—Albuquerque Auto Show, Feb. 19-23, 1959.
New York
Buffalo—Buffalo Boat, Travel & Sports Show (Armory), Feb. 21-March 1. John G. Mellon.
New York—National Motor Boat Show (Coliseum), Jan. 16-25. Joseph E. Choates.
New York—New York Outdoor Exposition (Coliseum), Feb. 14-23.
North Carolina
Charlotte—Sportsmen's Motor Boat & Vacation Show of the Carolinas (Coliseum), Feb. 17-22. H. F. Van Horn.
Ohio
Cleveland—Mid-America Boat Show (Auditorium), Jan. 3-11. Cleveland Press & Marine Trades Assn.
Columbus—Dispatch-Journal Sports, Vacation, Travel & Boat Show (Fairgrounds), Jan. 18-25.
Dayton—Sport, Boat and Outdoor Living Show (Fairgrounds Coliseum), April 2-5. Ward Collopy, 133 Warren St.

Exhibitor Poll Shows Approval Of Trade Show

CHICAGO—Preliminary result of the NAAPPB survey of trade show exhibitors reveals almost universal satisfaction with the show and its operation.

NAAPPB Secretary John S. Bowman said that of the several dozen returns already at hand, some 98 per cent reported good to excellent opinion of the convention and trade show.

Area of dissatisfaction, however, turned up in regard to hotel services, personnel and accommodations.

Suggestions for changes next year centered on hours of operation for the trade show. Exhibitors indicated they would like a change in hours that would remove any overlapping or conflict between the trade show and the convention business sessions. Returns still are coming in, Bowman said, and results will be tabulated later, with all suggestions and comments to receive full study and attention. Later the NAAPPB plans to poll its membership for opinions and comments about the convention.

Viriden, Man., Fair Grosses \$12,000

VIRDEN, Man.—T. S. Kenderdine was elected president of the Viriden Agricultural Society, succeeding A. M. Paul. Vice-presidents are M. T. Heritage and Harvey McDonald. A secretary-treasurer will be appointed.

The financial statement showed the society had a successful year, the first of three in which it qualifies to be a Class B show. Receipts for the year were \$12,000, with \$6,000 paid out in prize money and an additional \$3,000 for prizes at the two-day race meet. Cash in the bank is \$3,850.

Re-Elect Strome Prez

VERMILION, Alta.—Orton A. Strome was re-elected for a third term as president of the Vermilion Agricultural Society. Vice-presidents are Gordon Larsen, Gordon Ross and John Bryden. The financial statement indicated steady progress and an accumulated surplus of substantial size was reported. The organization is now in its 53rd year.

Lloydminster, Sask., Fair Is Financial Success

LLOYDMINSTER, Sask.—The year was a financially successful one for the Lloydminster Exhibition according to the report of Russ Robertson, secretary-manager, presented at the association's annual meeting. Gross revenues for 1958 were up \$671 over 1957, he said in his report on the summer fair. Entries were up and this tended to increase interest in the agricultural aspects of the show which, he felt, may have affected grandstand and midway revenue.

Dunsmore Leaves Neepawa, Man.

NEEPAWA, Man.—Nelson G. Dunsmore, president of the Beautiful Plains Agricultural Society, has indicated he will retire and a nominating committee has been appointed to suggest a candidate for the post.

James Deveson was re-elected vice-president and Jack Veale continues as secretary-treasurer. Dick McKenzie was named head of the sports committee for his 23rd term. Financial condition of the society was reported sound.



## PROFILE OF WEEK

### 'Gentleman Operator'



**F**RANK MERCIER has bought, built and sold a number of routes in San Francisco during the 26 years that he has been in the field. Born in Louisville 58 years ago, Mercier has made his home in San Francisco since 1919, when he was discharged after serving as a yeoman in the Navy during World War I. After studying accounting in his chosen hometown, he worked as a bookkeeper until 1932 when the depression placed him among the many unemployed.

But this did not last long. Answering one of the then rare "Help Wanted" ads in a local newspaper, he became a vending machine salesman. He and Ernest Liedeker, another salesman, decided that they could put machines on location and sell them for themselves as well as they could for someone else.

Liedeker stayed in the business for a few years and then retired from it. He had built a fine business and acquired a home as well as property. Mercier has fared well, too. He owns his own home, a small hotel and an apartment house—properties that each month gave him a good income in addition to his route operation.

#### Stuck With Vending

Mercier has stuck with vending during all his time in the coin-operated field. In 1935 he branched out, adding amusement games and music to his operation of peanut and pistachio machines. The combination operation took more time and energy than Mercier wanted to expend. Competition was growing keener as World War II brewed in 1940, so he sold out. His next job was with the government, which he held until 1949 when he returned to vending, devoting full time to bulk merchandising.

Mercier works alone and puts in 50 to 60 hours a week, covering machines that are located primarily in San Francisco, but also down the Peninsula for 30 miles. He believes that he sells more tab gum thru his 400 machines than any other operator in the Bay Area. In addition to these, he has 150 penny peanut and ball gum machines and approximately 100 units with pistachio nuts in bars and taverns. His ratio of penny to nickel machines is about one to three.

Mercier, who is known in the business as "The Gentleman Operator," keeps only a simple set of books on his operation. Each day he records his expenditures as well as the income. At the end of the month, he totals the two columns and compares them. He has never shown a loss—on the over-all. If a machine proves a dud, he yanks it out. "I keep all the overhead down as much as possible and I do all my repairing," he says, in telling of his procedure.

"Penny venders are very good—lucrative. You can make 100 per cent profit all the time. The only way you can do it right is by pre-filling. Fill your globes before you go out in the morning—and switch them. You do not have time to fill globes on location. Carry about three spare machines with you and bring the cripples to the shop for repairs."

#### Purchasing Routes

The operation today has come about mainly thru the purchase of other routes and selling, sometimes parts in sections that Mercier could not operate profitably. When he buys a route, he sets up a calendar that enables him to service some machines weekly, others every two weeks, and those to which he refers as slow pokes, every three or four weeks. If a machine takes six weeks for service, Mercier takes it off location.

Last July Mercier bought two routes and he has bought this many in one month. Two years ago he sold a stamp machine route of 500 machines that he had built in less than three years from an original route of 15 units. Mercier contends that the easiest thing on earth to get is locations. While he sometimes thinks of retiring, none of his acquaintances take him seriously. "When I get 700 machines, I may sell out," he says.

Altho he works as many as 60 hours a week, Mercier finds time for other things. He has been a member of the Elks for 25 years and served as president of the Men's Club of the Methodist Church. He is also active in the San Francisco Dog Training Club, of which his wife, whom he married in 1928, is treasurer.

His hobbies include stamp collecting (other than thru machines), in which he has indulged for nearly 15 years, and oil painting. The Merciers like to travel and once a year, until recently, they made automobile trips to New York. Now, he says, he takes the bus, for this method of travel permits you to see more of the countryside and the intermediate towns.

Mercier believes that operators should wear business suits and look like businessmen. (He does and this is why he is called "The Gentleman Operator.") He thinks that when there is an economic retrenchment, it brings a large number of unqualified operators into the field before they have given the business complete study.

## FIND REPORTS ON N. Y., L. A. IN THIS ISSUE

This issue contains the fifth of a series of reports on bulk vending conditions in a variety of cities over the past year. Interviews with operators and distributors are used as the basis for analysis.

Conditions in two leading cities—New York and Los Angeles—are described in stories appearing elsewhere in this section.

Thus far reports have been made on Boston, Denver, Milwaukee, St. Louis, Cleveland, Detroit, Memphis and Toronto.

## '59' Slated For Delivery In January

**MORRIS, III. (UPI)** — Northwestern's new "Golden 59" bulk vender will be ready for delivery within the next two or three weeks, said sales manager Ray Greiner last week.

The production line at the plant is currently being set up for full-scale production, he continued. The "59" was bowed at the National Automatic Merchandising Association convention in St. Louis, and is designed to dispense all types of bulk vending merchandise.

Northwestern will also go into production on four and six-machine capacity stands, said Greiner last week. Stands will be manufactured after the firm goes into full production on the "59".

## 10-Month Cig Tax Increased

**RICHMOND, Va.**—All States taxing cigarettes showed an increase in numbers of cigarettes taxed in the period January-October, 1958, compared to the same period the year before, according to figures released by the Tobacco Tax Council.

During the month of October alone, however, six of the 43 States taxing cigarettes did not show an increase compared to the same month in 1957. Those States showing increases of 10 per cent or more for the 10-month period are: Arizona, New Mexico, and South Dakota. The District of Columbia, which also taxes cigarettes, showed an increase of more than 10 per cent as well.

The gross amount of taxes collected during the month of October was \$61,795,811. (See chart, elsewhere in this section.)

## CAVA Fights Double Taxes

**LOS ANGELES**—Double taxation will be fought by the California Automatic Vendors Association with its legal counsel, Hugh E. McManus, instructed to draft and file the necessary papers, B. J. (Bob) Grenier, CAVA president, said here last week (29).

The association alleges that the city of Los Angeles is unlawfully collecting taxes on gross business done by local firms outside the city and taxed also by the municipalities in which it is earned. McManus said that the problem is far-  
(Continued on page 58)

## Bulk Vending Revenues Slightly Up in N. Y. Area

**By AARON STERNFIELD**  
**NEW YORK**—While most coin machine and diversified vending operators in the New York metropolitan area were hard hit by the recession this year, bulk operators here reported sales somewhat ahead of 1957, which was a pretty good year.

The estimated 300 bulk operators in the New York area have larger routes than they did a year ago, but there are also fewer operators. The entrance and exit of marginal and part-time operators is an expected yearly phenomenon, but this year more people left the business—or merged with other operators—than entered the business.

Two factors are mainly responsible for the increase in bulk vending business in the face of decreases in most other facets of the vending and coin machine industry. They

are good weather and multiple installations.

#### Warm Weather

Bulk operators this year were blessed with relatively warm weather until the December cold snap, and the youngsters had greater opportunities to patronize gum and charm machines than they did the previous year.

While the larger operators have been using multiple-machine installations for the last few years, the smaller ones got on the bandwagon this year, and the resultant collection increases on a per-location basis have been considerable.

Most of the new operators seem to be concentrating on the suburbs, and many of the city operators, too, are expanding in the outlying areas.

The traditional bulk gum loca-  
(Continued on page 76)

## Calif. Ops Optimistic Over Population Surge

**By SAM ABBOTT**  
**LOS ANGELES** — Bulk vending operators are not worrying about their grosses during 1958. They are looking forward to 1959, and even 1960 and 1961.

Some operators made money this past year while others broke even or lost money. The slackening of business earlier in the year that caused some layoffs in motion picture studios, automotive and aircraft plants did affect those in certain areas. In fact, at this time overtime pay is below what it was two years ago.

But the future looks good. The California State Department of Finance estimates that late in 1960 or early 1961 the State's population will have risen to 16,000,000. (Latest estimate of population is 14,752,000.) This prediction is based upon the fact that 1,500 people are entering California daily, with 800 of them settling in the Los Angeles area. In addition to these figures, the bulk operator can count upon an increase of buyers as innumerable children—former

infants or toddlers—become their customers.

The picture for small bulk operators in the industrial field also is better today than in past years, according to B. J. (Bob) Grenier, who now operates DeLuxe Vending Service and serves as president of the California Automatic Vendors Association. He said that 96 per cent of the industrial plants in the State employ 50 or fewer people. The large number of small plants offers big opportunities to the bulk vending operator for installations.

Practically all the operators sell peanuts, ball gum, pan candies and capsules. Operators stick mainly to penny machines. Preston Coombs, one of the largest operators in the area, has 75 per cent of his machines on a penny, while Bill Siegle has 95 per cent of his route on this coin. Joe Arguelles, Daniel F. Lally and Harold Hall each have 80 per cent of their machines using pennies.

Operators are in complete agree-  
(Continued on page 58)

## Continental Subsidiary Is Opened in Canada

**WESTBURY, L. I., N. Y.** — Continental Industries, Inc., has opened a wholly owned Canadian vending machine manufacturing and marketing subsidiary, with headquarters in Fergus, Ont.

Manager of the new firm, Continental Vending Machine Company of Canada, Ltd., is Cliff Bergerson, formerly a large West Coast cigarette operator with headquarters in Seattle. Bergerson has sold his West Coast operation, helped survey the Canadian market for Continental, and now is in charge of the manufacturing and marketing effort of the new subsidiary.

Dan Carr, Continental sales manager, said that the new subsidiary has begun production of the 16-column Canadian Corsair at the rate of 40 machines a week, or about 10 per cent of the production at the Westbury plant.

#### Corsair Modification

The Canadian Machine, a modification of the Corsair 20 devel-

oped by Continental, is built for the Canadian cigarette pack. Price is \$389.50, which includes the 10 per cent sales tax. Carr added that arrangements have been made for advertising promotional allowances which further reduce the cost of the machine to the operator.

Carr said that only a fraction of the 54,000-square-foot Canadian plant is being used for the production of the cigarette machine. The rest, he added, will be devoted to the manufacture of other equipment which will eventually make up the full line.

Harold Roth, Continental president, said that the Corsair 16 has received a certificate of compliance with the requirements of the Canadian Standards Association, which permits use of the CSA seal (equivalent to the Underwriters Laboratories' Seal in the United States) thruout Canada.

The Canadian subsidiary will be nearly self-sufficient and will provide field service, as well as parts service, for Canadian operators.

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SHERIFF, RANGER and MARSHAL BADGES

Double faced—brilliant vacuumed plated ass'd. colors. Kids can form their own posse. They're large and will vend one at a time. Can be used in capsules, etc. Excellent front item.

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CAVA Fights Double Taxes

Continued from page 57

reaching, as oil companies, chain markets and other businesses are also affected.

Last April, judgment was entered in favor of the California Cigarette Concessions, Inc., for approximately \$1,800 on the basis of its suit filed in 1957 for the return of tax monies paid in 1951-'52 and 1953 on business done outside the city. An appeal has been taken by the city of Los Angeles, defendant in the suit, the city attorney's office arguing that the Los Angeles Superior Court misconstrued the case upon which it based its ruling.

Answering California Concession's complaint, the city of Los Angeles contended that as the firm's place of business was located within the corporate limits, the gross receipts were directly attributable to the business located within the city in spite of the admitted

fact that some of the cigarette machines were located in other municipalities and taxed by them.

After the plaintiff overcame legal defenses of failure to follow statutory procedure—neglecting to follow administrative remedy in demanding the return of tax monies and failure to file its complaint within the time allowed by the statute of limitations—a judgment was rendered by the Los Angeles Superior Court based upon a California Supreme Court ruling, L A City Vs. Bellridge Oil Company. Court pointed out "to allow a city to levy a license tax based upon gross receipts attributable to selling activities outside the city would be an unreasonable discrimination and a denial of equal protection of the law."

The CAVA attorney said that the court argued that one section of the L A ordinance permitted the city to seal the coin box on all vending machines when the charged tax had not been paid. McManus said that he could not see the right of the city to seal a vending machine in another municipality and that he believed that the tax involved was never intended to be levied on business done outside of Los Angeles.

Calif. Operators

Continued from page 57

ment that competition became keener during the past year, and most operators used more merchandise in 1958 than in 1957. New operators are coming into the field, The Billboard found. Among these is William Carey, who has 50 per cent of his machines on a penny. During 1958 he increased his route by 150 per cent. The average expansion was 20 to 25 per cent.

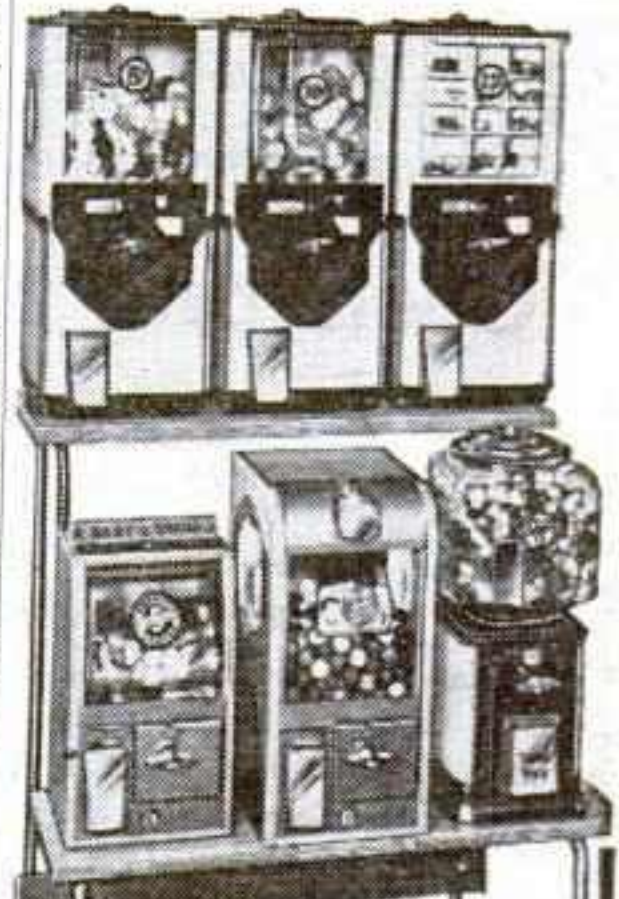
Operators are satisfied with the type of charms that are offered. Most of them use standard stands, with only a few having them custom made. Operators believe that the trend is to larger routes and a large percentage of them are buying equipment—principally penny machines. Dan Lally is adding penny units as is William Coombs, for example. About 25 per cent of the operators are adding 5-cent capsule machines. The dime and quarter units have not yet created any action in this area.

Batteries of machines are conceded to be the answer to larger takes, but only if the spot justifies it. Operators are more concerned with upgrading their present locations without the expenditure of additional monies. They are trying to get the most out of what they have but are at the same time looking for new types of locations, even in areas other than those now served.

Sugar Deliveries Up

Deliveries of sugar for U. S. consumption thru December 7 totaled 8,322,000 tons, 224,000 tons above those at the same time last year, according to Agriculture Department. For the calendar year thru mid-December, the spot price of raw sugar, duty paid, at New York has averaged 6.27 cents per pound, as compared to 6.25 cents for the same period a year earlier.

VENDING MACHINES — Parts, Supplies; Ball Gum, all sizes; 1¢ Tab Gum, 5¢ Package Gum, Spanish Nuts, Virginia's Red Skins, small Cashews, small Almonds, Mixed Nuts, all in vacuum pack or bulk; Fanned Candies; 1 Hershey's, 320 count and 520 count Candy Coated Baby Chicks; Leaflets, Coin Wrappers, Stamp Folders, Sanitary Napkins, Route Cards, Charms, Capsules, Cast Iron Stands, Wall Brackets, Retractable Ball Point Pens, new and used Venders. Write for prices and order blank. KING & CO., Northwestern Distributors, 2700 West Lake St., Chicago 12, Ill.



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N.W. Deluxe 1¢ & 5¢ Comb.	12.00
N.W. #39 1¢ Perc.	7.95
N.W. Model #33 1¢ Perc. Converted for 100 ct. S.G.	4.50
Silver King 1¢ S.G. or Mdse.	8.50
ABT Guns	30.00
Mills 1¢ Tab Gum	12.00

MERCHANDISE & SUPPLIES

Pistachio Nuts, Jumbo Queen	\$.77
Pistachio Nuts, Large Tulip	.73
Pistachio Nuts, Vendor's Mix	.58
Pistachio Nuts, Shell	.48
Cashew Whole	.44
Cashew Butts	.58
Peanuts, Jumbo	.42
Mixed Nuts	.32
Baby Chicks	.57
Rainbow Peanuts	.30
Boston Baked Beans	.32
Jelly Beans	.28
Licorice Gems	.28
Leaflets, 450 ct.	.40
M & M, 550 Ct.	.59
Hershey's	.47

Rain-Bio Gum, 40 ct.	.30
Malt-otts, 100 ct., per 100	.37
Rain Bio Ball Gum, 140 ct., 170 ct., 210 ct.	.30
Rain-Bio Ball Gum, 100 ct., 200 lb minimum, prepaid on all Rain Bio Ball Gum.	.32
Adams Gum, all flavors, 100 ct.	.45
Wrigley's Gum, all flavors, 100 ct.	.45
Beech-Nut, 100 ct.	.45
Hershey's Chocolate, 200 ct. Assorted.	1.40
Minimum Order, 25 Boxes Assorted.	

