

# The Billboard

SIXTY-SIXTH YEAR

AUGUST 22, 1960

THE AMUSEMENT INDUSTRY'S LEADING NEWSWEEKLY

## Familiar Songs No. 1 Hot 100 Positions

Revivals, Covers, P. D. Tunes Get Wide Play By Disk Artists Vying for Status

By JUNE BUNDY

NEW YORK — An increasing number of cover disks, revivals of old hits, standards and adaptations of P.D. material are making The Billboard's "Hot 100" chart these days. This week's chart includes 16 revival tunes, three P.D. adaptations, and 15 cover songs (including original versions).

Some of the trade believe the current trend indicates a scarcity of good new recording material. Others attribute it to a desire on the part of young disk stars to graduate from the rock and roll category and identify themselves with "class" material, a la Bobby Darin with "Mack the Knife."

### Hit Revivals

One of the most interesting aspects of the revival disk picture is that many of the tunes were hits a surprisingly short time ago. Bobby Rydell's "Volare," for example—No. 7 on the "Hot 100" this week—was the No. 1 song of the country in 1958.

There are a flock of revival hits of fairly recent rhythm and blues and/or rock and roll hits. Frankie Lyman's "Little Bitty Pretty One"—No. 67 this week—was a hit in 1957 by both Bobby Day and Thurston Harris. Jan and Dean's "We Go Together" (No. 82) was a big click for the Moonglows in 1955. The Everly Brothers' "Be Bop-a-Lula" was Gene Vincent's old hit; Bobby Vee's "Devil or Angel" (No. 76) hit with the Clovers in 1956. "There Is Something On Your Mind" by Bobby Marchan—No. 53 last week—clicked for Big Jay McNeely in 1959.

## 'Answers' May Add Disk Edge

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

Sparked by "He'll Have to Stay"—Jeanne Black's best-selling "answer" to Jim Reeves' "He'll Have to Go"—the trend has since encompassed "I Can't Help You (I'm Fallin' Too)," Skeeter Davis' "answer" to "Please Help Me, I'm Fallin'" by Hank Locklin and Rusty Draper, and "Tell Tommy I Miss Him" by Marilyn Michaels, the "answer" disk to Ray Peterson's best-selling "Tell Laura I Love Her."

Other current revivals of recent disk hits include "I Can't Stop Loving You" by Tommy Zang (on the "Bubbling" chart) which was a chart maker in 1958, via waxings by Don Gibson and Kitty Wells; and "Runaround" by the Fleetwoods—a best seller in 1954 by the Chuckles.

### Standards Get Play

Revivals of old standards on "The Hot 100" (now or in the past few weeks) include "Josephine," by Bill Black, No. 30; "Over the Rainbow" by the Demensions, No. 20; "Red Sails in the Sunset," by the Platters and Tony Williams, No. 3; "Hello Young Lovers" by Paul Anka, No. 35; "I Really Don't Want to Know" by Tommy Edwards; "Blue Velvet" by the Statues; "The Last Dance" by the McGuire Sisters; "How High the Moon" by Ella Fitzgerald; "Night Train" by the Viscounts; "Cool Water" by Jack Scott; Frankie Valon's "Tuxedo Junction" (flip side of his current hit); Connie Francis' "Malaguena" (No. 86), revived successfully a few years ago by Caterina Valente; Jerry Wallace's "Swinging Down the Lane."

On the "Bubbling" chart this

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## CAPITOL PLANS BIG DRIVE IN SACRED FIELD

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

This marks Capitol's first move into the religious sector of the business via non-disk distributors. Spencer, who will establish a dozen highly specialized distributors working in the devotional field who will handle a specified catalog of Cap religious diskings, primarily will function apart from Capitol's 26 company-owned branches and seven indie distributors who will continue to provide the same product to the regular disk dealers. Capitol foresees no conflict between the two distribution operations since the religious field is so highly specialized and its outlets differ in nature from the regular record dealers.

For the most part, Spencer's Cap duties will parallel the services he has provided

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

Presley, 'Bikini' Fire Singles Boom; Classics, Stereo LP's Show Gains

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

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

### Hits Responsible

Many traders attribute a good part of the singles spurt to the sensational activity of the newly

released Elvis Presley record, "It's Now or Never," and the novelty hit with Brian Hyland, "Itsy Bitsy Teenie Weenie Yellow Polka Dot Bikini." The Presley record, which was released on July 5, had sold an estimated 750,000 copies by July 16 in record shops. The impact of the Presley, "Bikini" and the Brenda Lee disk "I'm Sorry" helped create store traffic that probably aided all single sales and gave more support to the old adage, "All the record business is one big hit."

### LP's Hot

On the LP side things were just as happy during the four weeks from June 20 thru July 16, 1960. Although LP sales have constantly shown growth each year for the past three, there were a number of factors that helped LP sales during the late June and early July period to break out of the expected summer slump. First perhaps is the fact that hot LP's now sell like the proverbial hot single. When they break they rack up sales that would have been considered amazing two years ago. Among the LP's that set a singles-type sales pace during July were the Bob Newhart, the latest Shelley Berman and the Woody Woodbury albums. In fact, the comedy recordings have created a new and quick action market for LP sales.

The statistics in this story are advanced figures derived from the

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## Uneven Span Of Disk Sales

NEW YORK — Although records sold better than ever in the four weeks from June 20 thru July 16, than any previous four-week period in 1960, this does not mean that all companies shared equally in the pie. RCA Victor, with its Presley smash, and Kapp Records with "Bikini" snagged huge sales, but many of the hundreds of other labels still found the going difficult. On the LP level the story was the same. In the LP field about 10 firms do better than half of all LP business, and these 10 companies were the ones, with a few exceptions, that garnered the lion's share of the sales spurt on LP's in late June and early July.

## NEWS OF THE WEEK

### Country Music Ass'n Board Meets; Optimism Pervades Plans Session . . .

Country music is bigger than ever. This was the note of confidence sounded by Country Music Association prexy, Connie B. Gay, as CMA board members met in Toronto. Feature of the meeting was discussion of ways and means of promoting country music and artists both on the air and in the personal appearance field. Next meet set for Nashville. . . . Page 2

### Wurlitzer Attacks 33 Single; Deplores Reviving "Dead Issue" . . .

The Wurlitzer Company last week opened an attack on the 33 single record being espoused by the Seeburg interests. Wurlitzer commenced mailings to juke operators, deploring what is called the resurrection of an experiment which failed a decade ago. Atlantic New York, Seeburg distributor, has answered the challenge with a counterattack mailing to its accounts. . . . Page 3

### UNESCO Sets Pact To Protect Artists . . .

A committee of experts, assembled at The Hague by UNESCO in conjunction with the International Labor Organization and the International Union for the Protection of Literary and Artistic Works, have drawn up and adopted

an international agreement on the protection of performers, record producers, and broadcasters. Draft will particularly protect disk artists against international bootlegging of their records. . . . Page 3

### Exclusive Amusements Contract For 1964-'65 N. Y. World's Fair . . .

Robert Moses, president of the 1964-'65 New York World's Fair, indicated last week that an exclusive contract will be awarded for all amusements at the big expo. He further said the fun zone would be comparable to the internationally known Tivoli amusement park in Copenhagen. . . . Page 43

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See Pages 4 & 5



# Optimism Pervades C.&W. Music Fete

CMA Execs Note Power of Country Artists, Songs, With Pop Buyers, Jocks

By PAUL ACKERMAN

TORONTO — Country music is enjoying its strongest resurgence since the good old days. This fact was keynoted by Connie Gay, president of the Country Music Association (CMA) at the organization's meeting here Thursday and Friday attended by CMA officers and board of directors.

Prime facet of the resurgence, it was noted, was the growing acceptance of country songs and artists by pop record buyers and pop disk jockeys. In overseas markets, too, a similar growing acceptance is evident.

To further aid the growth of the country field the CMA appointed a committee headed up by Ken Nelson of Capitol Records to carry on an educational campaign at the ad agency level. This campaign would be designed to acquaint time buyers and other agency executives with the full facts relative to the mass popularity of such artists as Hank Locklin, Jim Reeves, the Everly Brothers, Johnny Cash, etc., and the popularity of song material by such writers as Felice and Boudleaux Bryant, John D. Loudermilk, the late Hank Williams, etc. Wesley Rose and this reporter will assist Nelson in this venture.

Gay, who chairmanned the meet-

ing, pointed out that some 500 additional AM stations had switched to country formats, either entirely or in part.

### Jocks With It

Rose, chairman of the board, stated that an increasing number of labels were seeking country artists and setting up country departments. "A top disk jockey" he said, "no longer opposes a country-oriented record."

RCA Victor a.&r. chief Steve Sholes stated this development has been a continuous one. "Among record buyers there is no differentiation, no categorizing."

Sholes also commented upon the increased overseas sales of disks by country artists. Another aspect of overseas development was revealed

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# CMA WELCOME WARM IN NORTH

TORONTO—Southern hospitality met its match in this north country. BMI's Harold Moon and many record executives here were gracious hosts to the officers and board of directors to the Country Music Association, meeting Thursday and Friday at the Westbury Hotel. The best of good neighbors feted visitors at a lunch and dinner, replete with souvenirs as well as fine food and scenery at Toronto's Guild Inn.

Record men in attendance included Decca's George Offer and Phil Rose, Columbia's Frank Jones and Bob Pampe, RCA's Jack Feeny and Bob Gray, Quality's Wray Rutledge and George Keane, Phonodisc's Don McKin and Jack Boswell, Raleigh's Ralph Harding, Sparton's Harold Pounds, Capitol's Whitey Haines and Harold Smith, Hallmark's John Gallagher, and Arc Sound's Dan Bass.

# Seeburg Distribbs Open One-Stops

NEW YORK—Seeburg Corporation, manufacturer of juke boxes and assorted vending equipment, is strongly encouraging its distributors to enter the one-stop record business. According to latest tallies, distributors in nine territories have already commenced one-stop operations, with others expected to follow suit shortly.

Behind the move are several factors. First, Seeburg officials feel that indie one-stops as they now exist have defaulted on the so-called primary one-stop function, that of serving juke box operators exclusively. According to Arnold Silverman, Seeburg national promotion exec, who has been in the field on this project as well as the Seeburg artist-of-the-week program with diskeries, "Many one stops no longer have time for the medium and small sized operator, the little fellow who may come in asking for only 15 or 20 records. The one-stop today is too busy filling orders for big operators and record dealers, and in the latter case, he's working with both albums and singles."

"The operators in many areas are not getting the kind of service they deserve and we think we can give it to them. What's more, we are

selling them at 60 cents for a single, the same price a record dealer pays his distributor. With us there'll be no 65-cent pricing. Record distributors, too, have lost all contact with operators. Yet of the total sale of any hit single record, up to 50 per cent of the sale is to operators. That's a healthy chunk these fellows are overlooking."

Another aspect of the move has to do with traffic. "It's completely normal for an operator who calls regularly on his equipment distributor to also get his records there," said Silverman. "The two things go hand in hand. So if an operator gets in the habit of coming to his juke distributor to get his records, he's going to become more oriented to that distributor's equipment."

One stops already in operation thru Seeburg distributors are in San Francisco, Los Angeles, Columbus, O.; Baltimore, Philadelphia, Denver and Salt Lake City. The Atlantic New York does not have a one-stop in its main Manhattan office, it does have in its Hartford and Newark branches. In Hartford, Dave's One-Stop has moved into the Atlantic fold, while in Newark, Williams One-Stop has recently moved in with Atlantic.

# Rank Press Meet Explains EMI Deal

NEW YORK—Rank Records of America held an emergency press conference Wednesday (17) in the Company's West 57th Street offices to clarify details of the Top Rank of America status in view of the buyout of the British Rank firm last week by Electrical and Musical Industries, Ltd.

In a prepared statement, Bernard Ness, British prexy of the disk division of the Rank organization, stated that, "Rank Records of America has far exceeded the goals originally set for it and has been given additional budget for the new fiscal year to provide for increasing activity in both a.&r. and

exploitation. American artists on the Top Rank label in England now have the best distribution possible."

Ness added that "This move concerns only our operation in England. Some of our English artists' contracts will be absorbed by EMI. This is being negotiated at this

(Continued on page 16)

# 'No Illegal Payments,' Say Schwartz Bros.

WASHINGTON — During an initial hearing held last week (17) by Federal Trade Commission on its payola charges against the Schwartz Brothers, local record distributor, the company's vice-president, James Schwartz, repeated his earlier denial that any illegal payments were made to radio and television disk jockeys or other station personnel.

Harold A. Kennedy, FTC's attorney, introduced some 57 exhibits which were taken from Schwartz files. They showed that one disk jockey was given a \$50 cash payment, one a case of whiskey, and another \$11.50 worth of records. James Schwartz said he did not see anything in the exhibit to support the Commission's complaint that the company made illegal pay-offs.

Kennedy said the records showed that Bill Johnson, well-known personality of Station WUST here, was given the \$50.

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# Battle Over Marchan Wax

NEW YORK — Federal judge Alexander Bicks has granted a temporary injunction in an action filed in U. S. District Court here by Ace Records vs. Fire Records. The action was brought as a result of the hit on Fire by Bobby Marchan, "There Is Something On Your Mind." Ace claims to have Marchan under contract.

Fire was enjoined from cutting, pressing and distributing in the future any copies of the Fire Record, unless Fire put up a bond of \$12,000. According to Warren Troob, attorney for the defendant, Fire is putting up the \$12,000 bond and will continue selling the record and in fact plans new disk-ing sessions with Marchan at an early date. Ace was repped by counsel Jules Kury of New York.

# Studebaker Offers LP

NEW YORK—Studebaker-Lark corporation will offer a special record album to the public thru its dealers to promote the firm's Lark compact. The album is being made by Columbia Transcriptions, a division of Columbia Records, and will feature top jazz names. Sides star Louis Armstrong, Count Basie, Duke Ellington, Dave Brubeck, Jimmy Rushing, Dizzie Gillespie, Lambert - Hendricks - Ross, and Gerry Mulligan, all culled from the Columbia catalog.

Prospective customers will be able to obtain the album by obtaining a card from the local Lark dealer, and mailing the card to the Studebaker Company. The album will cost \$1 in monaural and \$1.50 in stereo.

Columbia Transcriptions has issued some key premium albums in the past. These include the Texaco "Swing Into Spring" set with Benny Goodman, and the Gillette "Great Moments in Sports" disk.

# EMI May Oppose Self Thru Rank Tie

LONDON — EMI will become the British member of the Top Rank Co-Operative and therefore possibly enter competition with its own disks in some areas.

Some of Rank's British artists will be offered contracts or renewals by EMI to continue on the Top

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# Brenda Lee Strikes Gold

NEW YORK—Brenda Lee has won a gold record for her current hit, "I'm Sorry." The award, presented by Decca prexy, Milton R. Rackmil, is emblematic of a million sales, an achievement that has become a relative rarity in recent months.

Miss Lee, who received the award in the company of her manager, Dub Albritton, recently signed a new long-term pact with the label. The gal will soon be featured in a special tie-in promotion with the Celanese Corporation.

# 'Slow Walk' Decision May Affect Pubbers

NEW YORK — A precedent-setting decision, which could have far-reaching effects on the payments of mechanical royalties by record labels to music publishers, was handed down here last week by Judge Edelstein in Second District Federal Court.

The suit was originally filed by Norbay Music (Jordan Ross) against King Records, in a move to collect mechanical royalties on King's waxing of the Norbay tune, "Slow Walk," a hit in late 1956. The Doggett disk was a cover of

Sil Austin's original Mercury platter. Both records were best sellers.

King Records filed a notice of summary judgment—admitting the validity of the copyright, but claiming payment did not have to be made because, according to the copyright act, unless a Notice of Use is filed with the copyright office a record firm doesn't have to pay mechanical royalties on a song.

Norbay's attorney Marty Machat acknowledged the clause and ad-

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## WB Discounts & Sales Plans Set for Fall

HOLLYWOOD — Warner Bros. Records' fall plan offers discounts as high as 17 per cent, 120-day deferred billing benefits, plus three separate sales incentives. Label, during its recent leased railroad car tour of key markets, assigned quotas to each of its distributors. Distributors who reach the forecast for their specific areas will be billed for 90 per cent of their purchase. Additional discounts ranging from 1 to 5 per cent is being extended to those who go beyond their quota. Maximum of 15 per cent will be granted to those who take 150 per cent of their quota's merchandise. An added 2 per cent cash discount will be paid those who remit for their purchases promptly on the four billing dates.

Label is requiring a 25 per cent installment of fall plan orders by the 10th of October, November, December and January. These will cover all product purchased from June 26 to January 23. It is expected to be completed by January 23. (Continued on page 20)

## Wolfe Joins Burton Firm

NEW YORK — Dick Wolfe, formerly artist and repertoire director for Kapp Records, has joined Trinity Music-Burton Management, Inc., here as talent-music co-ordinator, working in conjunction with Irwin Schuster.

Wolfe, who will continue to work with Kapp on an indie producer arrangement, and as an artist, recorded, arranged and conducted Brian Hyland's best-seller "Itsy Bitsy Teenie Weenie Yellow Polka Dot Bikini" for Kapp's Leader label.

In addition to recording artists handled by Burton Management, Wolfe will work with Trinity writers and actively hunt for new recording talent. His first date for Burton, this week, will be with Skip and Flip for Bobby Shad's Brent label.

Wolfe replaces Bob Davis who has left Burton to operate as an indie record producer. However, Davis will continue to handle recording dates for two of Burton's acts — Santo and Johnny and Jamie Coe.

Meanwhile Ed Burton is readying all-out promotion plans on four new Trinity subsidiary tunes — "Love Lost" and "Annie" by Santo and Johnny on Canadian-American and both sides of Bobby Darin's new instrumental disk "Beachcomber," which appears on The Billboard's "Bubbling" chart this week as No. 5.

## JOCKEYS FLIP WITH ALL KINDS CONTESTS

NEW YORK — Still more disk jockeys across the country are taking physical and mental beatings to get their names in the paper this month. (See Page 1 story, The Billboard, August 1, 1960.)

Billy Hicks, WTTG, Thomasville, Ga., is trying to break the flag pole sitting record of 117 days established back in the '30's. The jock mounted his 40-foot-high perch July 25 and expects to live on the six by six-foot platform for 120 days.

Meanwhile, another deejay, Jim Austin, WBOW, Terre Haute, Ind., will attempt to break the world's stay-awake record, starting this Wednesday (24). His station believes Austin is the first jock to try for the record three times. He held

## Cunningham, Ex-ASCAP Prexy, Dies

NEW YORK — Paul Cunningham, former president of the American Society of Composers, Authors and Publishers (ASCAP), died last week (14) at the age of 70 at his home here. Cunningham, president of the Society for three successive years, 1956, 1957, and 1958, continued as public affairs director of ASCAP at a \$25,000 salary after his terms as president. In this latter capacity he continued his activities in Washington as well as continuing as a member of the ASCAP board.

Cunningham was a vet writer, starting as a cleffer after his graduation from college on the staff of the Harry Von Tilzer music company. He wrote many songs with Von Tilzer, and later, when he went to M. Witmark & Sons, he

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## Cerami Set With Kapp

NEW YORK — Kapp Records sales chief, Jay Lasker, has appointed Joe Cerami as Midwest divisional manager, operating out of Cleveland. The move is in line with Kapp's general expansion program, in progress in recent months. Cerami is a vet of the disk business, having served more than eight years in the Capitol distributing organization.

On another front, Kapp was the recipient of several awards for artistic merits of album covers this week. The Flexographic Technical Association named John Gart's "Silent Night," as "exemplifying the best capabilities of flexographic printing" in foil. The album, "Ring the Bells on Christmas Day," won honorable mention in the competition.

## WATCH THE RHINE

### German Disks-by-Wire 'Say It With Music'

By OMER ANDERSON

STUTTGART — The telegraphic disk delivery service paralleling the telegraphing of flowers, recently organized by Grauel-Soden KG of Stuttgart - Sillenbruch (German Newsnotes, July 25), has already signed some 600 record shops in West Germany for participation.

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

it for a short time in July, 1959, with 229½ stay-awake hours in Orlando, Fla., and prior to that went 203 hours without sleeping in Springfield, Ill., in April, 1959. Current record is believed to be that set by Robert Murray Wright, WAIK, Galesburg, Ill., who stayed awake 231 hours 11 minutes.

Austin, who will conduct his marathon in the show windows of a downtown department store, will be under 24-hour supervision by a team of doctors. The deejay said he suffered no ill effects from his 1959 performance, altho Peter Tripp, ex-WMG, New York, spinner, suffered from delusions in the latter stage of his wakeathon in Times Square.

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## Wurlitzer Declares War On 33 1/3 Juke Box Single

By REN GREVATT

NEW YORK — The Wurlitzer Company has declared war on the Seeburg Corporation's drive for adoption of the 33 speed single record as standard for the juke box industry. Wurlitzer has served notice that it opposes the move via mailings now being made to operators, stating: "The seven-inch, 33 r.p.m. record went down the drain 10 years ago. Why try to revive it?"

First of what appears to be a series of mailing pieces were received by operators last week,

while the second arrived in the mail this week. The challenge has been answered, at least for operators in the New York area, by Meyer Parkoff, head of Atlantic New York, Seeburg distributor here.

In a move to counter the Seeburg emphasis on the 33 speed single, the Wurlitzer communicate says: "Before you bite on the bait tossed out in the form of 33 r.p.m. seven-inch records, just remember these facts. 1. There is room for only one speed in the automatic phonograph business. 45 r.p.m. fills

this need completely. 2. 33 speed was tried, and discarded years ago. 3. The 33 records will play on only one phonograph, made by one manufacturer for less than one year. 4. 33 records are available on order from one source only—not readily available at one-stop. 5. Only a small quantity of the 33 r.p.m. records have been released to date. No pop tunes! 6. The so-called "albums" are not albums—only excerpts from them. 7. The best show tunes are always available on 45's." The mailing concludes with the thought, "Why resurrect a record speed that died 10 years ago?"

Parkoff, of Atlantic New York, replied to the Wurlitzer attack in a letter to his own accounts in which he asked, "How silly can a factory get?" Characterizing the mailing piece as a "poor and cheap attempt to tear down a progressive move," Parkoff went on to note seven separate steps taken by Seeburg in the past to improve the lot of the operator.

Speaking of Seeburg's artist-of-the-week program, Parkoff

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## UNESCO SETS PACT TO PROTECT ARTISTS

WASHINGTON — The United Nations Educational, Scientific and Cultural Organization has announced that a committee of experts which it gathered together in conjunction with the International Labor Organization and the International Union for the Protection of Literary and Artistic Works, met recently at the Hague to draw up and adopt an international agreement on the protection of performers, recorders and broadcasters.

Attending on behalf of the U. S. were Arthur Fisher, register of copyrights, and Henry Wiens, deputy assistant secretary of labor for international affairs.

Committee's work resulted in the unanimous adoption of a draft convention which would establish safeguards for artists, the producers of recordings and radio and television broadcasting units.

Important principle in the draft convention is the idea that performers have a right to protection, especially those who work in television and the phonograph indus-

try. Draft would prevent the use, without his consent or without payment of fees or royalties, of reproductions of a performer's work, particularly thru "clandestine recordings."

Draft will be submitted to all countries that have signed the Universal Copyright Convention, or are members of the International Union for the Protection of Literary and Artistic Works. Later, it will be presented to a conference of governments which will meet early next year for the purpose of adopting the draft.

Draft stipulates that author's copyright is not affected; nor does it apply to moving pictures.

## Time Issues Stereo Tape

NEW YORK — Time Records, the Bobby Shad firm, is issuing its first four-track stereo tapes this week. The tapes, which will retail for \$7.95, will include all of the label's 2000 series, the firm's line of "sound" or percussion LP's.

In addition, Time is releasing another group of "sound" albums on LP. Sets are "Cole Porter in Percussion," Felicia Sanders singing Kurt Weill songs, "Voices in Song and Percussion," Vol. II, "Gershwin and Guitars," and a jazz set with Booker Little.

This brings the Time sound line to a total of 12 releases. Shad said he expects to issue five more percussion and jazz sets each month, and also has plans for classical releases in the 2000 series line.

## M-G-M Stars Saying 'Hello'

NEW YORK — M-G-M Records' promotion chief, Sol Handwerker, has launched a series of special in-person artist promotion deals in which the diskers make personal appearances in large shopping center stores. Such exposure follows a heavy in-store build-up via p.a. system announcements, displays in disk departments, plus advance direct mailings to artist fan club members in the area, noting the appearance.

Initial outing was carried off with Jimmy Jones in the Korvette store in the recently opened Watchung Shopping Center, Watchung, N. J. Jones spent an hour at the record counter, autographing give-away photos, during which time a total of 430 Jones disks—albums and singles—were sold.

The grass roots selling approach gets its next test when Mark Dinning makes similar markets next Saturday (27) at Sieren's depart-

## Chi ASCAP Group Delays Cleffer Meet

CHICAGO — The death of Paul Cunningham, former ASCAP president, has temporarily delayed efforts by local publishers and writers to seek a change in ASCAP's new system of secondary logging of ABC network shows.

Representatives of the local group were in New York last week scheduled to meet with Cunningham and ASCAP President Stanley Adams. Following Cunningham's death, all negotiations were postponed. The Cunningham funeral was held last week.

More than 200 local publishers and writers are involved in a dispute over ASCAP's dropping its system of recording (logging) all programs on ABC as is the practice with networks and switching instead to sampling local stations individually (The Billboard, August 8).

The local trade groups losses in revenue up to 100 per cent since the new system was inaugurated by the licensing society in the last quarter of 1959.

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

Local publishers and writers counter that size of audience and not number of shows on a network should determine royalty payments and that the new system discriminated against those whose songs were played on ABC.

The Chicago trade was particularly hard hit because "The Breakfast Club" was originated in Chicago and carried a great percentage of material from this area.

ment store in New York and its suburban branch in a shopping center in nearby Paramus, N. J.

Meanwhile, at the home office M-G-M Records has added Leon Schachere to its sales staff. Schachere, who starts at once, has been active in both retail and wholesale selling and comes to M-G-M from Magnavox Corporation.





MACK THE KNIFE • Ella in Berlin, MGV-4041, MGVS-6163\*



INSIDE SHELLEY BERMAN, MGV-15003, MGVS-6106\*



MORT SAHL at the Hungry I, MGV-15012, MGVS-6159\*



ELLA FITZGERALD SINGS THE GEORGE AND IRA GERSHWIN SONG BOOK, MGV-4024, MGVS-6077\*



DOWN TO EARTH JONATHAN WINTERS, MGV-15011, MGVS-6155\*

# UNPRECEDENTED CONSUMER RESPONSE,



THE EDGE OF SHELLEY BERMAN, MGV-15013, MGVS-6161\*



THE GENE KRUPA STORY, MGV-15010, MGVS-6105\*



HELLO LOVE • Ella Fitzgerald — Orchestra Conducted by Frank DeVol, MGV-4034, MGVS-6100\*



BACK TO BACK • Duke Ellington & Johnny Hodges Play the Blues, MGV-8317, MGVS-6055\*



MARGARET WHITING SINGS THE JEROME KERN SONG BOOK, MGV-4038-2, MGVS-6142-2\*

# GOODWILL, TRAFFIC, SALES! MAKE AUGUST



FIORIELLO • The Oscar Peterson Trio, MGV-8366, MGVS-6134\*



THE GREATEST TRUMPET OF THEM ALL — DIZZY GILLESPIE & His Octet, MGV-8352, MGVS-6117\*



THE WONDERFUL WORLD OF JONATHAN WINTERS, MGV-15009, MGVS-6099\*

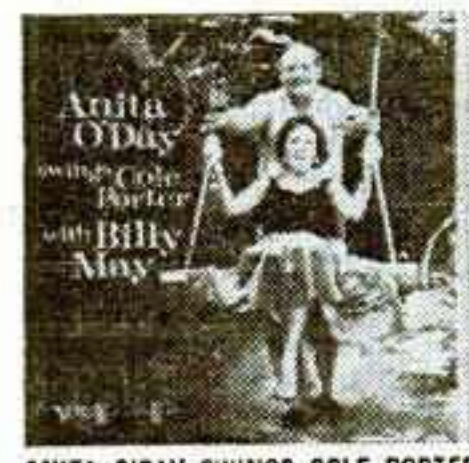


ELLA FITZGERALD SINGS THE COLE PORTER SONG BOOK, MGV-4001-2

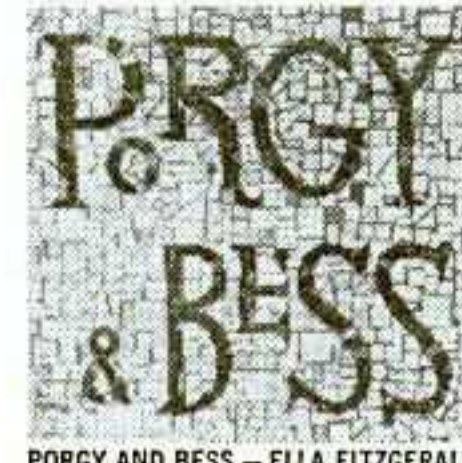


COUNT BASIE SWINGS AND JOE WILLIAMS SINGS, MGV-8063

# YOUR BIG MONTH, 1960 YOUR BIG YEAR, WITH



ANITA O'DAY SWINGS COLE PORTER WITH BILLY MAY, MGV-2118, MGVS-8059\*



PORGY AND BESS — ELLA FITZGERALD AND LOUIS ARMSTRONG, Orchestra Conducted by Russell Garcia, MGV-4011-2, MGVS-6040-2\*



GETZ MEETS MULLIGAN IN HI-FI, MGV-8249, MGVS-6003\*



DANCE ATOP NOB HILL — ERNIE HECKSCHER, MGV-4007, MGVS-6001\*



THE FUTURE LIES AHEAD — MORT SAHL, Iconoclast, MGV-15002

# FATTEST MARK-UPS, CUSTOMER ATTRACTION



ELLA FITZGERALD SINGS SWEET SONGS FOR SWINGERS, Orchestra Conducted by Frank DeVol, MGV-4032, MGV-6072\*



OUTSIDE SHELLEY BERMAN, MGV-15007, MGVS-6107\*



JAZZ GIANTS '58 • Stan Getz, Gerry Mulligan, Harry Edison, Louis Bellson, Oscar Peterson, Herb Ellis, Ray Brown, MGV-8248



ELLA SWINGS LIGHTLY — ELLA FITZGERALD, Orchestra Conducted by Marty Paich, MGV-4021, MGVS-6019\*



THE EASY WAY — THE JIMMY GIUFFRE 3, MGV-8337, MGV-6095\*

# OF SPECTACULAR 99'er!

451 NORTH CANON DRIVE BEVERLY HILLS, CALIFORNIA

\* STEREO



**VERVE'S GREAT 99'er  
ONLY 10 DAYS MORE!**

***Best Dealer Mark-up!***



**NINETY-NINER**

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



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

**SALE ENDS AUG. 31!**





# Chi Distributors Cut Jobber Discounts

by NICK BIRO

CHICAGO—A recent decision by Columbia distributors to drop functional discounts to rack jobbers and one-stops has started a few open skirmishes thruout the distribution end of the record industry.

The Columbia decision was reached at the label's recent sales meeting in Miami. Its immediate effect has been to intensify the cold war being waged between record distributors, one-stops and rack

jobbers—all fighting for top position in record sales.

An almost immediate reaction occurred in Minneapolis where Acme Music, local one-stop, and Lieberman Music, Des Moines and Omaha one-stops, all owned by Harold Lieberman, veteran juke box and record distributor, were told by indie distributors and the Columbia distributor that they were cutting the functional discount in half. Lieberman said if he couldn't get his regular 10 per cent off, he'd buy elsewhere.