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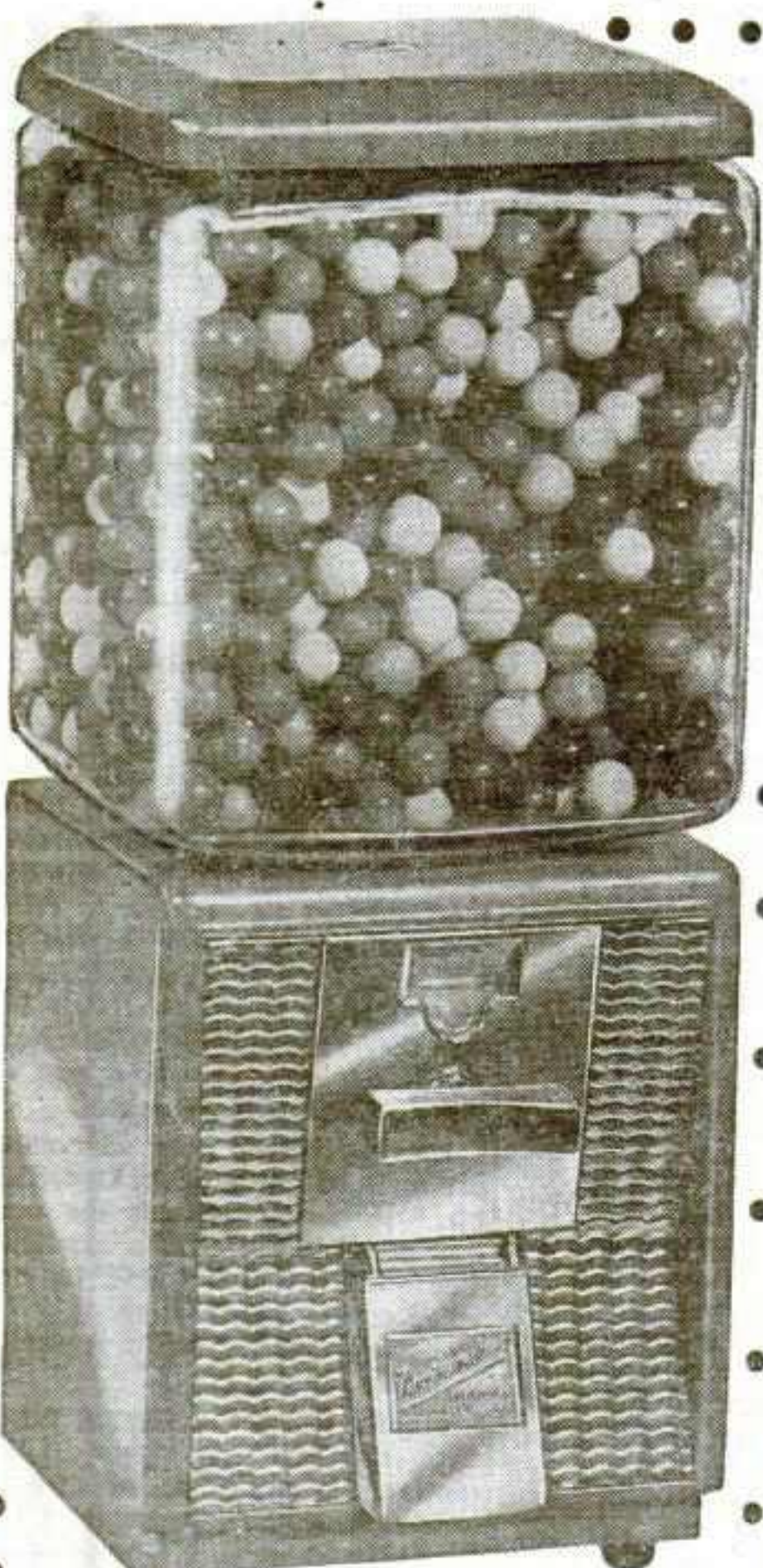
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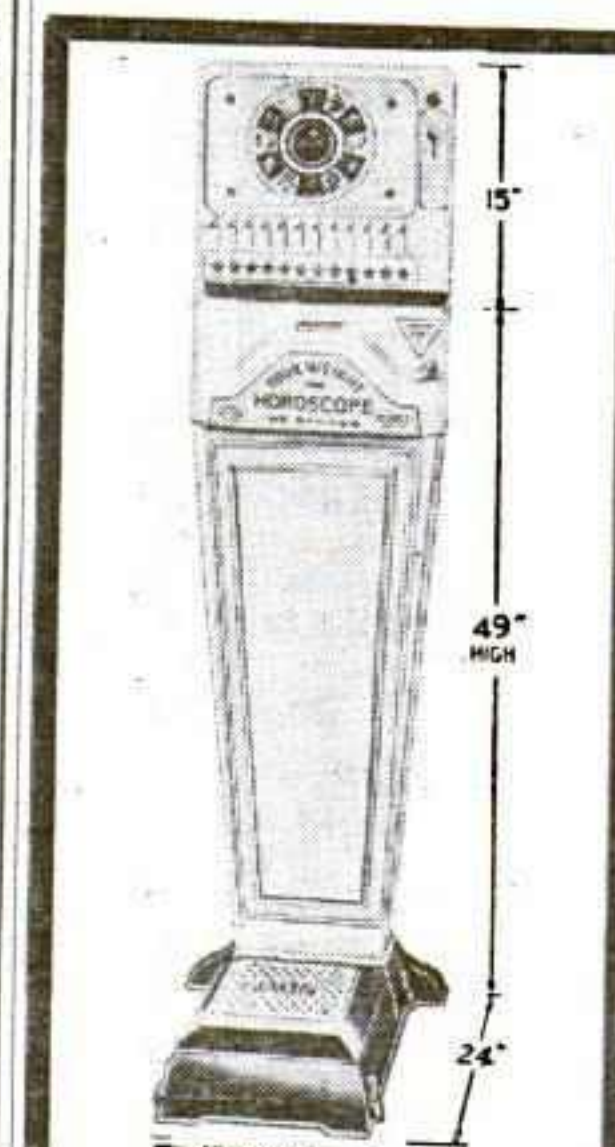


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5¢ HOROSCOPE SCALE TOP OF SCALE PAYS BIG DIVIDENDS . . . NOW YOU CAN REALLY MAKE MORE MONEY operating scales because you get 5c as well as 1c. \$25.00 DOWN BALANCE \$10.00 PER MONTH WATLING MFG. CO. 4650 W. Fulton St., Chicago 44, Ill. Est. 1889 Telephone: COLUMBUS 1-2772 Cable Address: WATLINGITE, Chicago

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- Eastern Mark II 22 Col. . . . . 225.00
- Du Grenier 12 Col. . . . . 159.50
- Rowe Commander 11 Col. Console . . 139.50
- Eastern, 8 Col. . . . 49.50

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**pecans, Walnuts**

Production of the 1958 crop of pecans is estimated by Agriculture Department at 162.1 million pounds, 15 per cent greater than last year and 9 per cent above average. The 1958 walnut crop in California and Oregon totaled 84,500 tons, 27 per cent greater than last year and 15 per cent above average. Crop was the largest since 1949.

**State Cigarette Taxes For October, 1958**

State and rate per package	Gross amount of taxes (a)	Packages taxed during October		Packaged taxed January thru October	
		1958 (add 000)	Per cent change from 1957	1958 (add 000)	Per cent change from 1957
Alabama (4)	\$ 1,002,191	25,505	+ 6.3	231,707	+ 4.6
Arizona (2)	250,474	12,524	+ 17.2	113,537	+ 11.9
Arkansas (6)	733,800	12,380	+ 6.3	115,670	+ 4.4
Connecticut (3)	905,594	30,186	+ 5.8	287,008	+ 5.6
Delaware (3)	157,187	5,240	+ 11.0	50,489	+ 4.8
District of Columbia (2)	249,610	12,480	+ 38.7	102,320	+ 12.3
Florida (5)	2,451,449(b)	49,029	+ 1.7	481,666	+ 8.0
Georgia (5)	1,604,066	32,081	+ 16.8	285,160	+ 3.6
Idaho (4)	215,298	5,382	+ (d)	53,163	+ 8.4
Iowa (3)	775,694	25,856	+ 10.9	234,915	+ 7.4
Illinois (3)	3,259,443	108,648	- 0.4	1,042,507	+ 3.4
Indiana (3)	1,502,125	50,071	+ 13.0	456,627	+ 4.2
Kansas (4)	766,391	19,160	+ 12.0	181,761	+ 6.6
Kentucky (3)	841,567	28,052	- 3.6	275,785	+ 4.4
Louisiana (8)	2,284,608	28,558	+ 2.9	260,510	+ 4.3
Maine (5)	557,476	11,150	+ 4.5	105,215	+ 2.9
Maryland (3)	983,010	32,767		157,616	
Massachusetts (6)	3,277,616	54,627	+ 3.0	523,813	+ 4.6
Michigan (5)	3,985,974	79,719	+ 9.4	764,655	+ 0.7
Minnesota (4)	1,171,192	29,280	+ 7.4	291,431	+ 6.8
Mississippi (4)	893,286	14,888	+ 12.0	139,693	+ 6.3
Missouri (2)	1,084,206	54,210	+ 15.6	438,866	+ 3.5
Montana (8)	517,126	6,464	+ 9.8	61,405	+ 6.9
Nebraska (4)	509,710	12,743	+ 74.6	119,931	+ 4.2
Nevada (3)	130,810	4,360	+ 12.4	39,015	+ 8.1
New Hampshire (3)(c)	306,760	9,258	+ 5.5	89,460	+ 8.1
New Jersey (5)	3,276,735	65,535	+ 3.6	623,325	+ 5.3
New Mexico (5)	376,022(b)	7,612	+ 24.3	71,908	+ 15.2
New York (3)	6,067,193	202,240	+ 5.1	1,928,615	+ 5.9
North Dakota (6)	330,480	5,508	+ 5.0	48,151	+ 6.4
Ohio (3)	3,152,604	105,087	+ 7.2	979,975	+ 3.5
Oklahoma (5)	1,033,804	20,676	+ 6.9	196,299	+ 6.1
Pennsylvania (5)	5,649,590	112,992	+ 8.3	1,147,919	+ 5.2
Rhode Island (5)	537,607	10,752	+ 5.5	101,490	+ 2.0
South Carolina (3)	531,198	17,707	+ 7.4	168,214	+ 3.4
South Dakota (3)(4)	179,767	5,531	+ 10.9	56,620	+ 10.9
Tennessee (5)	1,385,497	27,710	+ 5.8	262,249	+ 5.3
Texas (5)	4,481,007	89,620	+ 7.1	846,296	+ 6.3
Utah (4)	196,413	4,910	- 7.3	46,495	+ 4.8
Vermont (5)	181,275	3,626	- 19.0	40,459	+ 0.5
Washington (5)(c)	1,262,261	25,235	- 0.6	243,855	+ 4.5
West Virginia (5)	763,966	15,279	+ 2.2	156,022	+ 1.3
Wisconsin (5)	1,861,550	37,231	+ 8.4	335,558	+ 2.9
Wyoming (3)	94,179(b)	3,139	- 18.4	34,192	+ 2.2
<b>TOTALS</b>	<b>\$61,795,811</b>	<b>1,515,008</b>	<b>+ 6.7(c)</b>	<b>14,091,567</b>	<b>+ (c) 4.9</b>

No. of States showing increase in volume from: Oct., 1957.. 37; Jan. thru Oct., 1957.. 43  
 No. of States showing decrease in volume from: Oct., 1957.. 6; Jan. thru Oct., 1957.. 0  
 Total taxing jurisdictions (excluding Maryland)..... 43

Note: Above data compiled from reports received from State tobacco tax administrators.  
 (a) Represents the face value of the cigaret stamps and meter impressions sold within the month, and, in the case of Massachusetts and Michigan, the gross amount of taxes assessed under their respective reporting systems. Package figures herein shown are those reported by tobacco tax administrators, except in Kentucky, Louisiana, Maine, Massachusetts, South Carolina and Utah where the package count has been derived from the dollar figures reported. The figures for Michigan reflect the operations for the month of September.  
 (b) A part of the State-imposed cigaret tax here shown is returned directly to the political subdivisions of the State. This figure includes both the State and local shares of the gross value of stamps sold within the month.  
 (c) A rate per package somewhat higher than the rate here shown is imposed on certain premium price cigarets.  
 (d) An increase of less than 1/10 of 1%.  
 (e) Maryland figures not included in computing percentage change since tax was not imposed during base month and year of comparison.

**Canadian City Reverses Stand on Cig Vending**

REGINA, Sask. — Cigarette vending machines will soon be legal again in Regina. City council has decided to amend a city bylaw, permitting machines in locations where they can be under direct supervision.

City Solicitor C. R. Johnson said that in light of a court decision in Manitoba, it appears municipalities cannot prohibit use of cigarette vending machines. Their use is regulated by federal law, which makes it an offense for persons under 16 to buy cigarettes from them. Penalties can be levied against owners of premises where illegal purchases are made from machines.

Local councils cannot "put teeth into federal legislation" by banning the machines, the solicitor said. The city will retain control of locations thru licenses, which will amount to \$20 for each machine. Council has the right to refuse licenses without giving reasons.

Combined production of all types of tobacco is estimated by Agriculture Department at 1,758 million pounds for 1958, 5 per cent above 1957 but 18 per cent below the 1947-'56 average and the second smallest in 15 years.

**INSIST ON STAR-BRITE BALL GUM**

**Save Money!**

Let Us Help You "BE IN LINE FOR '59"

**MAKE MORE MONEY with "STAR-BRITE"**

8 COLORS FLAVORS • 210-170 and 140 BALL GUM

Also Cramer's "King-Size." Ask your distributor to stock Cramer's "Star-Brite" for you!

**CRAMER GUM CO. INC.**

130 Orleans Street  
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 Member of National Vendors' Assn.

**FINEST RECONDITIONED VENDORS**

Silver King, 1c or 5c..... \$ 8.50  
 Northwestern Roll-Type..... 40.00  
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 Silver King, 1c..... 10.00  
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 Stamp Machine, 2 Col..... 15.00  
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**RAKE'S SPECIAL MIXED CHARMS!**  
 Consists of all factories latest items in one mixture.  
 \$9.00 per M.  
 SEND FOR 1959 CATALOG, FREE!  
 "Rake's Automatic Merchandiser"

1/3 Deposit, Balance C.O.D.

**Rake Coin Machine Exchange**  
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 The Finest for Vending Flat-Pack Products

Here is a durable, reliable, sanitary vendor with the many exclusive features which have made the Advance name a symbol for the best in vending.

Accommodates flat packages up to 1/8" by 2" by 3 1/4" has separate cash box... Advance coin detector with automatic coin return when machine is empty... protected against break-in. Available for 1c, 5c, 10c or 25c operation.

For details and Prices Write, Wire, Phone Today.

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 Factory Distributor of Advance Vending Machines  
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**VICTOR'S 5-STAR BABY GRAND**

- ★ Capsule 5c or 10c
- ★ Rocket Charms, 5c
- ★ Ball Gum & Charms, 1c
- ★ Chic Treats, 2 for 1c
- ★ 100-Count Ball Gum, 1c

**\$13.25** Write for Quantity Prices  
 Minimum Packing: 4 to the Case

Write for Lowest Prices on our complete line of  
 ● CAPSULES ● MACHINES ● CHARMS ● BALL GUM

Order Now From Victor's South-eastern Distributor.

**H. B. HUTCHINSON, JR.**  
 1784 N. Decatur Road, N.E.  
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**FILLED CAPSULES**

YOU PICK, CHOOSE and SELECT RINGS, GIMMICKS OR MIXES from our VAST LINE OF ITEMS. Pay the price of your SELECTIONS as per our PRICE LIST—PLUS \$8.00, which pays for our excellent CAPSULES and for our filling same for you.

We GUARANTEE 100% SATISFACTION with our new, perfect, unbreakable STAY CLOSED CAPSULES. You also know you have many fine choices from the Biggest and Best line of EPPY ITEMS. You decide what goes into your CAPSULES at the price you want to spend.

**EPPY**  
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**VACUUM PLATED MAGIC LETTERS**

**\$6.25 per M**

Free Labels  
 at your distributor or...  
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Be First In Your Territory

**NOW U. S. Post Card**

VENDING MACHINE thousands of locations

**\$29.50**  
 7 1/4" wide  
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**\$24.50**  
 STAMP VEND MACHINE  
 Folders for Stamp Machine

**MIKE MUNVES CORP.**  
 577 10th Ave.  
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**BIG SAVINGS on BALL AND VENDING GUMS**

Same fine flavors, Centers and Coating.  
**Direct LOW Factory Prices**

- Bubble Ball Gum, 140-170 & 210 ct. & Giant Size..... 27¢ lb
- Chicle Ball Gum, 130 ct. .... 35¢ lb
- Clor-o-Vend Ball Gum..... 40¢ lb
- Clor-o-Vend Chicks, 320 ct. .... 40¢ lb
- Chicle Chicks, 320 & 520 ct. 36¢ lb
- Bubble Chicks, 320 & 520 ct. 28¢ lb
- Tab (short stick), 100 ct. .... 38¢ box
- S-Stick Gum, 100 packs..... \$1.90
- F.O.B. Factory 150 lb. lots.

**AMERICAN CHEWING PRODUCTS**  
 34 years of manufacturing experience  
 4th & Mr. Pleasant • Newark 4, N. J.

**MAN... IT'S OUT OF THIS WORLD!**

The new Victor Super Mart with the bright new 25¢ capsule vending! Man! It's the most... for profits.

Write, Wire, Phone Immediately

**STANDARD SPECIALTY CO.**  
 1028 44th Avenue Oakland, California

**WE HAVE oak's "GOLD MINE"**

**SOUTHERN ACORN SALES**  
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**oak's LI'L LEAGUER a top scorer!**

Football, soccer, or baseball... the fascinating game is right on the front of the machine to attract the eye and interest the customer.

**AND OAKS "400"**

Holds 400 capsules, for larger profits on each filling, without crushing capsules or jamming because of half capsules. Guaranteed mechanically perfect. Conversion Head fits your present standard Acorn Vendor. Vends any denomination from 5c to 25c.

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**oak MANUFACTURING COMPANY, INC.**  
 11411 KNIGHTSBRIDGE AVE., CULVER CITY, CALIFORNIA

THE BILLBOARD WEEKLY

Coin Machine Price Index

How to Use the Index

HIGHS AND LOWS. Equipment and prices listed below are taken from advertisements in The Billboard for the period shown. Listings are based on the highest and lowest prices on all equipment which have been advertised either at least 10 times for the period shown or at least 5 times together with a computation based on annual average.

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

MEAN AVERAGE. The mean average is a computation based on all prices of which a machine has been advertised for the period indicated and reflects the dominant advertised price level. It is not a simple average between the "high" and "low." High and low indicate price range; mean average indicates the price level at which most of the machines are advertised for. Therefore, when the mean average is nearer the "high," it indicates the "low" is a unique price probably for "as is" or "distressed" equipment.

(For 10-week period ending with issue of December 22, 1958)

Table with columns for Machine Type (e.g., MUSIC MACHINES, PINBALL GAMES), High Price, Low Price, Mean Average Price, and Machine Name. Includes sub-sections like AMI, ROCK-OLA, SEEBURG, WURLITZER, BALLY, CHICAGO COIN, GOTTLIEB, SHUFFLE GAMES, and ARCADE EQUIPMENT.

## 'Live Music' Dispute Aired In Memphis

**City Says Jukes OK, But No Live Music With Beer**

MEMPHIS—A dispute flared here last week between the musicians' union and Police Chief James C. MacDonald over "live music" in places where beer is sold which finally drew phonograph operators into the fray.

Chief MacDonald, a member of the three-man beer license commission, said flatly he is opposed to live music in places where beer is sold. He said he was not opposed to phonograph music in such places.

### Fights

In an interview with The Billboard, MacDonald indicated his feeling ran back to seven or eight years ago, when "some so-called musicians playing in beer joints were not paid by the management and solicited money from customers with numerous fights and other kinds of trouble ensuing."

The case developed when a plush restaurant, the Branding Iron, sought a beer license. They had a music combo playing nightly. The board refused the beer license on Chief MacDonald's veto. The chief said it was his experience that beer and live musicians don't mix.

The Branding Iron was subsequently granted a license, but only on owner Arch Stewart's assurance that live music had been eliminated.

### Union Enters

The musicians' union immediately entered the case and condemned Chief MacDonald's stand and implied in a statement to the press that the chief was favoring the juke box operators.

The union is still fighting MacDonald's stand and the matter is not considered closed.

MacDonald, meanwhile, in an interview with The Billboard, had this to say:

**Q. It is your position that live music tends to bring trouble in places where beer is served?**

**A. Yes. I don't know exactly what the explanation of it is, but we never have had much trouble in places that use juke boxes. I want to make this clear and I don't think I have been understood before.**

I personally like to go into a place to eat and listen to music—organ music, piano music or other kinds of music. And I personally have no objection if it is live music, even if it is a place that serves beer. But we do know from experience that it is a terrific policing  
(Continued on page 68)

## JUKE HEARINGS TO BE TELEVISED

NEW YORK — The oft-delayed Senate hearings on alleged racketeering in the juke box industry are now scheduled to be held in Washington this month. Latest report is that the hearings will be televised.

A McClellan Committee spokesman said that the hearings will deal largely with the relationship of the International Brotherhood of Teamsters, racketeers and industry figures.

## Interest Rates For Coin Ops May Increase

NEW YORK — Coin machine operators may be faced with an increase in interest rates during 1959, according to Arthur F. Silbert, vice-president of the Standard Financial Corporation, a firm which discounts coin machine and vending paper for manufacturers and distributors and also loans money to operators for expansion.

Silbert explained that the discount rate—which determines what it will cost for banks and financial houses to borrow money—is likely to rise slightly, which means that  
(Continued on page 66)

# AMI, Automatic Canteen Co. Directors Agree on Merger

**Will Issue Canteen Stock for AMI; Stockholders to Approve Shortly**

By NICK BIRO

CHICAGO — AMI, Inc., juke box manufacturers, will merge with Automatic Canteen Company of America, Chicago, one of the nation's largest manufacturers and operators of vending equipment.

The merger was approved at a joint meeting of the boards of directors of both firms Tuesday (30).

The matter still has to be submitted to AMI stockholders for approval, but this is considered merely a formality at this point.

### \$3 Million

The proposal calls for Automatic Canteen issuing 5.25 shares of its stock for each 10 shares of AMI common. All told, the transaction has an estimated value of about \$3 million, with 120,767 shares of Automatic Canteen stock to be exchanged for 238,276 shares of AMI, Arnold Johnson, president of Automatic Canteen, said.

Canteen stock closed Tuesday (30) evening on the New York Stock Exchange at 28½, up 2¼ from the day's opening.

AMI closed at \$14, up \$2.25 on the American Stock Exchange.

AMI president, John Haddock, said further details of the plan would be sent to AMI stockholders before a shareholder meeting is held at an early date to vote on the

proposal. The next regularly scheduled meeting was to be held in April, but it is not likely the firm will wait that long. It is a well-known fact that AMI stock is closely held, and it would appear likely that approval will be voted by the shareholders very shortly.

### Package Deal

Altho not mentioned by Haddock, it is generally believed that the merger will be a full package deal as far as AMI is concerned. That is, it will take in AMI International, a holding firm and Automatic Musical Instruments S.A. of Geneva, Switzerland, founded in the latter part of 1957 for foreign licensing and export sales. Both are private corporations.