In Seattle, Larry Dolgoff of Disc City One-Stop said he had been told by indie distributors in Seattle and Portland that they were dropping functional discounts. When Dolgoff protested and started going direct to manufacturers, he said a portion of the functional discount was returned.

Locally, All-State Distributors sent out a notice halting functional discounts to accounts like Lormar, Music Box, J. C.'s One Stop and others about a month ago. In most cases, however, the discount has been returned.

Another sore spot with Chicago distributors has been the increased business written by Duchess One-Stop, Indianapolis, thruout the Hoosier State. Duchess has been using truck driver salesmen traveling the territory and effectively

(Continued on page 40)

# SORD Prexy Blasts Victor's Disk Rack Plan

HOLLYWOOD — Reports that RCA Victor is spreading its Buffalo record rack plan into Pennsylvania last week brought a sharp blast from Howard M. Judkins, Society of Record Dealers of America prexy. Plan calls for racks carrying \$300 in best-selling merchandise to be installed in appliance and TV stores. Reported purpose of the racks is to combat discounters by bringing customers back to the smaller dealers; also, to provide the small dealer a means of stocking records without heavy investment.

Complete rack inventory is covered by 100 per cent exchange guarantee. Racks in Central Pennsylvania are being placed by D. & H. Distributing, of Harrisburg, RCA distrib for the area.

In a bristling letter to RCA execs, George Marek and Norman Racusin, with carbons to D. & H.'s David Press and RCA coast distrib manager, Harry Jenkins, Judkins said:

"We in the retail record business are very happy that at least an RCA distributor will finally admit that the retail record dealer has been hurt by the 'discount and mail-order competition and record club problems.' If the competition noted above has caused a loss of

(Continued on page 40)

# Committee Approves Harris Bill

WASHINGTON—At The Billboard's deadline, the Senate Commerce Committee gave its approval to the Harris broadcast reform bill, which allows free records to be aired without announcement.

Group recommended dropping the license suspension penalty called for in the original bill by Representative Harris (D., Ark.), and substituting a forfeiture penalty (The Billboard, August 15).

The Senate committee did not change the language of the House proposal that would provide criminal penalties for payola.

# THE REAL THING

## R.&B. Back; Rock & Roll Wilts, Says Veejay Boss

By AARON STERNFIELD

CHICAGO—While some traders regard the strong comeback staged by r.&b. in the singles field as something of a phenomenon, Ewart G. Abner Jr., general manager of VeeJay Records here, maintains an "it had to happen" attitude.

In the heyday of rock and roll, which many will not concede has passed, r.&b. sales were hurt. Distributors, who had been satisfied with steady sales of from 1,000 to 5,000 on r.&b. releases, tended to sluff off r.&b. when they were able to sell 25,000 of a rock and roll release.

Today, maintains Abner, fewer rock and roll releases are bit hits for an indie distributor, and the distributor and dealer are looking for more bread-and-butter disks. R.&b. falls in this category.

Abner maintains that the cover releases, which originally cut into r.&b. sales have, in the long run, spurred r.&b. sales. He explains that the "corruptions" of r.&b. arrangements have, in effect, exposed the public to r.&b., and that the public—mostly the teen-age pub-

lic—has had enough of a diet of the imitation and now demands the real thing.

To make his point that pure r.&b. could always attract a substantial audience, Abner cited the experiences of four retail record shops, each of which has been sponsoring long r.&b. shows over 50,000-watt radio stations for the last 10 years.

The shops are Ernie's and Buckley's in Nashville, Randy's in Galatin, Tenn., and Stan's in Shreveport, La. Each retailer offered five to 10-record r.&b. packages by phone or mail, and each retailer did substantial r.&b. business at the height of the rock and roll surge.

According to Abner, the disk jockeys, guided by the pop charts, had been instrumental in pushing cover versions of r.&b. arrangements. But, he added, these same jockeys, guided by requests at teen-age record hops, are now back on an r.&b. kick.

Teen-agers can recognize a genuine beat from a phony one, and that's why r.&b. releases are making stronger showings on the charts, claims Abner.

# The Billboard

RECORD INDUSTRY

## Source Book

& DIRECTORY ISSUE

REVISIONS OF APRIL 25, 1960, ISSUE

The following data should be clipped and entered in your Source Book to keep it up to date pending the next edition. We invite submission of all corrections and additions as they occur. Please address The Billboard Source Book, 1564 Broadway, New York 36.

RECORD MERCHANTS SELLING VIA RACKS

ABCO Promotions Unlimited  
2750 W. North Avenue  
Chicago 47, Ill.

Gorman Distributing Co., Inc.  
1303 Harlan  
Denver 15, Colo.

Pueblo News Co.  
Record Division  
945 E. Evans Avenue  
Pueblo, Colo.

Temple Sales, Inc.  
1593 Tremont Street  
Boston 20, Mass.

Weiner News Co.  
105 Manchaca, P. O. Box 8176  
San Antonio, Tex.

Western Record Distributors  
300 E. Indiana  
Midland, Tex.  
5846 W. 25th Street  
Wheat Ridge, Colo.

Use this form to place your order for copies of The Billboard Record Industry Source Book:

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Please send me by return mail and postage prepaid, ..... copy(ies) of the 108-page Billboard 1960 Record Industry Source Book & Directory. Payment (50¢ a copy) in the amount of \$ ..... is enclosed (payment must accompany order).

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# Discounts to Get Airing

CHICAGO—A hot open-floor session on competitive discounts is predicted for the meeting to be held here September 16-17.

The discount problem has become a serious one with rack merchandisers, who now find themselves competing with discount houses, discount retail stores and, in some cases, even distributors in servicing their major outlets of supermarkets and chain drug-stores.

The meeting, to be held at Chicago's Conrad Hilton Hotel, will be open to regular members only. Manufacturers, who are associate members, will be excluded, giving members a chance to "get things off their chests," a spokesman for the organization said.

Preceding the regular meeting will be a special board meeting, September 14, also at the Conrad Hilton. Consideration of several new members plus discussion on association goals is on the agenda.

The competitive discount problem, however, will be the hot topic. Numerous rack merchandising companies have taken various steps of their own, but to date no indus-

(Continued on page 32)

# "Laura" Happening in U. K. Sans Peterson

NEW YORK — Altho British Decca refused to release Ray Peterson's original waxing (claiming it was "too tasteless and vulgar"), "Tell Laura I Love Her," the E. B. Marks tune is breaking as a hit in England anyway. The Ricky Valance cover on EMI-Columbia, was No. 19 on the Musical Express' best-selling disk chart last week.

"It's nice to see that the self-appointed censors are not succeeding," commented Herb Marks. He added, "Decca actually seems anxious to suppress the Peterson disk. If they don't want it, why not turn the master over to another company?"

In line with this, Marks said doubt also exists whether British Decca will release RCA Victor's "answer" to the Peterson record—Marilyn Michaels' "Tell Tommy I Miss Him." Miss Michaels' disk is

already beginning to show action in Boston, Philadelphia, Detroit and Cleveland.

The record seemingly is approved by the censors, since the BBC is playing the Valance cover and another cover by John Leyton on Top Rank. The versions also, of course, receive play on their labels' sponsored Radio Luxembourg programs. Since the cover versions are clicking, said Marks, it looks as tho the only person who is really hurt is Ray Peterson. "He's the one I'm most sorry for," said Marks.

However, the Peterson platter is thriving in other parts of the world. It's No. 10 in Australia, and is still riding high on The Billboard's "Hot 100" chart this week, in the No. 16 spot, moving down from its No. 19 slot last week.

Marks, last week, said he would sue unless E. R. Lewis, British Decca's chief, made a public retraction of the disparaging comments about the copyright. However, if the tune itself is a hit in England, Marks may not be able to claim copyright damages. At any rate, Marks said he placed the entire matter in the hands of his attorneys.

# Bel Canto Fall Tape Discount

CHICAGO—The first fall discount deal on reel-to-reel tape was launched by Bel Canto Stereophonic Recordings under the Liberty label last week. Peter Fabri, director of marketing and sales for Bel Canto, is heading the program.

Dealers are being offered an extra discount in addition to their regular deal. The promotion runs thru September 15. Five reel-to-reel tape releases, available on two and four-track, are included in the package. Promotion plans call for the program to be supported by a direct mail campaign to all retail accounts.

The tapes include: "Julie at Home," Julie London; "The Franz Story," Harry Sukman; "Roar Along With the Singing '20's," J. Mann; "Dos Flamencos," Jaime Grifo and Nino Marvino, and "Omnibus," Spike Jones.

Fabri has suggested that the 10 per cent discount be passed on, with the two-track reels listing at \$9.95, the four-track at \$7.95.

# Davie to A.&R. Post

NEW YORK—Bob Davie, who recently resigned as record-talent co-ordinator of Trinity Music-Burton Management, Inc., has joined Canadian-American Records as artist and repertoire director.

While with Trinity, Davie acted as musical director for Canadian-America's best-selling artists, Santo and Johnny, and sliced their big hit, "Sleepwalk," and their chart-making LP's.

In addition to Santo and Johnny, Davie will cut such Canadian-American artists as Gerry Granahan and the newly acquired Fireflies. Canadian-American prexy, Neil Galligan, said that Davie will also look for new talent to sign and will hold open-house for song-writers and music publishers.

# A SWINGING CONDITION

## Trade Liberalization Ups Japanese New Label List

TOKYO—A trend toward trade liberalization and a general relaxed policy on foreign exchange control has brought about a more swinging condition than ever in record industry here. Number of labels pressed domestically here is steadily increasing. It appears now that any diskery which has a plant and a contract with at least one overseas firm, can now add any new label to its repertoire and expect approval of the deal from the authorities. As a sort of symbol of the healthy nature of the business here, Nippon Columbia will observe its 50th year in the business on October 1.

A number of new overseas deals have been made lately. Warner Bros.' releases will henceforth be put out here by Nitchiku Industrial Company, distributor of Epic and a subsidiary of Nippon Columbia. Initial release this month consisted of LP's both monaural and stereo, by the Everly Brothers, Connie Stevens, Chico Hamilton, the Bobby Havana Boys, the Outriggers, Henry Mancini and others.

Verve recordings with subsidiary Clef and Norgran labels will now be distributed by Nippon Colum-

bia. These were formerly handled here by Angel. First Verve material under the new arrangement will be out in September.

Nippon Westminster has just been contracted for the release here of Disneyland and associated labels. Initial release is expected to be the sound track from "Sleeping Beauty," with a price of \$5.56 stereo and \$4.17 monaural.

The Philips label, formerly released under the Nitchiku Epic banner, will henceforth be released by Nippon Victor. Victor's parent firm, Matsushita Electric Company, has agreements with Philips in connection with electronic devices, hence this change was seen as a unification of business.

Nippon Columbia will shortly issue all the Beethoven Symphonies by the Columbia Symphony under Bruno Walter at a price of \$27.78 for the eight LP package, which also carries one LP of the ork in rehearsal. The firm's new "AS" system of pressing, similar to Victor's "Miracle Surface," and Toshiba's "Ever Clean," will be used for the first time with this set.

The Columbia firm will stage its

(Continued on page 40)



# Mickey & Sylvia

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

 RCA VICTOR 

 HUGO  
LUIGI

“MOMMY  
OUT DE  
LIGHT”

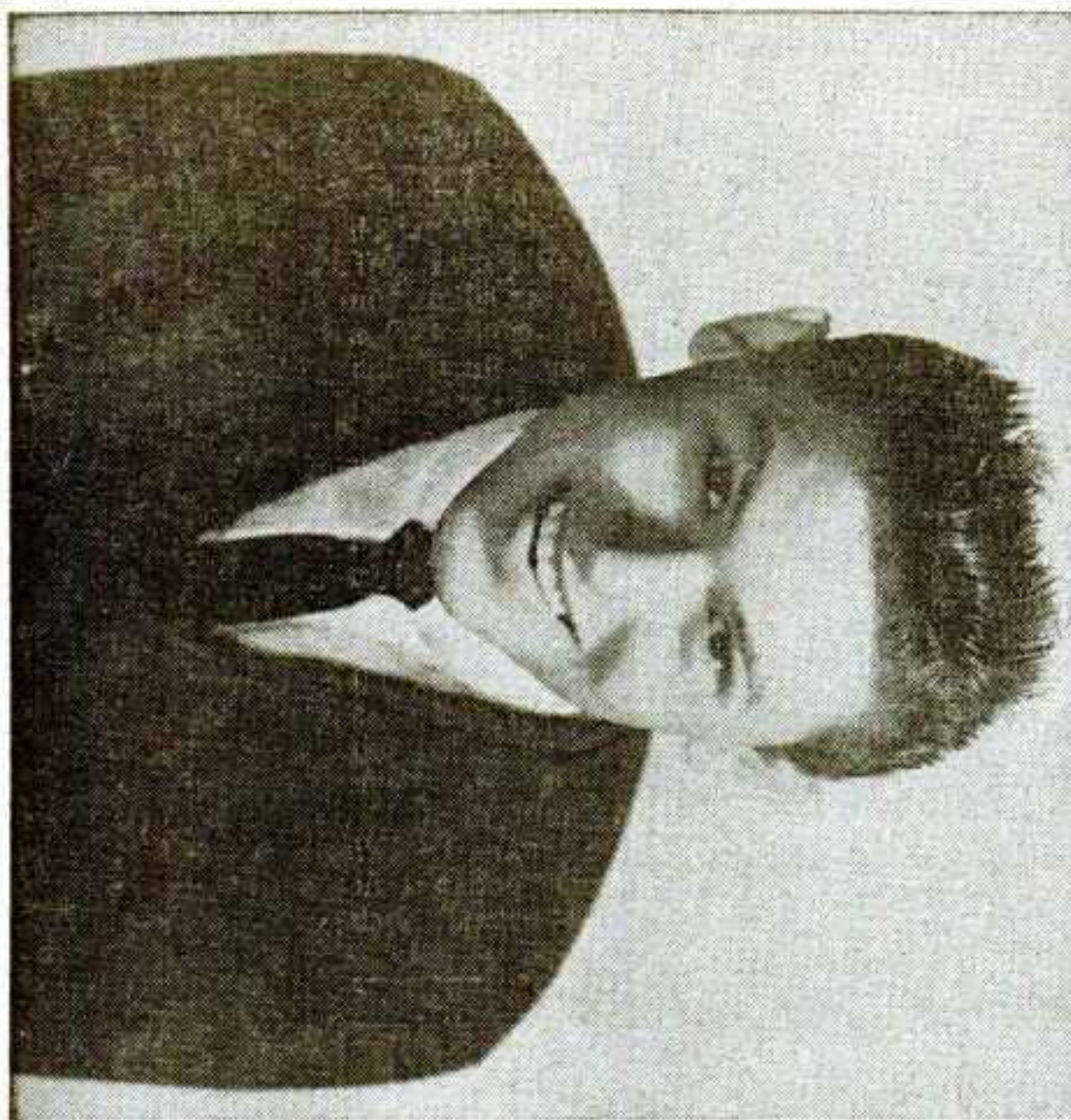
47-7774

This One



U07Q-U8F-9ROU (righted material)





HOLLYWOOD CALLS

Young Disk Artists Still Prime Fodder for Films

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

Pat Boone has signed a new pact with 20th-Fox to make two pictures a year. His first two will be "Warm Bodies," about a young naval officer, and "Bachelor's Baby."

Bobby Darin, who signed a multi-picture contract with Paramount Pictures some time ago but has yet to make a movie for them, has inked a deal to play a leading role in Universal's "Come Septem-

ber," with Rock Hudson, Gina Lollobrigida and Sandra Dee. Darin is also making plans to produce his own films with Manager Steve Blauner.

Connie Francis is currently playing her first dramatic role in "Where the Boys Are," an M-G-M film about college kids shot mainly on location in Fort Lauderdale, Fla. Dick Clark's next picture, for his own Drexel Productions and Stuart Millar Productions, Inc., will be an adaptation of a novel, "The Young Doctors."

Elvis Presley, who just completed "GI Blues," is slated for four new movies — "The Flaming Lance," in which he plays a half-breed Indian with Dolores Del Rio as his mother; "Wild in the Country," co-starring with Academy Award winner Simone Signoret, "Pioneer Go Home," scheduled for 1961, and "Hawaiian Beach Boy."

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

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

Also active in Hollywood with new movies ready for release are Fabian, Frankie Avalon, Vic Damone, Paul Anka and Patti Page. Miss Page, who made her dramatic debut in "Elmer Gantry," will next appear in "Dondi."

Hentoff Helms New Cadence Jazz Label

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

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

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

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

Cosnat Holds Distrib Meet

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

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

Bennett Blaine was named national promotion manager of Cosnat; Charles Goldberg, Eastern, and Charles Gray Midwest district managers. Red Kramer and Joe Goleski are the new Newark and Detroit branch managers.

Pincus Opens English Firm

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

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

The man who knows how to get ahead (and stay ahead) in business— gets his information and inspiration from the pages of his businesspaper. Nothing else you read is so filled with the news, the facts, the fresh ideas so vital to your success in business as the advertising and editorial pages . . . in your businesspaper.



PHOTO ON LOCATION BY EHRENBREIN

Alvin Gets Prexy Call

HOLLYWOOD — Liberty Records is banking on a dark chipmunk to win the presidential disk race with the release last week of David Seville's "Alvin for President" single. In the industry's rash of disks aimed at tying in with the election, Liberty seeks to establish its entry as the top-seller by unleashing a promotional push that's destined to make old ward heelers take notice. Label will use the political ballyhoo devices to spotlight its candidate for a singles hit: "Alvin for President" campaign buttons, electioneering sound trucks, campaign streamers, and a campaign slogan ("Throw the Rascal In").

Copies of the disk are being sent to such party chieftains as President Eisenhower and former President Truman, candidates John Kennedy and Richard Nixon, all Congressmen and Senators, and political editors and commentators. "Campaign headquarters" are being set up at all Liberty distribts across the land.

Where there's business action, there's a businesspaper

. . . where there's record/phone business, there's

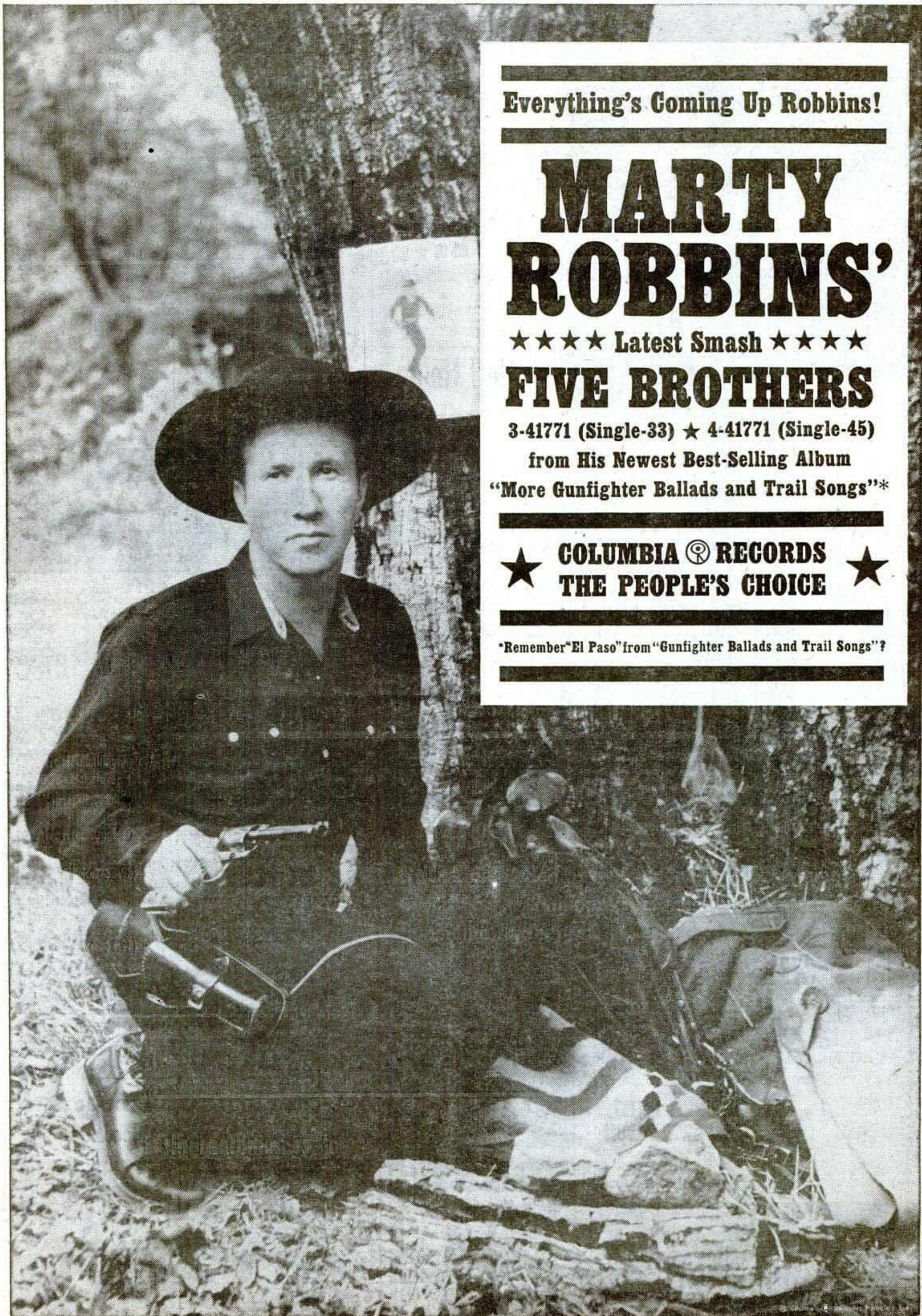
The Billboard

One of a series of advertisements prepared by the ASSOCIATED BUSINESS PUBLICATIONS

Advertisement for the Navy featuring a stylized arrow graphic and the text 'Fly! NAVAL OFFICER' and 'NAVY'.

Large advertisement for Imperial Records featuring the text 'A BIG SMASH For... Frankie FORD', 'IF YOU'VE GOT TROUBLES', 'YOU TALK TOO MUCH', and 'IMPERIAL RECORDS'.





**Everything's Coming Up Robbins!**

**MARTY ROBBINS'**

★★★★ Latest Smash ★★★★★

**FIVE BROTHERS**

3-41771 (Single-33) ★ 4-41771 (Single-45)

from His Newest Best-Selling Album

**"More Gunfighter Ballads and Trail Songs"\***

★ **COLUMBIA**  **RECORDS** ★  
**THE PEOPLE'S CHOICE**

\*Remember "El Paso" from "Gunfighter Ballads and Trail Songs"?





**JAYE P. MORGAN**

NOW APPEARING  
'ANNIE GET YOUR GUN'  
MELODY TOP THEATRE  
CHICAGO

SINGS

**I WALK THE LINE**

K12924



ORDER HER LATEST  
STAR POWER ALBUMS

JAYE P. MORGAN  
UP NORTH

SE3830 Stereo E3830 Mono

JAYE P. MORGAN  
DOWN SOUTH

SE3867 Stereo E3867 Mono



**MARK DINNING**

SINGS

**THE LOVIN' TOUCH**

K12929

ORDER HIS LATEST  
STAR POWER ALBUM

WANDERIN'

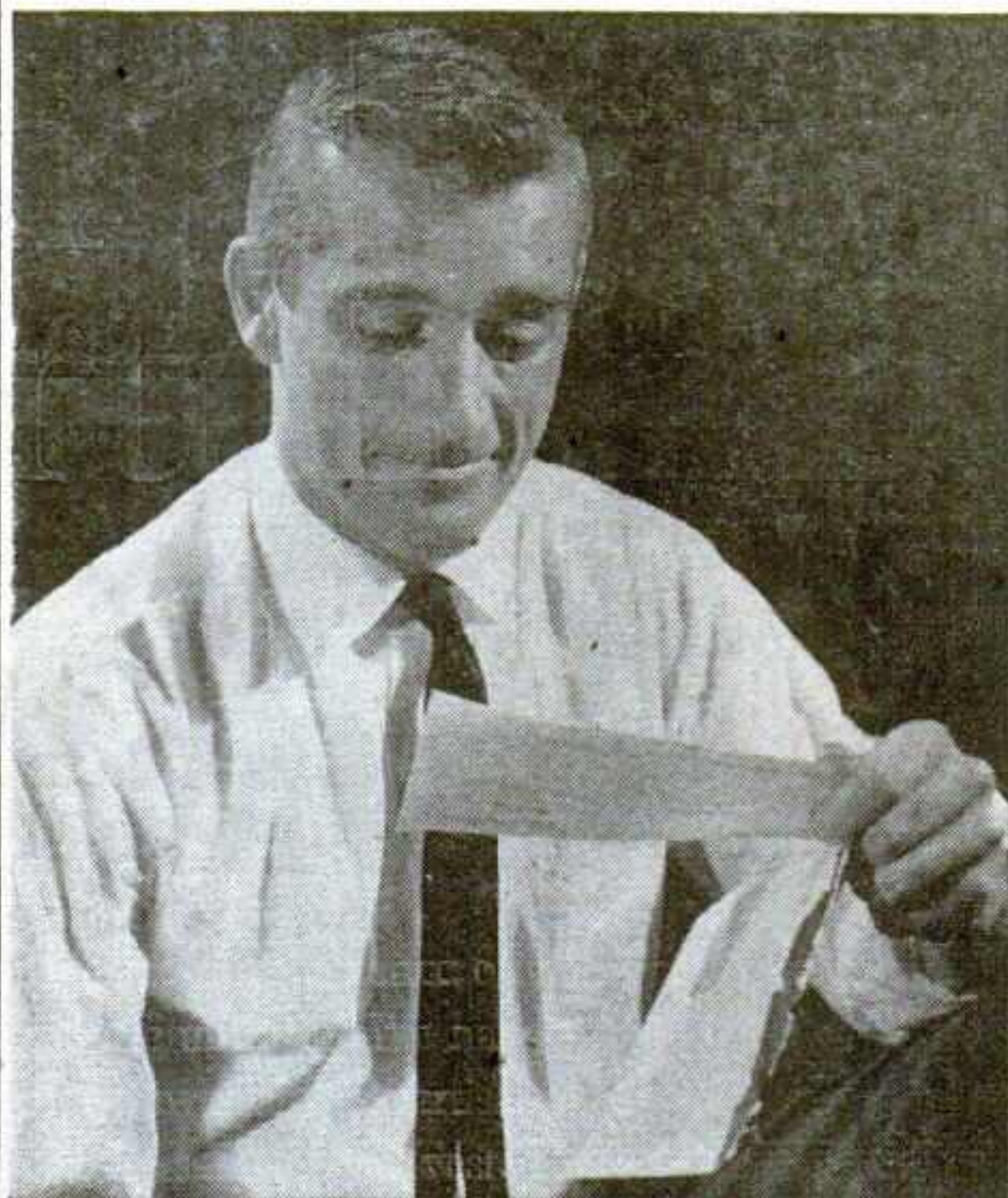
SE3855 Stereo E3855 Mono



the Hottest Label in the Business

**M-G-M Records**

1540 Broadway, N.Y. 36, N.Y. JU2-2000



WHAT SHOULD HE DO WITH AN EXTRA \$5 A WEEK? He can spend it, of course. But, if he buys a \$25.00 U. S. Savings Bond each month for 40 months with his \$5 a week raise, he is going to have Bonds worth \$1,000.

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

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

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

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

- You can save automatically with the Payroll Savings Plan.
- You now earn 3 3/4 % interest to maturity.
- You invest without risk under U. S. Government guarantee.
- Your money can't be lost or stolen.
- You can get your money, with interest, anytime you want it.
- You save more than money; you help your Government pay for peace.
- You can buy Bonds where you work or bank.

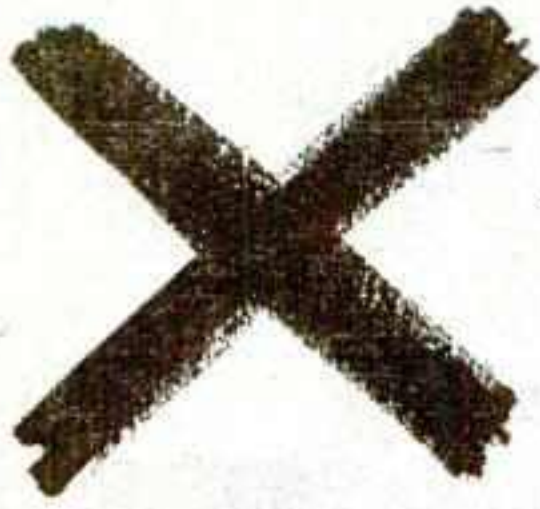
Every Savings Bond you own—old or new—earns 1/2% more than ever before when held to maturity.

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

The U. S. Government does not pay for this advertising. The Treasury Department thanks The Advertising Council and this magazine for their patriotic donation.







The vote is unanimous---  
another 2-sided smash!



**RUSTY  
DRAPER**

**The Luck Of  
The Irish**

and

**It's A Little  
More Like Heaven**

Mercury 71664

**The BILLBOARD  
SPOTLIGHT WINNERS  
OF THE WEEK**

RUSTY DRAPER



IT'S A LITTLE MORE LIKE HEAVEN (E & M- Hi-Lo, BMD) (2:05) — LUCK OF THE IRISH (Tree-Champion, BMI) (2:40) — Draper contributes sock vocal renditions on both sides. "It's a Little More Like Heaven" is an effective country-flavored theme, penned by Johnny Cash. Flip is an attractive novelty. Mercury 71664

**The Cash Box  
Pick of the Week**

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

"IT'S A LITTLE MORE LIKE HEAVEN" (2:05)

[E&M, Hi-Lo BMI—Johnson, Atkins, Cash]

RUSTY DRAPER (Mercury 71664)

Draper's happy-go-lucky rendition of "Luck Of The Irish" is sure to bring in the loot at a chart-making clip. Lyrics on this banjo pickin' marcher are a sheer delight as Draper (and chorus) point out that his mother's Polish, his father's Scotch and he's from Tennessee. Equally potent is Rusty's most attractive up beat reading of the short while back country click, "It's A Little More Like Heaven." Can be back-to-back winners.

**THE MUSIC REPORTER  
SCOOP OF THE WEEK**

★ **RUSTY DRAPER**  
"IT'S A LITTLE MORE  
LIKE HEAVEN"

(E & M-Hi Lo, BMI)—2:05  
"LUCK OF THE IRISH"  
(Tree-Champion, BMI)—2:40  
MERCURY 71664

**MUSIC VENDOR  
HIT PICKS  
OF THE WEEK**

IT'S A LITTLE MORE LIKE HEAVEN (E&M Pub. & Hi-Lo Music, BMI) / LUCK OF THE IRISH (Tree Pub. & Champion Music, BMI) - Rusty Draper - MERCURY 71664

● Rusty could have another double-sided hit in this double-decker. Both are country-style delights. *Heaven* is a charming up-tempo number with string and choral backing, while *Irish* is an amusing novelty with wacky lyrics and spiffy banjo work. Watch for both to score soon.

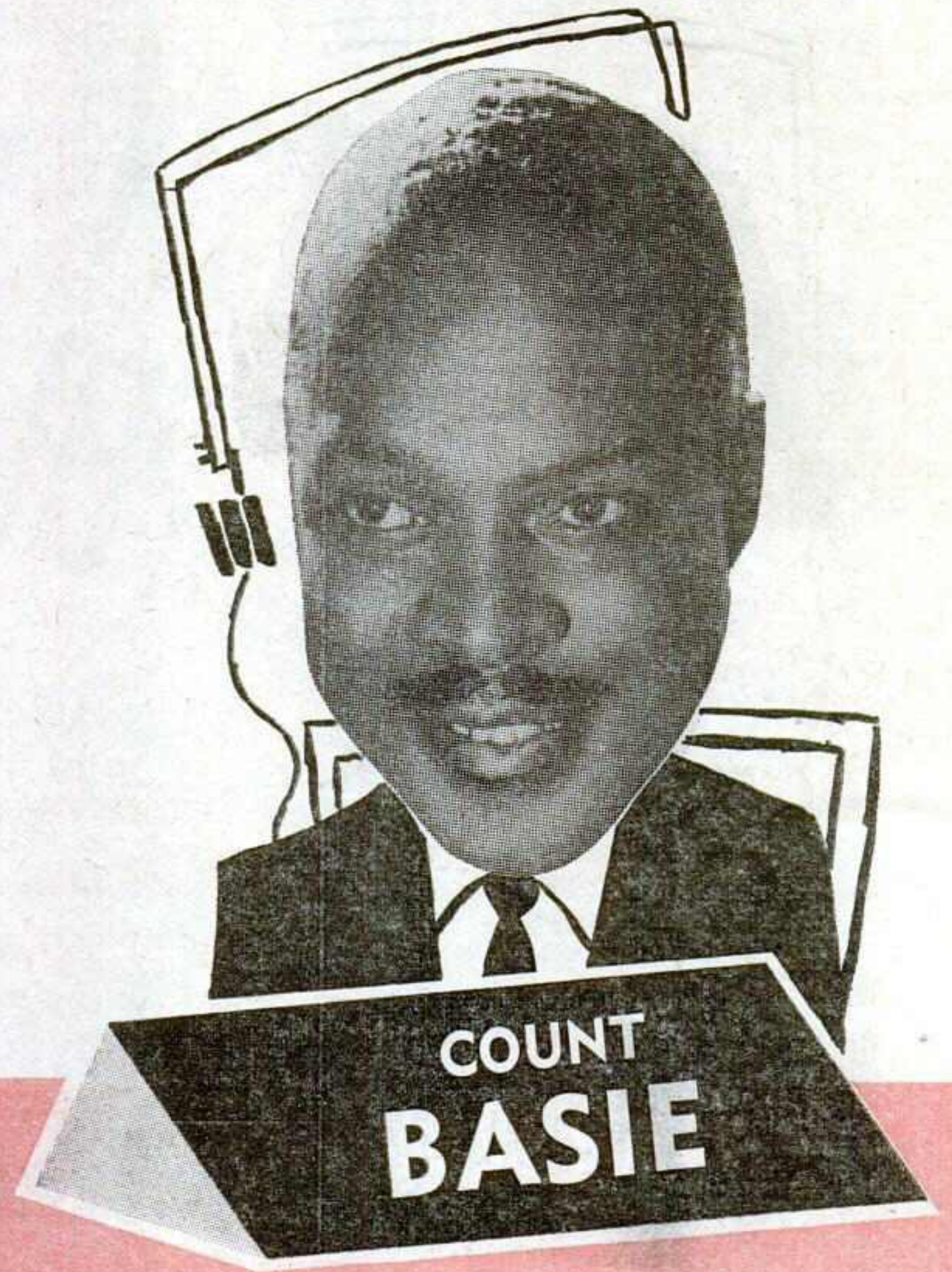
**HOT FOLLOW-UP  
TO HIS LAST  
DOUBLE HIT!**





# THE SUMMIT MEETING

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



# TEACH ME TONIGHT

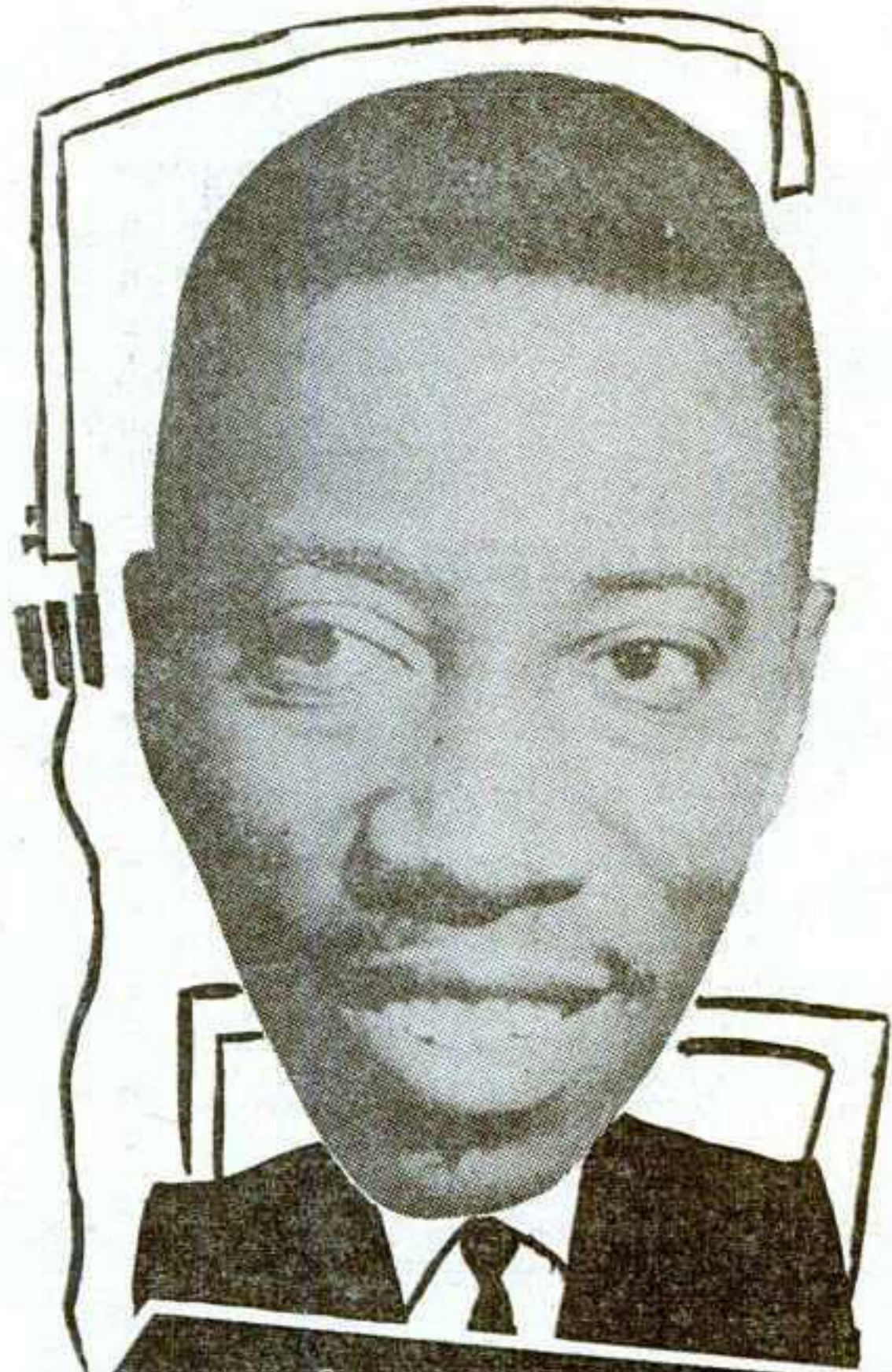




# THAT CAME OFF!!



SARAH  
**VAUGHAN**



JOE  
**WILLIAMS**

# IF I WERE A BELL

4273

# ROULETTE

PRODUCED BY  
**TEDDY  
REIG**



## BRITISH Newsnotes

By DON WEDGE

News Editor, New Musical Express

The British recording industry may never quite recover from the blow of the Top Rank hand-over to EMI. It will certainly be clear in the future that to get launched here is a mighty task. Rank bought a wholesale outlet but it was not enough, it now appears, to ensure them of an easy flow to dealers and thus to the public. Rank certainly spared no effort or expense to get its product to the public's attention. The only remaining alternative for better advertising is thru television commercials — and these are frighteningly expensive and very wasteful.

Rank was not helped by the lack of pressing facilities. A manufacturing plant calls for an expensive outlay—but so does contracting out (Rank had an agreement with Philips). The Top Rank label still exists but instead of being a rival to EMI will become an additional non-competing arm.

There are unlikely to be new Top Rank issues from the label's new owners until next month. There has to be much negotiation over details. But the Rank organization began to run down as soon as the switch was known. Indeed, some executives have already been given new jobs within the multifaceted group.

Palette started operations as a separate label last weekend. Under the direction of Jack Heath and Cliff Adams, it will use Pye's manufacturing, distributing and sales facilities, but otherwise be independent. Roy Taylor, a former Top Rank staffer (tho his move was arranged before the EMI take-over), has been appointed general promotion manager. First releases were "Here Today and Gone Tomorrow" by Janis Martin, "I'll Be Your Hero" by Vince Taylor, a signing from British Parlophone, and what Palette hopes will be "the first of the Greek invasion songs"—"In the Streets of Athens" by Makadopoulos.

The other releases of the week included Sammy Davis' debut on HMV — his U. S. Verve release from "Ocean's 11," "Eee-O Eleven" b-w "Ain't That a Kick in the Head." Also on HMV was Fabian's "Strollin' in the Springtime" and Joe Damiano's "Bolero." Others from the EMI group included the Platters' "Red Sails in the Sunset" (Mercury), "We Know" by Joni James (M-G-M) and Bobby Rydell's "Volare" (Columbia from Cameo). There were no Capitol issues and EMI totalled 11 new disks compared with 19 the previous week.

The Decca group came back in full swing after holidays but kept new issues down to five singles and an album, with no new singles on Warner's, RCA and Brunswick (i.e., U. S. Decca). On the main Decca label was a Mantovani treatment of the "Song Without End" theme... Teresa Brewer (Coral) with "Anytime" and Johnny Burnette's "Dreamin'" (London from Liberty) were others. The album was "The Button-Down Mind of Bob Newhart" (Warners).

London (this time from Carlton) also issued Anita Bryant's "In My Little Corner of the World." Once again Miss Bryant gets cover versions by British artists on her U. S. hits. ("Paper Roses" is still in the charts—sung by the Kaye Sisters on Philips). Competing will be Maureen Evans on Oriole — the same artist has covered before—and Ruby Murray (Columbia). In the latter case tho the version is being treated as the B side.

Pye had an entirely British release which included an Emile Ford revival of "Them There Eyes" and Lonnie Donegan's U. S.-recorded "Lorelei."... Philips had a "Marty Wilde Showcase" LP — a collection of his single releases—

and the affiliated Fontana label issued Jack Lemmon's version of the theme from "The Apartment."... Delta, an indie line launched this year, added seven new kiddie storybook albums to its catalog.

Most of EMI's new pop albums were concentrated on the Mercury label this month. They included Brook Benton's "I Love You in So Many Ways," and Billy Eckstine's "Billy's Best." Others included "Life Is Just a Bowl of Cherries" by Maurice Chevalier (M-G-M), the Kingston Trio's "Sold Out" and Nat Cole's "A Mis Amigos" (both Capitol).

Pye lost two artist and repertoire staffers within a few days when both Michael Barclay and his assistant, Philip Waddilove, left the firm... W. Barrington-Coupe has also left his managing director post at Saga Records... Decca exploitation man, Pat Campbell, assigned to RCA releases, has taken over as host of BBC radio's "Saturday Club" for a spell.

There have been renewed offers from Willard Alexander to Ted Heath for another U. S. tour in the fall. Heath, however, would prefer a short residency which is not possible under the present reciprocal exchange arrangements set by the unions.

During her recent visit Pat Suzuki recorded a "Desert Island Disks" program — a long-running BBC radio personality interview-music series. It gets its first transmission today (22) and a repeat September 17.

ATV will provide the technical facilities for the video spectacular Bing Crosby will film in Dublin during seven days from October 15. It gets U. S. transmission by ABC on March 16—the eve of St. Patrick's Day. BBC-TV, which has the British rights to the tele-recordings of the four shows Crosby did for ABC last season, had also been approached about the Dublin show, but in the end it went to ATV.

Judy Garland returns to the scene of one of her greatest triumphs August 28—the London Palladium. Normally closed Sundays, the theater is being specially opened for her one concert which Harold Davison, best known as a jazz impresario, will present. Musical director will be Norrie Paramor, who has been working on the two albums the Capitol star has been recording in London.

The cabaret season is opening spiritedly. London night life is currently enlivened by the presence of Ernestine Anderson at the Society. British star Shirley Bassey opens at the Pigalle September 5 for four weeks, and the following day Eartha Kitt launches the Talk-of-the-Town's big-name policy with an eight-week run.

Depending on his film commitments, Frankie Vaughan should play the latter venue at the end of the year. With the same proviso, he is expected to head the spring Palladium revue. What is definite is that he launches the new season of ATV's Sunday series from the theater September 11.

Visitors included Andrew Anka, Paul's father, here to meet the young singer-composer's British publishing associates, Sidney Bron and Dick James, who operate Spanka Music in London... Dave King flew the other way to appear at the Dallas State Fair... On holiday in London is George Shearing's wife, Trixie, and daughter, Wendy.

In the charts, the incredible has happened. The Shadows, Cliff Richard's accompanying group, have toppled their employer from the No. 1 position. The group's "Apache" has taken over from the star's "Please Don't Tease." Both songs are British, released on Columbia... Connie Francis loses no time in returning to the Top 20. In its first week, "Everybody's

## Best-Selling Pop Records in BRITAIN

Week ending August 19, 1960

(Courtesy New Musical Express, London)

Last This Week	This Week	Record	Artist
2	1	APACHE—The Shadows (Columbia)	Cliff Richard
1	2	PLEASE DON'T TEASE—Cliff Richard (Columbia)	Cliff Richard
3	3	MESS OF BLUES—Elvis Presley (RCA)	Elvis Presley
4	4	SHAKIN' ALL OVER—Johnny Kidd (HMV)	Johnny Kidd
7	4	BECAUSE THEY'RE YOUNG—Duane Eddy (London)	Duane Eddy
6	6	WHEN WILL I BE LOVED—Everly Brothers (London)	Everly Brothers
8	6	IF SHE SHOULD COME TO YOU—Anthony Newley (Decca)	Anthony Newley
10	6	TIE ME KANGAROO DOWN, SPORT—Rolf Harris (Columbia)	Rolf Harris
4	9	GOOD TIMIN'—Jimmy Jones (M-G-M)	Jimmy Jones
12	10	IT'SY BITSY TEENIE WEENIE YELLOW POLKA DOT BIKINI—Brian Hyland (London)	Brian Hyland
11	11	I'M SORRY—Brenda Lee (Brunswick)	Brenda Lee
9	12	LOOK FOR A STAR—Garry Mills (Top Rank)	Garry Mills
13	13	GIRL OF MY BEST FRIEND—Elvis Presley (RCA)	Elvis Presley
14	14	PAPER ROSES—Kaye Sisters (Philips)	Kaye Sisters
20	15	AS LONG AS HE NEEDS ME—Shirley Bassey (Columbia)	Shirley Bassey
—	16	EVERYBODY'S SOMEBODY'S FOOL—Connie Francis (M-G-M)	Connie Francis
16	17	MAIS OUI—King Brothers	King Brothers
26	18	FEEL SO FINE—Johnny Preston (Mercury)	Johnny Preston
18	19	WHEN JOHNNY COMES MARCHING HOME—Adam Faith (Parlophone)	Adam Faith
24	20	I WANNA GO HOME—Lonnie Donegan (Pye)	Lonnie Donegan
—	21	TELL LAURA I LOVE HER—Ricky Valance (Columbia)	Ricky Valance
25	22	WALKIN' TO NEW ORLEANS—Fats Domino (London)	Fats Domino
23	23	LOVE IS LIKE A VIOLIN—Ken Dodd (Decca)	Ken Dodd
15	24	AIN'T MISBEHAVIN'—Tommy Bruce (Columbia)	Tommy Bruce
22	25	MAMA—Connie Francis (M-G-M)	Connie Francis
27	26	TRAIN OF LOVE—Alma Cogan (HMV)	Alma Cogan
—	27	ONLY THE LONELY—Roy Orbison (London)	Roy Orbison
19	28	WHAT A MOUTH—Tommy Steele (Decca)	Tommy Steele
17	29	ROBOT MAN—Connie Francis (M-G-M)	Connie Francis
29	30	HANDY MAN—Jimmy Jones (M-G-M)	Jimmy Jones

## Danish Musicians Talent Toward Amateurs; Yanks

COPENHAGEN — The Danish Federation of Musicians has many problems in re-employment of aliens and use of amateurs in "jazz clubs" and parks. It acts in conjunction with the license department in processing demands of alien musicians and combos for labor permits, and requests refusal of same when it considers that certain establishments are overdoing the foreign angle.

Like Paris, Copenhagen and Stockholm have an ever-increasing number of American jazz musicians, such as Tan Getz and Oscar Pettiford, who spend much of their time in these two cities, usually working with small combos of Scandinavian jazz musicians. There is practically no objection to this as such combos get foreign dates which benefit the Scandinavian musicians.

Only "crack down" on foreign musickers in recent months has been the refusal of a permit for the Jimmy Moore combo, from Jamaica, to fill a date at the Karolinelund Tivoli (park), in Aalborg, but they were allowed to play a date at a park in Aarhus. Reason probably was that the musicians' union has previously deemed that Danish musicians were not getting a fair break in Aalborg.

Musicians' union doesn't object (Continued on page 42)

Somebody's Fool" has entered at No. 16, while her previous coupling, "Robot Man" b-w "Mama," is lower in the charts... Other newcomers are the Ricky Valance version of "Tell Laura I Love Her" (Columbia) and Roy Orbison's "Only the Lonely" (London). They are at Nos. 21 and 27 respectively... A chart breakdown showed the EMI group with 16 out of the Top 30, Decca 11 and Philips, Pye and Top Rank with 1 each.

## AUSSIE Newsnotes

By JOHN COLLINS

81 York Street, Sydney

Buddy Hackett's waxing of the "Bikini" song on Laurel has received a few spins here since it was received a couple of days ago. The Australian kids are really taking to it, and if it were released could have some effect on Brian Hyland's disk... Harry Belafonte, complete with portable tape recorder and several cameras, arrived here August 9. He said he was looking forward to his trip in Australia, and intended to spend any spare time available to him studying Australian folk-lore and folk-songs. Belafonte opened in Melbourne for J. C. Williamson's on August 10.

Jo Ann Campbell, who visited Australia a couple of years back, is getting strong air play on "A Kookie Little Paradise" which is getting deejay attention thruout Australia... It is interesting to note the turn to the use of strings by Australian rock 'n' rollers; the first was Ray Melton on his "The Key" for Teen Records. Then came the Allen Brothers with their "My Secret" b-w "First Kiss" for Pye, and now we have Dig Richards' "Little Lover" b-w "Quarrels" coming up with strings, all following the American trend.

Interesting trend: Top Australian record personalities no longer go straight into the local charts these days just on the strength of making a disk. Four or five months ago when one of the top-line men made a record, it immediately shot into the charts. That this is not happening so much today is probably a good thing for the industry in Australia because it is bringing out more and more effort by the record companies.

Lillian Briggs has recorded a single of Frankie Davidson's "I Care for You" for Coral, a good tune that could make a dent on the American market. Davidson's own disk has been released in America by Wynne Records... Canadian team of comics Wayne and Shuster are being received very well with their new Coronet LP here. The funniest track on this album is most certainly "Wipe the Blood Off My Toga," and local DJ's, seeing that people appreciate this type of humor, are giving it plenty of spins.

Negotiations to get Dick Clark's "Band Stand" TV show released thru ATN7 in Sydney seems to have broken down... Lee Gordon, in connection with the Pat Boone show, has run a competition

to name the four artists that Australian audiences would like to see most. An educated guess is that Paul Anka will head this list when results are in, which will not be for some time. Second pick would be Bobby Rydell, followed by Brenda Lee. Paul Anka's first visit to this country could not be called a roaring success; however, it would appear that his popularity has increased since his visit here with the late Buddy Holly and Jerry Lee Lewis.

Decca recording artist Earl Grant now appearing in this country for The Embers in Melbourne will be appearing on a national hook-up B. P. Super Show for GTV9 and ATN7. The show will be filmed in Melbourne by GTV9 and will appear in all States.

Soon to be released in this country are a series of records made under the auspices of the Master Coaching College, a private teaching institution here, which were released in the U. S. as an LP titled "Musical Multiplication" on the Key label and received a Special Merit Spotlight in The Billboard August 15. The series of records consist of multiplication tables for under school-age children, and feature on vocal Bobby Limb and his band doing a nursery-rhyme type backing. The records will be merchandised in Australia on three boxed EP's.

Astec Services is importing Winnie Atwell and her two pianos for a series of concerts across the country starting late in August. George Shearing and his Quintet will be arriving here September for the same promoters. Jack Neary, ATN7's talent topper, advises that Dorothy Squires, Harry Secombe, the Wind-Jammers and Lonnie Donegan will all be arriving here to do TV work for 7 within the next few months.

Rolf Harris, the man who made the waffle board famous with his "Tie Me Kangaroo Down, Sport," has come up with a new release for Columbia, "The Man in the Big Black Hat" b-w "Little Lost Boy."

A scare ran thru Melbourne recently when death threats were received by Diana Trask, who will be returning to the States in a couple of days. Diana is being protected by a police guard. On her return to America, Diana is to go to the 20th Century lot for a screen test for the remake of "State Fair."

## DANISH Newsnotes

By TED WOLFRAM

Hook-ups between American jazz musicians and Danish or Scandinavian vocalists or combos are increasing. Oscar Pettiford, bassist, who has worked here with Stan Getz and combos, recently teamed up with Grethe Kemp, vocalist, in writing music and lyrics of a new song, "I Get the Message," which is being waxed on platter backed with "Talking About Hey Now," with both Pettiford and Grethe Kemp singing the songs. They are also set for TV programs. Claude Donson, American trumpet soloist, and Rosita Thomas, Norwegian-American singer, have been working with Arne Buschardt's band in Dreehavsbakken (suburban amusement park). Jack Dupre, veteran American pianist, will join Chris Barber's band in England, during September, after which he will go to Germany with Papa Bue's Jazz Band (Danish), which record-wise and in concerts, has recently scored big success with the Germans.

Svend Asmussen, Alice Babs and Ulrik Neumann, Dano-Swedish

musical "nuts," who started "Tivoli Varieteen" season with two weeks of sold-out houses, are booked for a six-week tour of the U. S., starting at the Coconut Grove, Los Angeles, October 12, and including the Waldorf-Astoria, New York. Their records are hot sales item here... Grethe Soncke, Danish warbler, who is hip to "Pennsylvania Dutch" lingo, going to New York at end of August to wax for Columbia Records.

Victor Borge sold his Danish country estate, Fredenlunde, early in August. Paid about \$178,000 for it a few years ago... Gordon Whelan, English pianist, entertaining at Club de Paris... Jazz band booker Richard Stangerup to New York on talent hunt... Impresarios and managers from the U. S. recently spotted here: George A. Hamid, John Ringling North, Al Dobritsch and Art Concello... Golden Gate Quartet is working during August at Berns Restaurant-Cabaret, in Stockholm. Quincy Jones and his band, with Stan Getz, giving a series of concerts, August 16-26, in Stockholm.



# BELGIAN Newsnotes:

By JAN TORFS  
Juke Box Magazine  
Mechelen, Belgium

Today we met Andy Anka, the father of world famous son Paul. Andy is currently on a good-will tour thru Europe and stopped in Belgium to meet the local Spanka representative, Robert Bosmans. He was very happy about the promotion efforts made by Spanka—Belgium for his boy. As a souvenir, Andy Anka offered beautiful lighters with this inscription: "Stolen from Paul Anka." Crazy!

"I Love You in the Same Old Way," Paul's newest effort, already shows good action in Belgium, while very soon four French recordings of Anka tunes will be made by top singer Caterina Valente.

Marlene Dietrich came to Belgium for one concert only and played to a packed house in the Casino, Knokke, August 13. The following evening, Caterina Valente worked in the Kursaal, Ostend.

"Itsy Bitsy Teenie Weenie Yellow Polka Dot Bikini" with Flemish lyrics has just been recorded by Frieda Linzi (on Philips). . . . Corry Brooken's Dutch version of "Milk and Honey" was sung three times over

the Belgian TV, which has caused a big demand for this record (already on the top in Holland).

## Best-Selling Pop Records in BELGIUM

(Courtesy Juke Box Magazine)

Last Week	This Week	Artist
3	1	VALENTINO—Gloria Lasso
17	2	LES ENFANTS DU PIREE—Dolida
2	3	ROMANTICA—Dolida
4	4	BLUE, BLANG, BLOND—Marcel Amont
6	5	PAIS-MIO LE COUSCOUS, CHERI—Bob Azzam
14	6	TU TE LAISSES ALLER—Charles Aznavour
7	7	ADAM AND EVE-PUPPY LOVE—Paul Anka
1	8	MUSTAPHA—Bob Azzam
10	9	CATHY'S CLOWN—Everly Brothers
9	10	MY HOME TOWN—Paul Anka
8	11	PAPA AIME MAMAN—Groupe J.M.S.
12	12	CRADLE OF LOVE—Johnny Preston
—	13	MON BEAU CHAPEAU—Sacha Distel
5	14	T'ALMER FOLLEMENT—Dolida
—	15	HANDY MAN—Jimmy Jones
—	16	L'ARLEQUIN DE TOLEDO—Dolida
—	17	SWINGING SCHOOL—Bobby Rydell
18	18	TOO MUCH TEQUILA—Francis Bay
—	19	LEILA—Regento Stars
11	20	TOM PILLIBI—Jacqueline Boyer

# GERMAN WRITER FINDS JAZZ STILL ALL-AMERICAN

BADEN - BADEN — Joachim-Ernst Berendt, West Germany's authority, has begun work on his book about American jazz.

It will be, according to Berendt's publisher, the definitive German-language study of jazz in all areas of the United States.

Berendt is tackling his subject with high hopes for a U. S. edition and a large sale in America as well as in Germany.

Berendt made a three-month survey of jazz in the U. S. traveling to all areas of jazz-conscious America. He was accompanied by William Claxton, the American grapher, who will illustrate the book.

The author's frank intention is to transplant as much of the American jazz heritage as he can. Jazz is immensely popular in West Germany—East Germany, too, for that matter. Berendt and his publisher feel that a book is needed linking the German jazz craze with the American jazz heritage.

Berendt, 38, is author of "Das Jazzbuch" — The Jazz Book—which has sold 330,000 copies in Germany and has been translated into eight other languages (but not English).

The Baden-Baden jazz master visited the house in New Orleans where Louis Armstrong was born and the Angola State Prison in Louisiana, where Leadbelly did time. He criss-crossed Jazz America from New York to Hollywood (which "musically is almost dead") and up from the South to Kansas City and on to Chicago (where he found "the liveliest blues in America").

Altho jazz has spread worldwide, Berendt's book will conclude that it remains essentially an American art, imitation being the sincerest form of flattery but unable to surpass the original in artistry.

He makes the point that of all the foreigners pre-occupied with jazz, only two have contributed to American jazz. Berendt names the Belgian gypsy guitarist, Django Reinhardt, and Stan Hasselgard, the Swede who is the first jazz clarinetist of the modern school.

Berendt has collected innumerable vignettes for his volume, some of them poignant and some whimsical.

In New Orleans, Berendt beat his way thru a down-at-the-heel neighborhood searching for Louis Armstrong's birthplace. "From Satchmo's very house," he remembers, "I heard a trumpet being played. I was so startled that I began to doubt myself."

"But by incredible coincidence a boy was practising trumpet in the room where Mr. Armstrong was born. But there the coincidence ended."

Berendt has to laugh every time he recalls the ensuing conversation at Satchmo's birthplace with the 14-year-old trumpeter and his mother.

To Berendt's question whether he aspired to be another Satchmo, the boy reacted firmly. "No, not at all. He's all right, but I like Clifford Brown much better."

Cut in the mother, "My boy should change to the guitar so he can be another Elvis Presley. There is a lot more future in the guitar than the trumpet."

# Peace, It's Wonderful

NEW YORK—A rare example of inter-diskery co-operation has come to light, involving a disk act which has seldom missed — the Everly Brothers. The co-operation involves Archie Bleyer of Cadence, former label of the brother duo, and officials of Warner Bros. Records, which signed the boys early this year.

It's no secret that a number of artists have lately enjoyed hits on both former and present label affiliations. In some cases this occurs even when disks on the two different labels are issued at about the same time, which normally would be expected to hurt rather than help the sale of either.

In the case of the Everlys, it's a different story. At the time of the switch, Bleyer and Warners, thru intermediary Wesley Rose, manager of the boys, arrived at an informal agreement to respect each other's releases of the Everlys.

Thus, when Warners issues a new disk by the pair, Cadence is informally pledged to hold off on any releases for six weeks or more. Vice versa when Cadence comes out with a new one. This also holds true when Everly disks are released in overseas areas. This occurred recently in the case of Warners' "Cathy's Clown." After a suitable interval, Bleyer released "When Will I Be Loved," which climbed high on the charts. This is directly opposite of the Johnny Cash situation between Columbia and Sun, in which case it has been the practice of Sun to issue a new Cash single from the vault whenever Columbia has a new one.

By SAM'L STEINMAN  
Piazza S. Anselmo 1, Roma

London-Decca's recording of "Ballo in Maschera" went by the boards when Jussi Bjoerling, borrowed from RCA Victor, walked out and refused to continue after the first day. . . . Voices of Enrico Caruso, Beniamino Gigli and Mario Lanza are all on the same "Naples of Yesterday" disk prepared by RCA-Italiana as part of a "Souvenir Records From Italy" campaign. . . . Italy Society of Authors and Editors has taken up the cudgels against the multiplicity of song festivals with the contention that unpublished songs should not use these events as stalking horses.

Before returning home Ethel Merman visited Capri with Benay Venuta. When they found they had missed the regular boat, they chartered another for \$140 for the run across the Bay of Naples. . . . Toni Carroll and Katyna Ranieri will record the "Children of Piraeus" song from "Never On Sunday," first tipped in this column in May, week Wednesday night run on Italian TV October 15. This event, harder to finagle than some of the song festivals, gives a true index each year of the popular standing of the new songs as stacked up against the old favorites. It comes close to being Italy's most popular TV program. Mario Landi, TV director of the major song festivals, will direct the programs. . . . Another big Eurovision event will come October 8 when the Festival of Italian and Swiss Songs takes place at Zurich. . . . Antonio De Marco's "Where There's Love," sung by Jula DePalma, won the Calabrese Song Festival. . . . Graz lots!