Automatic Canteen will operate AMI as a subsidiary division, according to Canteen's President Johnson.

Nathaniel Leverone, chairman of Canteen's board, said the proposed acquisition is another step in the company's program of broad diversification in all related fields, of vending. He said the move had been under consideration for years.

Another highly placed AMI official said the move would have little effect on AMI sales or distribution policies.

Altho it is still too early to fully

evaluate the move, certain factors become significant.

By merging with Canteen, AMI becomes associated with a giant by virtually any corporate standards.

For its fiscal year ended September 27, Automatic Canteen reported sales a whopping \$117.5 million and net income equal to \$1.60 a share on 2,076,000 outstanding common shares.

AMI had sales of \$12,138,210 and a net of \$508,312 in 1957. Sales in 1958 are expected to be around \$11 million.

### Operating Company

Automatic Canteen is primarily a vending machine operating company. In addition to its own operation it has franchised operations, called distributors, that operate under license using the Canteen name.

It also owns Rowe Manufacturing Company, a full line vending machine manufacturer and operator. Canteen acquired Rowe in September of 1955. At the time of the acquisition, Rowe was primarily a cigarette machine manufacturer, but also had approximately 36,500 pieces of equipment on location.

In the fall of 1958, Canteen bowed to a Federal Trade Commission decision and agreed to sell its interest in 13 Rowe operations within a year, involving almost 7,000 pieces of cigarette equipment and 500 miscellaneous vendors.

### Still Operates

But Rowe still will have sizable operations and now also manufactures full line vending equipment.

From an over-all standpoint, Canteen is recognized as the nation's largest vending company. They've been in operation 29 years—showing a steady history of growth.

Altho their 1958 figures are not broken down, an understanding of the firm's size and scope can be had by analyzing Canteen's 1957 operating statement.

### Sales Up

Sales and earnings totaled \$112,889,096 (including Rowe Corporation) an 8.3 per cent increase over 1956.

Earnings were \$2,952,576—up 24.4 per cent from the previous year. Net earnings per share went  
(Continued on page 66)

## New York Stereo Juke Sales Lag; Diskeries, Ops Play Waiting Game

**Impasse May End Soon, as Major Labels Plan to Step Up 45 Stereo Single Releases**

By AARON STERNFIELD

NEW YORK—Stereo juke box installations in the New York area are moving at a snail's pace, with only an estimated 300 of the more than 15,000 juke boxes on location capable of playing the dual-channel disks.

However, most distributors feel that the impasse—with the operators and the record manufacturers waiting for each other to make the first move—is a temporary one, and that stereo is going to give the automatic phonograph industry a tremendous boost during 1959.

From the operator's viewpoint, the reluctance to move more rapidly into stereo is the scarcity of stereo releases on 45 singles for new pop tunes. Most of the stereo available is on LP, and that doesn't do the operator any good.

On the other hand, the record manufacturers don't seem to be in any mad rush to produce 45 stereo singles for a market which is currently a negligible percentage of the automatic phonograph field.

Hence, the impasse results. True, such record companies as RCA-Victor, M-G-M, Counterpoint and Roulette have released some 45 stereo singles of new pop records, but the great majority of new 45 releases are monaural.

Distributors are pointing out that within a few months many of the pop hits will be released in 45 stereo, and that even monaural records sound better on a two-speaker stereo system, but this argument has only been able to convince a few operators.

### Limited Selection

To date, record companies have been limiting 45 stereo single releases to records by name performers who seem assured of some degree of success. But the sleepers, or the novelty tunes that might catch are still being released in monaural versions only.

That doesn't mean that the record companies aren't aware of the potential for 45 stereo singles in the juke box field. They know what the juke box operators mean to the regular 45 and 45 EP markets, and they realize that the operators will be the mainstay of the 45 stereo market as soon as enough stereo juke boxes are placed on locations.

In fact, virtually every major label and most of the small ones plan to step up stereo releases on 45 during 1959.

But, to date, the record industry

has given no assurances to the juke box industry that all new single releases will be available in stereo. If such assurances were to be given, there is little doubt that the sale of stereo juke boxes would soar.

The operators who have installed stereo on some of their top locations are offering few stereo disks, but they feel that when these disks do become available in sufficient variety they'll have a good jump on their competitors.

Most operators, if pressed, will  
(Continued on page 75)

## United to Ship Wall-Box Stereo Production Next

CHICAGO — United Music Corporation will begin shipments this week on their new three-wire wall box. Production facilities have already been set up for the units, and distributors are expected to receive initial orders after January 10, according to UMC head, Jack Mitnick.

United is also expected to go into production on some form of stereo equipment shortly after the first of the year, Mitnick said. Details on the new equipment have

not been announced yet by the firm.

The firm recently got into full swing on their UPB-100 model juke box and showings have been held by United distributors throughout the country.

The United wall box features the same twin-dial selection as the phonograph. Unit has a nickel, dime and quarter, single-entry coin chute. No receiver is needed in the phonograph, with selections going direct into the selection bank of the phonograph.

## Vending—Music Package Is Inviting Vista: Vend

CHICAGO — The advantages of music to a vending operation were detailed by Vend magazine, vending machine trade paper and sister publication of The Billboard.

Said Vend, in an article titled "Industrial Music—An Operator Service?" (October, 1958): Industrial music, uninterrupted by commercials, has proven a boon to morale and efficiency in many plants in the nation.

Optimum music designed for employees requires careful merchandising. The Vend article explains that vending operators—specialists in service tailored to the specific needs of the client, are in an ideal position to include industrial music with full-line vending.

Already there have been instances in which an operator was

successful in obtaining industrial music at a price cheaper than the plant itself would pay.

Payment for the less expensive music thru an adjustment in commission schedules can also result in a savings in out-of-pocket funds for the plant, the Vend article explained.

Such an arrangement is also attractive to the operator in that it tends to improve the contractual relations between plant and operator. That is, music systems have a degree of permanence in a plant that would help operators strike badly needed long-term contracts with penalties for cancellation prior to the expiration date. Anything that helps operating firms protect their huge investments in industry is apt to be carefully considered.

UNITED'S *Hi-Fidelity Stereo* UPB-100

THE

**Unconditionally Guaranteed**

The Record Mechanism contained in the Model UPB-100 United Phonograph is UNCONDITIONALLY GUARANTEED for one full year from date of delivery by an authorized United Music Corporation distributor in a new and unused condition. Each United Phonograph is delivered with a "Certificate of Warranty" outlining United's complete guarantee.

UNITED MUSIC CORPORATION

A COMPLETE MUSIC SYSTEM TO MEET EVERY LOCATION REQUIREMENT AT LOWEST COST

AMAZINGLY *Simplified* MECHANISM

Insures dependable continuous operation

TRUE *Hi-Fidelity Stereo* SOUND

Finest quality matched components provide greater listening pleasure.

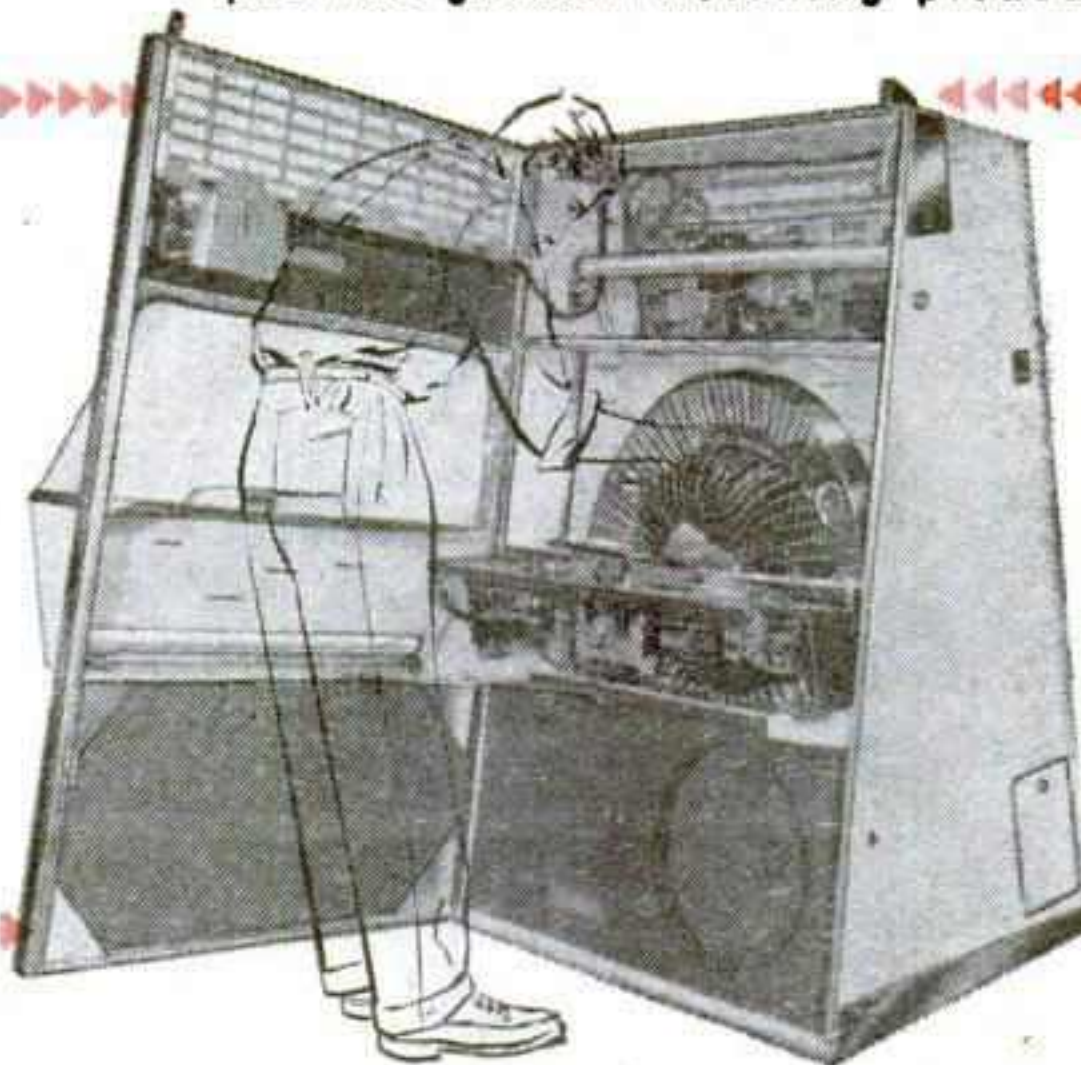
BY FAR WORLD'S FASTEST RECORD-CHANGING MECHANISM

means *More Coins* per hour.

UNITED'S SUPER-CONVENIENT **WALK-IN DOOR**

PROVIDES INSTANT EASY ACCESS TO ENTIRE MECHANISM...

Simply swing open the entire front door of the UPB-100 and the entire mechanism is exposed to the serviceman. Everything is out in the open. No reaching into hard-to-get-at places. Makes servicing simple and easy. Saves loads of valuable time.



**CORNER, CEILING and WALL SPEAKERS**

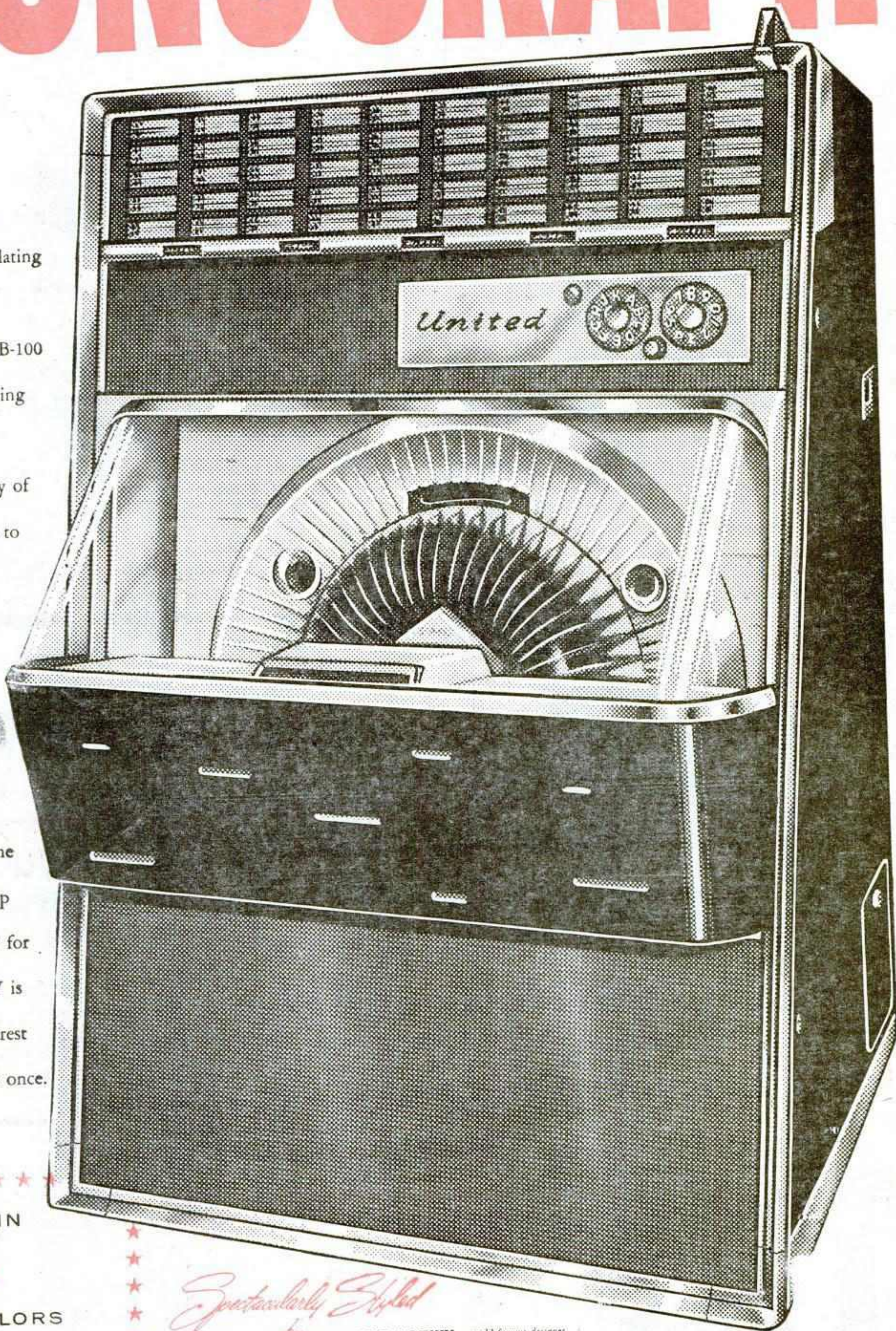
plus **ACCESSORIES**

- ULTRA-COMPACT WALL BOX
- HEAVY-DUTY CLAMP-ON BAR GRIP
- UNITED'S Exclusive PLAY STIMULATOR
- HIDEAWAY UNIT

THE UPB-100

# PHONOGRAPH

● No other phonograph in existence today can match the spontaneous appeal, the stimulating beauty, or the rich tone quality of the new Model UPB-100 Phonograph by United. Nothing has been overlooked in the mechanical-electrical simplicity of this amazing new instrument to insure constant, dependable operation for long-life and fast, steady profits. It contains all the important differences that make the UPB-100 so much better. With built-in play-appeal, the UPB-100 is designed to keep operators financially healthy for many years to come. NOW is the time. See it at your nearest United Music distributor at once.



★ ★ ★ ★ ★ ★ ★ ★ ★ ★

AVAILABLE IN

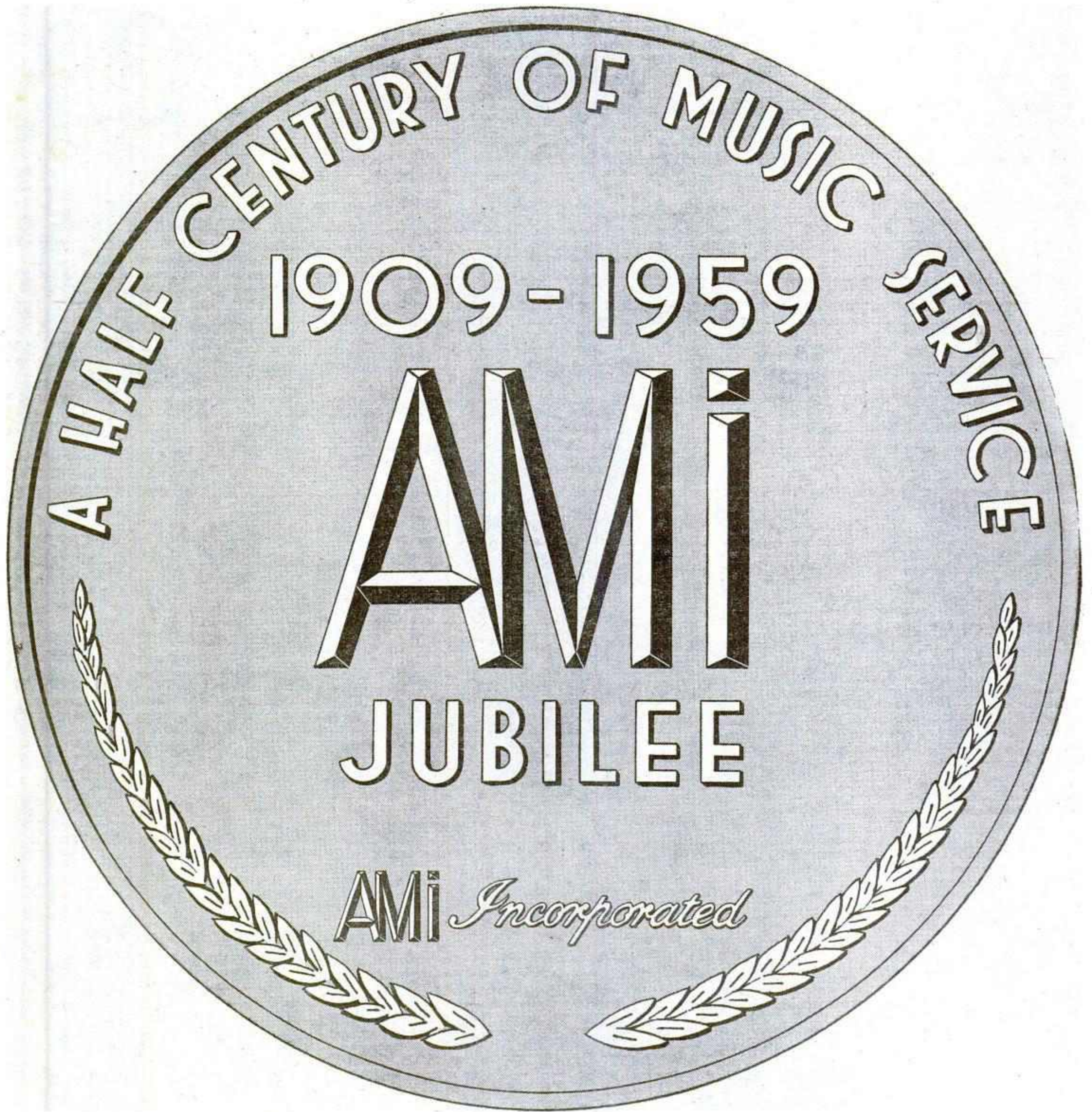


BEAUTIFUL COLORS

- AQUA
- CORAL
- EBONY
- GOLD
- PLATINUM

*Spectacularly Styled*  
by RAYMOND LOEWY world famous designer

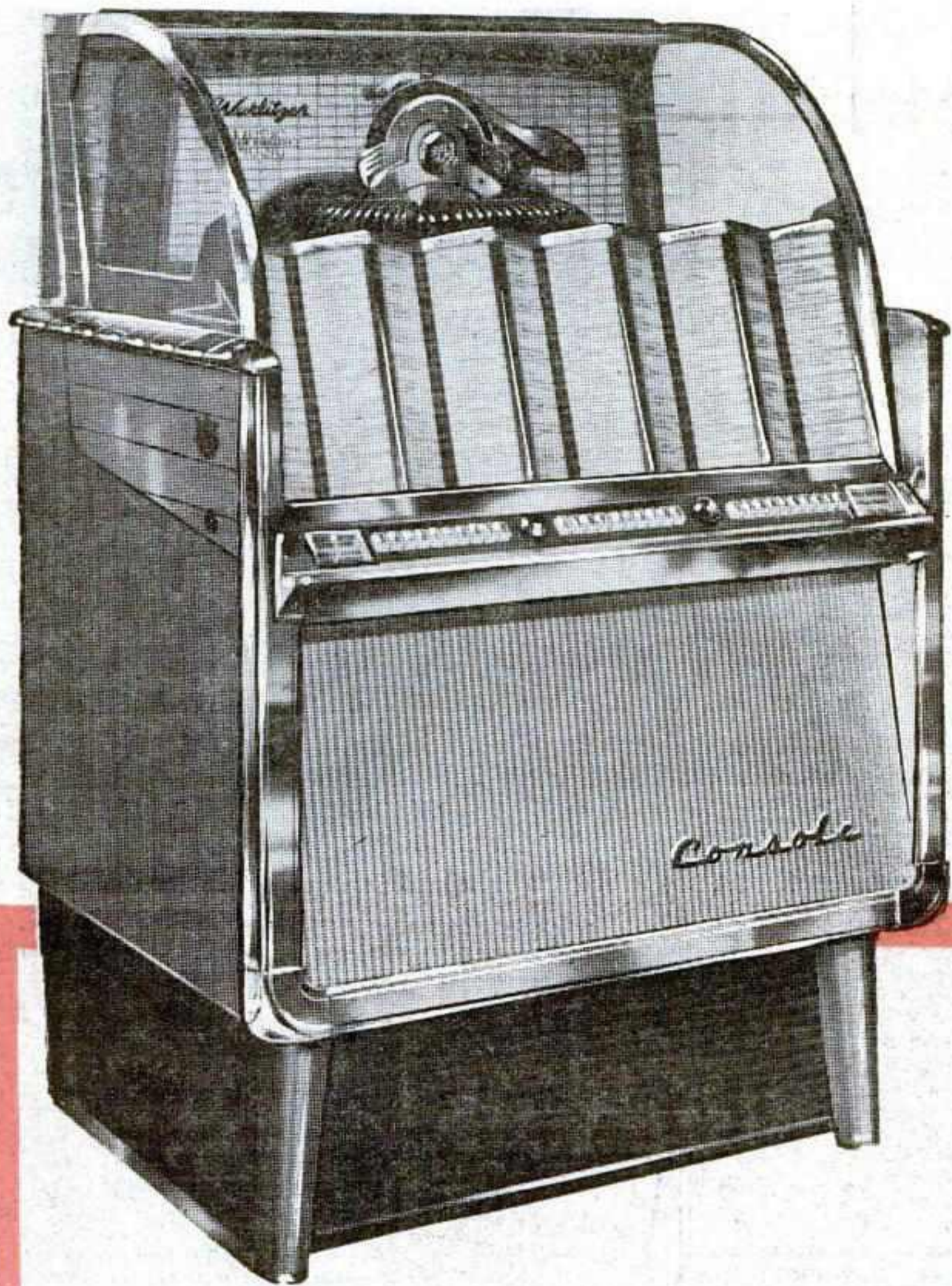
★ ★ ★ ★ ★ ★ ★ ★ ★ ★ UNITED MUSIC CORPORATION, 3401 N. CALIFORNIA AVE., CHICAGO 18, ILL.