They appeared on Italian TV from

Venice while in Italy. . . . Edna Lewis, lyricist of "Lipstick on Your Collar" and "Sixteen Candles," here to look for some new Italian themes. . . . Auto Club's "Settestrade" featured a novel song survey, "Songs About Automobiles." "Cansonissima," the national song popularity contest tied in with a \$200,000 lottery, begins its 13-

## Best-Selling Pop Records in ITALY

Week ending August 19, 1960  
(Courtesy Musica e Dischi, Milan)

Last Week	This Week	Artist
2	1	IMPAZZIVO PER TE—Adriano Celentano (Jolly)
3	2	IL NOSTRO CONCERTO—Umberto Bindi (Ricordi)
1	3	SCANDALO AL SOLE—Percy Faith (Philips)
4	4	NESSUNO AL MONDO—Peppino Di Capri (Cariac)
12	5	IL BARATTOLO—Gianni Mecca (RCA)
7	6	MY HOME TOWN—Paul Anka (Columbia)
6	7	STAIRWAY TO HEAVEN—Neil Sedaka (RCA)
11	8	MUSTAPHA—Staffi (Vogue)
16	9	IL CIELO IN UNA STANZA—Mina (Italdisc)
10	10	OH, OH, ROSY—Mariano Marini (Durium)
9	11	PERSONALITA'-TILL—Caterina Valente (Decca)
5	12	SERENATA A MARGHELLINA—R. Cori-R. Sandon's (Durium)
8	13	WORDS—Pat Boone (London)
14	14	STUCK ON YOU—Elvis Presley (RCA)
13	15	PUPPY LOVE—Paul Anka (Columbia)
—	16	MULE SKINNER BLUES—The Fenderman (Top Rank)
17	17	MORGEN—Eddie Calvert (Columbia)
15	18	CINZIA—Tony Dallara (Bluebell)
—	19	NON OCCUPATEMI IL TELEFONO—R. Rauchi (Voce del Padrone)
—	20	COCCINELLA—Ghigo (Primary)

# COMPACT

Big word in cars, big word in directories. That's the word for Billboard's 1961 Phono Directory, coming Sept. 19. The directory will be in tabular format, the easy-to-use kind you'll save . . . buy from . . . and sell with . . . for months. Complete information on all models of all phono lines manufactured in the U. S. . . . providing a wealth of practical material that tells dealers how to make the most of the outstanding sales and profit opportunities offered by today's phono equipment.

The Billboard  
**PHONO DIRECTORY ISSUE**  
ISSUE DATE: SEPT. 19  
AD CLOSING: SEPT. 14

**Cancer strikes one in five**

**STRIKE BACK**

*Give to Conquer Cancer!*

**AMERICAN CANCER SOCIETY**



# Wurlitzer War on 33 Juke Box Single

• Continued from page 3

noted, "We are giving the operator the opportunity for greater profits to himself and his location; we are giving him a new approach to attract new players; we are making available new music that the public likes that was never on a phonograph heretofore. How silly can a manufacturer get to confuse an issue and not take steps to help the operator in these trying times?"

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

want to get in the middle of this fight."

Another declared that "the average juke operator is now being made a football between RCA Victor and Columbia on this business of 45 or 33."

On the other hand, one operator declared emphatically in favor of the Seeburg plan, when he asserted, "We need some kind of stimulant to revive the public interest. It's like changing a theater marquee. If you see the same picture on the sign week after week, you lose interest. It's only when you get a change that you get interested again. This is what you call merchandising, and I can tell you we've got to do something. You know that the public can hear rock and roll, pounding out of their radios all day. With this new 33 artist-of-the-week idea, we can give them something different."

## EMI Rank Tie

• Continued from page 2

Rank label. Disks made by these artists will be available to the co-operative. In certain cases, these could compete overseas with disks made by EMI licensees or subsidiaries.

Despite the take-over, Rank is continuing with substantial interests in the British musical and recording fields. They will continue to operate their Filmusic publishing company, their disk wholesale house (Thompson, Diamond and Butcher, Ltd.) and Rank Audio Plastics, a firm making thin, flexible records.

September 1 has been set as the official transfer date, but in fact the process has already begun. Top Rank releases for August 12 went ahead as planned but there is doubt about subsequent ones. There may be no more until the vast reorganization is nearer completion.

EMI, however, is dropping the low-price buy range of LP's which retailed at \$3.10. They are taking over Rank's air-time for sponsored shows on Radio Luxembourg.

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

## Rank Press Meet

• Continued from page 2

time. All the Top Rank artists who will now record for EMI will continue to be released in America on the Top Rank label. American record companies who formerly released in England on the Top Rank label will continue to do so."

This latter point was clarified during a question period, to the effect that in the case of non-assignable label contracts with Top Rank in England, the American company would be free to make its own deal for Britain, with the offer of assistance in negotiating such agreement from Rank legal counsel.

Following Ness, Harold Friedman, who heads up the American Top Rank labels, delivered a forthright statement in which he described the American set-up as a "dynamic swinging operation." He said that last month was the best in the company's history and that this month will surpass it. Friedman, who said that he will shortly announce a series of important artist additions, pointed out that the company frankly aims for major status here.

The third speaker was attorney Paul Marshall, head of the Rank International co-op, who noted that since his operation was so little affected by the latest developments, he felt there was very little to be said. He pointed out that the change meant, in terms of the co-op, that EMI would become the distributor for England henceforth.

It was also brought out that in England, even tho EMI has taken over the Rank label, the Rank Organization would continue to extend the backing of its promotion wing to Rank products, particularly that having to do with motion picture material.

## Schwartz Bros. Deny Payola

• Continued from page 2

Johnson told The Billboard that Schwartz gave him the money as a Christmas gift in 1958, but insisted it had nothing to do with payola. Johnson declared that the integrity of James Schwartz is "beyond reproach," and that he (Schwartz) would probably "throw anyone out of his office who made demands."

The liquor, according to Kennedy, went to Dick Covington, formerly of Baltimore Station WITH. Covington said he did not recall receiving a case, but that he remembered getting six bottles of Scotch at one time. He did not see, however, how it could have been construed as payola. He also was given a desk set one Christmas, and a tie stick pin, but said that was the extent of Schwartz Brothers' "payola."

James Schwartz said his company had not given the liquor to Covington, but had done it for Kapp Records.

Third on the receiving list was Stan Karas, formerly with radio Station WURL, in nearby Arlington, Va. Karas said the incident apparently involved \$11.50 worth of records given to the station along with other records by Schwartz Brothers. He did not consider the records as his own, Karas said, and they are probably still at WURL.

J. Earl Cox, the Commission's hearing examiner, did not admit the exhibit as evidence. Instead, he ruled that none would be made public as long as they were not in evidence. They will be admitted at a hearing tentatively scheduled for September 27.

One exhibit, according to FTC attorney Kennedy, indicated a payment of \$11.50 had been made by the Schwartz firm to an unnamed

union. Schwartz said, however, he could not see anything that could be called payola in making "union scale payments to artists plugging their own records."

James Schwartz and other officials of the company, including Harry Schwartz, president; Bertram Schwartz, secretary; Stuart Schwartz, treasurer, are slated to appear at the September hearing.

(Climbing to the Top)

## THEME FROM THE APARTMENT

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GIVE TO DAMON RUNYON CANCER FUND

## Germans Say It With Music

• Continued from page 3

forecasting eventual tremendous influence on the pop music industry. Such direct "balloting," in the form of title buying, will constitute a highly reliable guide to music tastes and popularity.

As Europraesent claims, "It will take the guesswork out of hit-picking. The statistics will all be there — for platter pressers to ponder."

Already, publishers as well as producers are trying to appraise the likely impact of the musical greeting gambit. It appears that the prime effect will be to gear platter production more closely to actual demand, as to format as well as titles.

### Publishers' Dream

Publishers are wondering—or at least are tempted to dream—if perhaps the end results of disks by wire may be drastic changes affecting the use of American material. The German market, to put it mildly, is not presently primarily pro-American artist. The complaint is that the only way to get an American song exposed is to get a top-flight German-language cover.

The situation in this respect was aggravated by a meeting early this year of German radio interests in which it was resolved to focus on German artists and songs. Yet the American Armed Forces Network (AFN) and Radio Luxembourg, which expose American records, have established a tremendous demand for American records as opposed to reworked German versions.

Publisher and fan irritation is rooted in the practice of major German diskeries to contract with independent producers. A publisher with an American hit song will submit the material to a producer with a specific artist in mind. Producers customarily demand the

right to do the German text of the American hit. It is not unusual for a producer to ask to be cut in on the publisher's as well as the lyricist's share of royalties.

This kind of arrangement often saddles the publisher with poor lyrics and restricts the publisher in his choice of artist and producer.

YES SIR, THAT'S MY BABY  
RICKY NELSON

Imperial

"MY TANI"

THE BROTHERS FOUR

Columbia

"LONESOME OLD TOWN"

JACK JONES

Kapp

"TERRY'S THEME"

BOBBY GREGORY WORLD OF STRINGS

Columbia

"SMILE"

JERRY LEWIS

Decca

"ARMEN'S THEME"

SI ZENTNER

Liberty

"I'LL TAKE ROMANCE"

from

GEORGE SHEARING'S

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NEWS



# THE FENDERMEN

WHO GAVE YOU  
 "MULE SKINNER BLUES"  
 HIT AGAIN WITH  
 ANOTHER GREAT VOCAL

"DON'T  
 YOU JUST KNOW  
 IT"



b/w

a terrific dance instrumental

"BEACH PARTY"

**Soma** #1142

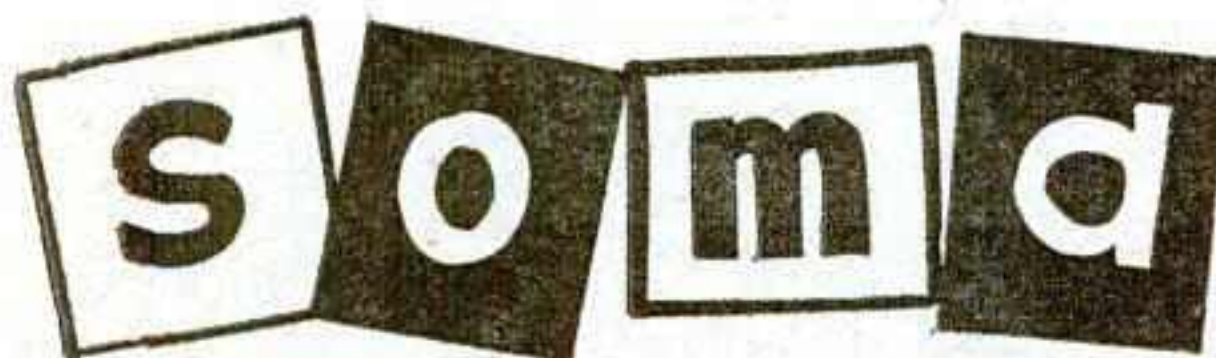


The Fendermen: Phil Humphrey and Jim Sundquist  
 Currently playing important one-nite engagements

Aug. 22—The Armory, Pocatello, Idaho  
 Aug. 23—The Playmor, Ontario, Ore.  
 Aug. 24—Tri-City, Kennewick, Wash.  
 Aug. 26-28—Los Angeles, Calif.  
 Aug. 30—Durango, Colo.  
 Aug. 31—Farmington, N. M.

Sept. 1—Riverside Ballroom, Phoenix, Ariz.  
 Sept. 2—Auditorium, Colorado Springs, Colo.  
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**THE FENDERMEN**

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



The instrumental-vocal combo is just coming off a strong hit in "Mule Skinner Blues," and this reprise of an earlier Huey Smith smash, which is handled with crazy sounds and laughter, can repeat. Watch it. Flip is "Beach Party" (Celann, BMI) (2:00). **Soma 1142**

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Arnold Dist. Chicago	Chatten Dist. Oakland, Calif.	Cosnat Dist. Cleveland, O.	Cosnat Dist. Philadelphia	Records, Inc. Boston, Mass.	Hellicher Bros. Minneapolis	JayKay Dist. Detroit, Mich.	Matra Dist. Buffalo, N. Y.	Stanley Dist. Seattle, Wash.	Record Sales New Orleans
Bartos Sales Charlotte, N. C.	Cosnat Dist. New York City	Delta Dist. Albany, N. Y.	Cosnat Dist. Pittsburgh	H. W. Daily Houston, Tex.	Southern Dist. Nashville	M. B. Krupp Dist. El Paso, Tex.	Okla. Record Supply Oklahoma City	Tell Music Madison, Wis.	Stan Dist. Shreveport, La.
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STORE-TESTED PROFIT POINTERS FOR DEALERS

## Speaker Knowledge Makes Dollar Sense

By ROBERT SCOTT

Whether you sell them separately or as a part of a phonograph, console or transistor radio, the chances are you're doing a fair business in loudspeakers. And here, so you can check yourself, are some of the terms that may come up during a sale:

### The Terms

**Woofers:** A loudspeaker which reproduces primarily bass tones is called a woofer. It's usually inclined to be rather large—eight inches or more in diameter.

**Tweeter:** A tweeter reproduces high tones.

**Crossover network:** The device which separates a monaural signal into its low and high components is the crossover network. It sends low frequency impulses to the woofer, and high notes to the tweeter. These three units are sometimes erroneously confused with the two speakers needed for stereo reception. To receive stereo, one would need two woofers, two tweeters and two crossover networks—one of each for each stereo channel.

**Coaxial:** It's possible to mount tweeter and woofer on the same voice coil, saving production costs. The woofer forms the outer part of the speaker, with a cone tweeter at its center. The crossover network then becomes part of the voice coil, and operates mechanically. Coaxial speakers are frequently used in phonographs and consoles because of their sound quality and because they take up much less room than a separate woofer and tweeter. They save the customer money by providing high-quality sound at a minimum cash outlay.

**Baffle:** The common garden variety of loudspeaker produces sound by pushing air back and forth to set up sound waves. The loudspeaker cone, acting something like a piston, pushes air before it. However, at the same time, it creates a partial vacuum behind itself. If the air which piles up in front moves over the edges of the speaker to fill up the vacuum, the bass sound waves tend to cancel each other out, resulting in a loss of bass. To prevent this canceling out, phonograph manufacturer use a baffle to surround the speaker. A baffle can be a board with a hole cut in its center, or an elaborate sand or cement filled container. A so-called infinite baffle is, in effect, a closed box containing one cutout, for the loudspeaker.

**Acoustic feedback:** When a loudspeaker is mounted correctly—with a proper baffle—the bass frequencies which had been canceled out are transmitted not only as sound waves thru the air, but as mechanical energy thru the baffle

or speaker enclosure. When the speaker enclosure is part of the same furniture as the rest of the phonograph or console, the manufacturer is faced with the problem of dissipating this mechanical energy, which makes itself felt as vibration—the bigger the speaker, the stronger the vibration. The vibration produced was carried thru the cabinetry to the turntable, which transmitted it thru the record to the cartridge, which in turn passed it back thru the amplifier to the speaker. The result was, in some cases, an unpleasant bass tone; in others, a high-pitched whistle. Among the methods used by manufacturers to eliminate this acoustic feedback are foam rubber mountings for speaker enclosures in Stromberg-Carlson consoles, and the satellite speakers of some of the stereo portables.

**Electrostatic speakers:** The common garden variety of loudspeaker, the cone speaker, sets up sound waves by pushing air back and forth mechanically. An electrostatic speaker sets up sound waves by alternately attracting and repelling air by using positive and negative electrical charges. Electrostatics have been particularly successful in reproducing high frequencies, and are used by such manufacturers as Philco as tweeters.

### Sound Energy

**Efficiency:** Loudspeaker efficiency is the term used to describe how much of the electrical energy fed to a loudspeaker is turned into sound energy. Loudspeakers used in most phonographs and many consoles are high efficiency speakers in that they convert a relatively high percentage of the electricity they receive into sound. Low efficiency speakers have become increasingly popular with high fidelity component users in recent years. However, the efficiency of a loudspeaker is no measure of its sound quality. The manufacturer of a complete package system is usually careful to match the efficiency of his loudspeaker to the amplifier he selects for the set—a decision the components buyer must make for himself.

These terms describe loudspeakers

## Stereo, Mono Phono Show 6 Month Gain

WASHINGTON — The Marketing Data Department of the Electronic Industries Association has recently released figures that show that over 330,000 more phonographs were sold in the first half of 1960 than in the corresponding period for 1959. Totals show the commanding lead taken by stereo phonos: 1,423,179 for year-to-date in 1960, as opposed to 757,710 for 1959; and a drop in monaural phono sales: 438,011 so far this year, as opposed to last year's 773,566.

On the factory level the same kind of progress was made. Some 1,393,808 stereo phono sales have been recorded so far this year, showing an appreciable gain over last year's 902,041. A drop, however, was noticed in the factory sale of mono players: 409,210 for 1960, against 593,580 for 1959.

Gains were also registered in the month-by-month comparisons between May and June on all types of phonos. Almost 25,000 more stereo players were sold on the retail level in June than were sold in May. Something like 5,000 more mono machines were also recorded for June over May. Again, at the factory level, a little less than 33,000 more monaural sets were sold in June, and something like 54,000 more stereo phonographs were purchased in June than in May.

ers used in consoles and portables as well as those sold separately for use in component systems. Customers are confused about them and what they mean. For example, there's the common impression that the phonograph with four loudspeakers is twice as good as one with two. It may be—if the four consist of separate woofer and tweeter for each stereo channel. But four small speakers aren't necessarily superior to two good coaxials. Your customers may need these facts to decide which home music system is right for them. By being familiar with what kind of speaker is in the model you're selling, you can give the customer intelligent advice which, besides moving merchandise, should make for satisfaction.

## RCA Plans Big 3 3/4 Tape Cartridge Push

NEW YORK — RCA Victor's Victrola Division will soon introduce an expanded line of tape cartridge playback equipment, it was learned this week. The new line, according to a spokesman, will contain "improvements."

According to word now available, the new models will not be introduced until just prior to Christmas or more likely, right after the first of the year. At least four new models are expected. It is reported that the new units will, in toto, incorporate a more competitive price structure than heretofore, when the lowest price complete unit was pegged at a suggested list of \$299.95.

The new players will incorporate the same principal as that of earlier Victor cartridge units, with tape to play back at 3 3/4 i.p.s. and employing conventional width tape. In reply to earlier reports last spring, that the company was dropping

its tape cartridge line as presently constituted, a spokesman declared, "We are not abandoning this field at all. We are very enthusiastic about it and plan to give it every merchandising assist possible."

Asked if the new improvements mentioned might include a device for stacking cartridges, the spokesman replied, "No comment." It is already well known that an altogether different system of tape cartridge reproduction, pioneered for Minnesota Mining & Manufacturing Company by CBS laboratories, does employ a stacking device, allowing for many hours of uninterrupted listening. The 3-M's development also employs a super-speed of 1 1/2 i.p.s.

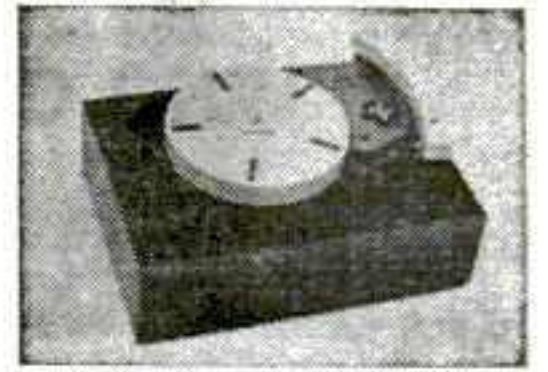
Earlier reports received by The Billboard indicated that a definite recommendation had been made to RCA management for the discontin-

(Continued on page 20)

## NEW AUDIO PRODUCTS

### Manual Player With Flip Switch

An unusual feature of the new four-speed stereo-mono manual record player being introduced by the Italian-based Lesa Company is a quick-flip switching arrangement atop the pickup arm for the playing of either stereo or monaural records. The model, which has been designated as SM5-DU2, also has a built-in 45 r.p.m. spindle which is incorporated into the turntable. The machine is available in two-tone

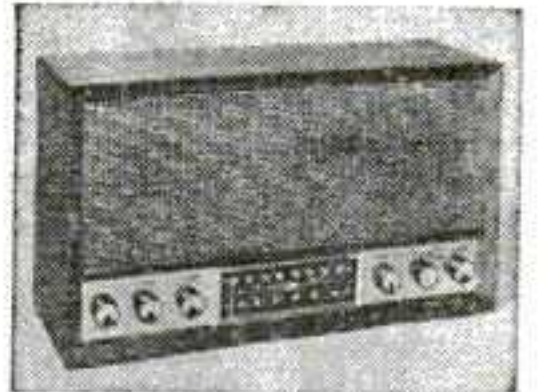


colors, retails for \$29.95 and is being handled in this country by the Electrophono and Parts Corporation, New York.

### Three-Speaker AM-FM Radio Debts

A three-speaker AM-FM radio is being introduced by the Curtis-Mathes Company, Dallas, that has been christened the Marlin. The set is modern styled, has eight tubes and three matched hi-fi speakers that range in size from eight inches, to six and down to four. It also has slide-rule tuning and provisions for external speaker control. The set stands 12 1/2 by 21 3/8 by 8 1/2 inches.

Available optionally with



the Marlin is an extension speaker which has its own volume control. The Model 3618, the Marlin's formal title, sells for \$99.95.

### Three-Speed Transcription Turntable

Audio-Empire, a division of Dyna-Empire, Inc., of Garden City, N. Y., is currently the builder and marketer of a new transcription turntable which operates at three speeds: 33 1/3, 45, and 78 r.p.m. There is a variable speed adjustment, illuminated push-button power control and a six-pound balanced turntable. In addition, it is acoustically isolated.

The Empire 208, as the unit is labeled, sells for an \$87.50 audiophile net, while



the "G" version is priced at \$92.50. A matching walnut or fruitwood base sells for \$12.50.

### Hi-Fi Cartridge for 78 R.P.M. Disks

A new London-Scott cartridge has been introduced specifically meant to play 78 r.p.m. records. The new cartridge is meant to interchange with the Model 1000 stereo LP cartridge and into the same firm's tone arm.

The company claims that the 3-mil groove of the new Scott cartridge clears up distortion and surface noise to an appreciable degree and makes it a valuable aid to the jazz and classical collector who has much-loved records that have not been reissued in LP form. Information on the new unit is available from the company's headquarters, Powderhill Road, Maynard, Mass.

### Tone Arm and Turntable Combo

The Pickering Company of Plainview, N. Y., has combined its Unipoise tone arm and Fluxvalve stereo turntable to make one unit. The unit is so constructed as to fit into areas only slightly larger than those needed for an automatic changer. It will mount on a motorboard 15 1/2 by 15 1/2 inches. With diamond stylus the Model 198, as the new unit has been tagged, is priced at \$54.

A "space study," which plans stereo high-fidelity systems, is being given out free of charge by the same company. It is called "Tech-Specs" and is a pocket-sized pamphlet which discusses and makes suggestions about how the hi-fi fan should allocate and plan his space needs for enclosures and cabinets. The pamphlet also makes available specifications on Pickering products. The pamphlet is available directly from the company.

## Trav-Ler Files SEC Stock Plan

WASHINGTON—The Trav-Ler Radio Corporation of Chicago has filed with the Securities and Exchange Commission to publicly sell \$2,200,000 worth of debentures. Warrants to buy 50 shares of stock will be issued with each \$1,000 of debentures bought.

Leading underwriters for the bond sale are the Lee Higginson Corporation and Straus, Blosser and McDowell. Proceeds of the sale will be used to redeem outstanding debentures and as working capital.

## Lynch Sets Vote On Symphonic Tie

NEW YORK — August 31 has been set as the date for a vote by shareholders in the Lynch Corporation, glass-forming and package machinery firm, on a plan providing for the exchange of capital stock in Symphonic Electronic Corporation. Some 185,411 shares of Lynch stock are involved.

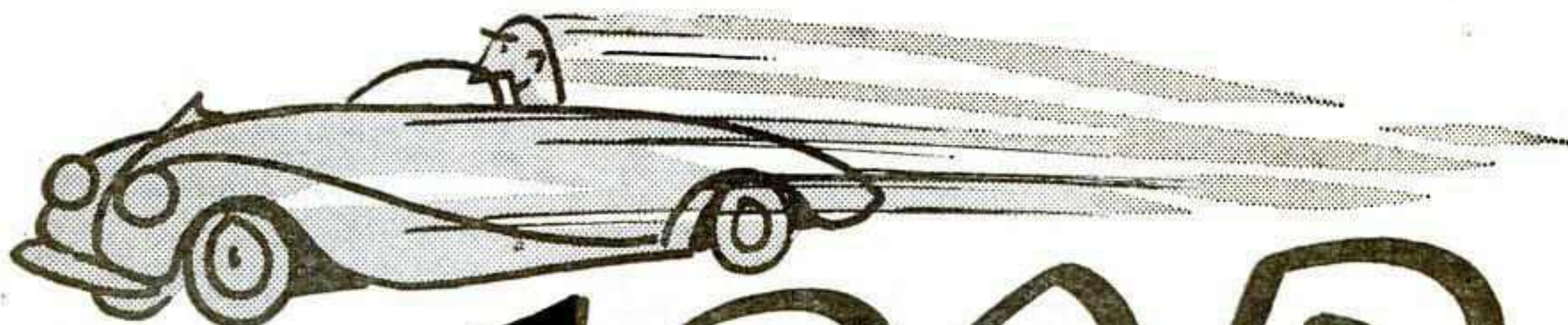
## Admiral Selling Disk Changers

CHICAGO—Admiral Corporation here last week announced its line of mono and stereo automatic record changers is available to American phono makers. Vincent Barreca, executive v.-p. said that the firm has produced more than 3,000,000 record changers in its local plant. John G. Twist Company, Chicago, is first sales rep appointed, covering Illinois and Wisconsin.



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# Jockeys Flip With Contests

Continued from page 3

Latest entry in the trampoline-deejay field is KECK, Odessa, Tex. Two KECK jocks, Walt Fullmer and Larry Byers, recently held a bouncing competition. To make it difficult, each jock had to complete a sequence of four bounces to receive one point. The boys jumped at different trampoline centers, while reports were made by KECK on the progress of each contestant via remote broadcasts. Winner was Fullmer, who chalked up 1,200 successful "sequences" in three hours. Loser Byers had to act as a car hop at a local drive-in the following evening, with Fullmer as his first customer.

Out in Flint, Mich., deejays at WTRX—none of whom had been in a canoe since their Boy Scout days, staged a canoe race from

Flint to Bay City, down the Flint and Saginaw Rivers—some 100 miles. On dry land, Cleveland jocks participated in The Cleveland Plain Dealer's annual Soap Box Derby competition. Winner was Swingin' Sweeney of KYW, who moved to KYW last month from WHOT, Youngstown, O.

Also taking punishment this month were jocks at KDKA, Pittsburgh (Bob Tracey, Clark Race, Jim Williams and Dick Brown), who played a unique game of baseball August 10 against a group of Little Leaguers ranging in age from 10 to 16, while the kids were allowed to pelt the jocks with seltzer water, custard pies and peaches painted to resemble baseballs.

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**How Records Are Procured:** RSI is advised each Friday of The Billboard's selections. Each Manufacturer is contacted and our order is placed for delivery to us by the following Wednesday. The records appear in print as "Spotlight Winners" in the same week we ship them to our subscribers.

**When Records Are Shipped:** We ship singles service on Thursday of each week following their publication in The Billboard. Our weekly calendar of performance is as follows:

- Friday — Billboard advises RSI of ten best selections
- Monday — Billboard publishes showing selections
- Thursday — RSI ships records to Subscribers

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# Friemann Cool On 'Reverb' Phono Issue

NEW YORK — The Magnavox Company tossed a special cocktail party press preview of its new line of hi-fi and stereo phonographs and TV sets here Tuesday (16) at the Park Lane Hotel. A feature of the session was a talk on the new line by Magnavox prexy, Frank Friemann.

Friemann, colorful and dynamic head of the Magnavox firm, outlined the firm's growth and discussed the broad horizons of the future with respect to Magnavox product. A key point, brought out by Friemann, was the fact that Magnavox does not go along with any type of equipment gimmickry, such as the reverbaphonic techniques, now being espoused by some manufacturers.

In addition to its complete line of stereo phono equipment, which was first introduced at the Chicago music show last month, Magnavox also debuted a new record changer, noted as "the greatest advance in record playing since the invention of the disk. A hefty promotion budget calls for ads on this product in the New Yorker, Time, Newsweek, the Saturday Review, Harper's and the Atlantic Monthly, during September and October.

## RCA Cartridge

Continued from page 18

tinuance of the cartridge idea in its present stage. Shortly thereafter, in June, a change of top management of the division occurred. Some trade sources believed this week that such a change might be the reason behind the decision to avoid dropping the line and, in fact, getting into the cartridge field even deeper.

Last May, RCA Victor began releasing open-end-four-track tape, which fact accounted for some of the trade speculation that the cartridge plan was being dumped. At the time, in fact, some tradesters predicted that Victor would one day make available a reel-to-reel playback unit equipped to take the four-track product. This has not been done to date, and the spokesman gave no indication that it might be in the offing. He added that at the present time, Victor believes strongly that tape in cartridge form will eventually be universally accepted.

However, some observers believe that Victor's release of four-track, open-end tape is to be viewed as a test, the ultimate conclusion here being that if the four-track market proves out as a money-maker, the company would then provide its own line of equipment to play such tapes.

## WB Fall Plans

Continued from page 3

pecting distribs to hold fall plan orders to no more than 20 per cent of new (August and September) releases. Remainder is to be drawn from WB's catalog. According to label prexy Jim Conkling, this restriction will assure distribs and dealers that they will be handling sales-proved merchandise for the lion's share of their orders and won't be taking much of a chance on untried product. Furthermore, Conkling said, Warners has pruned out some 38 albums from its catalog to leave its strongest sellers on tape.

Remaining WB catalog now numbers approximately 87 packages. To these, the firm is adding five during August and a similar release during September. Twenty per cent of orders will be limited to these 10 albums.

# 15 BEL CANTO TAPE SETS DEB

COLUMBUS, O. — Russ Molloy, prexy of Bel Canto Recordings, announced this week the release of 15 new RCA-type tape cartridge packages. The release, which brings Bel Canto's cartridge catalog to 63, is seen of considerable interest in view of announcement this week that RCA Victor intends to expand its line of cartridge playback equipment (see separate story). Molloy also indicated another release would be forthcoming about September 1.

# WSM Holds Exec Meet

NASHVILLE—Jack DeWitt Jr., president of WSM radio and TV, presided at an all-day meeting of the station's radio and television department heads here Wednesday (10). Purpose of the conference, DeWitt said, was to review the strength and weaknesses of both stations over the past year, provide opportunity for the department heads to learn more of WSM's reason for being, to provide opportunity for exchange of information and ideas and to give each person present a reason to take stock of his own problems in relation to the over-all operation.

The group was addressed by Walter S. Bearden, vice-president of the National Life & Accident Insurance Company, parent company of WSM Radio and WSM-TV. In addition to DeWitt and George Reynolds, vice-president and technical director of WSM, Inc., those attending were, from WSM Radio: Robert E. Cooper, general manager; Royal McCullough, national sales manager; Louie Buck, local sales manager; John McDonald, farm director; Houston Roberts, news director; Don Russell, production manager; Carl Jenkins, studio supervisor; Ott Devine, program director; Tom Hanserd, operations manager; Johnny S. Campbell, transmitter supervisor, and Trudy Stamper, promotion manager.

From WSM-TV: Irving C. Waugh, vice-president and general manager; Brad Crandall, operations manager; Tom Griscom, local sales manager; Charles Cash, promotion director; Elmer Alley, production chief; Jud Collins Sr., announcer; Aaron Shelton, chief engineer; Willie Hill, transmitter supervisor, and Hi Branham, national sales manager.

# Philips Okays 1 7/8 Cartridge

CHICAGO — Tho officials of Minnesota Mining & Manufacturing were not available for comment, it was rumored at press time that Philips, the huge Dutch electronics holding firm, and its North American affiliate, Norelco, had applied and were granted licenses to manufacture the 3M-CBS Lab 1 7/8 inches per second tape cartridge playback. Rumor has business basis, for Phillips has long had a strong tie with Columbia Records, as Epic's catalog has many foreign-made long-plays from the Philips catalog, while Philips reciprocates to Columbia thru many foreign countries.

Up to now, only foreign license to manufacture has been Grundig, the western Germany manufacturer of electronic playback product.