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Look over the field and you can reach but one conclusion. Wurlitzer gives you the most for your money in phonographs with proven earning power.

Right now your Wurlitzer Distributor is offering the greatest values of the year in current Wurlitzer Models — all easily and quickly convertible on location to play Stereophonic Music.

**SEE HIM TODAY**

**DON'T BE STAMPEDED INTO STEREO**

There is a right place and a right time to install Stereophonic Music. Don't be rushed into it. Analyze the investment required. Inventory the locations on your route that you feel would pay a profit on that investment. And, most important, be sure you are getting TRUE STEREO for your money. Your Wurlitzer Distributor will gladly help you appraise the potential of Stereophonic Music as applied to YOUR operation.

THE WURLITZER COMPANY • Established 1856 • NORTH TONAWANDA, N. Y.

# Tune Talk . . .

Tina and Vic Bray, successful husband and wife operating team in Miami, tell what records they are putting out on the route this week.



## the picks

### Smoke Gets in Your Eyes, the Platters (Mercury)

"Our locations cover a good part of Miami and Homestead, resort type spots, and we've had many calls for this record. A few test numbers got good play, so we're going to put it out. One thing, any time you get an old favorite with new artists, it's usually good with our type of crowd."

### Lonely Teardrops, Jackie Wilson (Brunswick)

"Here is one that seemed to be a sleeper, but we are getting requests on all our stops, and from our tally, it seems to be climbing fast. This is the sort of disk that might just take off. You never know until you try."

## the buyer

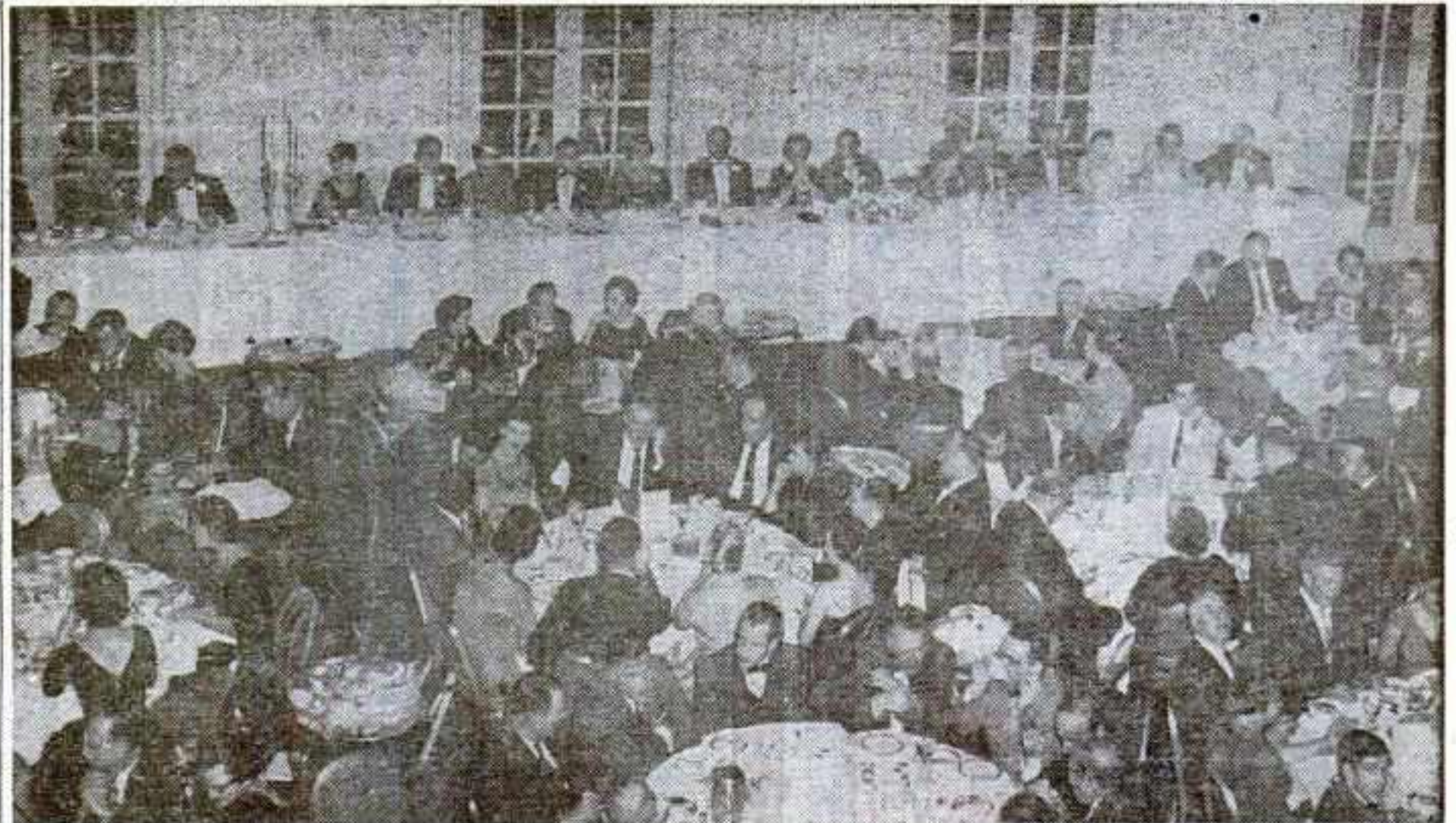
Tina and Vic Bray have been operating in Miami since 1946, a perfect husband and wife team, both on and off the route. Actually, Tina does most of the disk buying while Vic is the service and mechanical head of the outfit. However, the two travel the route together, even carrying a black book for each location, listing pertinent collection information, record preferences and other details. Specific attention is paid to requests, which the Bray's think is very important.

Rounding out the Bray's operating company is their 12-year-old fox terrier, Spotty, who, according to Bray, is the best watch dog in the business. "He watches our truck while we service a location."

The team works an average of 15 hours a day, and besides their own route have been active in helping other operators install dime play and in numerous local public relations and charity works.

Vic is a machinist by trade, a big asset in servicing his machines. But perhaps the most unusual former occupation ever held by a juke box record buyer is Tina's. She was a semi-professional basket ball player in Memphis before devoting full time to the music business here with her husband. The pair have a daughter, Ann, 18, who is working for a brokerage firm in New York.

"Tune Talk" is a special feature for juke box operators. Each week The Billboard interviews a different juke box operator or route record buyer to find out what records they are putting out on their route that week and why.



A BIRD'S EYE VIEW of some of the 650 guests attending the third annual banquet of Music Operators' Association of Massachusetts in Boston's Sheraton Plaza Hotel, November 10.

# Bay State Ops Postpone \$150 Juke Fee Fight

BOSTON — Music Operators' Association of Massachusetts have postponed plans to continue fighting the City and State combined \$150 juke box fees until well after the first of the year.

A meeting, to have taken place December 18, attracted but a handful of operators and all action was tabled until "a later date."

Meanwhile, both MOAM President David J. Baker and attorney Arthur J. Sherman have left town and are unavailable for comment.

### Further Litigation

Altho further litigation is planned, it is now uncertain when it might start.

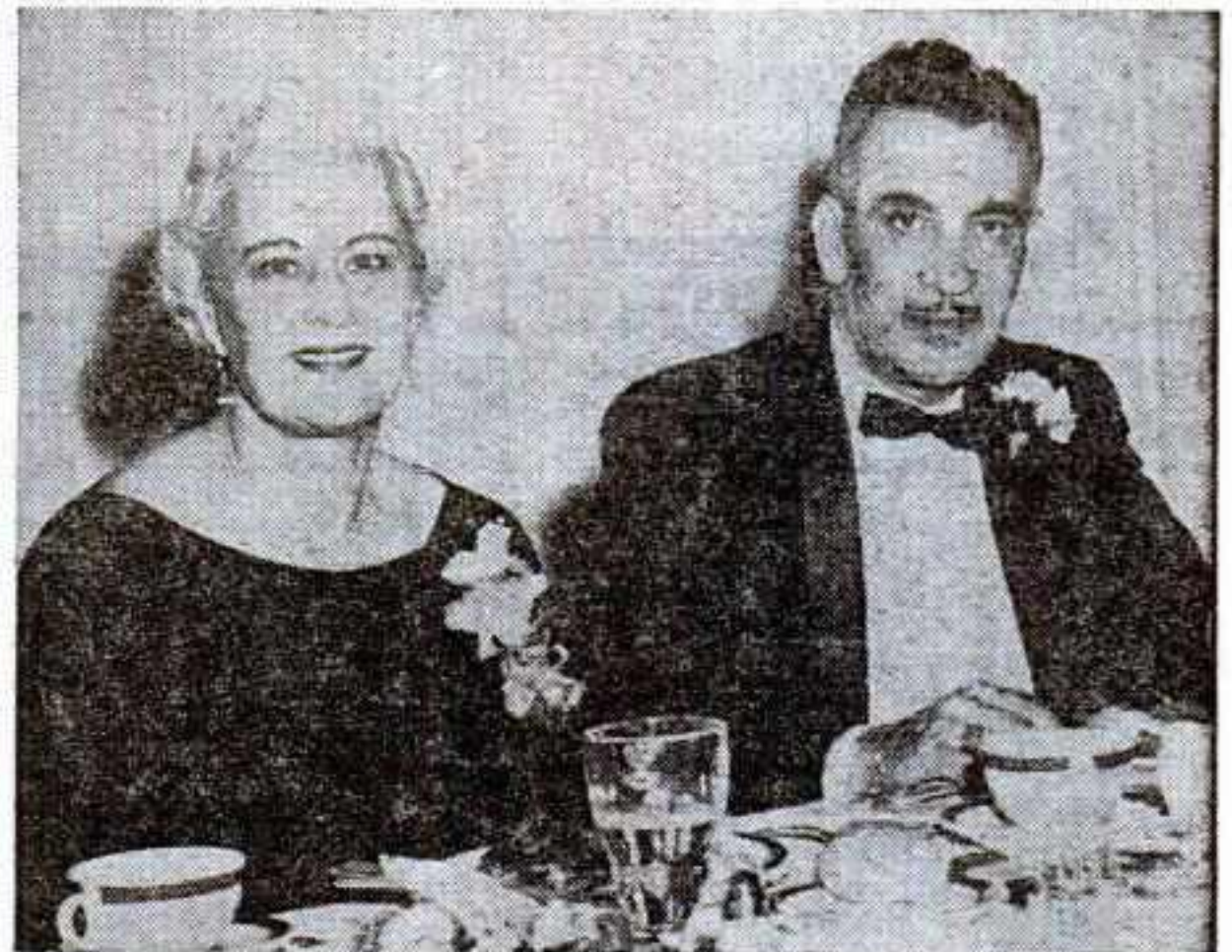
The group was defeated after nearly two years of hearings in several courts by a final Massachusetts Supreme Court verdict upholding the fees (The Billboard, December 15).

The case, which was divided into two separate suits—the constitutionality of charging a fee for entertainment medium and the curtailment of free speech on the basis of prior censorship—has received national publicity and a number of sizable contributions.

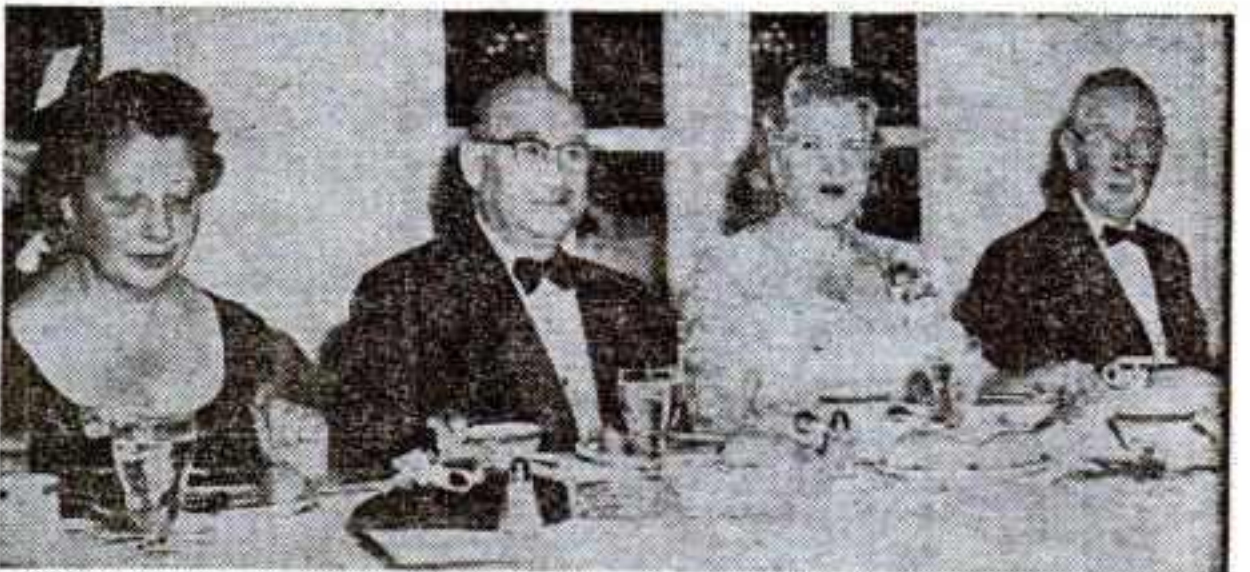
It's defeat was a severe set-back, not only for Massachusetts operators, but for operator groups thru-out the country—many of whom hoped to use a favorable Massachusetts verdict as precedent for other license and fee litigation.

After the decision, attorney Sherman announced that further litigation would be instituted on different grounds.

However, the association is currently re-grouping their forces, so to speak, before a new fight is started.



PRESIDENT and Mrs. David J. Baker at the MOAM third annual banquet at Boston's Sheraton Plaza Hotel, November 10.



ATTENDING the Music Operators' Association of Massachusetts banquet November 10 in Boston were (left to right) Mrs. Sol Robinson, Sol Robinson, Paramount Music Company, Roxbury; Mrs. Murial Barnes, deputy commissioner of insurance for Massachusetts, and Stanley Barnes.

## Interest Rates

Continued from page 61

houses discounting money to manufacturers and distributors may increase their rates by 1/2 or 1 per cent.

This increased cost, Silbert added, will not be passed on to the operator in all cases, but in some cases it will.

Silbert said that delinquencies in vending paper are rare, and that collections on juke box paper are generally good. Only exceptions are in one-industry cities—such as Detroit—where local unemployment has hurt collections and strapped operators.

But Silbert pointed out that the collections may be slow in spots, there still have been no repossession in the industry.

## DOES YOUR ONE-STOP SERVICE MAKE MONEY FOR YOU?

Have you been paying pennies over wholesale for your one-stop service? Have you lost business because of delay in your one-stop deliveries? Have you missed a sale because your one-stop service has an inadequate inventory?

### SWITCH TO MUSICAL SALES AND GET BACK ON THE PROFIT ROAD!

Musical Sales Company, Seeburg distributors for Baltimore, Washington and Virginia, is the oldest and largest one-stop record and accessory service in the nation. The huge Musical Sales building in Baltimore houses one of the most complete inventories in the country, and the vast shipping department guarantees same day service on any order from this nation or abroad for all labels, hits and accessories.

Musical Sales sells to you at REGULAR DISTRIBUTOR WHOLESAL! Nothing over, with free title strips and in one prompt postage saving shipment.

Remember, nobody beats Musical Sales prices and nobody beats Musical Sales service because Musical Sales is the oldest and largest one-stop service in the nation with worldwide distribution.

Call, write or wire your order today.



**THE MUSICAL SALES CO.**  
Musical Sales Bldg. Baltimore 1, Md. Vernon 7-5755

## AMI-AC Merger

Continued from page 61

up to \$3.02 from \$2.68 in 1956. The number of common shares outstanding also increased from 892,180 to 976,432.

Total current assets were \$22,065,651, up from \$19,291,221 in 1956. Altho working capital dropped by almost \$1 million, this was attributed to increased investment in new vending machines and in research and development programs.

Among Canteen's fixed assets are: Land and buildings valued at \$1,694,732 (\$1,567,595 in 1956); vending machines, \$29,611,851 (\$25,503,366 in 1956); automotive machinery and sundry equipment, \$3,874,273 (\$3,354,241 in 1956).

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## PICTURES TELL HOW

## Op Installs Custom-Built Jukes in Special Locations

By BOB LATIMER

PHOENIX, Ariz. — Building novel, custom-designed juke box installations to fit into specific locations has paid handsome dividends for Ben Spalding, head of one of the city's largest juke box operations here.

Spalding, together with his mechanic, Bob Irvine, go a step or two farther, tho, than most operators in defining the word "custom built."

To them, it's not a custom installation unless the entire phonograph has been stripped down, a new cabinet built (specially designed to match location decor), speakers built into walls and ceilings, mechanism usually remoted in some other part of the location, and selection system alone being

installed into the customized cabinet.

## Unique Design

Chief distinction of the Spalding installation is unique design of the cabinet to house the selection unit. In all cases there is little resemblance to a traditional juke box.

The enclosures resemble fire places, wall separators, planting boxes and the like. The whole idea is to satisfy a location owner who " . . . doesn't want anything that looks like a juke box in his spot."

Instead of background installations, Spalding says, we've been able to serve the purpose with our customized installations and, of course, the added advantage to locations is keeping the customers paying for the music.

The Spalding installations, which incidentally are all credited by him to Irvine's talents, have to be seen to be fully appreciated.

In all cases they form the focal point of the location. "There's little resemblance to a juke box," Spalding notes, "but we never have to worry about the customers not knowing there's a juke box around or in not finding it."

## Prime Example

A typical example is Jim's Steak House on East McDowell Avenue. The restaurant specializes in \$1.29 charcoal broiled steak dinners served cafeteria style. Decor is primarily blasted plywood in deep rose colors. The owner, however, shied away from a juke box, feeling it would detract from his furnishings.

Irvine solved the problem by constructing a musical bar at the front of the restaurant, built of a combination of masonry, two-way fire-place and plywood enclosure at the top matching the room. Twin selection consoles are mounted side by side on the top of the unit. Buttons and coin entry chute adjoin.

A wrought iron superstructure above the unit suspends a Musical Bar sign. All space within the top of the unit not occupied by the two consoles is filled with artificial foliage, planter style.

The phonograph mechanism is remoted elsewhere in the location with wall and ceiling speakers furnishing the sound.

## Hotel Spot

Another installation, this one in the San Carlos Hotel in downtown Phoenix, features two masonry fireplaces back to back and an island fixture extended out from the bar about four feet.

The two fireplaces are topped by a flagstone enclosure with a

## 'Live Music'

• Continued from page 61

job to keep order in all 1,700 places that serve beer in Memphis.

We don't have enough men and cars to do it. I am trying to keep an open mind on this. If someone can show me how we can have live music in beer joints without having an increase in police problems, I would be glad to consider it.

**Q.** Have any juke box people talked to you about this?

**A.** No, they have not, and it wouldn't make any difference if they had. We wouldn't give them any more consideration than we give anyone else. In fact, we sometimes take juke boxes out of places where there is constant trouble which the location owner does not take measures to prevent.

**Q.** Would you define what you refer to as a "beer joint"?

**A.** To me a "beer joint" is a place that depends on beer for its principal source of revenue. I don't consider a hotel or restaurant that serves beer on the side a "beer joint." In principle, I am not saying that live music is worse than juke box music, but I speak from experience.

Some seven or eight years ago we had some so-called musicians playing in "beer joints" who were not paid by the management. They had arrangements with the management to solicit money from the customers. This is not right. These musicians were not members of the musicians' union. It was these type places where there were fights and other kinds of trouble.

single selection panel from a phonograph installed at the top.

The heavy flagstone was literally built around the selection panel unit and a standard 120-selection player was remoted in a service room separated from the lounge.

Attention is called to it by the glow of the console at the top of the unit as well as the artificial silver foil "flames" rotating in the fireplaces on either side.

## Lounge

In still another location, King's, a downtown cocktail lounge, Irvine built a complete blond mahogany enclosure for the phonograph and speakers to match the internal decorating of the location.

The selection panel, however, was removed and located at about waist height in the location wall, and booster speakers are placed

behind a cloth-covered speaker section indented in the wall at about head level.

Spalding has at least a dozen locations which have been customized in one way or another. In each case, a juke box was installed where the location owner previously didn't want one.