All the news of your industry every week in The Billboard...

# Sears Player Handles Disks, RCA Cartridge

CHICAGO—Sears, Roebuck & Company will release a combination stereo tape reel-to-reel and RCA Victor type cartridge instrument in its Christmas catalog, it was learned this week. While no details regarding the unit or price could be ascertained, the Silvertone tape unit is the first such combination-type unit in years. Approximately six years ago, a now defunct Midwest manufacturer sold a combination reel-to-reel and Cousino cartridge playback.

Silvertone is also delivering a \$189.95 quarter-track stereo playback and monaural record-playback instrument, which features all push-button controls on the master unit, with remote speaker as part of the portable. Price is same as Sears listed last year for a mono-only portable.

# Cunningham

Continued from page 3

collaborated with Ernest R. Ball. With his wife he formed the vaude team of Cunningham and Bennett and played the Keith circuit, as well as English music halls. Among his songs were "Please Take a Letter Miss Brown," "Coronation Waltz," "Piggy Wiggy Woo" and "I Am An American," among others. Cunningham organized the first ASCAP overseas unit to entertain the troops in 1955, and was responsible for putting on many shows in Washington as part of ASCAP's public relations program.

He fought to have Congress amend the copyright act to remove the licensing exemption of the juke box industry under the 1909 statute. Many bills were introduced toward this end in Washington. Funeral services were held at St. Patrick's Cathedral in New York on Wednesday (17). His wife, Florence, survives him.

# Claire Feit Dies

NEW YORK—Claire Feit, executive relations director for Westminster Records, and the former director of public relations of National Concert Artists Corporation, died suddenly Wednesday (17). She was married to Livo Luzzatto. Her first husband, Dr. Herman Feit, a dermatologist, died in 1937. She is survived by her husband, a daughter, Valerie Feit, her mother and two sisters.

on 20th FOX

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b/w

**I LOVE YOU IN THE SAME OLD WAY**



Distributed in Canada by Spartan of Canada, Ltd.



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Our times cry out for a leader!

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

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*Si Waronker*

**LIBERTY RECORDS**

SI WARONKER, *Chairman of the Board*



## MUSIC AS WRITTEN

### New York

**Harold Wald** is the new professional manager of Regent Music, the **Gene and Harry Goodman** music publishing firm. Wald, vet music man and former professional manager of Miller Music, had his own firm prior to joining the Goodman freres. . . . **Tommy Zang** spent last week promoting his Hickory dinking in Pennsylvania and will spend this week with New York deejays. . . . Epic Records has signed **Burgess Meredith**, the **Dauphin Trio** and **Morgus the Magnificent**. . . . **Robert Merrill** is cutting an album of **Cole Porter** and **Vincent Youmans** songs for the Everest label. . . . **Allen Bregman**, treasurer of the Conference of Personal Managers East, has been elected to the post of secretary of the organization in addition to his other duties. . . . **Homer Baumgartner**, who used to head up his own trio, and who is now piloting the ferry, **Running Wild**, from Bay Shore to Fair Harbor, N. Y., became the father of a second son, **Jimmy**, last week. . . . Vet record man **Monte Bruce** also became a father again last week, this time of a girl. Wife **Toni** is doing fine.

**Herman Lubinsky** signed thrush **Sue Allen**, of **Richmond**, last week. Thrush, a down-home blues singer, was formerly on the **Groove** label. . . . **Prestige Records** has signed **Red Garland** to his third three-year pact. . . . **Jamie Horton** is promoting her record of "Robot Man" on the **Joy** label in the East. Lass will cut an LP for Joy before she returns to high school in **San Diego, Calif.**, in the fall. . . . **Bob Heller Distributors of Philadelphia** is now handling the **Noremac** label. . . . **Gordon Jenkins** has signed with **C. G. Records of California**. **Bob Rolontz**

### Chicago

**Advance Records** will soon release "Educate Me" and "Rainbow Isle," with **Don Lane** vocalist for both sides. The disk, cut in Detroit, was clefted by **Ed Nolan**. Another **Advance** disk due to be released soon is "Many Reasons" and "This Time a Year Ago," cut in Nashville by **Dick Ralston**, with **Sam Persons**, of **Nuclear Music**, publisher. **Advance** has been inactive in the U. S. for a couple of years, but, according to **Tim Gayle**, who handles **Advance** promotion, the label has done well in **Australia**, **New Zealand** and the **United Kingdom** thru the efforts of **Jimie Parks**, **American** representative of **W&B Records**.

**Merle Davis**, veteran sales and promotion man recently with **Carl Glaser's Metro Distributing Company**, **Buffalo**, were here to consider several offers, and has returned to **Cleveland** to think them over. . . . **Joe Cerami**, for nine years with the **Capitol Distributing Corporation**, last as regional sales manager, has joined **Kapp Records** as regional sales manager. He will make **Cleveland** his base. . . . **Sterling Distributors**, **Cleveland**, has filed a bankruptcy petition in **Federal Court**. Creditors listed were **United Artists Records**, \$2,250; **United Telefilm**, \$7,300, and **Westminster Records**, \$1,202. **Aaron Sternfield**.

### Cincinnati

**J. Herman Thuman**, well-known impresario, who handled the promotion for appearances here of musical artists, from pop to grand opera, for nearly a half a century and who served as director of the **Cincinnati May Festival** from 1908 to 1954, died at **Good Samaritan Hospital** here August 12 at the age of 80. . . . **Frank Hanshaw**, former head of the **General Artists Corporation** here, who made the switch to **Miami Beach, Fla.**, more than two years ago to helm the **GAC** office there, has made the shift again—this time to the **GAC** office in **New York**. He and his family have taken up residence in **Hartsdale, N. Y.** . . . The **Stan Kenton** and **Count Basie** combos are slated for a battle of music at the **Taft Theater** here October 27.

**L. K. Patton**, prexy of **Kalko Productions**, local production and jingle firm, last week announced the appointment of **Frank Gilbert**, former arranger for the **Hi-Lo's**, to the company's production staff. **Gilbert**, who also formerly was concert conductor for the **Corpus Christi (Tex.) Symphony**, will handle a.&r. responsibilities for **Kalko Productions** and its affiliate, **Kalko Records**, which recently released "The Thinking Man's Song," spoof of the cigarette commercials. **Kalko** has just moved into new offices at 1704 East **McMillan** here, which also houses the firm's affiliates, **Tigress Publishing (BMI)** and **Music Unlimited**, booking and management org.

**Larry Vincent**, singing pianist at the **Beverly Hills Country Club**, who recently had his hit tune of a few years back, "If I Had My Life to Live Over," accepted by **Roberta Sherwood** for inclusion in her new **Decca** album, reveals that **Eddy Arnold** is waxing the same ditty for **RCA Victor**. **Vincent** has two new tunes ready for waxing, "I Hate to Brag About My Neighbors, But You Should See the Girl Next Door," and "Wish Me Luck (I'm Still in Love With You)," the latter penned in collaboration with the veteran **Haven Gillespie**. . . . Veteran a.&r. man **Andy Gibson** has been hitting it lucky since his transfer from the **King Records** **New York** branch to the firm's main recording studios here three months ago. Since his arrival here, **Gibson** has helped produce "Finger Poppin' Time," by **Hank Ballard**; "Do the Shimmy Shimmy," by **Bobby Freeman**; "Heartbreak (It's Hurtin' Me)," by **Little Willie John**; "If You're Lonely," by **Annie Laurie**, and "Think," by **James Brown**, all of which rate high on the charts. **Gibson**, co-writer of "If You're Lonely" and other hits, handled a.&r. chores for **King** on both coasts prior to his transfer to **Cincy**. He writes most of the arrangements on the sessions he directs. **Bill Sachs**

### Hollywood

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

(Continued on page 24)

### ARTISTS' BIOGRAPHIES FOR JOCKEY PROGRAMMING



### Ferrante, Teicher Score Via 'Apartment' Theme

**Arthur Ferrante** and **Louis Teicher** have been playing pianos together since they were six, when they first met as students in **New York's Juilliard School of Music**.

**Ferrante** was born in **New York**. **Teicher**, born in **Wilkes Barre, Pa.**, moved with his family to **New York** to enter the **Juilliard School**. The lads have become widely known thru their recordings, concerts, broadcasts; particularly their unique recitals where they combine classical music with their own arrangements of tunes of **Gershwin**, **Rodgers**, **Kern**, etc. Currently, they have a smash pop single climbing rapidly on the "Hot 100" on the **United Artist** label called "Theme From 'The Apartment'" from the motion pic of the same name.



### Crests Hit Again With 'Trouble in Paradise'

**Johnny Mastro** and the **Crests**, whose million-selling record of "16 Candles" put them in the record limelight, consists of featured singer **Johnny Mastro**, **Eddie Wright**, **Chuck Foote**, and **Leonard Alexander**. The **Coed** recording artists all come from the **New York** area and are in their late teens or early 20's.

They were formed as a singing group by **George Paxton** when they came in to demonstrate "Pretty Little Angel," a song they had written. "16 Candles" was their first national hit and was soon followed by "Six Nights a Week," "The Angels Listened In," "Step by Step" and their current hit, "Trouble in Paradise."

The group has made many personal and TV appearances.

### YESTERYEAR'S TOPS—

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

#### AUGUST 27, 1955

1. Rock Around the Clock
2. Yellow Rose of Texas
3. Ain't That a Shame
4. Learnin' the Blues
5. Seventeen
6. Hard to Get
7. Hummingbird
8. Unchained Melody
9. Blossom Fell
10. I'll Never Stop Loving You

#### AUGUST 26, 1950

1. Goodnight, Irene
2. Mona Lisa
3. Play a Simple Melody
4. Sam's Song
5. Tzena, Tzena, Tzena
7. Count Every Star
8. Bewitched
9. Third Man Theme
10. Bonaparte's Retreat

## VOX JOX

By JUNE BUNDY

**NUMBER ONE, PLEASE:** This week **WIP**, **Philadelphia**, became the first station in its area—and perhaps in the nation—to offer listeners an up-to-day listing of best-selling records in the **Philadelphia** market. The information is available to listeners at any hour of the day or night thru the use of an exclusive automatic telephone answering device that will accept up to 1,500 calls per hour. Each day, **WIP Music Director Joe Brooks** surveys key record shops thruout the area. The top 15 sellers are tabulated and placed in the answering device daily. In addition to the listing, callers are also given notification of any movement up or down the list.

**CHANGE OF THEME:** **Bob Mitchell**, formerly **WIBG**, **Philadelphia**, staffer, has joined **KYA**, **San Francisco**. . . . **Jim Adams** has joined **KDKA-TV**, **Pittsburgh**. In addition he is free-lancing as a record hop deejay in his home area around **Stuebenville, O.** . . . **Danny Dark**, who recently moved from **WERE**, **Cleveland** to **WTIX**, **New Orleans**, writes "I have had occasion to hear several young disk jockeys at small stations calling themselves 'Danny Dark.' Needless to say I am very gratified that they liked my name and decided to use it in their areas, but at the same time would like to let my friends in the business know that these 'Danny Darks' are not me."

**George Myska**, who has been with **Radio Free Europe** since 1951, has joined **WNEW**, **New York**, as a producer. . . . **Jerry Dean**, **WMID**, **Atlantic City**, is also doing deejay work for **WPAX**, **Pottstown, Pa.**, and **WILM**, **Wilmington, Del.**, plus a regular Wednesday night record hop in **Boyerstown, Pa.** . . . **Dack London**, has joined **KPRC**, **Houston**, in an afternoon time seg. . . . New staffer at **KAPE**, **San Antonio**, is **Larry James** in the 1-7 p.m. slot on Saturdays and Sundays. . . . New addition at **WWOW**, **Conneaut, O.**, is **Bob Collins**.

For our file on fem deejays, **Bob Allen**, **WWOW's** assistant manager-program director, notes **Kay Taggart** of **KSBK**, **Naha, Okinawa**, has been a deejay "on the mostly male populated island" for the past three years. The 21-year-old **Miss Taggart**, says **Allen**, "has lived on the American-administered island most of her life since her father worked for the local **American Civil Administration**."

While **Red Robinson** is serving his six month hitch in the **U. S. Army**, **Wes (Big Daddy) Lynch** will take over his 2-6 p.m. time slot and **R. H. Peck** will assume his chores as production manager. **Jerry Rasmussen** moves into **Lynch's** old time slot (6 p.m.-midnight), and new staffer **Ralph Hull** will work the Sunday show. **Robinson** returns to the air February 10, 1961.

Those six-month Army hitches can be rough, as witness **Lt. Randy Hall**, on leave from **KDKA's** all-night deejay shift and on active duty with the **Air Force** for six months. **Hall**, who returns to his "All-Night Party" on **KDKA** in early October, has been sent to **Paris** to serve as information officer there in connection with the **Congo** airlift.

**Mel Gaumer**, deejay-account exec at **KOOL**, **Phoenix, Ariz.**, upped to program director status for that outlet. . . . **Bud Wendell**, program manager of **KYW**, **Cleveland**, and his frau are the parents of a new daughter, their third child. . . . Another new father is **Mort Crowley**, **WLS**, **Chicago**—also a girl.

**TEXAS TIME-TREKS:** Nostalgia was the programming keynote at two Texas stations this month—**KROD**, **El Paso**, and **KILT**, **Houston**. In celebration of its 20th year of broadcasting, **KROD** staged a 72-hour "Songs of Our Times" promotion. Setting aside all current sellers, the outlet played only million-sellers from 1940 and 1950, ranging from **Glenn Miller's "Pennsylvania 6-5000"** to **Elvis Presley's "Hound Dog"**.

In between platters, **KROD** deejays (**Chuck Edwards**, **Jim Newton**, **Paul Allen**, **Frank Lee** and **Jack Murray**) made brief comments on outstanding news events of the past 20 years. Info was contributed by the **El Paso Public Library**. The stunt was originally scheduled to run only 48 hours, but listener response was so good that the 1940-'59 disk hit programming was extended for an additional 24 hours. In fact, some of the jocks "were a little afraid a new trend might have started."

The **KILT** time-traveler programming gimmick is also based on a million-seller format. This Monday (22) only million-seller disks will be played thruout the entire 24 hour broadcasting days, according to deejay **Joel A. Spivak**. Listeners have been invited to write in and request the "KILT Classics" of their choice.

**GAB BAG:** **Dick Biondi**, **WLS**, **Chicago**, writes: "A few months ago with very little fanfare **George Hamilton IV** moved to **Nashville** to join the 'Grand Ole Opry.' I think there is a great deal of significance in his move. **George**, who is probably one of the most sincere and truly human people in show business, finally realized the goal of his boyhood dreams, to appear on the 'Opry.' Today he is probably the most contented guy in the business. First, he has shown young entertainers that you don't have to be a fabulous pop star to be happy. If you can do your best in one field and feel home there, get and stay. Second, I feel **George** should be regarded as a light of hope for the folks who truly love country music. He is one of the few big names who is singing country and loving it."

**THIS 'N' THAT:** Regarding our recent story about the search for the new label names and the growing use of girls' names as label tags, **Jim Kirchstein**, prexy of **Cuca Records** writes "Lest we forget, **Cuca** is the Mexican name for **Ruth**, and our slogan is "They're all watching 'Cuca'." . . . **David E. Pavlock**, program director of **WGGO**, **Salamaca, N. Y.**, writes, "We program to more than 500,000 vacationers at **New York State's** largest State park, and we are seeking disks for our 'Memory Music' library."



# DISCOURSE

FROM THE BILLBOARD SALES DEPARTMENT

A weekly column of lively chatter material on the hottest and most popular recording artists—those "Spotlighted" by Billboard's review staff, as well as those featured by the record companies in their major Billboard ad promotions.

**PAT BOONE**, recently returned from a successful tour of Australia, is having equal success with his new Dot release, *Delia Gone* b-w *Candy Sweet*, both sides turn up on Billboard's Hot 100 Chart this week as fast climbing Star Performers. The coming weeks will find Pat on the fairgrounds playing the Wisconsin State Fair, West Allis, Aug. 24-28; the Indiana Fair, Indianapolis, Aug. 31-Sept. 1; Mid-America Fair, Topeka, Kan., Sept. 10-12; Reading, Pa., Fair, Sept. 14 and York, Pa., Sept. 15.

**SAM COOKE**, who has been hot with *Wonderful World* on his former label, is getting fast chart action from his current RCA Victor single, *Chain Gang*, jumped to number 54 on Billboard's Hot 100 Chart this week. An audience-holder on the night club floor, folks in the New York area can hear Sam at Town Hill in Brooklyn, Sept. 16 for 7 days.

**FABIAN** will make his first East Coast appearance in over a year when he appears at the Steel Pier in Atlantic City, N. J. for three full days beginning Sept. 2. You can be sure that he will perform his new Chancellor single, *King Of Love* b-w *Tomorrow*, along with his many past hits. Film commitments have kept him busy on the West Coast for the past year making "High Time" with Bing Crosby and currently, John Wayne's "Go North," an adventure story of the Alaskan gold rush days at the turn of the century in which Faber co-stars as Stewart Graner's younger brother.

**BIRTHDAYS OF THE WEEK:**  
 Aug. 23, Bob Crosby, Gene Kelly,  
 Aug. 25, Leonard Bernstein, Aug.  
 26, Georgia Gibbs, Lester Lanin,  
 Aug. 27, Jimmy Newman, Tommy  
 Sands, Aug. 28, Billy Brainer,  
 Donald O'Connor.

The **FENDERMEN**, Jim Sundquist and Phil Humphrey, who got off to a strong record start with *Mule Skinner Blues*, are in *The Billboard Spotlight* with a strong follow-up, *Don't You Just Know It*. Flip is Beach Party. The instrumental-vocal combo record for Soma Record.

**KITTY KALLEN**: Pretty Kitty turns in a first-rate performance on her newest for Columbia, *Come Love With Me*—a Billboard Pick. The former songstress with the Jack Teagarden, Jimmy Dorsey and Harry James bands, is scheduled to play the Erie Social Club, Phila., Oct. 21-23.

**KINGSTON TRIO**, Dave Guard, Nick Reynolds, Bob Shane, one of the top selling album artists, can expect fast action on their new LP from Capitol, *String Along*. Billboard rates it "one of the best albums ever issued by the Kingston Trio." The collection of songs in the album, which range from tunes composed by Carl Sandburg to Ray Charles, fit the boys beautifully and the trio handles them all with their own fine style and harmony. Selections include their current single, *Bad Man Blunder*. The Trio's last album, *Sold Out*, leaped to the top of the best-seller charts three weeks after its release last April and is still in the top three.

**JOHNNY MATHIS** sings his new one, *My Love For You* b-w *Oh That Feeling*, with his usual warmth and feeling. One of the top draws in the nation's night clubs, Johnny is presently preparing a road tour show that will play in theaters up and down the West Coast during the month of September. The show will display not only Mathis' personable, wistful voice, but his dancing as well. The tour kicks-off in Russ Aud., San Diego, Sept. 2 and 3; moves on to the Greek Theater in L.A., 5 to 11; and then up the coast to Geary in San Fran-

cisco from the 13 thru 18; and then on to Vancouver, Portland, Seattle, winding up at Edmonton, Canada.

**GUY MITCHEL** is following in the footsteps of country and western-flavored *Heartaches By The Numbers* with the release of *My Shoes Keep Walking Back to You*, on Columbia. Guy is booked solid thru Sept.: *Cave Supper Club*, Vancouver, B. C., Sept. 5 thru 14; *Central Washington Fair*, Yakima, Sept. 27 thru Oct. 2.

**RICKY NELSON**: Look out Australia Ricky's on his way! Plans are being made to welcome Ricky to the land of the Kangaroo, Sept. 2. His tour will be to various Australian cities and run thru the 10th. On the record scene, Ricky is well represented with two new releases from Imperial. A new single, *Yes Sir, That's My Baby* b-w *I'm Not Afraid*, and a new LP, *More Songs By Ricky*, a collection of great standards and a few originals warbled with easy charm by the Nelson's youngest. Tunes in the album include *Make Believe*, *When Your Love Has Gone*, *Again*, and *Time After Time*.

**ANTHONY NEWLEY** is one of England's hottest disk stars on the American scene via his second for London Records, *If She Should Come To Me* b-w *Lifetime Of Happiness*. Newley's talents encompass leading roles in 40 movies, starring roles in stage productions, and TV London is hoping to establish him on this side of the ocean with his new single and album, *Love Is A Now And Then Thing*.

The **RAMBLERS**, a new instrumental group on the scene, are sounding out the music world with an attractive, rocking performance titled *Ramblin*. Flip is another rocker titled *Devil Train*. The boys all hail from Conn. and consists of Kip Martin, founder and writer of *Ramblin*; Mike Anthony, sax player; Chuck Tenney, bass; Vince Ressler, drums; Larry Robertson, guitar, and Jimmy Diamond.

**JIM REEVES**, RCA Victor artist, made his appearance on Billboard's Hot 100 Chart with his new single, *I Know One*. In the album department Reeves' seventh LP for Victor was released recently. Titled *The Intimate Jim Reeves* it is a collection of songs

in the homespun, intimate style of Jim Reeves.

**TOMMY SANDS** is getting action on his new single, *Old Oaken Bucket*, a Star Performer on Billboard's Hot 100 Chart. One of the most popular teenage idols to emerge from the rock-and-roll era, Sands' success can be measured in his appeal to both the young and older audiences. Presently the Sands have settled at Lackland Air Force Base, San Antonio for a stay in the Air Force.

**FRANK SINATRA**, acknowledged tops in pops, recorded his first all-new, all-Sinatra album, *Nice 'n' Easy*, since August 1959. None of the songs in the album has ever been recorded by Sinatra for Capitol. *Nice 'n' Easy*, the title tune from the album, was released as a single last week by Capitol. Orchestra and arrangements are by Nelson Riddle.

**ADAM WADE** comes thru with two fine sides for Coed Records, *Speaking Of Her* b-w *Black Out the Moon*. Adam's vocal success has created a demand for him in the night club circuit. He opens at the Smart Set Club, North Belmore, L. I., Sept. 1 for 3 days; the *Elegante* in Brooklyn, Sept. 9 for 8 days; *Three Rivers Inn*, Clay, N. Y., Sept. 23 for 10 days.

**PROMOTION DAYS — WEEKS:**  
 Aug. 23 is Independence Day in Uruguay. The Olympic Games begin in Rome on this day thru Sept. 10.

See you in seven swingin' days.

Tom Rollo

## MUSIC AS WRITTEN

Continued from page 23

**Mickey Goldsen** left over the weekend on a three-week trip to Australia with stops scheduled in Tahiti and Honolulu. Goldsen is accompanying **Earl Grant**, whom he handles, in the latter's debut appearance abroad (he'll perform at Melbourne's Embers). Also, while Down Under, Goldsen will set an Australian diskery affiliation for his Criterion label. In stops at Tahiti and Honolulu, he will scout the South Seas for his music pub firms. **Dick Bock**, World Pacific prexy who a year ago added disk distribution to his activities, last week decided to turn his back on sales and concentrate full time on making records. Bock closed his West Coast Distributing, which handled his own lines as well as others. Bock's World Pacific and Pacific Jazz labels were assigned to California Distributing, local jazz heavy outlet. In addition, California took on the Cuban imports, Gema, Panart and Odeon for LP wares, and in the singles field, California was assigned *Promo*, *Profile* and *Addit*. All had been handled by Bock's firm. **Don Clark**, formerly with West Coast Distributing, also joined California. *Sue*, *Stinson* and *Titanic* labels, once handled by the Bock firm, were assigned to Milton Distributing.

**Jerry Sybilrud** was named librarian for station KFI, NBC's Los Angeles 50,000-watt clear-channel outlet. He had been in a similar post at station KMPC for 10 years, and later served Mercury Records for three years as regional promotion and publicity rep. . . . **Von Tilzer** music firm last week acquired "I Walked With the Wind" and "Freckles," the title tune from the 20th Century-Fox film. Firm is currently setting diskings to break simultaneously with the picture.  
 Lee Zhitto

### Nashville

**Brenda Lee** was at the Bradley Studio last week to cut several sessions for Decca, with **Owen Bradley** directing and **Marty Salkin** and **Milt Gabler** down from New York for the label. . . . RCA Victor's **Hank Locklin** was in town last week looking for material to follow up his smash, "Please Help Me, I'm Falling." . . . RCA Victor's **Eddy Arnold** appeared in Greensboro, S. C., last week for the kick-off of Richard Nixon's campaign. He returned to Nashville Thursday (18). . . . **Lee Rosenberg** played hostess to **Tom Markham**, of Jacksonville, Fla., in town last week to record **Lewis Weber** at the Bradley Studio. Weber is the lad who had a big one on NRC about a year ago with his etching of "Judy."

**Chet Atkins**, RCA Victor's local a.&r. chief, is all excited over **Floyd Cramer's** upcoming RCA Victor release, "Last Date." . . . Town is talking about the new **Kitty Wells** release for Decca, with both sides published locally. **Sure-Fire** published "The Man I Used to Know," and **Cedarwood Publishing Company** has "Carmel by the Sea." . . . **Teddy and Doyle Wilburn** report that they are receiving good reports on their latest Decca release, "The Big Heartbreak." . . . **Wesley Rose** and **Joe Lucas**, of **Acuff-Rose Publishing Company**, were in Toronto last week for the Country Music Association board meeting. **Jo Walker**, CMA secretary, also was on hand for the meeting. . . . **Hickory's Margie Bowes** has been on a Canadian tour recently. Her current Hickory release, "Day After Day," is reported showing up well. . . . **Acuff-Rose** execs are excited over **Bob Luman's** Warner Bros. release, "Let's Think About Living."

The **Jordanaires** are back in town after a hitch on the West Coast for the new **Elvis Presley** movie, "Black Star." . . . **Hy Grill**, of Leeds Music, has been in town recently, and **Hal Fein**, of Roosevelt Music, came in from New York last week. . . . **Chet Atkins**, **Eddy Arnold** and **Ott Devine** were guests over the weekend of **Jack Comer**, of Valley Music, at the Dean Hill Country Club, Knoxville, for golfing. . . . In for sessions recently at the RCA Victor Studio were **Noel Ball**; **Archie Bleyer** directing a **Johnny Tillotson** session for Cadence (16), and **Nelson and Neal**, man and wife classical piano team, who cut their first session for 20th Century-Fox. . . . Columbia Records' **Don Law** directed sessions by **Dick Glasser** and **Charlie Walker** at the Bradley Studio Monday (15). . . . **Jimmy Martin** recorded at Bradley's for Decca Wednesday (17), and **George Pele** was in for a session for Sun Records the same day. . . . **Little Indian Boy** was skedded for a session for Rank Records Saturday (20).  
 Pat Twitty

## THIS WEEK'S NEW Money Records

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

### SINGLES

**ALVIN FOR PRESIDENT**—David Seville and Chipmunks . . . Liberty  
**DON'T YOU KNOW**—The Fendermen . . . Sonia  
**FIVE BROTHERS**—Marty Robbins . . . Challenge  
**IF I WERE A BELL**—  
 Joe Williams, Sarah Vaughan, Count Basie . . . Roulette  
**LUCK OF THE IRISH**—Rusty Draper . . . Mercury  
**MOMMY OUT DE LIGHT**—Mickey and Sylvia . . . RCA Victor  
**SO SAD (TO WATCH LOVE GO BAD)**—  
 Evely Brothers . . . Warner Bros.  
**TEACH ME TONIGHT**—  
 Joe Williams, Sarah Vaughan, Count Basie . . . Roulette  
**YES SIR, THAT'S MY BABY**—Ricky Nelson . . . Imperial

### ALBUMS

**BOBBY SINGS & TWISTS**—  
 Bobby Rydell and Chubby Checker . . . Cameo  
**SWING WITH ANKA**—Paul Anka . . . ABC-Paramount

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

## HOT 100 ADDS 11

NEW YORK—The Hot 100 chart added 11 new sides this week. They are:

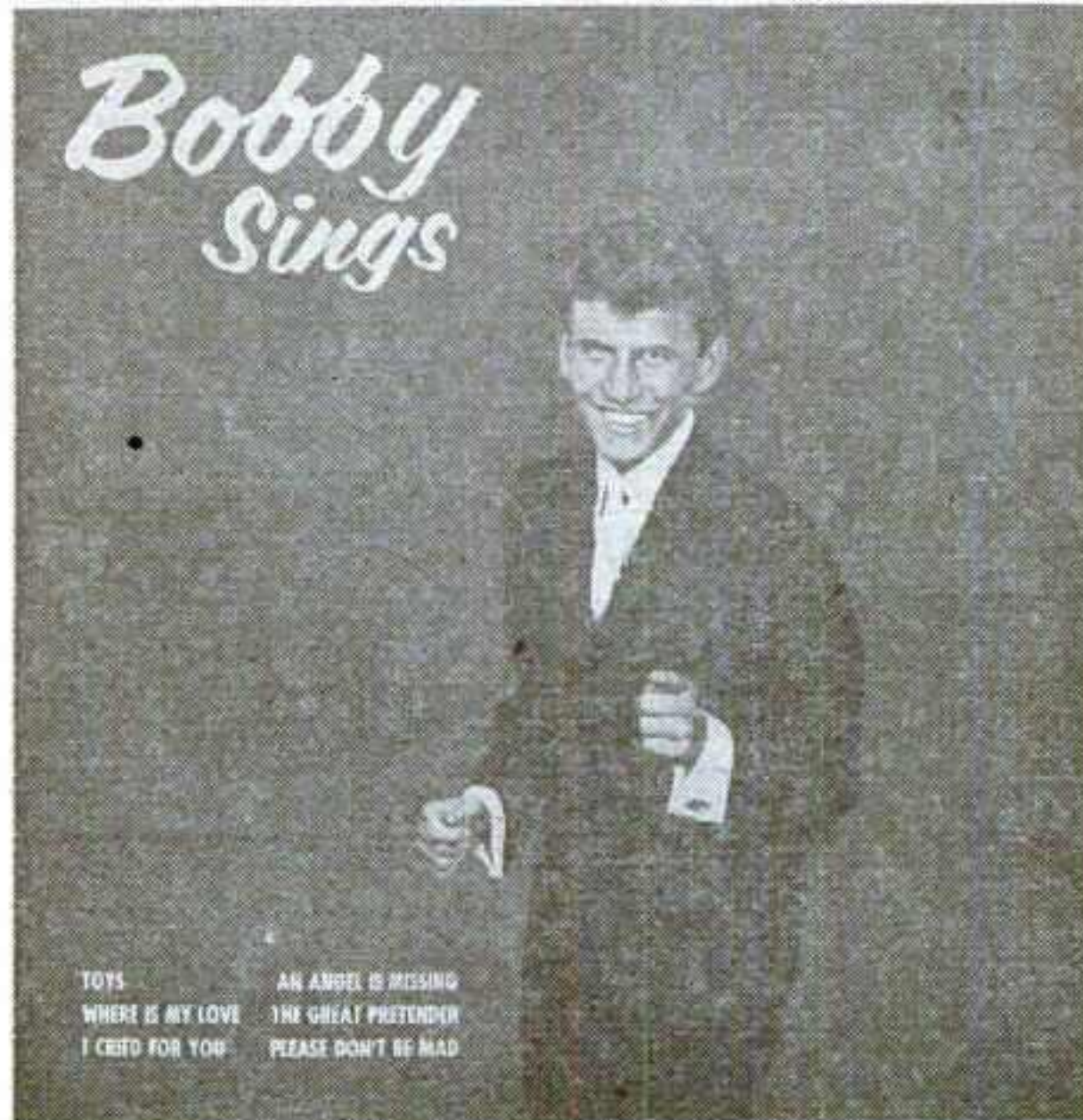
61. **The Same One** (Play, BMI)—Brook Benton, Mercury
68. **Delia Gone** (Cooga, BMI)—Pat Boone, Dot
74. **(I Can't Help You) I'm Falling Too** (Ross Jungnickel, ASCAP)—Skeeter Davis, RCA Victor
80. **Candy Sweet** (Roosevelt, BMI)—Pat Boone, Dot
86. **Malaguena** (E. B. Marks, BMI) — Connie Francis, M-G-M
87. **Old Oaken Bucket** (Court, ASCAP)—Tommy Sands, Capitol
89. **Kommotion** (Gregmark, BMI)—Duane Eddie, Jamie
90. **Come Back** (Miller, ASCAP)—Jimmy Clanton, Ace
95. **A Million to One** (Starflower, BMI)—Jimmy Charles, Promo
99. **Diamonds & Pearls** (Milestone, BMI)—Paradons, Milestone
100. **Lovin' Touch** (Aldon, BMI)—Mark Dinning, M-G-M