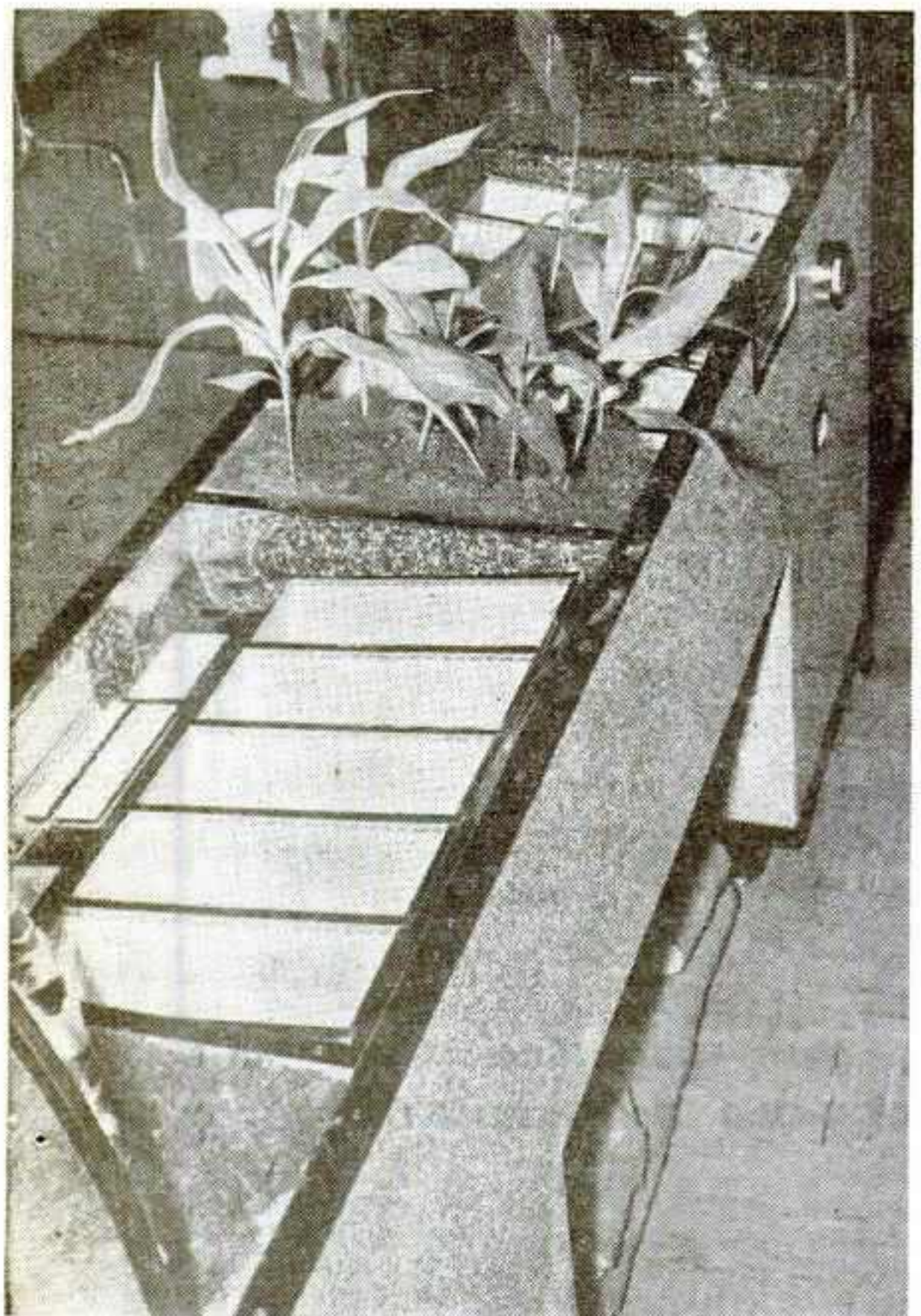
## Costs Vary

Costs of the installations vary according to the material involved in each spot. The labor is all done by Irvine, mostly in spare time from other work on the route, so there is little problem there.

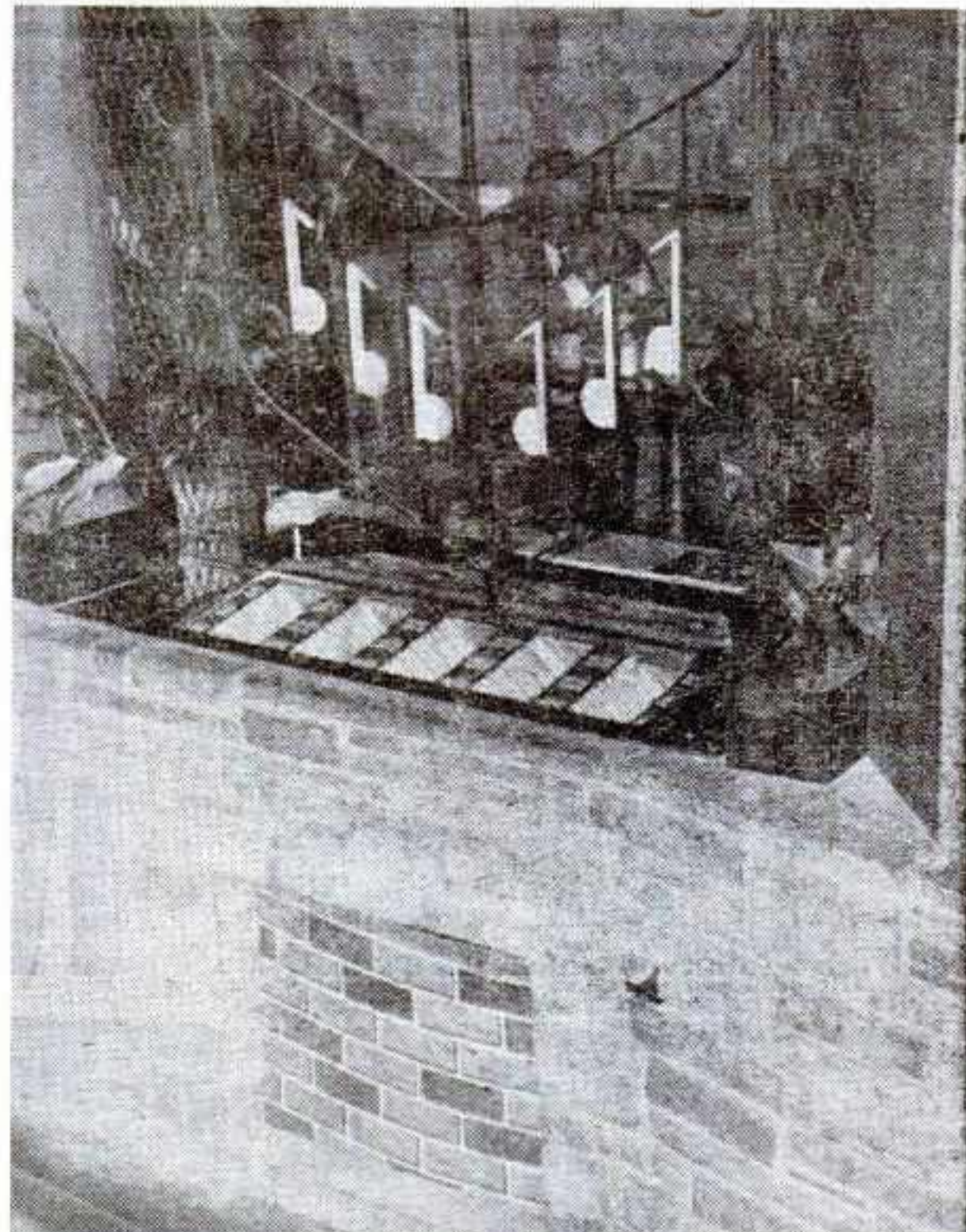
In addition to being a top location from the earnings standpoint in each case, Spalding says they're useful for showing off to future customers, even if they, in turn, won't need a custom installation. "It marks us as specialists in our field," he adds.



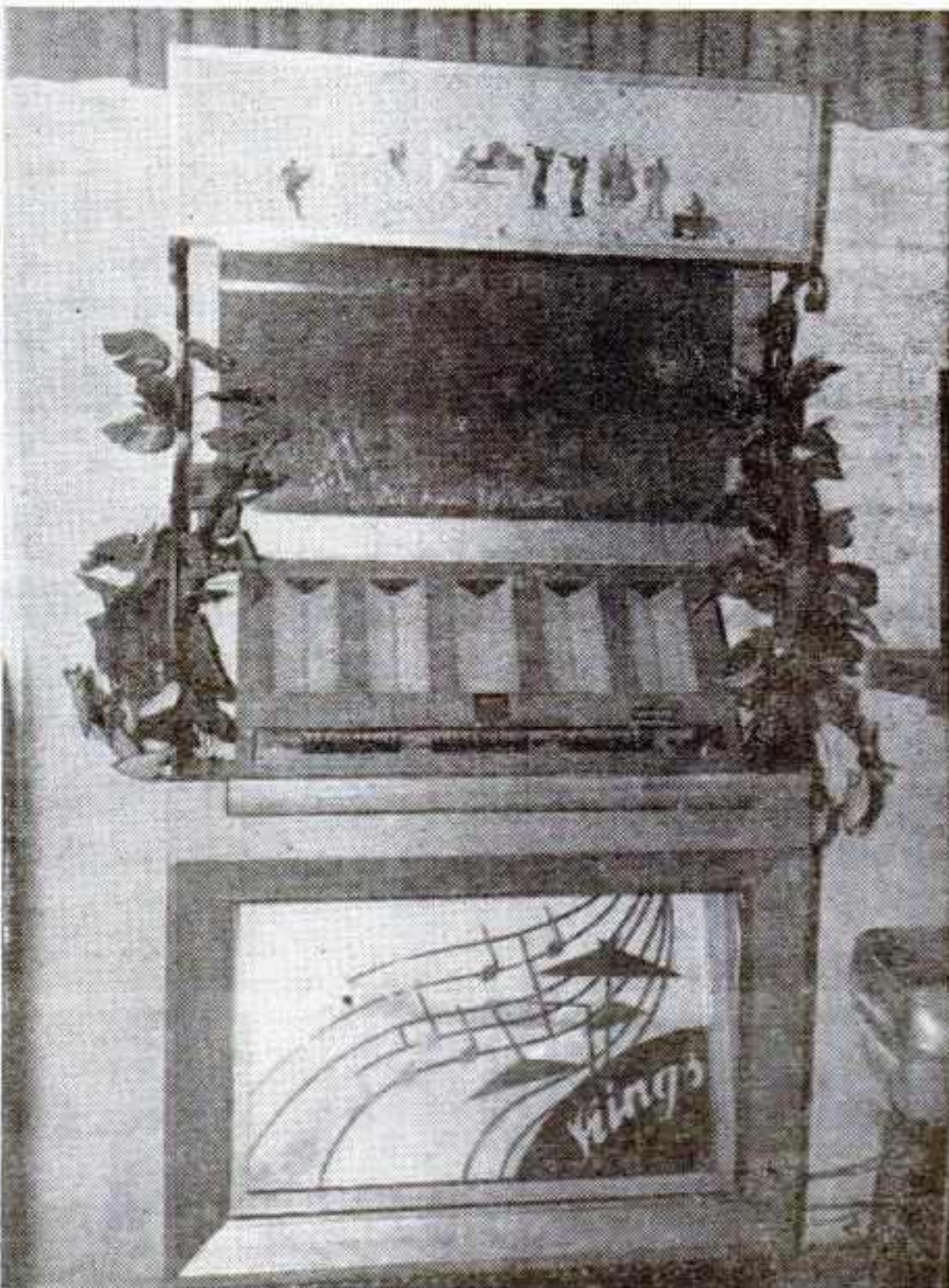
MUSICAL BAR INSTALLED in a Phoenix restaurant fits into decor yet attracts attention of patrons. Two selection panels are placed side by side on top of the bar, with the speakers and mechanism remoted elsewhere. Bar also serves as an excellent room separator.



CLOSE-UP SHOT OF MUSICAL BAR. Note two selection panels, separated by plants in center. Simulated fireplace is built in beneath the installation.



SELECTION PANELS are actually set in a flagstone fireplace which was built around the juke box unit. Player is remoted. Speakers are set below.



A COMPLETE MAHOGANY ENCLOSURE houses the juke in King's, a downtown Phoenix cocktail lounge. Booster speakers are set into cloth-covered panel at top. Foliage is set into planters adjoining selection panel.

## AFTER 20 YEARS

### Ontario Switches Over To 60-Cycle Power

TORONTO — The outlook for the Ontario, Canada, coin machine trade is brighter. After 20 years of converting juke boxes, games and vending machines to 25-cycle electrical power supplied by the Ontario Hydro-Electric Power Commission, the province has all but completed a full switch to the standard 60-cycle supply, a change-over begun 10 years back.

The switch-over will take the flicker from the light bulbs, some of the kinks out of TV sets, and remove a burdensome problem for coin machine operators, distributors and manufacturers.

According to Al Siegel, Siegel Distributing Company, Ltd., Toronto, coin machine distributor with branches in Montreal, Vancouver and Winnipeg, the coin trade has been struggling with converting machines to the Ontario-type 25-cycle frequency for 20 years. Con-

version of individual coin machines, said Siegel, involved installation of new motors, gears and transformers.

#### Per-Location Costs

Siegel said it has been very difficult thru the years to secure parts and equipment for the 20-cycle conversion jobs. It has cost from \$60 to \$100 per location to make the conversion, Siegel estimated. Now, at last, he says, the Toronto area, and most of the rest of the province, is on 60-cycle.

Siegel stated that his firm did most of its own converting, in some cases with help from the coin machine factories. The firm also did some work for the Hydro-electric Power Commission, supplying parts in some cases.

The switch from 25 to 60-cycle frequency is expected to be completed thruout the province in a few months. The job, started in 1949, is estimated to cost \$375,000,000. The task includes converting more than 900,000 homes, as well as industrial and commercial locations, involving 7,000,000 pieces of electrical equipment ranging from fans to power plants.

### Gottlieb Ships Double Action, 2-Player Pin

CHICAGO—Double Action, a new two-player five-ball pin game with two sets of ball flippers, was shipped to distributors last week by D. Gottlieb & Company.

The game features a new flipper arrangement, with two flippers placed vertically along the sides of the playfield and two in the customary spot at bottom-center. This enables player to flip balls both up and across playfield.

Scoring centers around twin red and yellow lights running in a row below center hole. Matching red and yellow lights in this section light up the center hole for 10 times target value plus 100 points.

Red and yellow ball bumpers serve to advance target values when hit. On-and-off rollovers light up two green ball bumpers for high scores.

The game also has double number match play, three or five-ball play choice, and offers three, four or five plays for a quarter. Backglass has four-digit scoring reels for two players.

### Thugs Sock, Rob Arcade Manager

WASHINGTON—George Reichert, manager of the Funland Arcade here, was victim of a robbery.

Reichert told the police that two men played the pinball machines late into the night until there were no customers around. Then one of the men hit him on the head with a pop bottle and took \$17 from his pocket and \$25 from his friend, Blake Holcombe.

Reichert was able to give the police a good description of the robbers, and the police broadcast a lookout for them.

### Bally Schedules Carolina School

COLUMBIA, S. C. — Peach State Trading Company here will stage a Bally Manufacturing Company service school Monday and Tuesday, January 19 and 20.

Paul Calamari, of the Bally engineering staff, will conduct the school for game operators and servicemen. Joe Boyle, Peach State manager, will host the school.

### Former N. Y. Game Op Charged With Larceny

NEW YORK—Sidney Slater, a former New York game operator, is being held for grand jury action on charges of fleecing a Long Island man of \$8,000 in the sale of a game route.

Slater, 38, who gave his address as 118 W. 57th St., was continued free in \$2,500 bail on grand larceny charges after his appearance before Magistrate James Lo Piccolo in Felony Court.

A spokesman for the Associated Amusement Machine Operators of New York—also located at 118 W. 57th St. (The Great Northern Hotel)—explained that Slater's listing of the Great Northern as an address in no way involves the local association.

#### Not Member

The AAMONY spokesman ex-

plained that Slater is not a member of AAMONY and while once a member, has never been an officer. He added that Slater at one time did live in the hotel, but that he hasn't lived there for at least a year.

The complaint was issued by Seymour Tepper, Long Beach, L. I., who claimed that in September, 1957, Slater offered to sell him 15 games in various New York locations.

According to Tepper, Slater signed a statement attesting to the ownership of the machines, and Tepper gave an \$8,000 check and a promissory note for \$7,000 more.

Tepper claimed that when he attempted to look up Slater, Slater had moved and it took him more than a year to locate Slater.

### HE WHO LAUGHS LAST TAKES THE COINS

LISBON, Portugal — A most expressive type of pinball game is startling players here. The machine reverberates with laughter when the player loses, shudders with a groan when player wins.

### Kaye Ready on New Shuffle, 2 Pool Games

BROOKLYN — Irving Kaye, local game manufacturer, this week went into production on three new units — a rebound shuffle game and two pool tables.

Scoring on the rebound shuffle is on the playing surface, with the actual scoring similar to that of deck shuffleboard. The eight-foot game has gutters on each side, with the width of the playing field 35 inches.

Players get eight shots to a frame, and the game may be set for five, six, seven or eight frames. Price has not yet been determined.

#### Pool Games

The other two new games—Competitor and Jumbo Table — are the new pool line. Both games have removable front sections which allow the operator to clean the game without removing the slate, and both have pedestal-type legs which reduce shaking and give the table steadiness.

Also, each game has a live rubber rail which makes for faster play, and a formica mahogany top rail. The table itself has a mahogany and gold finish.

The Jumbo table will list for \$439, while the Competitor will list for \$339.95. Dimensions of the former are 92 inches by 48 inches, while the latter is 74 inches by 42 inches. Delivery on both games is promised by January 15.

Kaye is still in production on Dueces Wild and on the Hockey Game. He said that some areas are still open for distributors for his full line.

### N. Y. State Guild Sets Plans for Annual Banquet

POUGHKEEPSIE, N. Y.—The New York State Operators Guild, at its monthly meeting at the Nelson House here, discussed plans for the organization's 1959 banquet, which will probably be held at a Catskill Mountain resort in June.

Appointed as a committee to study arrangements were Jack Wilson, Tom Greco, Mike Mulqueen and Joe Reich. Guest at the meeting was Gordon Howard of the Atlantic-New York Corporation.

Among members attending the meeting were Jack Wilson, Russ Carpenter, James Pie Haley, Joe Reich, George Shapiro, Joe Lippi, John Nuccitelli, Mike Mulqueen, Nick Kuprych, Zeke Wenzel, Tom Gobel, Murray Cohen, Tom Greco, Mac Douglas, Gertrude Browne and Lou Werner, counsel.

### Chi Brass Huddle On Game Licensing

CHICAGO—There's a change brewing in Chicago's coin machine licensing system, but to date it's just a rumor as far as city officials are concerned.

Whether or not a change will come, when it will come, or what it will be, is any operator's guess at this point.

But local game operators, pestered for years over an archaic ordinance and over-exuberant enforcement of the ordinance, feel that any change made can but be an improvement.

The City Collector's office and the Corporation Counsel's office have heard of a likely change, and look for one within the next few weeks. But they won't say what it might be.

In the meantime, local operators are still rightly confused over the licensing regulations. Nowhere in the ordinance is an ID card mentioned; but most enforcement officers still maintain that the ID card must be placed, along with the license emblem itself, on the game at the location. Currently, many operators simply keep the ID cards themselves, or have the location owner hang on to it. Whether or not this problem will be ironed out in 1959 is not known.

#### Half-Year Basis?

More important is the possibility that the ordinance might be altered to allow for a six-month licensing period, rather than a full year period. This would provide operators with more leeway in making new purchases and in switching games from location to location to boost grosses. Currently, a full \$25-per-unit city tax must be paid whether the game is located in January or late in the year.

Also a possibility is a more lenient city viewpoint on licensing more different types of coin games. As of now a special city "game panel" decides whether each new game introduced by manufacturers is suited for location in Chicago. Using the old "Bagatelle" ordinance as a guide, the panel has in the past thumbed-down such purely amusement-type games as baseball machines.

Atty. James A. Brown, counsel for the Chicago Independent Amusement Association, said that he had written a letter to city authorities last May, outlining suggested changes in the coin game licensing system. He said that the letter, to which he has received no reply, is "in the hands of the Corporation Counsel." In the letter,

Brown suggested a switch to a half-year basis, termed the "Bagatelle" ordinance outmoded, and called for broader city acceptance of some types of games, such as baseball machines. Brown has also contended in court that the ID card is not required by law to be placed on the machines. He said the judges have supported his view on this in their decisions.

Thomas Prendergast, city collector (Continued on page 70)

### Senate Girds For Rackets Quiz in Jan.

WASHINGTON — The Senate Committee on Rackets in Labor and Management has subpoenaed more than 100 witnesses to appear before it when the probers resume their investigation of racketeering in the coin and vending industry the third week of January.

Probe will run about three weeks and will explore charges that underworld figures have tried, along with Teamster officials, to get hold of the juke and vending industries. Names of the witnesses were not available at press time.

In preliminary hearings held last month, the committee uncovered illegal assessments levied on juke box and vending machine operators, the violent tactics used by unions to get operators to join. (The Billboard, December 8 and 15.)

Committee Chairman McClellan (D., Ark.) has announced that he will ask for a year's extension of the committee's authority. Since the committee is a "select" one, that is, established to perform a specific function in a certain length of time, its authority must be renewed before the end of January. Thus far, there has been no opposition to extending the committee's life, at least from Congressional sources.

McClellan predicts that continuing the rackets probe will show that gangsters and crooked labor officials collect millions of dollars every year by muscling their way into businesses and unions. It will also uncover how they use respectable business ventures to conceal big takes from gambling, narcotics and extortion rackets.

### Bowlette a Smash; Rosenfeld Plans 2d

ST. LOUIS—After one month of operation, Jack Rosenfeld terms his new Bowlette recreation spot a big success. He's clocked as many as 793 patrons in a single day.

Now, according to Rosenfeld, plans are under way to put a second Bowlette in operation. He said, however, it was too early to detail the plans.

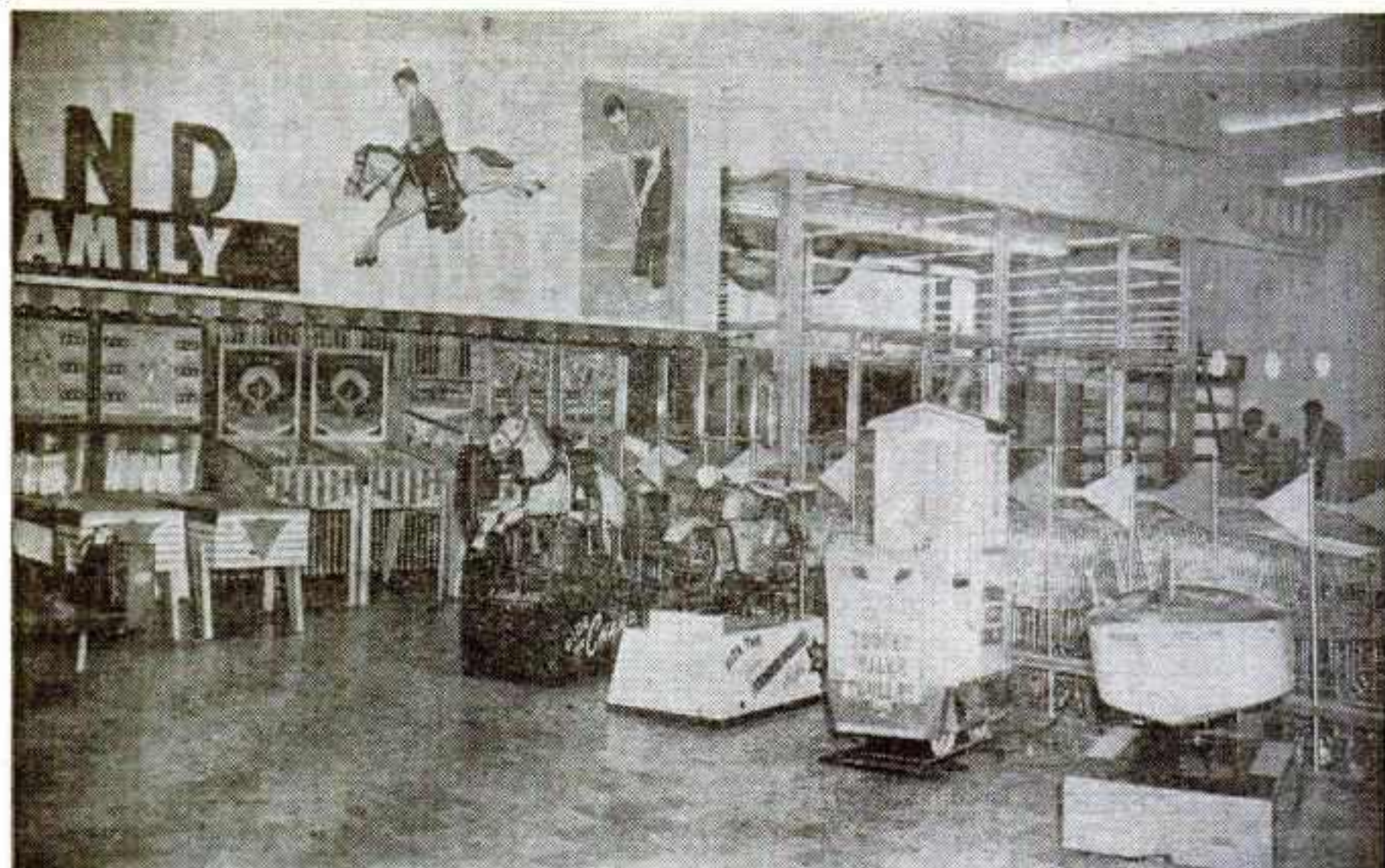
The Bowlette, opened November 28, is a miniature bowling palace featuring play on coin-operated bowling games. It's designed along the lines of a bowling alley, rather than an Arcade.

In addition to plans for additional Bowlettes under his own management, Rosenfeld last week revealed plans to sell a Bowlette

"package" to interested outside parties. Under this plan, Rosenfeld would put specially designed coin bowling games out on a franchise basis and provide full information and guidance to other parties in setting up installations similar to the Bowlette.

Rosenfeld reported league play at the Bowlette is in full swing, with 340 entries including three separate tournaments divided into age brackets.

More information on Rosenfeld's plans and details on his new experiment in coin amusement will appear in next week's issue. (See previous stories and pictures in The Billboard, November 24, December 8 and 15 issues.)



BALLY PLAYLAND installation in Great Eastern Mills discount store on Route 46 in West Paterson, N. J., is located near entrance of the 125,000-square-foot building. View shows coin kiddie rides and at left one end of bowling and novelty game installation. (See story in The Billboard, December 1.)



DISCOUNT HOUSE SHOPPERS use supermarket carts by the Playland to get to shopping area. Check-out counters of supermarket type are just behind view shown. Note moppets taking advantage of rides.



SOME IDEA OF THE VAST SIZE of the discount house, the heavy traffic and the popularity of the rides is seen in this photo. Total cost of complete installation is more than \$25,000, according to Ed Burg, who is in charge of Runyon Sales of New Jersey's operating division, operator of Playland.

## Gotham Operators Hail Newspaper Strike End

NEW YORK—Local game and music operators breathed a bit more easily this week as the 19-day delivery union strike, which had closed the city's daily newspapers, was settled, and the papers resumed publication.

The strike cost the city an estimated \$50,000,000 in payroll losses, retail sales losses and declines in entertainment spending. Just how much of this loss was sustained by coin machine operators can never be measured, but it was enough to hurt most downtown operators substantially.

Hardest hit were operators with locations normally patronized by newspaper employees—some 15,000 of the city's 20,000 newspaper workers were unemployed for 19 days, and the taverns near the newspaper plants were virtually deserted.

### Fewer Shoppers

Retail store sales were off some \$10,000,000 during the strike,

which meant that fewer shoppers came to town, and they spent less time in taverns and restaurants, and hence less money in coin games and juke boxes.

New York playgoers, who usually make a fair contribution to bar business and juke box play, were unable to read reviews and advertisements, and hence stayed home. Attendance at sporting events, despite sellouts at the last three pro football games, was off 25 per cent, and the sports fans are among the best patrons of coin games and music at taverns.

Actually, only 2,000 union deliverymen went out on strike, but that was enough to play havoc with the city's economic structure. With the strike just ended this week, it's too early to tell how much collections have risen. But the taverns and restaurants appear to be doing better than last week, and some of this improvement is bound to rub off on the operators.

## Colo. Ops Sweat Out \$50-Per-Unit Tax Bill

DENVER — Operators thruout Colorado are faced with the prospect of a \$50 across-the-board State tax on amusement machines in 1959. A tax bill which calls for a boost in coin game taxes is pending in the Legislature.

Currently, the status of pinballs and other games in Colorado is described as "at a standstill" by operators and distributors.

In-line games disappeared from Colorado locations about three years ago and have never made a reappearance. This has been traceable to the District Attorney's enforcement action. The D.A., Barney O'Kane, has enforced rather obsolete statutes to eliminate such machines altogether.

O'Kane, described as "somewhat overzealous" by most of Colorado's game operators and distributors, has managed to throw such a scare into location owners that it is difficult even to place completely legitimate machines, they say.

### Restrict Teen Play

Colorado statutes hold that five-ball pins which award only free games are legal, but the State holds that no one under 18 years of age may play the games at any location other than amusement parks or bowling alleys, when they are accompanied by an adult. This has sharply limited play and made

such machines problematical from an income standpoint.

There remains an excellent demand for used machines, a large percentage of which are being shipped out of the State. Operators in small towns thruout the State are apparently finding used pin games all they can afford and are continuing to operate them in small taverns, pool halls, restaurants, and other spots without problems.

Denver's four largest distributors report that new pin games have been difficult to sell because of the highly indefinite legislative picture. The imposition of a \$50 tax on a State-wide basis would be enough to cancel all profit from the pin game operating picture for at least 75 per cent of the State operators, it was indicated.

### Almond, Filbert Supply

Agriculture Department estimates the 1958 crop of almonds in California at 20,000 tons, 47 per cent smaller than last year and approximately half the 10-year average. Filbert production in Washington and Oregon is estimated at 7,150 tons, 43 per cent below last year and 5 per cent below average.

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## Chi Brass Huddle

Continued from page 69

lector, said there was "a difference of opinion" on whether the ID card was required on machines. He said that some interpret the ordinance

to include the ID card as a part of the license to be displayed. He said that the ID aids enforcement officers in identifying the machine as properly licensed. Prendergast said he had no word as yet as to the probability of changes in the ordinance but said, "they're work-

ing on something." The decision, he said, may come from the Mayor's office.

William Kafka, assistant corporation counsel, said he had received no word on any licensing change, but that there had been talk about it.

# Coinmen You Know

## St. Louis

By JOHN HICKS

Funeral services for Sam Rosenfeld, father of Jack Rosenfeld, of J. Rosenfeld Company here, were held December 17. He died the preceding day. The elder Rosenfeld had been associated with his son before retiring. He also was the

father-in-law of Jack Gorelick, sales manager of the Rosenfeld Company. . . Morris Novelty Company's Christmas party was held December 20 at the firm's headquarters, 3007-09 Olive Street. Afterward the 24 employees and officers of the firm went to the Claridge Hotel for a steak dinner at noon. Louis Morris, president

of the company, and Marvin Mitchell, vice-president, briefly addressed the group at the luncheon.

Open house was held at Central Distributors Christmas Eve. "We say that it is Christmas every time a customer makes a purchase from us," Tony Koupal said. . . Koupal, an officer of the firm, said the first two weeks in December were the best in the company's history "despite the inconvenience" of conducting business in a relatively new headquarters.

The old location was destroyed by a spectacular five-alarm fire, which caused damage estimated at \$100,000 to the four-story building and \$200,000 to the contents (The Billboard, October 20 and 27). "We are looking ahead and understand business is going forward," Koupal said. . . Don Tabacchi, former office manager for Central Distributors, joined Joseph McCormick at Musical sales as a partner in the firm December 1. Musical Sales specializes in reconditioning and refurbishing all types of coin machines. Tabacchi, 30 years old, and his wife have two daughters, six and eight years old.

A group of friends of the William Geigers, Amusement Supply Company, from their home town in DuQuoin, Ill., stopped by the company December 20. The group spent some time looking over equipment of the amusement games distributor before attending the St. Louis University Billikens-Cincinnati University Bearcats basketball game in Kiel Auditorium here later in the evening.

## Washington

By Delores Newcomb

Employees at Hirsh Coin Machine Corporation looked forward to their Christmas party—complete with bonuses. Treasurer Roger Squitiero says business is practically going along by itself because the firm's officers have been so busy with holiday preparations. Phil Mason, vice-president, is doing a lot of good will work. Rentals of juke boxes for the holiday season are going very well, Squitiero says.

Cold weather has done a lot to help coffee sales at Kwik Kafe, according to Manager James Bowen. Bowen is dissatisfied with the constant squeeze in milk prices. He's reluctant to raise his milk price level, but is faced with higher costs on the product. Bowen believes the coming year will be a good one for the vending industry.

## Denver

By BOB LATIMER

Johnny Knight, president of Skyline Music Company, has been hospitalized in Denver for a tracheotomy, following a throat injury. . . Gene Boshier, phonograph operator from Raton, N. M., has sharply increased takes since the town boomed into sports prominence because of its excellent horse racing facilities.

Pete Geritz, head of Mountain Distributors, AMI center here, was called into a Denver police station recently to confront no less than 10 teen-agers who had broken into his shop to steal records and a phonograph. The group included eight girls and two boys, who had removed a front window from the showroom and made off with a demonstrator phonograph and all

(Continued on page 72)



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- ★ Choice of 2, 3, 4 or 5-Unit Bases
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- ★ Die-Cast Mechanism
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The new model nickel dispenser is now available in quantity. This new Kwik Koin unit is remarkably improved over the older model. The mechanism is die-cast made and chrome plated with unfailing accuracy. The units are precision-machined to prevent clogging or jamming. The "wearing" parts of the old dispensers have been eliminated. Non-scratch base bottoms. Sturdy, accurate, fast coin mechanism with smooth operation.

The Kwik-Koin saves time and money for operators of Arcades, Transportation Depots, Clubs, Taverns, Restaurants, Drug Stores, Tobacco Stores and all other locations having coin machine equipment.

The Kwik-Koin is speedy, unfailing and simple in operation. . . a light touch of the lever delivers the coins into your palm.

Each unit is quickly removed for exchanging, emptying or re-arranging.

**\$32.95**  
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Single Tube Base Attached Model Available in All Denominations

Available in All Denominations

SPECIFICATIONS			
25c Unit	10c Unit	\$10.00	1c Unit
Capacity \$30.00	Capacity \$20.00	Capacity 5c Unit	Capacity \$1.50
Dispenses 4 Quarters	Dispenses 5 dimes	Dispenses 5 nickels	Dispenses 5 pennies

Patented—Patents Pending

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100 ELLIOTT AVENUE WEST SEATTLE 99, WASH.  
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PEP UP YOUR METAL TYPER**

Factory Check .....	\$ 35.00	Special <sup>o</sup>	\$29.75
Complete Refurbishing .....	60.00		51.00
Automatic Cut-Off Installed .....	35.00		29.75
Complete Factory Overhaul & Refinish .....	130.00	110.50	

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POOLS	MISC.	PHONOS
★ 6 Pocket Pools.....\$150	Mutoscope K-O Fighter.....\$165	★ AMI F-120 .....\$435
★ Jumbo Pools ..... 95	Chi Coin Home Run. 95	★ Seeburg C ..... 395
★ Bumper Pools ..... 75	American 9 Ft. Bankshot ..... 145	★ Seeburg R ..... 545
★ Flicker Pool ..... 125	American 12 Ft. Bankshot ..... 175	★ Wurlitzer 1900 ... 585
★ 4-Hole Pool ..... 95	United Havana ..... 45	★ Wurlitzer 2150 ... 625
	Genco Rifle Gallery 145	
	Keeney Sportsman 145	

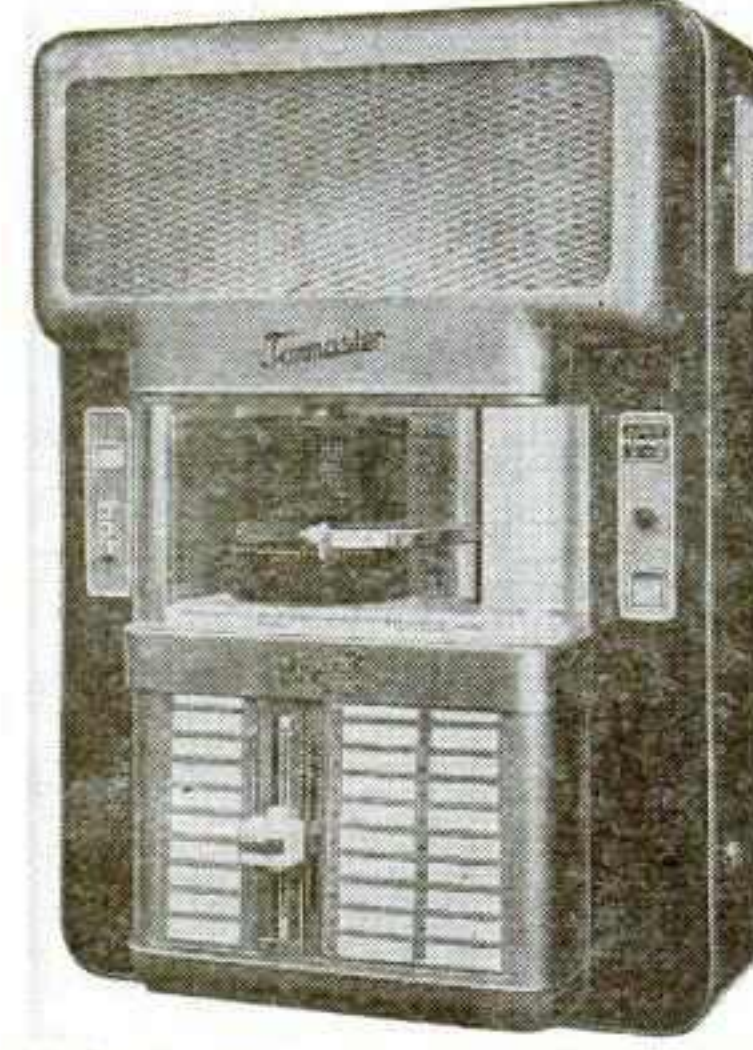
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5 Royal Flush	7 Whirlwind
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60 Selections—45 RPM  
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- Accepts dimes, quarters
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- Simple mechanism easily accessible
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- Immediate delivery

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Phone: HArrison 2-0952

**Coinmen You Know**

• Continued from page 71

the records the group could carry. This was the second gang of teen-agers to be trapped breaking in.

E. P. Arentz, who was one of the first phonograph operators in the Denver area, died on November 12, following a heart attack at his home in Glenwood Springs, Colo. . . . The Stanley Bennetts, phonograph operators from Sterling, Colo., recently shopped in distributors' showrooms in Denver.

Buying new phonograph and amusement machines in Denver this month were Sam Salardino, of Sali Music Company, Pueblo, and J. C. Hall, of Rocky Mountain Coin Machine Company, of the same city.

**Miami**

By PAUL DANIEL

Matty Foree, in from New York, played host to the cigarette operators in the area, at the Fountainbleu Hotel. . . . Buddy Kaufman is following the footsteps of his father, Jack Kaufman, who was founder of the Brooklyn Amusement Company. . . . John Saxon, who started cigarette vending in the area, greeted Sidney Buick of Long Island Tobacco Company.

Lou Golden, of Ace Cigarette Service, in town from Cleveland. . . . Most active father and son team are Bert Blatt and his dad Willie. . . . Annual AMOA dinner came off with everyone turning out for the occasion. Al Miller conferred with Ted Bush. Sy Wolf came down from Jacksonville for the event.

Al Kahn, of Music Service, returned home from the hospital after an accident caused by a reckless driver, who hit Al when he was on the curb. . . . The area is feeling the Eastern Airlines strike, but in spite of everything the spirit of the Yuletide is evident.

**Little Rock**

By ELTON WHISENHUNT

At Hot Springs Phil Marks, Phil Marks Amusement Company, reports his project is under way to crush rock for concrete for a big highway expansion program. He bought 120 acres, which is all practically a huge mountain rock, and has the crushing plant set up now. . . . W. E. Lewis, Lewis Novelty Company, bagged a four-point buck recently.

Duane Faull, Faull Amusement Company, is building a night club and expects to open by New Year's Eve. . . . R. J. Jennings, owner of R. J. Jennings Coin Machine Company, reports business good. He recently bought a small plane.

Edward Wilcox, owner of Wilcox Music Company, Pine Bluff,

**Sees 2c Vend Future**

LOS ANGELES—The two-cent mechanism available for bulk vendors is receiving operator approval as the answer to "profit squeeze," Sid Bloom of Operators Vending Machine Supply Company here said. Firm distributes Acorn machines, made by Oak Manufacturing Company, in this area.

The mechanism is interchangeable with the Oak penny units and delivers merchandise only after two pennies have been inserted.

is putting out a lot of long shuffleboards and meeting with success. . . . Bill Foster, owner of Foster Music Company, went duck hunting recently and got the limit. He reports that Arkansas has a lot of ducks this year and hunters are swarming in from all over. . . . Vernon Ward, owner of 19 Music Company at Pine Bluff, recently converted his route in Sheridan County to dime play. . . . H. L. Hopkins, owner of Hopkins Music Company at Fordyce, has some locations in Sheridan County, went along with the conversion.

Luther Davis is the new manager of Pine Bluff Amusement Company, owned by E. K. Eby. Davis replaces Guy Jones. Davis was formerly with Central Music Company, Texarkana, Ark. . . . Earl Holtzlander, owner of H Music Company, was seen putting a new 200 juke box on location. . . . Manuel Caras, Caras Music Company, bought a Renault recently, reports he is saving \$17 a week on gasoline.

E. J. Mahfouz, owner of Mahfouz Amusement Company at Stuttgart, has been so plagued with misfortune his friends have dubbed him "The Hard Luck Kid" in an effort to cheer him up. He broke a leg in a mishap. In the past year he's been in two bad auto accidents and his house burned down. . . . Cleve Reed, owner of Reed Amusement Company at Rison, says he is converting his route in Cleveland County to dime play, is not expecting any resistance and expects it to be completely successful. . . . H. L. Hopkins, owner of Hopkins Amusement Company at Fordyce, owns a Pepsi-Cola Bottling Company plant on the side as diversification.

Gurt James, owner of James Music Company at Thornton, and his son, Bill T., went on a deer hunt recently. Each bagged a six-point buck. They report deer and duck hunting has been good in Arkansas this season.

Bill Smead, owner of Camden Novelty Company at Camden, also reports he killed a big eight-point buck on the first day of the season. . . . Bill Purifoy, owner of Purifoy Amusement Company, Camden, has put out some bowling games in a bowling alley and reports it is quite successful. He says bowlers waiting for alleys play the coin-operated bowlers.

Douglas Highfill, owner of Rainbow Amusement Company, seen at Poplar Tunes Record Shop, a one-stop, buying several hundred new hit tunes. Highfill has expanded his route greatly in the past few years.

Rose and Stanley Werner, owners of Dixie Music Service and who recently diversified by going into cigarette machine vending, report both operations going well. . . . Bill Forsythe, owner of Forsythe Music Company, says his collections have improved greatly in the rural areas of West Tennessee. A good crop helped business conditions tremendously, overcoming last year's failure, he says.