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



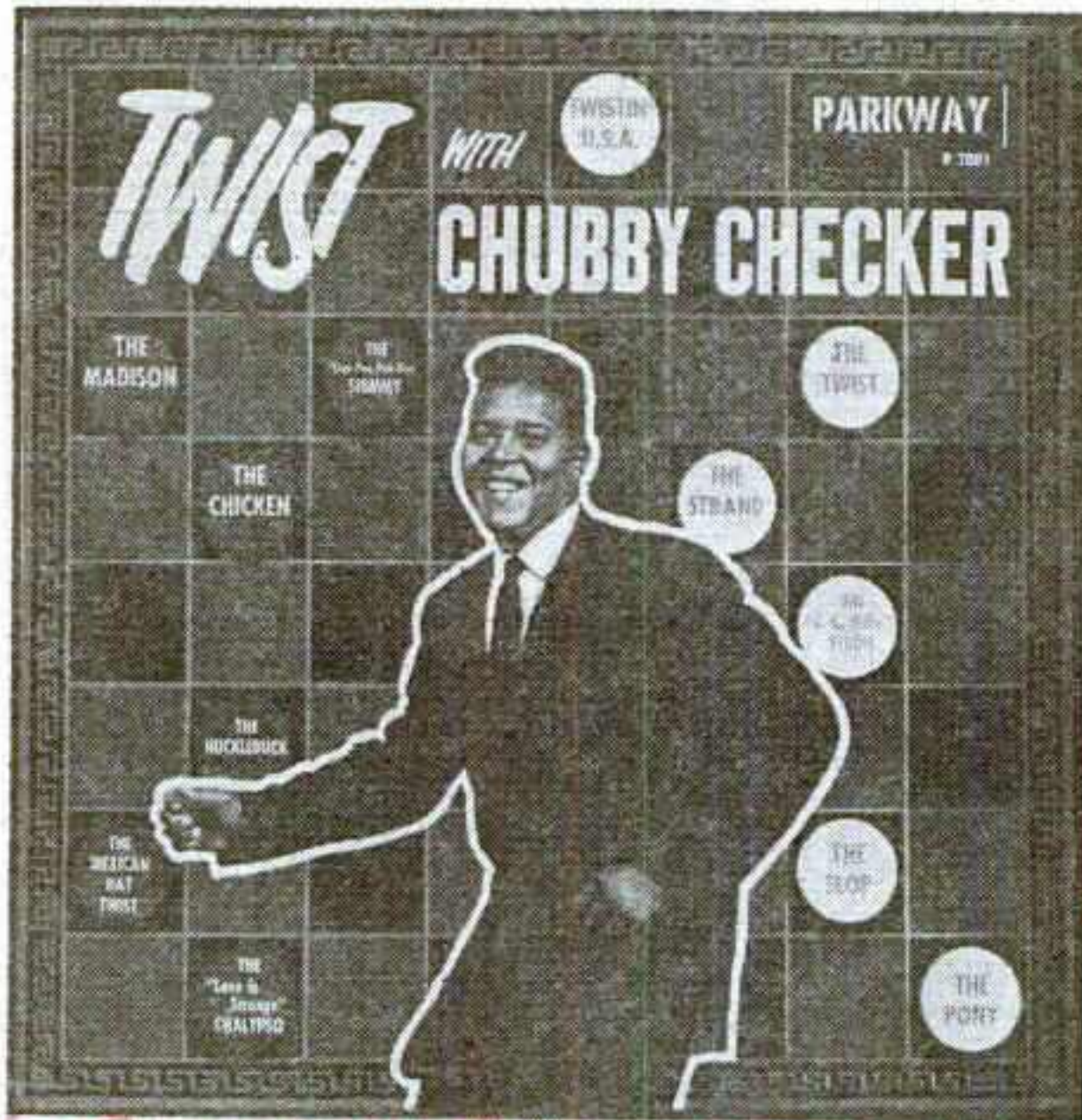
*Topping All Charts with-* **"VOLARE"**  
*A NEW Smash Album by-* **BOBBY RYDELL**

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



CAMEO  
 LP-1007

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



PARKWAY  
 LP-7001

*PLEASE! PLEASE! PLEASE! PLEASE! PLEASE! PLEASE! PLEASE! PLEASE! PLEASE!!!*

**Remember these two names . . .**

**FRANKIE BRENT . . . A big talent who swings!**

**THE WILLIS SISTERS . . . WOW! what a sound!**

**CAMEO**

**PARKWAY**



FOR WEEK ENDING AUGUST 21

# The Billboard TOP LP'S

BEST SELLING MONOPHONIC LP'S

## MONO ACTION ALBUMS --- on the charts 39 weeks or less

This Week	Last Week	Title, Artist, Label and Number	Weeks on Chart
1		1. <b>BUTTON-DOWN MIND OF BOB NEWHART</b> . . . 15 Warner Bros. W 1379	
2		2. <b>SOLD OUT</b> . . . 18 Kingston Trio . . . Capitol T 1352	
3		3. <b>THE SOUND OF MUSIC</b> . . . 36 Original Cast . . . Columbia, KOL 5450	
4		4. <b>ELVIS IS BACK</b> . . . 16 Elvis Presley . . . RCA Victor LPM 2231	
5		5. <b>EDGE OF SHELLEY BERMAN</b> . . . 5 Verve MGV 15013	
6		6. <b>PAUL ANKA SINGS HIS BIG 15</b> . . . 8 ABC-Paramount LP 323	
7		8. <b>ENCORES OF GOLDEN HITS</b> . . . 24 Platters . . . Mercury MG 20472	
8		7. <b>CAN CAN</b> . . . 17 Sound Track . . . Capitol W 1301	
9		9. <b>LANZA SINGS CARUSO—CARUSO FAVORITES</b> . . 14 Mario Lanza-Enrico Caruso RCA Victor LM 2393	
10		13. <b>STRING ALONG</b> . . . 2 Kingston Trio . . . Capitol T 1407	
11		20. <b>SENTIMENTAL SING ALONG WITH MITCH</b> . . . 9 Mitch Miller . . . Columbia CL 1457	
12		15. <b>MR. LUCKY</b> . . . 22 Henry Mancini . . . RCA Victor LPM 2198	
13		14. <b>REJOICE DEAR HEARTS</b> . . . 9 Brother Dave Gardner . . . RCA Victor LPM 2083	
14		11. <b>FAITHFULLY</b> . . . 32 Johnny Mathis . . . Columbia CL 1422	
15		10. <b>WOODY WOODBURY LOOKS AT LOVE AND LIFE</b> 25 Stereoditties MW 1	
16		12. <b>PERSUASIVE PERCUSSION, VOL. I</b> . . . 19 Terry Snyder and the All Stars . . . Command LP 800	
17		17. <b>THEME FROM A SUMMER PLACE</b> . . . 23 Billy Vaughn . . . Dot DLP 3276	
18		16. <b>ITALIAN FAVORITES</b> . . . 29 Connie Francis . . . M-G-M E 3791	
19		18. <b>SIXTY YEARS OF MUSIC AMERICA LOVES BEST</b> 39 Assorted Artists . . . RCA Victor LM 6074	
20		22. <b>MY NAME IS JOSE JIMENEZ</b> . . . 4 Bill Dana . . . Signature SM 1013	

This Week	Last Week	Title, Artist, Label and Number	Weeks on Chart
21		19. <b>LAUGHING ROOM</b> . . . 11 Woody Woodbury . . . Stereoditties MW 2	
22		40. <b>WHITE SATIN</b> . . . 5 George Shearing . . . Capitol T 1334	
23		— <b>BRENDA LEE</b> . . . 1 Decca DL 4039	
24		— <b>THE FABULOUS STYLE OF THE EVERLY BROTHERS</b> 1 Cadence CLP 3040	
25		31. <b>LOOK FOR A STAR</b> . . . 2 Billy Vaughn . . . Dot DLP 3322	
26		32. <b>SONGS TO REMEMBER</b> . . . 5 Mantovani . . . London LL 3149	
27		— <b>NICE AND EASY</b> . . . 1 Frank Sinatra . . . Capitol W 1417	
28		24. <b>GRAND CANYON SUITE</b> . . . 6 Morton Gould . . . RCA Victor LM 2433	
29		28. <b>OUTSIDE SHELLEY BERMAN</b> . . . 39 Verve MGV 15007	
30		34. <b>NEW ORLEANS</b> . . . 8 Pete Fountain . . . Coral CRL 57282	
31		23. <b>BEN-HUR</b> . . . 18 Rome Symphony Orch./Savina . . . M-G-M IE1	
32		26. <b>RAY CHARLES IN PERSON</b> . . . 4 Atlantic LP 8039	
33		29. <b>FIRESIDE SING ALONG WITH MITCH</b> . . . 28 Mitch Miller . . . Columbia CL 1389	
34		39. <b>YOUNG AT HEART</b> . . . 2 Ray Conniff . . . Columbia CL 1489	
35		— <b>BYE, BYE BIRDIE</b> . . . 3 Original Cast . . . Columbia KOL 5510	
36		— <b>PROVOCATIVE PERCUSSION, VOL. I</b> . . . 2 Enoch Light and the Light Brigade Command RS 806	
37		— <b>SING A HYMN WITH ME</b> . . . 14 Tennessee Ernie Ford . . . Capitol TAO 1332	
38		25. <b>THIS IS DARIN</b> . . . 25 Bobby Darin . . . Atco LP 33-115	
39		33. <b>CONNIE'S GREATEST HITS</b> . . . 15 Connie Francis . . . M-G-M E 3793	
40		38. <b>HE'LL HAVE TO GO</b> . . . 11 Jim Reeves . . . RCA Victor LPM 2223	

## ESSENTIAL INVENTORY

(MONO ALBUMS)

on the charts 40 weeks or more

This Week	Last Week	Title, Artist, Label and Number	Weeks on Chart
1		1. <b>INSIDE SHELLEY BERMAN</b> , Verve MGV 15003 . . . . . 70	
2		2. <b>SOUTH PACIFIC</b> , Sound Track, RCA Victor LOC 1032 . . . . . 126	
3		5. <b>FROM THE HUNGRY I</b> , Kingston Trio, Capitol T 1107 . . . . . 80	
4		10. <b>BELAFONTE AT CARNEGIE HALL</b> , Harry Belafonte, RCA Victor LOC 6006 . . . . . 42	
5		3. <b>HEAVENLY</b> , Johnny Mathis, Columbia CL 1351 . . . . . 49	
6		6. <b>MY FAIR LADY</b> , Original Cast, Columbia OL 5090 . . . . . 229	
7		4. <b>HERE WE GO AGAIN</b> , Kingston Trio, Capitol T 1258 . . . . . 42	
8		— <b>PARTY SING ALONG WITH MITCH</b> , Mitch Miller, Columbia CL 1331 . . . . . 40	
9		8. <b>SING ALONG WITH MITCH</b> , Mitch Miller, Columbia CL 1160 111	
10		7. <b>SOUTH PACIFIC</b> , Original Cast, Columbia OL 4180 . . . . . 325	
11		9. <b>JOHNNY'S GREATEST HITS</b> , Johnny Mathis, Columbia CL 1133 . . . . . 121	
12		11. <b>KINGSTON TRIO AT LARGE</b> , Capitol T 1199 . . . . . 62	
13		18. <b>GIGI</b> , Sound Track, M-G-M 3641 ST . . . . . 112	
14		14. <b>OLDIES BUT GOODIES</b> , Assorted Artists, Original Sound 5-001 . . . . . 49	
15		17. <b>HYMNS</b> , Tennessee Ernie Ford, Capitol T 756 . . . . . 163	
16		12. <b>THE MUSIC MAN</b> , Original Cast, Capitol WAO 990 . . . . . 130	
17		15. <b>MORE SING ALONG WITH MITCH</b> , Mitch Miller, Columbia CL 1243 . . . . . 84	
18		16. <b>STILL MORE SING ALONG WITH MITCH</b> , Mitch Miller, Columbia CL 1283 . . . . . 64	
19		21. <b>MORE JOHNNY'S GREATEST HITS</b> , Johnny Mathis, Columbia CL 1344 . . . . . 57	
20		19. <b>COME DANCE WITH ME</b> , Frank Sinatra, Capitol T 1069 . . . . . 74	
21		13. <b>KINGSTON TRIO</b> , Capitol T 996 . . . . . 62	
22		20. <b>FILM ENCORES, VOL. I</b> , Mantovani, London LL 1700 . . . . . 126	
23		22. <b>GYPSY</b> , Original Cast, Columbia OL 5420 . . . . . 49	
24		24. <b>PORGY AND BESS</b> , Sound Track, Columbia OL 5410 . . . . . 56	
25		23. <b>FLOWER DRUM SONG</b> , Original Cast, Columbia OL 5350 . . . . . 69	

## STEREO ACTION ALBUMS --- on the charts 29 weeks or less

This Week	Last Week	Title, Artist, Label and Number	Weeks on Chart
1		1. <b>SOLD OUT</b> . . . 17 Kingston Trio . . . Capitol T 1352	
2		3. <b>THEME FROM A SUMMER PLACE</b> . . . 21 Billy Vaughn . . . Dot DLP 25276	
3		2. <b>MR. LUCKY</b> . . . 22 Henry Mancini . . . RCA Victor LSP 2198	
4		6. <b>GRAND CANYON SUITE</b> . . . 6 Morton Gould . . . RCA Victor LSC 2433	
5		— <b>STRING ALONG</b> . . . 1 Kingston Trio . . . Capitol ST 1407	
6		5. <b>CAN CAN</b> . . . 5 Sound Track . . . Capitol SW 1321	
7		4. <b>LANZA SINGS CARUSO—CARUSO FAVORITES</b> . 15 Mario Lanza-Enrico Caruso RCA Victor LSC 2393	
8		8. <b>NEW ORLEANS</b> . . . 26 Pete Fountain . . . Coral CRL 7-57282	
9		7. <b>BEN-HUR</b> . . . 14 Rome Symphony Orch./Savina . . . M-G-M IE1	
10		11. <b>FLOWER DRUM SONG</b> . . . 24 Original Cast . . . Columbia OS 2009	
11		10. <b>FAITHFULLY</b> . . . 29 Johnny Mathis . . . Columbia CL 8219	
12		12. <b>SENTIMENTAL SING ALONG WITH MITCH</b> . . . 5 Mitch Miller . . . Columbia CS 8251	
13		17. <b>CONTINENTAL ENCORES</b> . . . 27 Mantovani . . . London PS 147	
14		24. <b>CONNIFF MEETS BUTTERFIELD</b> . . . 28 Ray Conniff . . . Columbia CS 8155	
15		21. <b>MORE SING ALONG WITH MITCH</b> . . . 28 Mitch Miller . . . Columbia CS 8043	

This Week	Last Week	Title, Artist, Label and Number	Weeks on Chart
16		— <b>'S AWFUL NICE</b> . . . 21 Ray Conniff . . . Columbia CS 8001	
17		14. <b>LATIN A LA LEE</b> . . . 9 Peggy Lee . . . Capitol ST 1290	
18		15. <b>TILL</b> . . . 21 Roger Williams . . . Kapp KX 1081	
19		— <b>PERSUASIVE PERCUSSION, VOL. II</b> . . . 1 Terry Snyder and the All Stars Command RS 808 SD	
20		9. <b>PORGY AND BESS</b> . . . 27 Sound Track . . . Columbia OS 2016	
21		20. <b>THIS IS DARIN</b> . . . 16 Bobby Darin . . . Atco SC 115	
22		22. <b>IT'S THE TALK OF THE TOWN</b> . . . 17 Ray Conniff . . . Columbia CS 8143	
23		28. <b>NEARER THE CROSS</b> . . . 28 Tennessee Ernie Ford . . . Capitol ST 1005	
24		18. <b>ONLY THE LONELY</b> . . . 28 Frank Sinatra . . . Capitol SW 1053	
25		19. <b>KINGSTON TRIO</b> . . . 23 Capitol ST 996	
26		23. <b>FIORIELLO!</b> . . . 28 Original Cast . . . Capitol SWAO 1321	
27		25. <b>GUNFIGHTER BALLADS AND TRAIL SONGS</b> . . 28 Marty Robbins . . . Columbia CS 8158	
28		27. <b>LET'S DANCE AGAIN</b> . . . 23 David Carroll . . . Mercury SR 60152	
29		— <b>NEAR YOU</b> . . . 28 Roger Williams . . . Kapp KS 1112	
30		26. <b>BILLY VAUGHN PLAYS MILLION SELLERS</b> . . 25 Dot DLP 25119	

## ESSENTIAL INVENTORY

(STEREO ALBUMS)

on the charts 30 weeks or more

This Week	Last Week	Title, Artist, Label and Number	Weeks on Chart
1		1. <b>PERSUASIVE PERCUSSION, VOL. I</b> , Terry Snyder and the All Stars, Command RS 800 SD . . . . . 31	
2		2. <b>SOUND OF MUSIC</b> , Original Cast, Columbia KOS 2020 . . . . . 33	
3		3. <b>SOUTH PACIFIC</b> , Sound Track, RCA Victor LSO 1032 . . . . . 66	
4		4. <b>PROVOCATIVE PERCUSSION, VOL. I</b> , Enoch Light and the Light Brigade, Command RS 806 SD . . . . . 31	
5		5. <b>MY FAIR LADY</b> , Original Cast, Columbia OS 2015 . . . . . 66	
6		7. <b>HERE WE GO AGAIN</b> , Kingston Trio, Capitol ST 1258 . . . . . 42	
7		9. <b>HEAVENLY</b> , Johnny Mathis, Columbia CS 8152 . . . . . 48	
8		6. <b>BELAFONTE AT CARNEGIE HALL</b> , Harry Belafonte, RCA Victor LSO 6006 . . . . . 40	
9		20. <b>TABOO IN HI FI</b> , Arthur Lyman, Hi Fi SR 806 . . . . . 36	
10		8. <b>GIGI</b> , Sound Track, M-G-M SE 3461 ST . . . . . 66	
11		13. <b>BLUE HAWAII</b> , Billy Vaughn, Dot DLP 25165 . . . . . 47	
12		16. <b>KING AND I</b> , Sound Track, Capitol SW 740 . . . . . 53	
13		— <b>TCHAIKOVSKY: 1812 OVERTURE/RAVEL: BOLERO</b> , Morton Gould, RCA Victor LSC 2345 . . . . . 30	
14		15. <b>SING ALONG WITH MITCH</b> , Mitch Miller, Columbia CS 8043 . . . . . 37	
15		10. <b>KINGSTON TRIO AT LARGE</b> , Capitol ST 1199 . . . . . 51	
16		14. <b>TCHAIKOVSKY: PIANO CONCERTO NO. 1</b> , Van Cliburn, RCA Victor LSC 2252 . . . . . 54	
17		11. <b>COME DANCE WITH ME</b> , Frank Sinatra, Capitol SW 1069 . . . . . 66	
18		18. <b>EXOTICA, VOL. I</b> , Marlin Denny, Liberty LST 7034 . . . . . 31	
19		— <b>STILL MORE SING ALONG WITH MITCH</b> , Mitch Miller, Columbia CS 8009 . . . . . 30	
20		12. <b>MUSIC MAN</b> , Original Cast, Capitol SWAO 990 . . . . . 55	

BEST SELLING STEREOALBUMS LP'S



BASED  
ON SALES

# IN STORES & RACKS

BEST SELLING  
CLASSICAL ALBUMS

## MONOPHONIC CLASSICAL ALBUMS

- LANZA SINGS CARUSO—CARUSO FAVORITES**  
Mario Lanza-Enrico Caruso, RCA Victor LM 2393
- RODGERS: VICTORY AT SEA, VOL. 1**  
RCA Victor Symphony Orchestra, (Bennett), RCA Victor LM 1779
- GROFE: GRAND CANYON SUITE** . . . . . Morton Gould, RCA Victor LM 2433
- TCHAIKOVSKY: 1812 OVERTURE; CAPRICCIO ITALIEN**  
Minneapolis Symphony Orchestra (Dorati), Mercury MG 50054
- SIXTY YEARS OF MUSIC AMERICA LOVES BEST**  
Assorted Artists, RCA Victor LM 6074
- SCHUMANN: CONCERTO IN A MINOR** . . . . . Van Cliburn, RCA Victor LM 2455
- TCHAIKOVSKY: PIANO CONCERTO NO. 1**  
Van Cliburn, Orchestra directed by Kiril Kondrashin, RCA Victor LM 2252
- RODGERS: VICTORY AT SEA, VOL. 2**  
RCA Victor Symphony Orchestra (Bennett), RCA Victor LM 2226
- TCHAIKOVSKY: 1812 OVERTURE; RAVEL: BOLERO**  
Morton Gould Orchestra, RCA Victor LM 2345
- RACHMANINOFF: PIANO CONCERTO NO. 3**  
Van Cliburn, Symphony of the Air, (Kondrashin), RCA Victor LM 2355

## STEREOPHONIC CLASSICAL ALBUMS

- TCHAIKOVSKY: PIANO CONCERTO NO. 1**  
Van Cliburn, Orchestra directed by Kiril Kondrashin, RCA Victor LSC 2252
- RODGERS: VICTORY AT SEA, VOL. 1**  
RCA Victor Symphony Orchestra, (Bennett), RCA Victor LSC 2335
- GROFE: GRAND CANYON SUITE** . . . . . Morton Gould, RCA Victor LSC 2433
- TCHAIKOVSKY: 1812 OVERTURE; CAPRICCIO ITALIEN**  
Minneapolis Symphony Orchestra (Dorati), Mercury SR 90054
- LANZA SINGS CARUSO—CARUSO FAVORITES**  
Mario Lanza-Enrico Caruso, RCA Victor LSC 2393
- TCHAIKOVSKY: 1812 OVERTURE; RAVEL: BOLERO**  
Morton Gould Orchestra, RCA Victor LSC 2345
- SCHUMANN: CONCERTO IN A MINOR** . . . . . Van Cliburn, RCA Victor LSC 2455
- RACHMANINOFF: PIANO CONCERTO NO. 3**  
Van Cliburn, Symphony of the Air (Kondrashin), RCA Victor LSC 2355
- OFFENBACH: GAITE PARISIENNE; KHATCHATURIAN: GAYNE BALLET SUITE**  
Boston Pops (Fiedler), RCA Victor LSC 2267
- GROFE: GRAND CANYON SUITE**  
The Philadelphia Orchestra (Ormandy), Columbia MS 6003

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

### MONOPHONIC

- Soul of Spain, Vol. 1**  
101 Strings . . . . . Somerset P 6600
- 101 Years of Familiar Songs**  
101 Strings . . . . . Somerset 2 RS
- Good Housekeeping Reducing Off the Record**  
 . . . . . Harmony HL 7143
- Soul of Spain, Vol. 2**  
101 Strings . . . . . Somerset P 9900
- Perry Como Sings Just for You**  
 . . . . . RCA Camden CAL 440
- Huckleberry Hound**  
Daws Butler and Don Messick . . . . . Colpix CP 202
- Concerto Under the Stars**  
101 Strings . . . . . Somerset P 6700
- Ebb Tide**  
Frank Chacksfield . . . . . Richmond M 20078
- 101 Strings Play the Blues**  
101 Strings . . . . . Somerset P 5800
- You Do Something to Me**  
Mario Lanza . . . . . RCA Camden CAL 450

### STEREOPHONIC

- Soul of Spain, Vol. 1**  
101 Strings . . . . . Stereo Fidelity SF 6600
- 101 Years of Familiar Songs**  
101 Strings . . . . . Stereo Fidelity 2 RS
- 101 Strings Play the Blues**  
 . . . . . Stereo Fidelity SF 5800
- Ebb Tide**  
Frank Chacksfield . . . . . Richmond S 30078
- Concerto Under the Stars**  
101 Strings . . . . . Stereo Fidelity SF 6700
- Soul of Spain, Vol. 2**  
101 Strings . . . . . Stereo Fidelity SF 9900
- Hawaii in Stereo**  
Leo Addeo Ork . . . . . RCA Camden CAS 510
- East of Suez**  
101 Strings . . . . . Stereo Fidelity SF 11200
- Silver Screen**  
101 Strings . . . . . Stereo Fidelity SF 7000
- The Music Man**  
Various Artists . . . . . Lion SL 70091

BEST SELLING  
POP EP'S

- Sing Along With Mitch**  
Mitch Miller . . . . . Columbia EPB 11601
- He'll Have to Go**  
Jim Reeves . . . . . RCA Victor EPA 4357
- More Songs by Ricky**  
Ricky Nelson . . . . . Imperial EP 1-9122
- Hymns**  
Tennessee Ernie Ford . . . . . Capitol EAP 1-1818
- Nearer the Cross**  
Tennessee Ernie Ford . . . . . Capitol EAP 1-1005
- For the First Time**  
Mario Lanza . . . . . RCA Victor EPA 4344
- Because They're Young**  
Duane Eddy . . . . . Jamie J-304
- Faithfully**  
Johnny Mathis . . . . . Columbia EPB 14221
- Spirituals**  
Tennessee Ernie Ford . . . . . Capitol EAP 1-818
- Kingston Trio at Large**  
 . . . . . Capitol EAP 1199

## Reviews of THIS WEEK'S LP'S

### SPOTLIGHT WINNERS OF THE WEEK

The pick of the new releases:

Strongest sales potential of all albums reviewed this week.

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

### Pop

#### JAYE P. MORGAN UP NORTH M-G-M E 3830

#### JAYE P. MORGAN DOWN SOUTH

**M-G-M E 3867**—When the centennial of the Civil War arrives next April, there will be plenty of nostalgia for the blues and the gray. But Jaye P. Morgan has gotten off to a fast start with these two albums which partially hark back to the music of last century, but also include plenty from today, identified with or about the places above or below the Mason-Dixie line, respectively. The chirper does a class job with songs of every type and gets fine backing from the Ray Ellis ork. Period piece jacket photos will appeal to Northern or Southern buffs, but Morgan fans in both sections probably will want both of these sets.

#### THE SWINGIN' EYE

**Si Zentner Ork. Liberty LST 7166 (Stereo & Monaural)**—The Zentner ork's previous issues, "A Thinking Man's Band" and "Suddenly It's Swing" established the group as one of the swiftest big bands extant. That reputation should be helped by this new collection, which again is blessed with arrangements which are outstanding, whether for dancing or listening. The band's musicianship and the sheer quality of the sound it produces is something to admire, whether it pours on the heat as in the title opus, or takes a more sentimental view, as in "There's No You." Good air play here.

### Classical

#### BACH: KEYBOARD CONCERTI, VOL. 1 & 2

**Paul Badura-Skoda-Joerg Demus, Westminster XWN 18925, XWN 18926**—The combination of Paul Badura-Skoda and Joerg Demus on tour together last season was a huge success. This recording, which features their excellent work together on six Bach Keyboard Concerti, should be a steady seller for those who saw the pair on tour, as well as the many who couldn't. The Bach compositions for pianos include the Keyboard Concerto in D Minor, the E Major Keyboard Concerto, and the Two-Keyboard Concerti in C Major.

### Jazz

#### SHELLY MANNE AND HIS MEN AT THE BLACK HAWK, VOLUME I

**Contemporary M 3577**—This album was recorded live at San Francisco's Black Hawk in September of 1959, and it adds up to a most satisfying jazz recording. The group displays a spontaneity often missing in jazz albums and the musicianship is of a high caliber. The men in the group in addition to Shelly Manne, include Joe Gordon, Richie Kamica, Monty Budwig and Vic Feldman. Tunes run a good length, giving each man a chance to solo. They include "Summertime," "Poinciana" and "Blue Daniel." Strong jazz set here.

#### MAKE EVERYBODY HAPPY

**MJT Plus Three. Vee Jay LP 3008**—This youthful group seems to have grown up into a sure and skilled unit, and to have found its idiom. Their new disk gives proof positive of originality as well as ability, and shows that trumpeter Willie Thomas and alto man Frank Strozier know their way around their instruments individually and in unison. With piano, bass and drums rounding out the group, they flash homogeneity and zest on such selections as "The Trolley Song," "Don't Get Around Much Any More," "My Buddy," "Love Letter" and three others. Attractive color shot of a pretty gal was "Album Cover of the Week" last week.

## SPECIAL MERIT SPOTLIGHTS

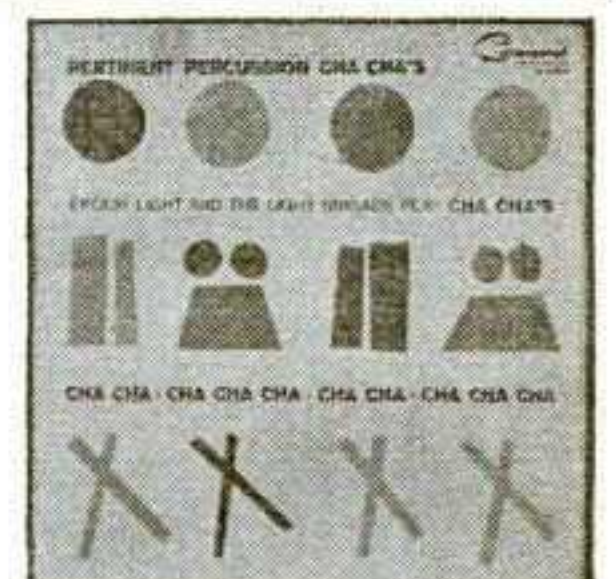
The following albums have been picked for outstanding merit in their various categories because, in the opinion of The Billboard Music Staff, they deserve exposure.

### Latin

#### FIESTA A LA KING

**The Pete King Chorale. Kapp D 1197**—A class package of its type. The chorale, and the orchestral backgrounds, capture the *(Continued on page 28)*

### ALBUM COVER OF THE WEEK



**PERTINENT PERCUSSION CHA-CHA'S** — Enoch Light and the Light Brigade, Command R9 33-814. More brilliant cover art from Gerry Olin. This time designs are in hot pinks and bold gold placed on a white background. Excellent display item.




**THUFFERIN THUCCOTASH!**  
 You haven't ordered my LP record album "SCHNAPPSIE" CSH 7001? Just released by CHANCELLOR'S SEA HORSE RECORDS FOR CHILDREN. Distributed by AM-PAR RECORD CORP. Stock up on this one. It's guaranteed to have built-in child appeal. From the four-color cover to the 15-inch FREE SCHNAPPSIE given with every album, it's QUALITY PLUS!



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**NAVY**

## SPECIAL MERIT SPOTLIGHTS

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

Continued from page 27

sensuous rhythmic and melodic charm of the Latin standards. "Say Si Si," "South American Way," "Tico Tico," are typical material. A colorful cover is another asset to the dealer. Retailers and deejays should have no hesitancy in pushing this one.