Bill Fitzgerald, manager of Music Sales Company, reports that operators in the mid-South territory of Arkansas, Mississippi and Tennessee are buying about the same number of records or more as at this time last year. . . . Billy Harbin, of Harbin & Sons, was seen putting new

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- Quiet All-Electric Selection—Delivery
- 22 Cols.—Over 800 Pack Capacity
- 3-Way Pricing
- Smart, Low Console Styling
- IMMEDIATE DELIVERY

**MUSIC**

SEEBURG KD-200 .....	\$745
SEEBURG 100-B .....	375
SEEBURG 100-C .....	445
SEEBURG 100-R .....	575
SEEBURG VL (Converted)....	625
A. M. I. D-80 .....	265
A.M.I. E-120 .....	325
WURLITZER 1800 .....	445

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Conversion for M-100A  
with fast-moving carriage gear!...  
**\$49.50**  
Also Conversions for All Machines.

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Waiting Scales and others, A-1 condition (special)	69.50
A.M.I. C-45	95.00
A.M.I. Wall Boxes, Model WQ-200 (special)	79.50
A.M.I. E-120	325.00
A.M.I. G-200	845.00
4 Genco Rifle Galleries	95.00
United Pirate Gun	275.00
Circus Wagon	119.50
Fun House	175.00
Perky	125.00
Smoke Signal	125.00
Ten Strike	189.50
Singapore	35.00
2 Keeney Bowl-o-Rama, 14-Ft. Bowlers	275.00
1 Seeburg HF100R	550.00

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records on his route last week. He has taken over management of the route from his father.

Parker Henderson, general manager of Southern Amusement Company, reports collections good on his route and sales good in the distributing end of the business. The economic picture is much better than it has been in a year, he said, and most operators see a bright outlook for the future. . . . Edward H. Newell, owner of Ormatt Amusement Company, says he has noticed a gradual climb in collections. People are spending more now, money is in greater circulation again and the fall was very good, he reports.

**Milwaukee**

By BENN OLLMAN

Hilltop Coin Machine Company staffers enjoyed a fine Christmas party at the Hickory House. According to Doug Opitz, the holiday period is responsible for a strong boost in Hilltop Coin's receipts. . . . Nate Victor, S. L. London Music Company front office boss, reports that the new stereo equipment is "the biggest thing we've ever had."

Also very pleased with the trade's reaction to stereo juke boxes is Sam Cooper, Paster Distributing Company. He claims operators are buying a heavy quantity of the new stereo units. "Most of the stereo boxes are in big city locations—the smaller towns haven't taken to them as yet," says Cooper.

One-stopper Joe Hoffman reports that music operators stopping in for their Christmas disk needs heavily

avored the old reliables such as Bing Crosby's "White Christmas" and the Andrews sisters recordings. Ops stopping in for holiday wax included Eddie Gronowski, Red's Novelty, West Allis; Eddie Kay, Mitchell Novelty, Milwaukee, and Art Vaillencourt, Racine.

**How to boost 10-cent play?**

"Put a lot of EP's in your juke boxes," advises Eddie Puzia, Triple A Amusement. Use of the extended play disks have not only helped maintain the number of dime play spots on his routes, he claims, but they have also boosted takes. Nick Novasic, County Vendors, notes that industrial vend locations have held up strong this winter.

Harry Jacobs Jr., head of United, Inc., is sending out invitations to State operators to attend the unveiling of the new Wurlitzer juke box line. Tradesters will be asked to stop in any time during the week of January 19th to see the stereo and monaural units. "Stretching the showing out during the week of the 19th will give us a chance to spend more time with each operator who stops in," says Jacobs.

J. P. Hering, Sparta, Wis. jobber and merchandise vendor, who retired three years ago, died recently while visiting his son back East. . . . A number of the State's larger cigarette vendors are planning to attend the testimonial dinner January 7 for retiring head of the Tobacco and Beverage Tax Division of Wisconsin, David Prichard. He is being succeeded by Ellsworth Jones.

**\$\$\$ SPECIALS \$\$\$**

**ARCADE**

C.C. Croquet Pool, New	\$145.00
14-Ft. Bally Bowler	325.00
2-Pl. Rocket Shuffle	395.00
1-Pl. Rocket Shuffle	365.00
Williams Circus Wagon	85.00

**WURLITZER**

1700	\$425.00
2000	645.00
2100	745.00
5205 Wallboxes	39.50

**ROCK-OLA**

1438	\$295.00
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**SEEBURG**

Seeburg R	\$525.00
Seeburg C	345.00
KD 200	695.00
AMI G 200	480.00

1/4 down, balance C.O.D.

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**GOTTLIEB'S NEW 2-PLAYER  
DOUBLE ACTION**  
New "Twin Target" Scoring  
—Vertical Flippers

**WANTED FOR CASH**  
Highest Prices Paid  
**UNITED SHUFFLE ALLEYS:**

Royal—Imperial—Chief—Leader  
Team—League—Ace—Rain-  
bow—Banner—Speedy—Mercury  
—Mars—Lightning—Clipper—  
Capitol—Super Bonus.

**WEEKLY SPECIALS!**

Gottlieb 1-Player ROTO POOL	\$265
Gottlieb 2-Player BRITE STAR	\$285

**GOTTLIEB 2-PLAYERS:**

TOURNAMENT	\$150
SEA BELLES	185
WHIRLWIND	285
SUPER CIRCUS	295
PICNIC	325

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WORLD OF VALUES  
AT WORLD WIDE!**



**BASEBALLS**

Wms. SHORTSTOP	\$395
Bally BIG INNING	375
Wms. 1957 BASEBALL	310
Wms. DLX. 4-BAGGER	210
Wms. KING OF SWAT	145
United STAR SLUGGER	175
United SUPER SLUGGER	145
Genco HI-FLY	125

**PHONOGRAPHS**

ROCK-OLA 1454-120	\$575
ROCK-OLA 1448-120	475
A.M.I. G-120	525
WURLITZER 2000	845
SEEBURG AF100-R	575
SEEBURG M-100 BL	325

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BINGOS**

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Beach—Big Show—Key  
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BASEBALLS AND  
5-BALLS**

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**ARCADE**

Fischer 6-POCKET POOL	\$195	Genco 2-PI. BASKETBALL	\$145
W/Slate Top	275	Genco 2-PI. SKILL BALL	95
Fischer 4-POCKET POOL	125	C.C. 2-PI. ROCKET SHUFFLE	395
Bally ALL-STAR BOWLER	155	C.C. 1-PI. ROCKET SHUFFLE	375
Bally SKILL ROLL	145	United PIRATE GUN	225
Genco MOTORAMA	225	Wms. JOLLY JOKER	95
Bally TARGET-ROLL	145	Games' PASTIME	345

**UPRIGHTS**

DOUBLE SHOT	\$445
SUPER HUNTER	395
SKEET SHOOT	355
GUNSMOKE	295
BIG HORN	295
HUNTER	235

**NEW GAMES**

Bally CARNIVAL QUEEN  
Games' WILDCAT  
Keeney SHAWNEE  
Chicago REBOUND SHUFFLE  
United NIAGARA  
Fischer PARTY POOL  
Gottlieb DOUBLE ACTION

**Gottlieb Single-Player 5-BALLS**

SUNSHINE	\$295	ROYAL FLUSH	\$175
ROTO POOL	275	ACE HIGH	145
ROCKETSHIP	255	RAINBOW	145
CRISS CROSS	235	CLASSY BOWLER	135
STRAIGHT FLUSH	215	AUTO RACES	155
SILVER	195	EASY ACES	110
WORLD CHAMP	175	STARFIRE	145

**Gottlieb Multiple Player 5-BALLS**

4-PI. CONTEST	Write	2-PI. SUPER CIRCUS	\$285
4-PI. FALSTAFF	\$395	2-PI. CONTINENTAL CAFE	235
4-PI. MAJESTIC	365	2-PI. FLAGSHIP	210
4-PI. REGISTER	210	2-PI. TOREADOR	175
2-PI. BRITE STAR	335	2-PI. GLADIATOR	165
2-PI. WHIRLWIND	310	2-PI. SEA BELLES	185

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### Diversifies With 3 Separate Firms

MILWAUKEE — Juke boxes, games and cigarette machines are still the heart of his business, says veteran coinman Doug Opitz. But, as of November 1 when his firm moved into new, shiny quarters at 1907 N. 3d Street, there were plenty of changes made. Opitz now heads up three separate firms; is solidly in the refrigeration and tavern equipment business along with the original widespread routes of juke boxes and games that gave him his start several decades ago.

Hilltop Coin Machine Company, the original name Opitz established when he entered the coin game field, now covers only the juke box phase of his expanding enterprises. All amusement and cigarette machines under the revamped setup are now operated by his Wisconsin Novelty Company, Inc., and the recently created Lor-Ann, Inc., organization handles the added refrigeration equipment line.

Opitz recently became exclusive distributor in this area for McQuay Crystal Tips Ice Cubers and the Sherer-Gillett line of bottle coolers. This type of equipment is designed for use in taverns and dining spots. According to Doug Opitz, the many contacts he and his routemen have in the tavern and restaurant field should pave the way for a good volume of these refrigeration and ice cube units.

Several months back Doug Opitz and his long-time partner Ken Kulow amicably dissolved their partnership. Kulow now heads the Kendou, Inc., firm which operates music, games and cigarette routes as well as the Avenue Arcade.

## FTC Brings Charges Vs. 2 New York Companies

WASHINGTON — Federal Trade Commission, on December 22, charged Nut-Distributors, Inc., and I.E.M. Corporation, both of New York, with misrepresenting the earnings to be made from operating their vending and electric tube testing machines, and the assistance given purchasers.

Nut-Distributors sells peanut vending machines, and I.E.M. sells self-service radio and television tube testing devices. Complaint cites Michael Hynes and states that both concerns are merely a

"corporate veil" behind which he conducts his business. Allegedly he finances and manages both corporations.

FTC's complaint charges that the public is misled by the concerns' newspaper and magazine advertising, as well as by their salesmen who visit prospects attracted by the false ads. Concerns' sole purpose, according to FTC, is to sell their machines, not to offer employment or established routes, as implied in the ads. Ma-

(Continued on page 77)



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Bear Gun	125
Bonus Gun	215
Basketball, C.C.	175
C.C. Bandbox	175
Cap. Panorams	325
C.C. Pistol	75
Coon Gun	135
Drivemobile	150
Dale Gun	50
Ex. Pop Gun	395
Gen. Quarterback	125
Gen. Rifle Gallery	175
Gen. Gypsy Grandma	295
Horsoscope	110
Lord's Prayer	195
Midget Movies	125
Mer. Ath. Scales	50
Metal Tyvers Harv.	195
Midget Alley	275
Pitch'm-Baf'm	350
Photomatic	350
Phil. Toboggan	395
Pirate Gun	350
Rock 'N' Roll	75
Set Shot	250
Sidewalk Engineer	150
Silver Gloves	175
Six Shooter	95
Squoffs	495
State Fair	275
Treasure Cove	225
Tungo	145
Un. Super Slusser	275
Wms. Crane	150

#### MUSIC

Seeburg V 200	\$495
Seeburg C	395
Seeburg R	575
Wur. 1500	175
Wur. 1700	410
Wur. 2000	625

#### VENDORS

3 Sel. Spacarb Cold Drink Vendors	\$325
1 Sel. Non-Carbonated	195
2 Sel. Non-Carbonated	225
3 Sel. Hebel Ice Cream	325
5 Sel. Ice Cream, Sucker	395
1 Sel. Revco Cup Ice Cream	125
Coffee & Hot Choc. Cup Vendor	250
Hot Chocolate with manual cup	125

#### CIGARETTE VENDORS

National 930, 9 col.	\$ 95
National 950, 9 col.	110
National 9 M	125
National 9 ML	125
National 11 M	165
Mercury, 9 col.	125
P.X., 10 col.	110
Lehigh, 115 col., new	225
Keeney, 9 col., elec.	95
DuGrenier, 11 col., elec.	135
Eastern, 22 col., elec.	275
All thoroughly shipped & refinished, 25¢-30¢ combination, regular and king size.	

#### USED VENDORS

50 Acorns, 1¢	\$ 9.00
15 Acorns, Capsule, 5¢	11.00
25 Baby Grands, 1¢	7.50
25 Tab Gum, 8 col.	10.00
Film Vendors, 6 Sel., 50¢	125.00

#### POOL TABLES

6 Pocket, used	\$175
6 Pocket, new	250
6 Pocket, new state	295
Reg. Bumper	65

#### TANDY VENDORS

U-Select-It, 54 bar	\$ 49.50
U-Select-It, 72 bar	65.00
Mills 5 col., 5¢	15.00
Ship. Gum & Mint, 5¢	165.00
Vendall, 8 col.	85.00
National 6 col., 5¢	69.50
National 9 col., 5¢	95.00
N.W. Sweet Sixteen, 1¢ col.	295.00

#### COUNTER GAMES

Advance Shockers	\$19.50
ABT Challengers	25.00
Gott. 3-Way Grippers	25.00
Merc. Grippers	25.00
Kickers & Catchers, new	52.50
Peek Show	25.00
Pop Up	18.00
3 of a Kind	20.00

#### KIDDIE RIDES

Ex. Pony Express	\$195
Ex. Big Bronco	350
Bally Champion	425
Bally Space Ship	295
Merry-Go-Round	295
Miss America Boat	295
Donald Duck	250
Elsie the Cow	250
Round the World Trainer	325
Capital Auto Test	750
Toonerville Trolley	495
Model T Ford	495
Lancer Horse	295
Lane's Fire Engine	395
Palomino Horse	275
Scientific Space Ship	295

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# THE NEW CIRCUS IS COMING YOUR WAY

## AUTO-BELL'S

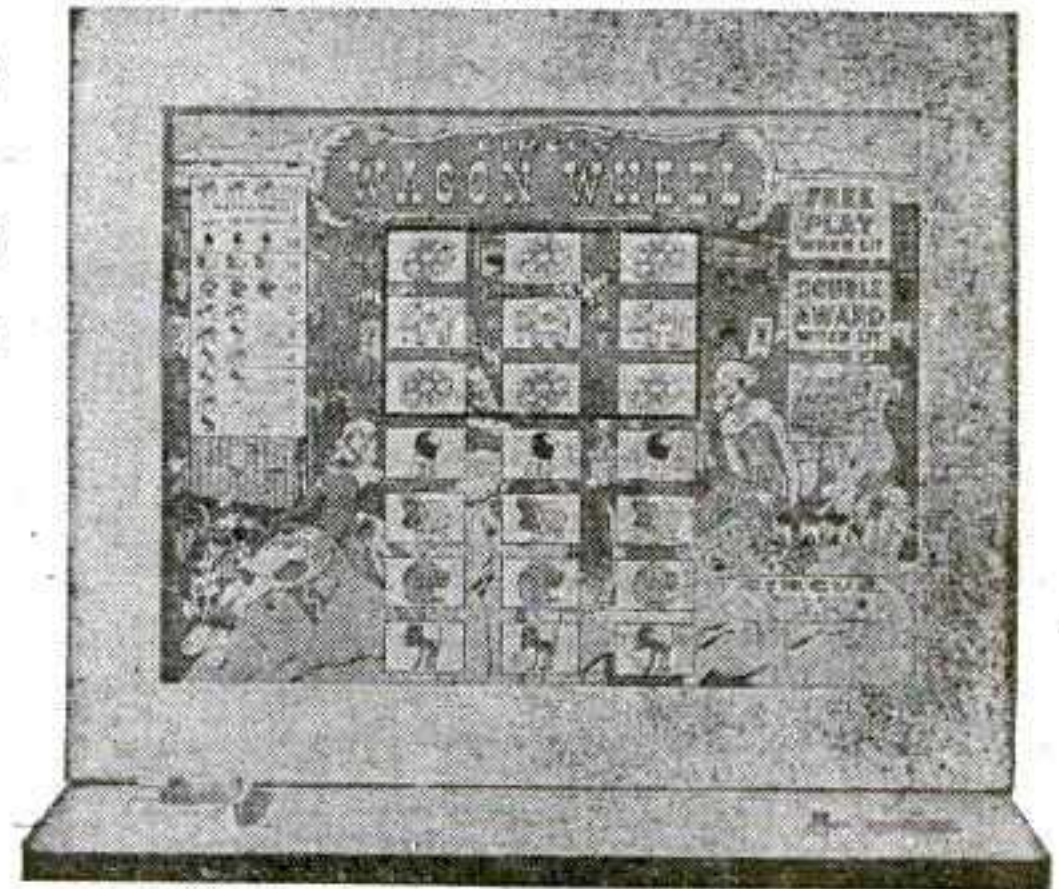
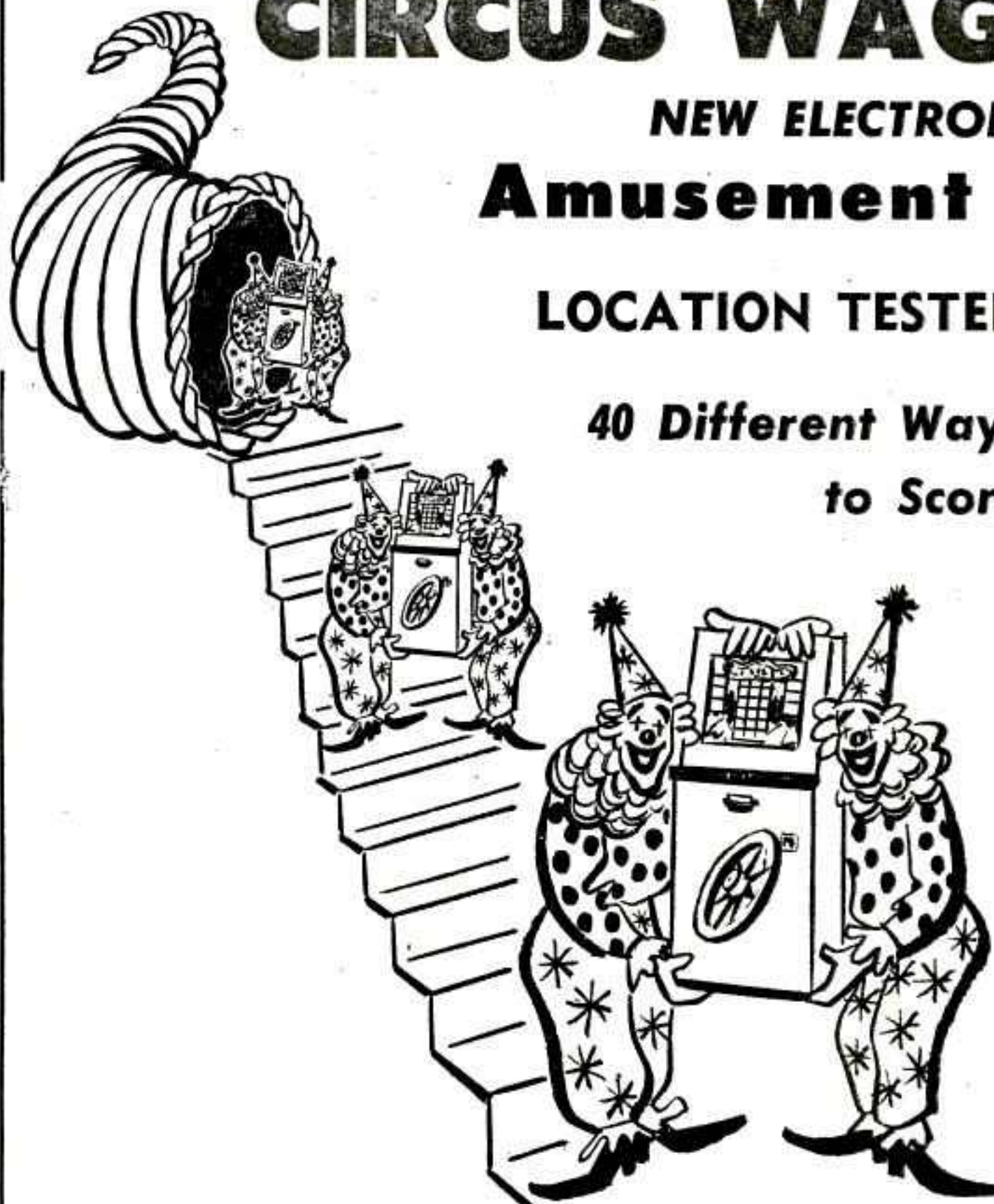
# CIRCUS WAGON WHEEL

## NEW ELECTRONIC

## Amusement Game

### LOCATION TESTED

40 Different Ways to Score



### COMPACT, MODERN CABINET

Roll on to Bigger Profits with

## CIRCUS WAGON WHEEL

SEE YOUR DISTRIBUTOR

## AUTO-BELL NOVELTY CO.

29 W. Kinzie Street • Chicago, Illinois • Tel. DElaware 7-0078

55" High  
16½" Deep  
24½" Wide  
Shipping Weight  
120 lbs.

### Stereo Jukes Lag

Continued from page 61

admit that sooner or later they will have to buy stereo for their top locations and upgrade their other equipment all down the line. Most of them feel, tho, that they would rather wait until the competitive situation forces them to do so. Collections here have been rough during the last year, and operators are seeking reasons to refrain from spending money on equipment.

#### Degree Unknown

The consensus among operators is that stereo will increase play and that it will be tried on the best stops first, then down the line. Just how much it will increase play, and just how far down the line the replacement process will go are the two great unknowns.

Working in the operators' favor is the tremendous push the home phonograph manufacturers are giving stereo. Right now, virtually every home set being made to list for \$100 or more is stereo, and the operator doesn't have to stir up interest in stereo—such interest already exists.

Then too the LP stereo releases, while of no direct benefit to the operator, help him indirectly in that they whet the public's appetite for stereo, and hence stimulate juke box play.

The man caught in the middle of the stereo impasse is the juke box manufacturer,—and, of course, the distributor. The manufacturer is convinced that stereo will boost juke box play, and, as a result, make more money available to the operator for automatic phonograph purchases.

#### Waiting Game

But he can sell only a limited amount of stereo boxes until the pop hits are available on 45 stereo, and the record manufacturers are waiting until he sells more units before they pull out the stopper on stereo disk production.

It's a case of the supplier waiting for the market to materialize, and the market waiting for the supplier to get cracking. At this juncture it appears as tho the market hasn't long to wait.

## Southern Amusement Specials

NOVELTY, SINGLE PLAY	NOVELTY, MULTIPLE PLAY
DERBY DAY ..... \$139.50	FALSTAFF ..... \$349.50
WISHING WELL ..... 134.50	MAJESTIC ..... 339.50
STAGE COACH ..... 99.50	JUBILEE ..... 239.50
SMOKE SIGNAL ..... 99.50	REGISTER ..... 219.50
HAWAIIAN BEAUTY ..... 79.50	SUPER JUMBO ..... 214.50
SHINDIG ..... 69.50	FLAG SHIP ..... 204.50
LOVELY LUCY ..... 59.50	SEA BELLE ..... 194.50
GREEN PASTURES ..... 59.50	GLADIATOR ..... 179.50
C. O. D. .... 49.50	SCORE BOARD ..... 174.50
STAR POOL ..... 49.50	MARATHON ..... 169.50
SCREAMO ..... 44.50	TOURNAMENT ..... 169.50
POKER FACE ..... 44.50	SOUTHERN BELLE ..... 154.50
QUINTET ..... 39.50	PICCADILLY ..... 144.50
FLYIN' HI ..... 39.50	DELUXE DUETTE ..... 139.50
CHINATOWN ..... 34.50	
PINCH HITTER ..... 24.50	
NIAGARA ..... 24.50	

### BIG BOWLERS

UNITED ROYAL ..... \$545.00
C. C. BOWLING LEAGUE ..... 375.00
TRUE SCORE (Team Conv.) ..... Make Offer

### ARCADE AND MISC. EQUIPMENT

UNITED SHOOTING STAR ..... \$324.50
C. C. BATTER UP ..... 324.50
GENCO MOTORAMA ..... 295.00
MUTOSCOPE DRIVEMOBILE ..... 225.00
WILLIAMS TEN STRIKE ..... 199.50
MUTOSCOPE MIDGET MOVIE (NEW) ..... 149.50
GENCO HI FLY BASEBALL ..... 139.50
C. C. 6-PLAY TOURNAMENT ..... 129.50
SKI BOWL ..... 99.50
GENCO LUCKY ..... 89.50
GENCO OFFICIAL SKILL BALL ..... 84.50
C. C. 6-PLAY HOMERUN ..... 84.50
EVANS BAT A SCORE ..... 79.50
C. C. CRISS CROSS TARGETTE ..... 69.50
C. C. MIAMI SHUFFLE ..... 64.50
GENCO 400 ..... 49.50
EXHIBIT RINGER BALL ..... 49.50

Terms: 1/2 deposit, balance C.O.D. or sight draft

### MANUFACTURERS NEW EQUIPMENT

BALLY U. S. A. • GENCO FLYING ACES • GOTTLIEB DOUBLE ACTION AND THE SENSATIONAL CHI. COIN "REBOUND SHUFFLE"

## Southern Amusement Company

628 Madison Avenue  
Memphis, Tennessee

JA 5-3609

LD-524

GIVE TO DAMON RUNYON CANCER FUND

## Bulk Revenues

• Continued from page 57

tion — the neighborhood variety store—is still an important factor, but not nearly as important as the chain store and the supermarket.

Average number of machines on a single location here is now three, with many installations having eight units on a rack. The single-machine location appears to be on the way out.

The penny still dominates in bulk vending. While some operators have been successful with 5-cent all-charm machines in shopping centers, the pennies bring in the bulk of the revenue, and the mixed ball gum-charm machine is still the top earner.

### 2-Cent Tests

During the course of the year experiments with 2-cent vending were attempted, but the results were disappointing.

If revenue has gone up for operators during 1958, so has operating expenses. The closely knit route with most of the locations in a couple of square miles is a rarity now. With operators moving where the business is—to new housing developments in the suburbs—route operating costs have gone way up.

Operators here aren't too worried about 1959 volume—they feel it will hold up. What worries them most is the fact that they can't raise their prices to the public, that it is difficult to cut commissions because of the competitive situation, and that the profit margin on a penny vend is a bit too slim for comfort.

THE BILLBOARD is the only trade paper covering the general showbusiness field with an audited paid circulation.



## FOR SALE! PRICES REDUCED!

WURLITZER  
2100—2150  
2104—1900  
1800—1700

SEEBURG  
161—KD 200  
L—J—V-200  
R—C—B

### BALLY GOLF CHAMP

(New and Used)

BALLY ABC SUPER-DELUXE

BALLY ALL STAR BOWLER

(New and Used)

Write—Wire—Call Collect!

# Nedd

DISTRIBUTING CO.

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ALLSTON 34, MASS.-AL 4 4040



## New LUCKY HOROSCOPE

5c, 10c or 25c PLAY

- ✓ NATIONAL COIN REJECTOR in each chute.
- ✓ NOW has TWO coin returns and other new features.
- ✓ EASY TO LOAD.

GAME HOLDS APPROX. 1,000 NUMBERED TICKETS

with fortune and concealed number or stars under perforation.



SIZE: 18"x8"x6" Shipping Wgt.: 20 lbs.

WRITE FOR DETAILS **MARVEL** MFG. 2845 West Fullerton, Chicago 47, Ill. CO. Tel.: Dickens 2-2424



**NOW! Vertical flippers add player appeal!**

Gottlieb's 2 Player

# DOUBLE ACTION

Features New "Twin Target" Scoring Sections

- ✓ Twin Advancing Value Targets
- ✓ Matching Red and Yellow Lights in "Twin Target" Scoring Sections Make Center Hole Light for 10 Times Target Value plus 100 Points
- ✓ Red and Yellow Pop Bumpers Advance Target Values
- ✓ On-Off Rollovers Light 2 Green Pop Bumpers for High Score
- ✓ Four Flippers—2 at Bottom of Field and 2 New Vertical Flippers Create Thrilling "Relay" Type Action Skill Shots
- ✓ Double Number Match Feature ✓ 3 or 5 Ball Play
- ✓ Adjustable 3-4 or 5 Plays for 25¢ ✓ Cross-Board Cyclonic Kickers

See your distributor today!

**D. Gottlieb & Co.**

1140-50 North Kostner Avenue • Chicago 51, Ill.

**Amusement Pinballs**  
as American as Baseball and Hot Dogs!

ALL GOTTLIEB MACHINES ARE EQUIPPED WITH NATIONAL SLUG REJECTORS

# STEP UP COLLECTIONS

WITH THESE  
REBUILT PHONO  
SPECIALS

## SEEBURG

- KD 200 H.....\$775.00
- KS 200 H..... 725.00
- HF 100 R..... 575.00
- HF 100 G..... 475.00

**V-200**  
**\$495.00**

Refinished—Reconditioned

**V-160**  
**\$624.50**

Refinished—Reconditioned

Including VL Receiver — Speed  
Read Program. Also available  
as "200" or "120."

## HIDEAWAY

- HHF 100R .....\$475.00
- HM 100B ..... 295.00

## AMI

- E-120 .....\$295.00
- D-80 ..... 185.00

## WALL BOXES

- Seeburg 3 WI .....\$59.50
- Wurlitzer 5210 (200 Sel.) 99.50
- AMI W-200 (200 Sel.).. 99.50

GUARANTEED BY

# SHAFFER

MUSIC COMPANY  
Write for Illustrated Catalog

849 NORTH HIGH STREET  
COLUMBUS 8, OHIO  
PHONE: AX 4-4614

## FTC Charges Vs. 2 Firms

• Continued from page 75

chines will be located only upon payment of from \$3 to \$25 per machine, FTC alleges, and even then virtually all locations are unprofitable, the complaint states. Purchaser must engage in extensive selling and soliciting to establish and maintain a route, the complaint further charges, and his income is less than claimed. The concerns also have consistently refused to relocate unprofitable machines so that the claimed profits could be realized.

FTC further alleges that the purchaser's investment is not secured by the machines and merchandise, that the prices paid are several times the open market value of the machines. In addition, accompanying merchandise is similarly overpriced, and some of this merchandise is perishable. Parties are granted 30 days to file an answer to the complaint. A hearing is scheduled February 24, 1959, before an FTC hearing examiner in Washington.

### WANTED

Seeburg M100 A's  
Seeburg M100 B's  
Guns of all types  
Bally Bingos

Will purchase for cash in Philadelphia, Toboggan Ski Balls, used. Write.

Exclusive Gottlieb, Williams and Seeburg Distributors

# TRIMOUNT

Remember  
IN NEW ENGLAND  
IT'S TRIMOUNT!

40 WALTHAM STREET  
BOSTON 18, MASS.  
Tel. Liberty 2-9480

Results on Rebound Shuffle Pour in...

# HOTTEST GAME IN U.S.A. TODAY!

ANOTHER **chicago coin** PRODUCT

**chicago coin's**

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**HAVE YOU HEARD THE NEWS \***

These **chicago coin** Bowlers Are Opening New PROFIT HORIZONS For Bowling Games!!!

PLAYER'S CHOICE BOWLER	TWIN BOWLER	DOUBLE FEATURE BOWLER
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\* Write us today for All The Facts!!

Get on The Bandwagon FAST- See Your Distributor Today!!

**Chicago Dynamic Industries, Inc.** 1725 W. DIVERSEY BLVD. CHICAGO 14, ILLINOIS



# Bally Carnival Queen

WITH  
**NEW SECTION SCORING**

**2 NUMBERS IN A SECTION  
MAY ACTUALLY SCORE  
AS 5-IN-LINE**

Player may play for in-line scores... combination in-line and section scores... or section scores only.

Before shooting 4th or 5th ball, player may shift card patterns back and forth for greatest scoring flexibility in pinball history.

**Profit Proved**  
In-Line Scoring with Advancing Scores, Extra Balls and other famous in-line features... plus new Section Scoring... insure biggest play and profit. Get your share. Get **CARNIVAL QUEEN** today

- SKILL PARADE
- LUCKY ALLEY
- LUCKY SHUFFLE
- STAR SHUFFLE
- SPOOK GUN
- WESTERN EXPRESS
- MODEL T
- SPEED QUEEN
- TOONERVILLE TROLLEY
- THE CHAMPION



**Shifting Speed Skill**  
INSURES CONTINUOUS REPEAT PLAY ON  
**SPEED-BOWLER**  
new HIGH-SCORE puck-bowler  
by **Bally**

**SLOW SHOTS**  
**MEDIUM SHOTS**  
**FAST SHOTS**

SPEED-BOWLER is not another "play-the-middle-for-top-count" game. Players must vary speed of shot in each frame for maximum scoring. Continuous "change of pace" insures continuous play-appeal... top earnings... long life on location. Get SPEED-BOWLER working for you now.

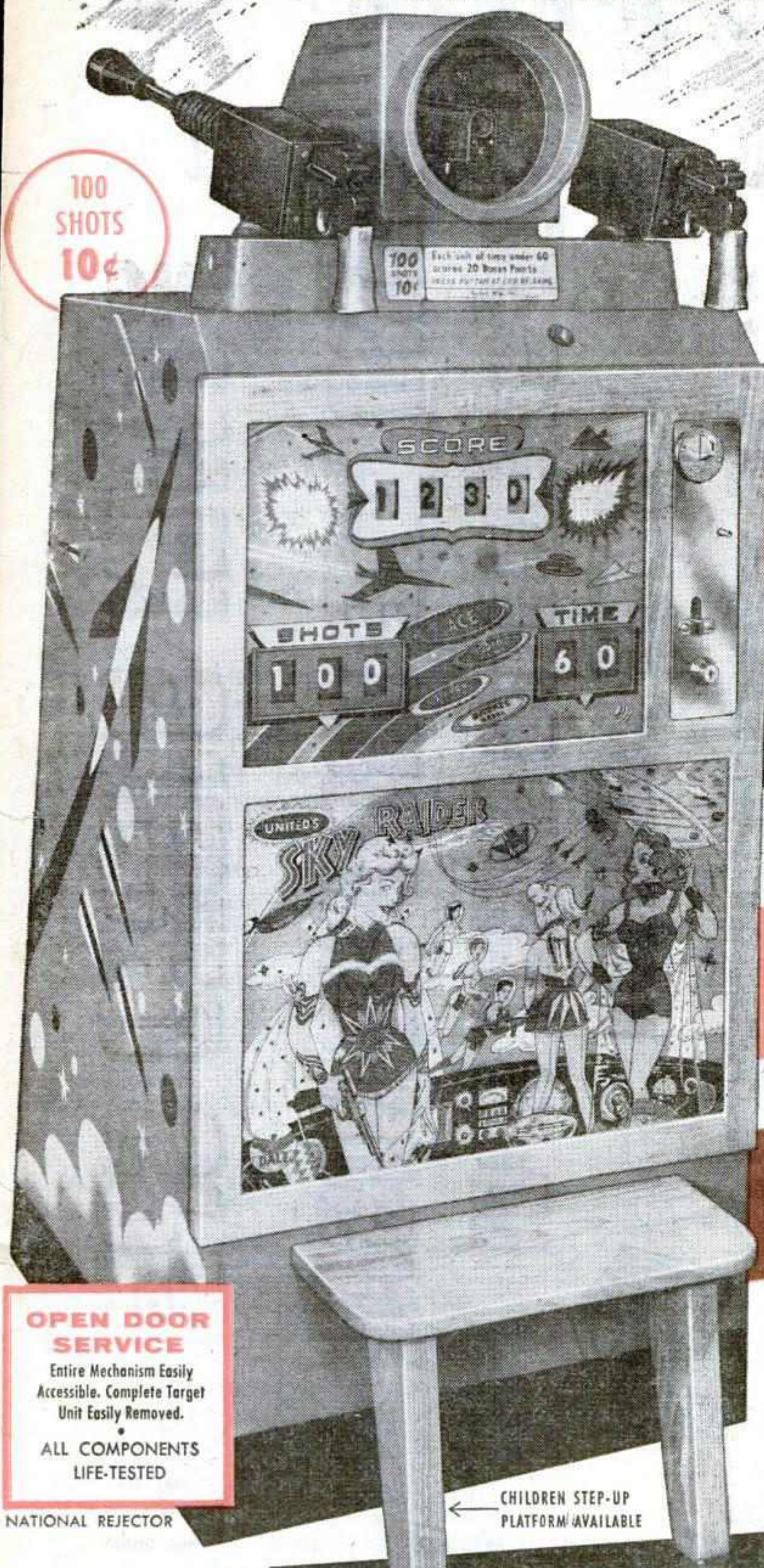
Match-Score Model  
**WHIZ-BOWLER**

**HIGH-SCORE PLAY**  
1 TO 6 CAN PLAY  
8 1/2 ft. x 25 in.  
2 COIN STYLES  
Single chute for dime play; double chutes for players' choice of dime a game or 3 games for a quarter.

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# IT'S NEW! IT'S DIFFERENT!

Thousands of Choice Locations are Waiting for  
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# SKY RAIDER

NOTHING ELSE LIKE IT!

REALISTIC ANTI-AIRCRAFT  
**TWIN "ACK-ACK" GUNS**  
SYNCHRONIZED FIRING... SHOOT ONE OR BOTH GUNS.

**NEW, AUTHENTIC TYPE  
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**3rd DIMENSION  
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**POPULAR BONUS  
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**SHOOT AGAIN FEATURE  
(OPTIONAL)**

**FLASHY, DURABLE PLEXI-GLASS**

**OPEN DOOR  
SERVICE**  
Entire Mechanism Easily  
Accessible. Complete Target  
Unit Easily Removed.  
ALL COMPONENTS  
LIFE-TESTED

SMALL FLOOR AREA REQUIREMENT OPENS MANY NEW LOCATIONS	APPROXIMATE SIZE: <b>2 FT. WIDE</b> <b>2 FT. DEEP</b> <b>5 FT. HIGH</b>	APPROXIMATE SHIPPING WEIGHT <b>250 lbs.</b> (CRATED)
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NATIONAL REJECTOR

← CHILDREN STEP-UP  
PLATFORM AVAILABLE

GET DETAILS ON  
UNITED'S LATEST  
**BOWLING ALLEYS**  
AND  
**SHUFFLE ALLEYS**

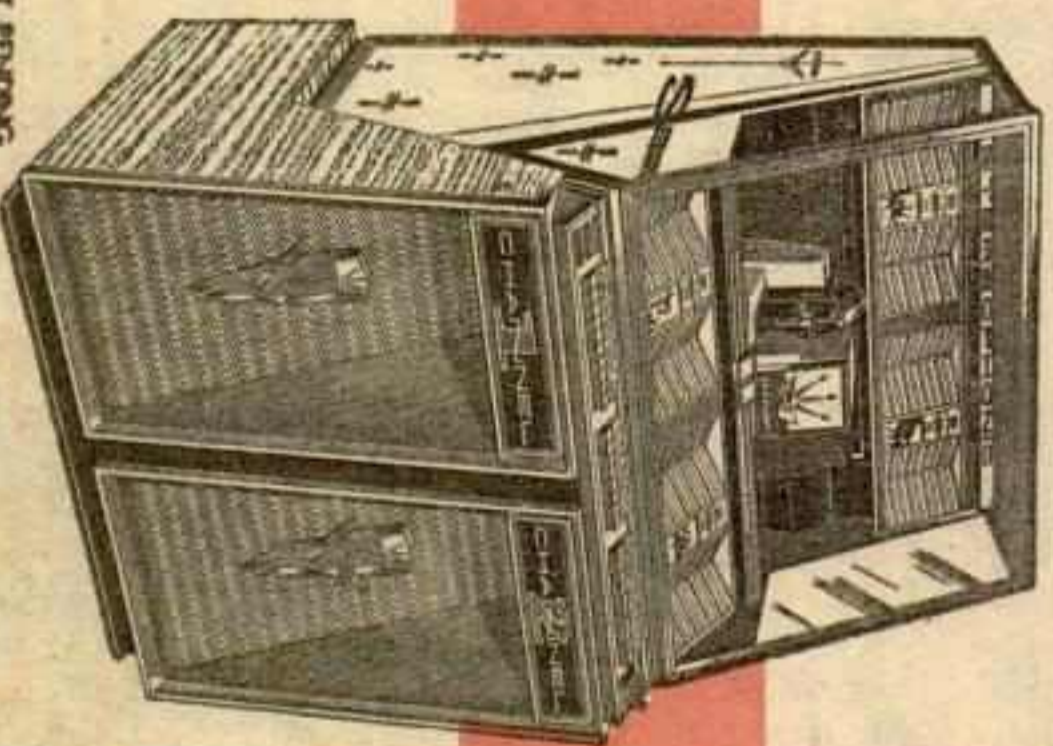
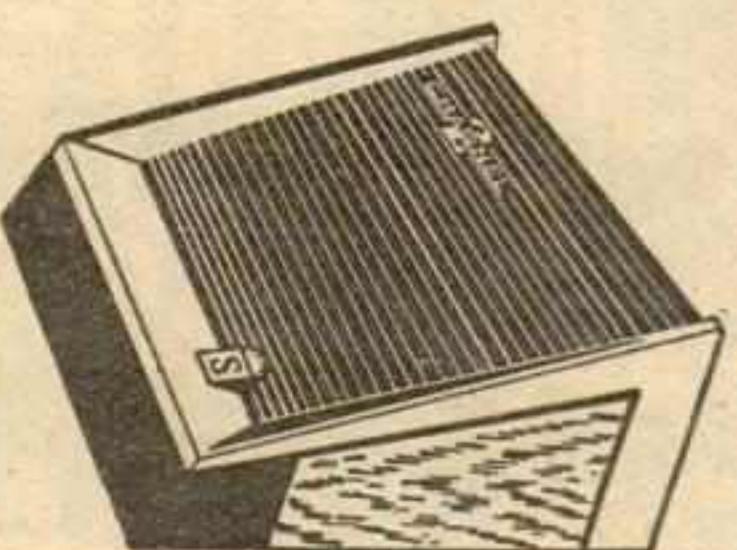
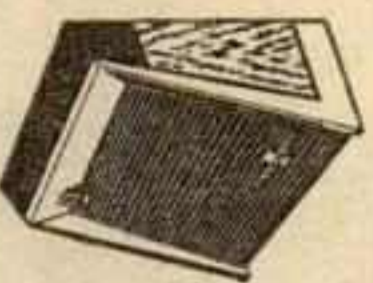
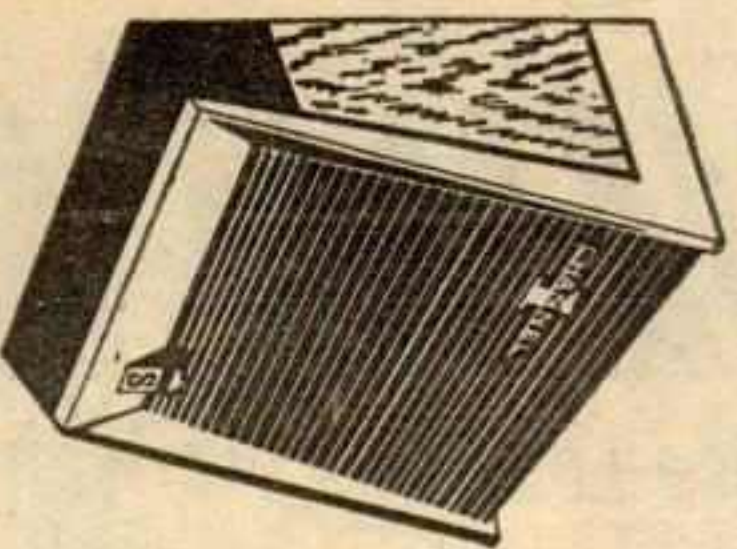


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The sensational Seeburg Two-Channel System is stereo all the way—from the pickup, through the dual amplifier to the newly developed twin stereo speakers. It's completely integrated to give every listener, wherever seated in a location, the impression of being present at a "live" performance of the recording musicians. It's completely flexible to satisfy the requirements of every location regardless of size.

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