**Classical**

**IGNACE JAN PADEREWSKI AT THE PIANO**

**Distinguished HF 101**—One of the remarkable engineering feats of the year makes the sound of this collection appear fresh, instead of more than two decades old. As a documentary souvenir of the late great statesman-pianist, this set will have much interest, even tho the recording obviously were made well past his prime. Contents include Beethoven's "Moonlight Sonata," Liszt's "Hungarian Rhapsody No. 2," Chopin's "Waltz in A Flat, Op. 42" and "Polonaise in A, Op. 40, No. 1," and the pianist's own famed "Minuet." These performances are not otherwise available.

**Spoken Word**

**SHAKESPEARE: ROMEO & JULIET; CORIOLANUS (4-12')**

**Eamonn Andrews Studios. Spoken World SW A 16 & 17**—The two latest issues in the monumental effort of this extraordinary Irish theater company are "Romeo and Juliet" and "Coriolanus," in what apparently will eventually provide the Bard's complete works on wax. The recordings, made in Dublin, continue the practice of providing full, unedited dialog, rather than the truncated versions elsewhere available. The direction by Anew McMaster and W. Bridges-Adams, respectively, bring out the humor as well as drama of the great works. Must for schools, and for leading dealers near universities.

★★★★

**VERY STRONG SALES POTENTIAL**

**POPULAR ★★★★★**

**★★★★ SWEET AND SPANISH**  
 Lourdes, Mercury SR 60229 (Stereo & Monaural)—Lourdes, otherwise known as the wife of Merc a.k.t. man, Clyde Otis, recently had an impressive single released,

which was a Billboard deejay Spotlight. Here's a whole collection of similarly handled material, most of it with a romantic, Latin-American flavor. The gal, a native of the Dominican Republic, has much warmth and individualistic style and she is assisted by fine ork backing. She's likely to be heard from with this, especially from mood deejay segs.

**★★★★ SWING ALONG WITH THE SINGIN' 30'S**

The Johnny Mann Singers. Liberty LST 7156 (Stereo & Monaural)—A great collection of tunes from a couple of decades ago are dressed up with a catchy beat and given enthusiastic performances by the Johnny Mann Singers. Effective arrangements heighten the benefits of stereo, and contribute to making this one of the top choral collections of the season. Top outings include "East of the Sun," "Moon-glow," "I Got Rhythm," "The Very Thought of You" and "It's the Talk of the Town."

**★★★★ CAMPFIRE SONGS**

Richard Hayman and His Ork. Mercury SR 60169 (Stereo & Monaural)—A well-produced package—good performance and sound, plus material which conveys the mood. There's a bunch of great Western standards here, such as "The Last Round-up," "Tumbling Tumbleweeds," "Riders in the Sky," etc. Hayman, with harmonica, orchestra and chorus has arranged very well.

**★★★★ HALEY'S JUKE BOX**

Bill Haley and His Comets. Warner Bros. WS 1391 (Stereo & Monaural)—Haley, the great rocker, is recognized by the cogniscenti as a fine hand with a country song. In fact, it is his first love. Here he does a bundle of great country hits, many of which had big pop sales, such as "Singing the Blues," "Cold, Cold Heart," "Detour," etc. This is a song vein Haley should never get away from.

**★★★★ THANK HEAVEN FOR GIRLS, GIRLS, GIRLS**

Maurice Chevalier. M-G-M E 3835—One of the truly great showmen of the era gets a chance to unlimber on a flock of pop standards, all of them associated with girls' names. Chevalier, with sprightly ork assistance by Ray Ellis, sounds very much at home with "Cecilia," "If You Knew Susie," "Miss Annabelle Lee," etc. Extremely clever cover work will help sell the package, too.

**CLASSICAL ★★★★★**

**★★★★ VERDI: IL TROVATORE**

Rome Symphony Orchestra (Savino). Kapp KCL 9947—Music lovers who prefer their opera in instrumental form have found that Kapp's "Opera Without Words" series is made to order for them. While many of the principal operas have already been covered, "Il Trovatore" was one of several still to be done, and its release, as performed by the Rome Symphony under Savino's baton, offers a tasteful, romantic interpretation of Verdi's lovely music.

**JAZZ ★★★★★**

**★★★★ LUCKEY AND THE LION—HARLEM PIANO**

Lucky Roberts and Willie (The Lion) Smith. Good Time Jazz M 12035—Fine, entertaining stride piano work by two of the best practitioners of the art, Willie (The Lion) Smith, and Luckey Roberts. The latter, called by many the dean of the school of Harlem piano, shows off the best of little-recorded piano styling here, and Smith is at his most effervescent. Robert's tunes are all his own, including "Nothin'" and "Spanish Fandango," while Smith includes a few standards as well as originals. A strong set for collectors.

**★★★★ CRAZY BABY**

Jimmy Smith. Blue Note 4030—Jimmy Smith again comes thru with some fine, mellow organ work on this new waxing for the label. He is heard here performing a group of pop items, folk tunes and jazz classics, with taste and musicianship. Selections include "When Johnny Comes Marching Home," "Mack the Knife," "A Night in Tunisia" and "Makin' Whoopee."

**★★★★ MORE PARTY TIME**

Arnett Cobb. Prestige 7175—Cobb's tenor sax is heard here with a modern rhythm section, and the result is arresting. Arnett really swings. The performances are full of blues feeling. Six sides in all, including "Lover Come Back to Me," "Blue Lou," "Down by the Riverside." Dealers should also point out to jazz aficionados the fine musicianship in the group, listed on the back cover.

**★★★★ DICK MORGAN AT THE SHOWBOAT**

Riverside RLP 329—Dick Morgan is a new piano man, discovered in Washington by Cannonball Adderley and, in fact, this disk date was done as one of a series known as "Cannonball Presentations." Morgan is a live, lithe, keyboarder full of vitality, drive and funk, with a sound not at all unlike that of Oscar Peterson. He gets a Class A assist from Keter Betts on bass and Bertell Knox on drums. Eight numbers include a couple of originals and a brace of standards, well improvised. Morgan can make a mark.

**★★★★ COLEMAN HAWKINS ALL STARS**

Featuring Joe Thomas and Vic Dickenson. Prestige 5VLP 2005—Some real pros get together here on an enthuased, gutsy meeting. None of these boys are neophytes but they've succeeded in bridging the gap between an older generation and a good modern sound to anybody's satisfaction. The veteran Hawkins sounds particularly good in this six-man group, which in addition to Thomas, trumpet, and Dickenson, trombone, also features Tommy Flanagan, Osie Johnson and Wendell Marshall. Five numbers, including some originals, are featured.

**SACRED ★★★★★**

**★★★★ COUNTRY CHURCH TIME**

George Jones. Mercury MG 20462—Good wax for the Bible Belt and the country gospel market. George Jones performs a group of his own songs of faith that all have a distinctive and infectious flavor. He sings them with sincerity and meaning and backs himself on guitar as well. Tunes include "Will the Circle Be Unbroken," "Cup of Loneliness," and "The Good Old Bible."

**SPECIALTY ★★★★★**

**★★★★ THE REPUBLICAN RECORD**

The Grand Old Partygoers. Current Personalities CP 1—Political satire on disks paid off handsomely with "The Investigator," and this item could also make it big in the heat of an election campaign where no holds will be barred. It takes some wicked swings at candidate Nixon in songs and sketches, even using taped excerpts from his own speeches to make things hot. GOP fans may cry foul but Democrats will love it. Performances, tho no great shakes, are good enough for the job at hand. Colorful cover sells hard with titles of the material, such as "Bring Back My Checkers to Me," "Platform, Pap, and Platitudes," and "Keynote Address at the \$100,000-a-Plate Harding Day Dinner." Could be dangerous.

★★★  
**GOOD SALES POTENTIAL**

**POPULAR ★★★★★**

**★★★★ THE ORIGINAL JAZZ SCORE FROM SHOTGUN SLADE**


Stanley Wilson and his Orchestra. (Mercury SR 60235 (Stereo & Monaural)—This album contains the music from the current highly rated TV show, "Shotgun Slade." Altho the TV show is a Western, the music is much more closely allied to current

(Continued on page 30)

*101 Strings*

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**ALL YEAR**

You'll love it next May as much as you'll love it in September—Billboard's easy-to-use directory of the 1961 phonos, published September 19. It will have complete information on all models of all 1961 phono lines manufactured in the U. S.—providing a wealth of practical material that tells dealers how to make the most of the outstanding sales and profit opportunities offered by today's phono equipment.

The Billboard **PHONO DIRECTORY ISSUE**

ISSUE DATE: SEPT. 19  
 AD CLOSING: SEPT. 14







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



LP 1019—You're Looking Good by Dee Clark. Featuring the album's title song, now 81 in The Billboard; 100 in Cash Box; 76 in Music Reporter; 41 in Music Vendor.



LP 1020—The Blues—by such hits as Priscilla Bowman's Hands Off; You Can Make It If You Try (Gene Allison); the current Baby, What You Want Me to Do (J. B. Lenoir) and others equally great.



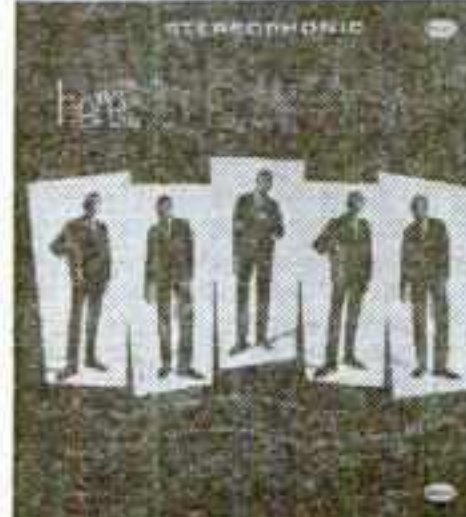
LP 1023—Travelin' by John Lee Hooker. Winner of 1960 Down Beat Intl. Critics Poll in both jazz and folk categories, singing his chart-maker, No Shoes.



LP 3006—Introducing Wayne Shorter. After a single hearing, tenor star Wayne Shorter no longer requires the intro. Another new talent winner in the Down Beat poll, 1960\*



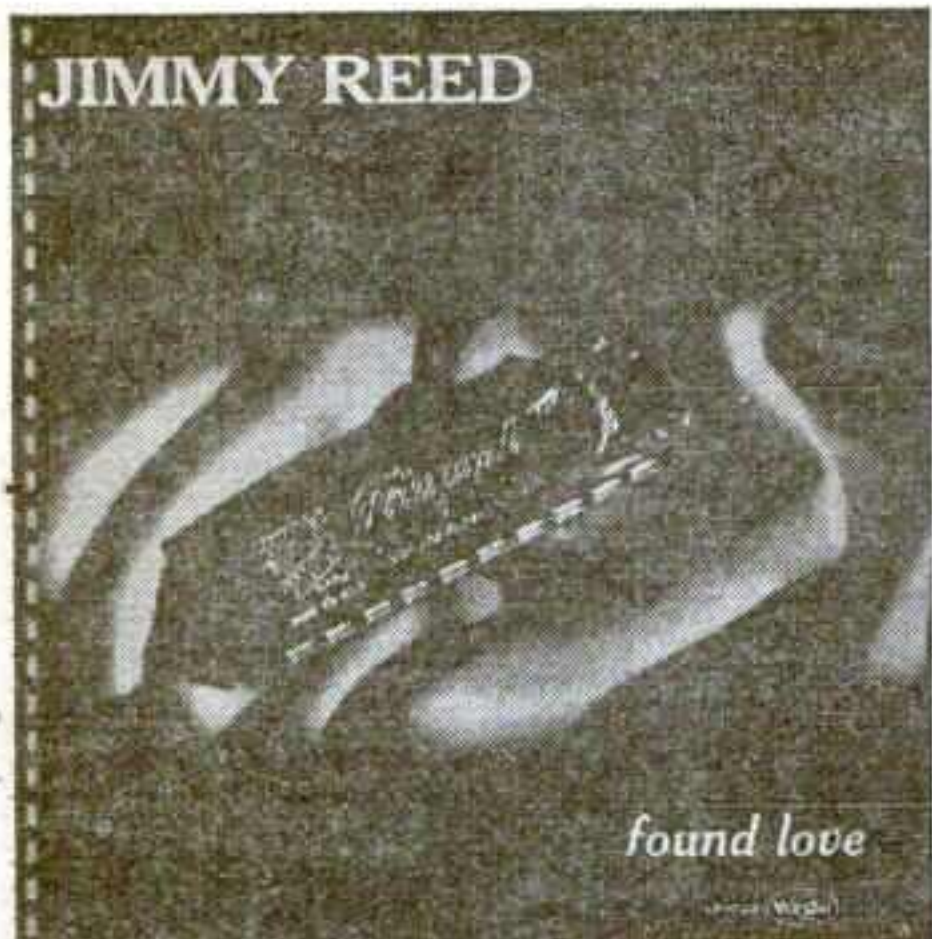
LP 1024—The Spaniels Hear them sing I Know, now high on the charts in The Billboard plus 11 other fine standards.



LP 3007—Here's Lee Morgan. Featured trumpet with Art Blakey's Jazz Messenger in an LP performance that indicates why he was a winner in Down Beat's Intl. Jazz Critics poll.\*



LP 3009—Dixie on the Rocks by Dave Remington and his Dixie Six. The second album by America's most scintillating two-beat group in startling audiodynamics.\*



LP 1022—Found Love by Jimmy Reed. Already No. 50 in Cash Box and 48 in Music Vendor LP charts, contains his new single, Hush Hush and such recent hits as Found Love and Baby, What You Want Me to Do.



LP 3011—Kelly at Midnite by Wynton Kelly. Follow-up to LP 1016, Kelly Great. Kelly, pianist with Miles Davis, was picked 1960 winner in Down Beat's Intl. Jazz Critics poll for new talent.\*



LP 3012—First Bassman by Paul Chambers. Aply titled, for Miles Davis' bassman was a winner in Down Beat's Intl. Jazz Critics' voting.\*



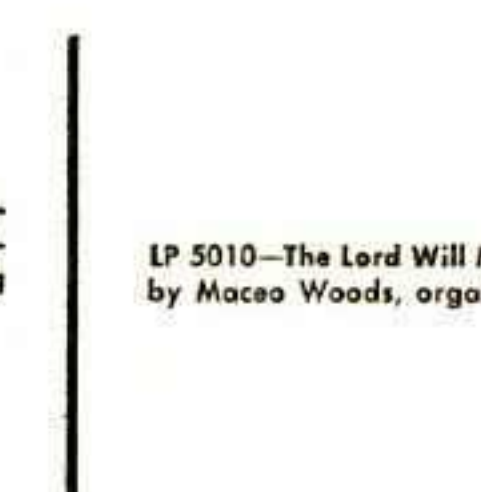
LP 5006—Singing in My Soul by the Swan Silvertones.



LP 3008—Make Everybody Happy by the MJB plus 3. Picked in Cash Box and a cover award winner in The Billboard, this is the second exciting release by this great jazz group.\*



LP 5008—Will the Circle Be Unbroken by The Staple Singers. Including the title song, a best selling sacred record currently.



LP 5010—The Lord Will Make a Way by Maceo Woods, organist.

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OLD FAVORITES Rock & Roll All Stars	LP 100	WALTER PERKINS' MJT + 3 MJT + 3	LP 1013 SR 1013
DANCEABLE DIXIELAND Dave Remington and his Dixie Six	LP 101	GO Paul Chambers	LP 1014 SR 1014
CRAZY LITTLE MAMA The Eldoradoes	LP 1001	BILL HENDERSON Bill Henderson	LP 1015 SR 1015
GOODNITE IT'S TIME TO GO The Spaniels	LP 1002	KELLY GREAT Wynton Kelly	LP 1016 SR 1016
WE BRING YOU LOVE Sarah McLawler and Richard Otto	LP 1003 SR 1003	DEE CLARK Dee Clark	LP 1024 SR 1024
I'M JIMMY REED Jimmy Reed	LP 1004	JERRY BUTLER ESQ. Jerry Butler	LP 1027
THE SWINGIN'EST—Benny Green, Gene Ammons, Frank Wes, Nat Adderley, et al	LP 1005 SR 1005	HOW ABOUT THAT Dee Clark	LP 1028
WE BRING YOU SWING Sarah McLawler and Richard Otto	LP 1006 SR 1006	UNCLOUDY DAY The Staple Singers	LP 5000
I'M JOHN LEE HOOKER John Lee Hooker	LP 1007	AMAZING GRACE Maceo Woods at the Organ	LP 5001
ROCKIN' WITH REED Jimmy Reed	LP 1008	THE HARMONIZING FOUR The Harmonizing Four	LP 5002
GENE ALLISON Gene Allison	LP 1009	THE SWAN SILVERTONES The Swan Silvertones	LP 5003
OH WHAT A NITE The Dells	LP 1010	THE ORIGINAL FIVE BLIND BOYS The Original Five Blind Boys	LP 5004
WADE FLEMMONS Wade Flemmons	LP 1011	THE HIGHWAY QCs The Highway QCs	LP 5005

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**HEAR EVEREST**

YOUR TICKET TO SALES RESULTS—THE ADVERTISING COLUMNS OF THE BILLBOARD!

**Reviews and Ratings of New Albums**

Continued from page 28

"private eye" type, jazz-oriented music than to the old-fashioned Western ditties. It makes for good listening though it doesn't have the same melodic appeal of the "Mr. Lucky" or the "Peter Gunn" material.

\*\*\* A REAL SWINGIN' AFFAIR  
Tommy Watt and his Big Swingin' Band. King 2012—Album is one of King's new international series, and was recorded in London. Watt has a swinging big band, with danceable arrangements. "Won't You Come Home, Bill Bailey," "The Moon Was Yellow," "Easy Street" are typical.

\*\*\* SENTIMENTAL JOURNEY TO SEE MY LOVE  
Dennis Lotis. King 2007—Dennis Lotis, South African-born British artist, has a robust style for ballads—a big voice with timbre. He sings a dozen here, such as "Sentimental Journey," "May I," "As Time Goes By," etc. Very pleasant indeed, without gimmicks. This is one of the new King International series.

\*\*\* FRENCH CORN—CHARLESTON STYLE  
Various Artists. King 2004—This captures the flavor of the music of the '20's, with ricky-tick saxes and banjos and wa-wa trumpets, recorded in Paris by a large band. "The Shimmy," "Ain't She Sweet" and "Swanee" are typical.

\*\*\* CREAM OF THE CROP  
Various Artists. Epic LN 3701—This album contains single records previously re-

leased on the label that attained hit status, or at least almost so. The biggest sides feature the original Johnnie Ray waxings of "Cry" and "Little White Cloud That Cried." Other artists featured are Roy Hamilton, Sal Mineo, Somethin' Smith and the Redheads, Chuck Willis, the Four Coins and Brook Benton. Many of the disks seem rather faded today.

\*\*\* THE BAND THAT MAKES THE PARTY  
Frankie Masters and his Ork. Mercury SR 60182 (Stereo & Monaural)—The Frankie Masters ork is still one of the big dance bands thru the Midwest territory. On this album the vet ork leader displays the band's pleasant, bouncy, dance sound on a group of familiar tunes ranging from "Stardust" to "Indian Summer," and including a medley or songs popular during the pre-World War II years. Easy listening, and appealing to the ork's fans.

\*\*\* SONGS OF THE MATADORS  
CARLO RAMIREZ. Kapp KL 1195—This album, dealing with the bull-fight scene, was recorded in Mexico and has the authentic sound and flavor of the corrido. The songs tell in saga style of the torreadors and matadors, of their triumphs and failures. The selections are sung with much intensity by Carlos Ramirez, and the band is directed by Chucho Zarzosa. Good wax for the aficionados.

\*\*\* THE HI-LO'S ON HAND  
Kapp KL 1194—The Hi-Lo's usual ingredients of exceptional yet off-beat harmonizing, spiced with good spirits and humor and a generally ingratiating approach to their program, all are in evidence on their latest. They range thru romantic, novelty and rhythm selections with equal facility. Worthy of special note are "Clap Yo' Hands," "Lulu's Back in Town," "April Snow" and "The Touch of Your Lips." Jocks will find some good plays here. This set was formerly out on the now defunct Starlite label.

\*\*\* LONELY WEEKENDS  
Charlie Rich. Phillips PLP 1970—Young Rich has ridden the charts many, many weeks with his "Lonely Weekends" hit and he's had action on other singles as well. The lad has a basic, good-rockin' style that set him apart from many of the more or less Presley-derived artists, and in this col-

lection of tunes, "C. C. Rider," "Gonna Be Waitin'," "Rebound," etc., he shows he had plenty of style in his own rights. The boy can make new friends with this set. Good cover photo of the chanter.

\*\*\* MURDER, INC.  
Sarah Vaughan. Can-American CALP 1003—A rather impressive screen score with background clefied by Frank DeVol and songs by George Weiss. The instrumental components are often brittle and crackling, as suggested by the title, but there are also softer moments, as those in two bands which features vocals by Sarah Vaughan, one of the stars in the pic. Mai Britt also appears, with dance chorus, in a typical chorus girl '20's vocal number, "Hey! Mister." Good contrast, good listening and good recording. Should do some business.

\*\*\* HOW TO GET THE MOST OUT OF YOUR STEREO  
Warner Bros. XS 1400 (Stereo & Monaural)—Here's a group of selected material from the Warner catalog, which is packaged to show different types of good stereo reproduction. For example, there is the big studio ork, the big band, the trio instrumental sound, and that of the "Mighty Wurlitzer," to choose from here. All are designed to bring out the ultimate in varied stereo effects. The gal on the cover, with twin ends of stethoscope coming out of her ears, forms a sort of diverting, double entendre intro to the package.

\*\*\* INTERNATIONAL \*\*\*  
\*\*\* I REMEMBER GERMANY VOL. VI  
Fiesta FLPS 1275 (Stereo & Monaural)—A restful, listenable production of German popular and folk type songs, in nicely varied tempos. Performances highlight a soft-sounding, mixed chorus, which might qualify as the Ray Charles Singers of Germany. Six tunes are done against imaginatively scored backgrounds for a limited size ensemble. Easy listening wax for this specialized market.

\*\*\* SHOLOM ALEICHEM: "IF I WERE ROTHSCHILD" AND JEWISH FOLK SONGS  
Various Artists. Monitor MF 332—A delightful album containing Jewish folk songs and a complete recitation of Sholom Aleichem's tale "If I Were Rothschild." The singers include E. Horowitz, and M. Alexandrovich. The narrator on the story is E. Kaminka. Tunes are performed in Yiddish. Could get attention in big city markets.

\*\*\* I REMEMBER PARIS, VOL. II  
Armand Migiani and his Orchestra. Fiesta FLP 1277—This album is the second volume in a series dedicated to Paris. It contains such well-known Parisian tunes as "Madoiselle de Paris," "La Vie En Rose," and "Pigale." The album was recorded in Europe and features the Armand Migiani ork, plus vocalists. Cover is attractive.

\*\*\* MORE OF RANDY  
Randy Carlos and his Orchestra. Fiesta FLPS 1281 (Stereo & Monaural)—Authentic cha chas, merengues and mambos. Material is extremely danceable. Colorful cover is an additional asset. Demonstrate this to buyers looking for toe-tickling Latin dance material.

\*\*\* JAZZ \*\*\*  
\*\*\* LOVE LOCKED OUT  
Bev Kelly. Riverside RLP 328—The youthful Miss Kelly has developed her main following in Chicago, where she has sung at some of the more prominent jazz bistros. She shows a tight, controlled style which will please many but not all, while her attack, mannerisms and phrasing will remind some, in spots, of Billie Holiday. Some of her best are "My Ship," "Gloomy Sunday" and the Ray Noble song which gave its title to this collection.

\*\*\* GLIDE ON  
Bill Jennings with Jack McDuff. Prestige 7177—Bill Jennings is a southpaw jazz guitarist who uses an attack that smacks of sax phrasing. The results are certainly unique and should interest jazz fans. Jennings has the backing of drums, bass, organ or piano and vibes or a second guitar. Jack McDuff provides a neat and clean-cut support effort on organ except for one band, on which he switches to piano. The best-known effort (and only standard) on the disk is "There Will Never Be Another You."

\*\*\* WAYNE SHORTER  
Vee Jay LP 3006—Wayne Shorter is a young tenor man who has recently been featured with the Art Blakey Jazz Messengers. He is in the modern, hard bop tradition, somewhat in the style of John Coltrane, but also close to Jackie McLean. He shows off his tenor work here in good fashion, altho what he plays is not outstanding. Selections include many of his own originals plus "Mack the Knife."

\*\*\* "FANTASTIC" FRANK STROZIER  
Vee Jay LP 3005—Strozier is one of the younger jazz personalities, and he has a wealth of talent. His alto technique has a forthright attack, with facility and soul. In addition, he's a writer, and some of his originals are here, including "A Starling's Theme" and "Runnin'." Dealer should demonstrate the album to jazz-minded buyers.

\*\*\* CRY—TENDER  
Yusef Lateef. Prestige-New Jazz 8234—Lateef, a student in the use of Eastern influences in jazz, displays this talent here.

He plays the tenor sax, flute and oboe with a group of fine musicians. The sounds are fresh and unusual, even tho this package is more conventional than his other work on this label.

\*\*\* THE MUSIC OF LERNER AND LOEWE IN LATIN FASHION  
Bobby Montez and His Quintet. GNP 46—On one side the Montez Quintet does tunes from "My Fair Lady" and on the other from "Gigi." The rhythms are crisp and clean, with Montez often playing piano or vibes. Well-recorded. In its category, a good buy.

\*\*\* SWINGIN' WITH PEE WEE  
Pee Wee Russell with Buck Clayton. Prestige-Swingville 2008—Two well-known traditionalist cats get together for a good, old-fashioned blowing session. The boys, with rhythm backing, have selected evergreens like "What Can I Say, Dear," "Lulu's Back in Town," "Wrap Your Troubles in Dreams," etc., for their standard treatment and it all comes out in happy, listenable style. This can sell copies.

\*\*\* CLASSICAL \*\*\*  
\*\*\* PROKOFIEFF: PETER AND THE WOLF—(Ferrer, Narrator); KHACHATURIAN: MASQUERADE SUITE  
Vienna State Opera Orchestra (Goossens). Kapp KDC 6002—The name of Jose Ferrer can lend sales weight to this well-produced package. There are, of course, many outstanding versions extant with well-known names in the familiar narration. It could, in the long run, boil down to a matter of who has the most eye-catching cover with the most child appeal, and this one of a smart and colorful cartoon idea must be well-rated. The Khachaturian work is well-performed but the interest will focus on "Peter."

\*\*\* TCHAIKOVSKY: ALLEGRO BRILLANTE (PIANO CONCERTO NO. 3 IN E FLAT OP. 75); GLAZUNOV: PAS DE DIX (FROM "RAYMONDA"); GLINKA: PAS DE TROIS (FROM "RUSSLAN AND LUDMILLA")  
Simon Sadoff, Pianist; New York City Ballet Orchestra (Irving). Kapp KCL 9046—The Tchaikovsky work is the first movement of a projected third concerto, and whereas it is used as ballet background, it is virtually never performed at concerts. Altho there are a couple of other versions available, this one will also interest fans of the composer, even tho the music is not among the most ingratiating by Tchaikovsky. It's well-performed by Simon Sadoff at the keyboard. Two orchestral items, also from the repertoire of the New York City Ballet company, are performed satisfactorily, with the Glinka having the greatest immediate appeal. Ballet fans will appreciate not only the music but unusually informative liner notes by Jim Lyons.

\*\*\* A TRIBUTE TO VILLA-LOBOS  
Jose Echaniz, piano. Westminster XWN 18929—The late Heitor Villa-Lobos is best known as a folklorist whose compositions mainly were derived from the musical idiom of Brazil. Some of his finest piano works are in this memorial collection, played by his close friend, Jose Echaniz. They provide an opportunity for authoritative interpretations of these keyboard works, including at least two which are not otherwise available. Some intriguingly modern works with more than a touch of jazz lend spice. Cover photo of the late composer adds to display value.

\*\*\* STILL: SAHDI BALET  
GINASTERA: CREOLE FAUST GUARNIERI: THREE DANCES  
Eastman Rochester Orchestra (Hanson). Mercury SR 90257 (Stereo & Monaural)—The vigor, color and charm of these performances are undeniable. Classical buyers, looking for other-than warhorse material—should be given a demonstration of these compositions by the American Negro Still, the Brazilian Guarnieri and the Argentine Ginastera. Hanson's batoning and the ork are superb. There are scholarly notes by Shirley Fleming.

\*\*\* THE FESTIVE PIPES, VOLUME 2  
The Krainis Recorder Consort. Kapp KCL 9049—A most novel and imaginative recording, solely devoted to material written for the recorder. Six of the instruments, the high soprano, soprano, alto, tenor, bass and the low great bass, are heard in various combinations and as a complete sextet along with oboe, continuous and various kinds of rhythm and percussion instruments. The repertoire stretches far back to the early middle ages and, in fact, encompasses eight centuries of material. Historically and musically, a worth-while recording.

\*\*\* TCHAIKOVSKY: NUTCRACKER SUITE NOS. 1 & 2  
New York City Ballet Orchestra (Irving). Kapp KCL 9048—Irving's complete Nutcracker ballet, two-LP set has met with considerable success and this performance of the Suite based on the ballet, can be expected to bring some added measure of activity, even tho the Suite is one of the most oft-recorded in the repertoire. Package includes excerpts from the original ballet not usually included in performances of the Suite, and loosely titled Suite No. 2. Few other recordings of this are available.

\*\*\* RHYTHM & BLUES \*\*\*  
\*\*\* GOOD TIMES  
Shakey Jake. Prestige-Bluesville 1008—Shakey Jake is a blues singer in the Sonny Boy Williamson tradition, who now sings at

(Continued on page 41)



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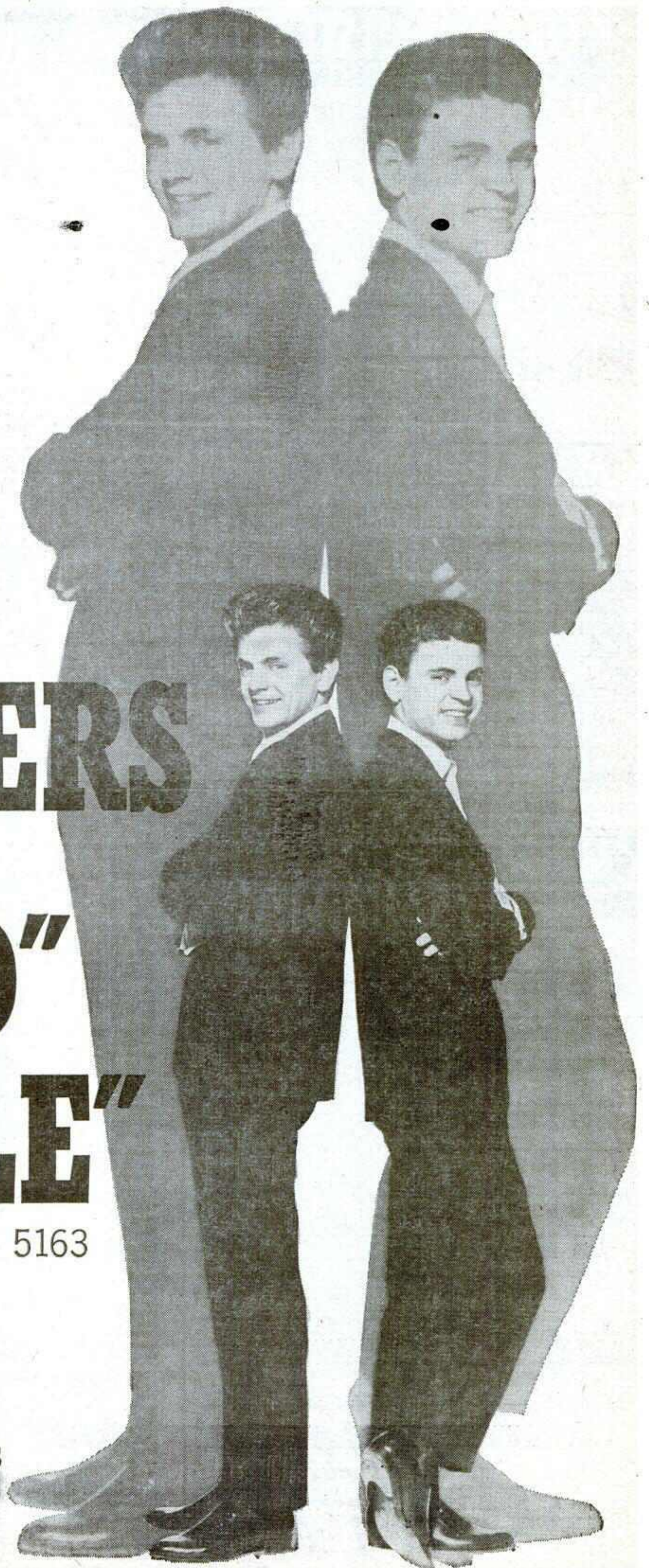


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# THE NATION'S TOP TUNES HONOR ROLL OF HITS

TRADE MARK REG.

FOR WEEK ENDING AUGUST 28

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

This Week	Last Week	Tune	Composer-Publisher	Weeks on Chart
1	1	ITSY BITSY TEENIE WEENIE YELLOW POLKA DOT BIKINI	By Vance Pockriss—Published by Pincus (ASCAP)	7
2	2	IT'S NOW OR NEVER	By Gold-Schroder—Published by Galdys (ASCAP)	5
3	3	I'M SORRY	By Self—Published by Champion (BMI)	11
4	13	TWIST	By Hank Ballard—Published by Lois Music (BMI)	3
5	7	WALK, DON'T RUN	By Smith—Published by Forshay (BMI)	4
6	4	ONLY THE LONELY	By Orbison-Nelson—Published Acuff-Rose (BMI)	9
7	6	LOOK FOR A STAR	By Anthony—Published by Harlene (ASCAP)	9
8	16	VOLARE (NEL BLU DI PINTO DI BLU)	By Modugno Parish—Published by Robbins (ASCAP)	2
9	10	PLEASE HELP ME, I'M FALLING	By Don Robertson and Hal Blair—Published by Ross-Jungnickel (ASCAP)	9
10	14	FINGER POPPIN' TIME	By Hank Ballard—Published by Wisto (BMI)	6
11	9	IMAGE OF A GIRL	By Clasky-Rosenberg—Published by Eldorado (BMI)	7
12	17	MISSION BELL	By Michael—Published by Bamboo (BMI)	6
13	8	TELL LAURA I LOVE HER	By Bany-Raleigh—Published by Marks (BMI)	8
14	11	BECAUSE THEY'RE YOUNG	By Schroeder-God-Costa—Published by Columbia Pics (ASCAP)	12
15	12	WALKIN' TO NEW ORLEANS	By Domino-Bartholomew-Guery—Published by Travis (BMI)	7
16	5	ALLEY-OOP	By Frazier—Published by Kavelin-Maverick (BMI)	11
17	15	EVERYBODY'S SOMEBODY'S FOOL	By Keller & Greenfield—Published by Aldon (BMI)	13
18	22	IN MY LITTLE CORNER OF THE WORLD	By Pockriss-Hilliard—Published by Shapiro-Bernstein (ASCAP)	3
19	18	THEME FROM THE APARTMENT	By Deutsch—Published by Mills (ASCAP)	2
20	19	MULE SKINNER BLUES	By Jimmie Rodgers—Published by Peer Int'l (BMI)	10
21	23	A WOMAN, A LOVER, A FRIEND	By Sid Wyche—Published by Merrimac (BMI)	3
22	24	(YOU WERE MADE FOR) ALL MY LOVE	By Wilson-Myles—Published by Pearl (BMI)	4
23	30	DREAMIN'	By DeVorzon-Ellis—Published by Sherman-DeVorzon (BMI)	2
24	20	FEEL SO FINE	By Lee—Published by Beau-Marks, Aladdin (BMI)	5
25	25	TROUBLE IN PARADISE	By Smith-Khent—Published by Winneton (BMI)	6
26	29	OVER THE RAINBOW	By Arlen-Harburg—Published by Leo Fiast (ASCAP)	3
27	26	JOSEPHINE	By King-Bivens—Published by Feist (ASCAP)	6
28	—	TA-TA	By Oliver-McPhatter—Published by Olimac (BMI)	1
29	28	QUESTION	By Price-Logan—Published by Pri-Gan (BMI)	5
30	—	KIDDIO	By Brook Benton-Clyde Otis—Published by Eden-Brookville (BMI)	1

## RECORDING AVAILABLE

(Best Selling Record Listed in Bold Face)

- ITSY BITSY TEENIE WEENIE YELLOW POLKA DOT BIKINI**—Brian Hyland, Kapp 342.
- IT'S NOW OR NEVER**—Elvis Presley, Vic 7777.
- I'M SORRY**—Bo Diddley, Checker 913; Brenda Lee, Dec 31093; George Jackson, Atlantic 1024; Platters, Mer 71032.
- TWIST**—Hank Ballard and the Midnighters, King 5171; Chubby Checker, Parkway 811.
- WALK, DON'T RUN**—Ventures, Dolton 25.
- ONLY THE LONELY**—Roy Orbison, Monument 421; Johnny Western, Col 41500.
- LOOK FOR A STAR**—Jericho Brown, Warner Bros. 5161; Dean Hawley, Dore 554; Garry Miles, Liberty 55261; Garry Mills, Imperial 564; Billy Vaughn, Dot 16106.
- VOLARE (NEL BLU DI PINTO DI BLU)**—Pier Angeli, Roulette 4104; Dalida, Verve 10146; Barney Kessel Trio, CTP 365; Rosa Linda, Challenge 59016; Mort Lindsey Ork, Dot 16102; Charles Magnante, Grand Award 1019; Domenico Modugno, Dec 30677; Bobby Rydell, Cameo 179.
- PLEASE HELP ME, I'M FALLING**—Hank Locklin, Vic 7692; Rose Maddox, Cap 4347.
- FINGER POPPIN' TIME**—Hank Ballard and the Midnighters, King 5341.
- IMAGE OF A GIRL**—Safaris, Eldo 101.
- MISSION BELL**—Donnie Brooks, Era 3018.
- TELL LAURA I LOVE HER**—Ray Peterson, Vic 7745.
- BECAUSE THEY'RE YOUNG**—Jimmy Darren, Colpix 142; Duane Eddy, Jamie 1156.
- WALKIN' TO NEW ORLEANS**—Fats Domino, Imperial 5675.
- ALLEY-OOP**—Dante and the Evergreens, Madison 130; Dyna-Sores, Rendezvous 120; Hollywood Argyles, Lute 5905.
- EVERYBODY'S SOMEBODY'S FOOL**—Connie Francis, M-G-M 12899.
- IN MY LITTLE CORNER OF THE WORLD**—Anita Bryant, Carlton 530.
- THEME FROM THE APARTMENT**—Ferrante and Teicher, United Artists 231; Jack Lemmon, Epic 9399.
- MULE SKINNER BLUES**—Red Allen, Frontier Records 602; Rusty Draper, Mer 71634; Fendermen, Soma 113.
- A WOMAN, A LOVER, A FRIEND**—Jackie Wilson, Brunswick 55167.
- (YOU WERE MADE FOR) ALL MY LOVE**—Jackie Wilson, Brunswick 55167.
- DREAMIN'**—Johnny Burnette, Liberty 55258.
- FEEL SO FINE**—Johnny Preston, Mer 71651.
- TROUBLE IN PARADISE**—Crest, Coed 531.
- OVER THE RAINBOW**—Valerie Carr, Roulette 4038; Perry Como, Vic 0107; Dimensions, Mohawk 116; Echos, Specialty 601; Judy Garland, Dec 25493; Dizzy Gillespie / A. Cromer, Verve 89193; George Shearing Quintet, M-G-M 12309; Big Dave Washington, Vic 7628.
- JOSEPHINE**—Bill Black's Combo, Hi 2022; Charlie Blackwell, Warner Bros 5053; Wayne King Ork, Vic 0184; Johnny Maddox, Dot 15142; Russ Morgan Ork, Dec 27703; Lloyd Mumm, Omega Disk 150; Lawrence Welk and Champagne Music, Coral 65511.
- TA-TA**—Clyde McPhatter, Mer 71660.
- QUESTION**—Lloyd Price, ABC-Paramount 10123.
- KIDDIO**—Brook Benton, Mer 71652.

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## Optimism at C.&W. Meet

Continued from page 2

by Wesley Rose, who in informal discussion stated that overseas income accruing to Acuff-Rose copyrights would, in two years equal the firm's domestic income. Nelson stated Capitol Records' country disks were also booming overseas; that a country and western week sponsored in England had gone over big. This had been promoted at the dealer level, with considerable point of sale material furnished to the outlets.

Perhaps Nelson's most significant remark, however, concerned a two-year analysis of sales made by Capitol. It was found that in that period no major Capitol country artist had suffered a sales decline, whereas some had tripled their sales. The increases, it was pointed out by Nelson and Sholes, was also true in the album market.

The West Coast is currently a good area for country-oriented artists and disks, altho stations in Los Angeles still require some education and clarification on the matter. Las Vegas, it was noted, had increased its quota of country shows. In fact, the Show Boat, after cancelling such talents, found it expedient to return to the genre.

Joe Lucas of Acuff-Rose-Hickory, stated that in the last six months 300 stations had requested to be placed on the firm's country list. Many stations in Louisiana and Texas have returned to a country format after a long diet of rock and roll. He also found evidence of growing interest in blue grass material.

Taking a peek into the future, this reporter noted that it was hardly likely that any one section of the United States, especially New York, would ever again achieve the virtually complete dominance over the music industry; that it was now up to Nashville to maintain its pace as a producer of songs, artists, hit records; that the centralization of the music business was the best tonic for American music as a whole.

Don Pierce, of Starday Records, spoke on the importance of foreign membership of the CMA. He noted that there were fans of country music in many nations throuout the world. These fans, he said, are well acquainted with country-oriented records and artists and ever are aware of the names of the sidemen used on the dates.

Several matters of concern were discussed. One had to do with ways and means of harnessing television as a showcase for country music and artists. An approach to this is indicated in the Ken Nelson appointment as outlined above. Another matter of gravity is the danger of loss of identity by the country disk jockey. Cracker Jim Brooker, Miami jockey, spelled out this problem. "With integration we lose identity," he stated. Cracker Jim also urged that country music be presented in a dignified way, and that sponsors are educated to the fact that country music sells goods. He also urged stepped up action on a national network TV spectacular.

Dee Kilpatrick, current executive of the CMA whose experience covers many tangents of the field, pointed to a diminution of the breed of country jockey-businessman personality. He also cited a lack of promoters. Kilpatrick, however, did state that in contrast to the old days, "The money comes home." He had reference to the fact that in the years gone by a big country song would be covered by a top artist who often reaps much of the reward.

Mac Wiseman, Kilpatrick and others discussed the personal appearance field whereas good shows draw good crowds. It was noted that good box office was more difficult to achieve in cities which lack a strong country jockey.

Secretary Jo Walker sighted an increase in membership since the last CMA meeting in May. There are 534 individual memberships and 21 organizational memberships.

At press time, the board and officers were still in session. Plans were being set for the next meeting in Nashville in November. Also under discussion were various approaches to federal governmental authorities with a view toward achieving a stronger talent representation overseas in international cultural exchange projects.

The meeting was hosted by Harold Moon, BMI Canada executive (see separate story) who outlined country activity in Canadian areas. Richard Frank Jr. was on hand with legal advice relative to suggested bylaw changes and procedures.

## 'Slow Walk' Decision Weighed

Continued from page 2

mitted that Norbay had not filed a Notice of Use until 11 months after the Doggett disk was released. However, he contended it (the clause) was a practical measure rather than one of law, and that once the Notice of Use was filed payments should have been amended back to the date the King disk was first released.

In holding for the defendant, King, Judge Edelstein said that Norbay failed to comply with the copyright law by not filing a Notice of Use when they licensed the first waxing of the tune, Mercury's Austin record. The judge also noted that it was the first case of its kind.

There have been several similar incidents involving failure of a publisher to file a Notice of Use, but heretofore they were all settled out of court. This is the first time all the facts were admitted and it was taken to court as a question of law.

In line with this, Machat said he plans to appeal the decision and endeavor to "clarify the issue." One of the things he wants clarified is whether or not King Records is still liable for royalties collected on sales made after the Notice of Use was finally filed, since the decision merely stated that "payments were barred."

In this particular case, said

Machat, a clarification would be meaningless, since an insignificant amount of royalties would be due for the period after the song had died. However, he noted, it could be of vital importance to the industry in general.

Both Machat and King's attorney, Jack Pearl, described the case as unique. Interestingly, Machat is scheduled to represent another client in a similar case shortly; only this time he will take a reverse stand on interpretation of the copyright clause.

## Discounts

Continued from page 6

try solutions have been agreed upon.

One expected solution already being taken by some companies is the passing on of manufacturer discount programs now being offered. Up to now it has been the practice for most rack merchandisers to keep these discounts as part of their own profit margin.

As one rack merchandising company, however, points out, "the rack jobber can't continue to just sit on his large, fat discounts, and continue to stay in business."

Other competitive solutions will likely be brought up at the meeting.





# *Ricky NELSON'S*

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FOR WEEK ENDING AUGUST 8

# The Billboard HOT 100

THIS WEEK	ONE WEEK AGO	TWO WEEKS AGO	THREE WEEKS AGO	TITLE	Artist, Company	Record No.	STEREO	WEEKS ON CHART
1	1	3	3	IT'S NOW OR NEVER	Elvis Presley, RCA Victor	7777		6
2	2	1	2	ITSY BITSY TEENIE WEENIE YELLOW POLKA DOT BIKINI	Brian Hyland, Kapp	342		8
3	5	7	18	WALK, DON'T RUN	Ventures, Dolton	25		6
4	8	11	49	TWIST	Chubby Checker, Parkway	811		4
5	3	2	1	I'M SORRY	Brenda Lee, Decca	31093		13
6	4	4	4	ONLY THE LONELY	Ray Orbison, Monument	421		11
7	11	27	30	VOLARE (NEL BLU DI PINTO DI BLU)	Bobby Rydell, Cameo	179		6
8	7	15	14	FINGER POPPIN' TIME	Hank Ballard and the Midnighters, King	5341		15
9	12	18	24	MISSION BELL	Donnie Brooks, Era	3018		11
10	10	6	6	IMAGE OF A GIRL	Safaris, Eldo	101		12
11	6	10	13	WALKIN' TO NEW ORLEANS	Fats Domino, Imperial	5675		10
12	14	24	26	(YOU WERE MADE FOR) ALL MY LOVE	Jackie Wilson, Brunswick	55167		7
13	13	9	8	PLEASE HELP ME, I'M FALLING	Hank Locklin, RCA Victor	7692		14
14	15	23	41	IN MY LITTLE CORNER OF THE WORLD	Anita Bryant, Carlton	530		7
15	19	29	34	A WOMAN, A LOVER, A FRIEND	Jackie Wilson, Brunswick	55167		7
16	9	8	7	TELL LAURA I LOVE HER	Ray Peterson, RCA Victor	7745		11
17	28	41	59	DREAMIN'	Johnny Burnette, Liberty	55258		5
18	17	13	9	MULE SKINNER BLUES	Fendermen, Soma	1137		14
19	18	14	15	FEEL SO FINE	Johnny Preston, Mercury	71651		10
20	27	25	58	OVER THE RAINBOW	Dimensions, Mohawk	116		8
21	31	28	19	LOOK FOR A STAR	Billy Vaughn, Dot	16106		10
22	22	16	16	LOOK FOR A STAR	Garry Miles, Liberty	55261		10
23	16	5	5	ALLEY-OOP	Hollywood Argyles, Lute	5905		13
24	20	12	11	EVERYBODY'S SOMEBODY'S FOOL	Connie Francis, M-G-M	12899		16
25	47	55	61	TA-TA	Clyde McPhatter, Mercury	71660		6
26	21	20	20	TROUBLE IN PARADISE	Crests, Coed	531		11
27	23	36	85	THEME FROM THE APARTMENT	Ferrante and Telcher, United Artists	231		5
28	25	17	17	BECAUSE THEY'RE YOUNG	Duane Eddy, Jamle	1156		14
29	26	19	22	QUESTION	Lloyd Price, ABC-Paramount	10123		9
30	29	22	23	JOSEPHINE	Bill Black's Combo, HI	2022		9
31	41	59	—	KIDDIO	Brook Benton, Mercury	71652		3
32	42	93	—	HOT ROD LINCOLN	Johnny Bond, Republic	2005		3
33	33	30	21	DON'T COME KNOCKIN'	Fats Domino, Imperial	5675		9

THIS WEEK	ONE WEEK AGO	TWO WEEKS AGO	THREE WEEKS AGO	TITLE	Artist, Company	Record No.	STEREO	WEEKS ON CHART
34	56	—	—	MY HEART HAS A MIND OF ITS OWN	Connie Francis, M-G-M	12923		2
35	51	63	79	HELLO, YOUNG LOVERS	Paul Anka, ABC-Paramount	10132		4
36	44	58	76	RED SAILS IN THE SUNSET	Flatters and Tony Williams, Mercury	71656		4
37	24	26	31	THIS BITTER EARTH	Dinah Washington, Mercury	71635		10
38	34	32	32	WHERE ARE YOU	Frankie Avalon, Chancellor	1052		11
39	30	21	12	WHEN WILL I BE LOVED	Everly Brothers, Cadence	1380		13
40	39	35	29	LOOK FOR A STAR	Garry Mills, Imperial	5674		10
41	38	46	66	IN THE STILL OF THE NIGHT	Dion and the Belmonts, Laurie	3059		6
42	35	33	10	THAT'S ALL YOU GOTTA DO	Brenda Lee, Decca	31093		12
43	36	31	33	IS THERE ANY CHANCE	Marty Robbins, Columbia	41686		10
44	40	37	43	BAD MAN BLUNDER	Kingston Trio, Capitol	4375		5
45	32	51	40	A MESS OF BLUES	Elvis Presley, RCA Victor	7777		5
46	43	38	37	IS A BLUEBIRD BLUE	Conway Twitty, M-G-M	12911		11
47	57	80	—	YOGI	Ivy Three, Shell	720		3
48	45	42	28	ALLEY-OOP	Dante and the Evergreens, Madison	130		13
49	62	64	77	MY LOVE	Nat King Cole, Capitol	4393		4
50	64	76	95	IT ONLY HAPPENED YESTERDAY	Jack Scott, Top Rank	2055		4
51	59	86	73	I LOVE YOU IN THE SAME OLD WAY	Paul Anka, ABC-Paramount	10132		4
52	48	43	36	LOOK FOR A STAR	Dean Hawley, Dore	554		10
53	50	39	57	HOT ROD LINCOLN	Charlie Ryan, Four Star	1733		13
54	79	—	—	CHAIN GANG	Sam Cooke, RCA Victor	7783		2
55	37	44	39	ONE OF US (WILL WEEP TONIGHT)	Patti Page, Mercury	71639	S	12
56	55	62	78	LISA	Jeanne Black, Capitol	4396		5
57	69	87	—	YOU MEAN EVERYTHING TO ME	Nell Sedaka, RCA Victor	7781		3
58	61	95	53	TWIST	Hank Ballard and the Midnighters, King	5171		6
59	72	77	91	BIG BOY PETE	Olympics, Arvee	595		8
60	65	75	—	NEVER ON SUNDAY	Don Costa, United Artists	234		3
61	—	—	—	SAME ONE	Brook Benton, Mercury	71652		1
62	54	60	68	ONE BOY	Joanie Sommers, Warner Bros.	5157		8
63	75	81	—	ANYMORE	Teresa Brewer, Coral	62218		3
64	78	89	92	IF I CAN'T HAVE YOU	Etta James and Harvey, Chess	1760		4
65	52	53	52	I SHOT MR. LEE	Bobbettes, Triple-X	104		8
66	53	45	35	THERE IS SOMETHING ON YOUR MIND	Bobby Marchan, Fire	1022		11
67	58	84	—	LITTLE BITTY PRETTY ONE	Frankie Lyman, Roulette	4257		3

THIS WEEK	ONE WEEK AGO	TWO WEEKS AGO	THREE WEEKS AGO	TITLE	Artist, Company	Record No.	STEREO	WEEKS ON CHART
68	—	—	—	DELIA GONE	Pat Boone, Dot	16122		1
69	46	49	42	HEARTBREAK (IT'S HURTIN' ME)	Little Willie John, King	5336		12
70	71	78	98	WRECK OF THE "JOHN B"	Jimmie Rodgers, Roulette	4260		4
71	83	—	—	(I DO THE) SHIMMY SHIMMY	Bobby Freeman, King	5373		2
72	49	48	55	HEARTBREAK (IT'S HURTIN' ME)	Jon Thomas, ABC-Paramount	10122		9
73	98	—	—	KOOKIE LITTLE PARADISE	Tree Swingers, Guyden	2036		2
74	—	—	—	(I CAN'T HELP YOU) I'M FALLING TOO	Skeeter Davis, RCA Victor	7767		1
75	81	—	—	YOU'RE LOOKIN' GOOD	Dee Clark, Vee-Jay	623		2
76	93	97	99	DEVIL OR ANGEL	Bobby Vee, Liberty	55270		4
77	74	67	54	PLEASE HELP ME, I'M FALLING	Rusty Draper, Mercury	71634		6
78	85	—	—	BONGO, BONGO BONGO	Preston Epps, Original Sound	09		2
79	76	72	86	FAR, FAR AWAY	Don Gibson, RCA Victor	7762		4
80	—	—	—	CANDY SWEET	Pat Boone, Dot	16122		1
81	82	90	—	BRIGADE OF BROKEN HEARTS	Paul Evans, Guaranteed	210		3
82	—	92	96	WE GO TOGETHER	Jan and Dean, Dore	555		3
83	77	74	88	MIO AMORE	Flamingos, End	1073		6
84	—	—	82	MY SHOES KEEP WALKING BACK TO YOU	Guy Mitchell, Columbia	41725		4
85	92	66	50	I'M GETTIN' BETTER	Jim Reeves, RCA Victor	7756		10
86	—	—	—	MALAGUENA	Connie Francis, M-G-M	12923		1
87	—	—	—	OLD OAKEN BUCKET	Tommy Sands, Capitol	4405		1
88	94	—	—	HONEST I DO	Innocents, Indigo	1055		2
89	—	—	—	KOMMOTION	Duane Eddy, Jamle	1163		1
90	—	—	—	COME BACK	Jimmy Clanton, Ace	600		1
91	95	—	—	PINEAPPLE PRINCESS	Annette, Vista	362		2
92	90	—	—	KOOKIE LITTLE PARADISE	Jo-Ann Campbell, ABC-Paramount	10134		2
93	97	99	—	NO	Dodie Stevens, Dot	16103		3
94	—	—	—	I KNOW ONE	Jim Reeves, RCA Victor	7756		2
95	—	—	—	A MILLION TO ONE	Jimmy Charles, Promo	1002		1
96	100	—	—	HOW HIGH THE MOON	Ella Fitzgerald, Verve	10220		2
97	84	96	—	BLUE VELVET	Statues, Liberty	55245		3
98	86	83	93	HAPPY SHADES OF BLUE	Freddy Cannon, Swan	4057		5
99	—	—	—	DIAMONDS AND PEARLS	Paradons, Milestone	2003		1
100	—	—	—	LOVING TOUCH	Mark Dinning, M-G-M	12929		1



# & TOMORROW'S TOPS BEST BUYS

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

### POP

\*MY LOVE.....Nat King Cole  
(Roosevelt, BMI) Capitol 4393

\*IT ONLY HAPPENED YESTERDAY.....Jack Scott  
(Starfire, BMI) Top Rank 2055

\*CHAIN GANG.....Sam Cooke  
(Kags, BMI) RCA Victor 7783

\*YOU MEAN EVERYTHING TO ME.....Neil Sedaka  
(Aldon, BMI) RCA Victor 7781

C&W —No selections this week.

R&B —No selections this week.

## BUBBLING UNDER THE HOT 100

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

1. A FOOL IN LOVE.....Ike and Tina Turner, Sue 730
2. ALL I COULD DO WAS CRY.....Joe Tex, Anna 1119
3. NOBODY KNOWS YOU WHEN YOU'RE DOWN AND OUT.....Nina Simone, Colpix 158
4. THIS OLD HEART.....James Brown and Famous Flames, Federal 12323
5. BEACHCOMBER.....Bobby Darin, Atco 6173
6. GEE, BUT I'M LONESOME.....Ron Holden, Donna 1324
7. VAQUERO.....Fireballs, Top Rank 2054
8. LET'S HAVE A PARTY.....Wanda Jackson, Capitol 4397
9. I CAN'T STOP LOVING YOU.....Tommy Zang, Hickory 1122
10. DRIFTING TEXAS SAND.....Webb Pierce, Decca 31118
11. OVER YOU.....Arron Neville, Minif 612
12. WHIFFENPOOF SONG.....Browns, RCA Victor 7780
13. MR. CUSTER.....Larry Verne, Era 3024
14. YES, SIR, THAT'S MY BABY.....Ricky Nelson, Imperial 5685
15. LET'S THINK ABOUT LIVING.....Bob Luman, Warner Bros. 5172

### HOT 100: A TO Z

A Mess of Blues	45
A Million to One	95
A Woman, A Lover, A Friend	15
Alley-Oop (Dante & the Evergreens)	48
Alley-Oop (Hollywood Argyle)	23
Anymore	44
Bad Man Blunder	44
Because They're Young	28
Big Boy Pete	59
Blue Velvet	97
Bongo, Bongo, Bongo	78
Brigade of Broken Hearts	81
Candy Sweet	54
Chain Gang	80
Come Back	90
Della Gona	68
Devil or Angel	76
Diamonds and Pearls	99
Don't Come Knockin'	17
Dreamin'	23
Everybody's Somebody's Fool	24
Far, Far Away	79
Feel So Fine	19
Finger Poppin' Time	8
Happy Shades of Blue	98
Heartbreak (It's Hurtin' Me)	69
Heartbreak (It's Hurtin' Me) (John)	72
Heartbreak (It's Hurtin' Me) (Thomas)	72
Hello, Young Lovers	35
Honest I Do	88
Hot Rod Lincoln (Bond)	32
Hot Rod Lincoln (Ryan)	32
How High the Moon	53
I Can't Help You I'm Falling Too (I Do the Shimmy, Shimmy)	71
I Know One	94
I Love You in the Same Old Way	51
I Shot Mr. Lee	65
If I Can't Have You	64
I'm Gittin' Better	85
I'm Sorry	5
Image of a Girl	10
In My Little Corner of the World	14
In the Still of the Night	41
Is a Bluebird Blue	46
Is There Any Chance	43
It Only Happened Yesterday	50
It's Now or Never	1
Itsy Bitsy Teenie Weenie Yellow Polka Dot Bikini	2
Josephine	39
Kiddie	70
Kommotion	89
Kookie Little Paradise (Campbell)	92
Kookie Little Paradise (Tree Swingers)	73
Lisa	56
Little Bitty Pretty One	67
Look for a Star (Hawley)	22
Look for a Star (Miles)	22
Look for a Star (Mills)	40
Look for a Star (Vaughn)	21
Loving Touch	100
Malaguena	86
Mis Amore	83
Mission Bell	9
Mule Skinner Blues	19
My Heart Has a Mind of It's Own	34
My Love	49
My Shoes Keep Walking Back to You	84
Never on Sunday	60
No	93
Old Oaken Bucket	87
One Boy	62
One of Us (Will Weep Tonight)	55
Only the Lonely	6
Over the Rainbow	91
Pineapple Princess	91
Please Help Me, I'm Falling (Draper)	77
Please Help Me, I'm Falling (Locklin)	13
Question	26
Red Sails in the Sunset	61
Same One	61
Ta-Ta	25
Tell Laura I Love Her	16
That's All You Gotta Do	42
Theme From The Apartment	27
There Is Something on Your Mind	66
This Bitter Earth	37
Trouble in Paradise	26
Twist (Ballard and the Midnighters)	58
Twist (Checker)	7
Volare (Nel Blu Di Pinto Di Blu)	7
Walk, Don't Run	3
Walkin' to New Orleans	11
We Go Together	82
When Will I Be Loved	39
Where Are You	38
Wreck of the "John B"	47
Yogi	47
You Mean Everything to Me (You Were Made For) All My Love	12
You're Looking Good	73

### REVIEWS OF

# THIS WEEK'S SINGLES

The pick of the new releases:

## SPOTLIGHT WINNERS OF THE WEEK

Strongest sales potential of all records reviewed this week.

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

### Pop

#### THE EVERLY BROTHERS



LUCILLE (Venice, BMI) (2:29)—SO SAD (Acuff-Rose, BMI) (2:30)—Either side could go on the Everly's new single. "Lucille"—Little Richard's old hit—spotlights a strong reading by the boys, with a sharp Yancey bass blues figure on the intro. Flip is a plaintive ballad, penned by Don Everly, with effective guitar backing and tender warbling stint by the brothers. Warner Bros. 5163

#### DAVID SEVILLE AND THE CHIPMUNKS



ALVIN FOR PRESIDENT (Monarch, ASCAP) (2:54)—Here's a timely programming item for jocks and another smash for Seville and his electronic playmates. Alvin touts himself for president, while Seville and the other two Chipmunks endeavor to sing an appealing ballad. Sock novelty wax. Flip, a Seville instrumental, is "Slack Time" (Monarch, ASCAP) (1:05). Liberty 55277

#### LLOYD PRICE



JUST CALL ME (AND I'LL UNDERSTAND) (Pri-Can, BMI) (2:10) — WHO COULDA' TOLD YOU (Lloyd-Logan, BMI) (2:07)—Price is in his usual exuberant vocal form on both sides. "Just Call Me" is in the swinging tradition of past Price hits with solid backing and a fine beat, but minus chorus. Flip is a strong medium tempo blues with funky ork backing and chorus. ABC-Paramount 10139

#### FATS DOMINO



PUT YOUR ARMS AROUND ME HONEY (Broadway, ASCAP) (1:56) — THREE NIGHTS A WEEK (Travis, BMI) (1:40)—Two solid, class sides for the New Orleans cat and either can step. First up is a bright, happy, sparkling reading of the standard. Flip is a stroll with pulsing piano beat. Both sides feature colorful fiddle scoring. Watch 'em. Imperial 5687

#### LITTLE WILLIE JOHN



SLEEP (Miller, ASCAP) (2:52)—THERE'S A DIFFERENCE (Anthony-R. T., BMI) (2:25)—The artist has been hot with "Cottage for Sale" and "Heartbreak," and these can continue the string. Top side is the Waring theme song done in rock fashion with strings, while the flip is a pounding rockaballad with a fine performance. Both can move. King 5394

#### THE CRESTS



JOURNEY OF LOVE (Winneton, BMI) (2:32)—IF MY HEART COULD WRITE A LETTER (Winneton, BMI) (2:18)—The boys have been consistent chart-makers and this pairing also has what it takes. Top side is the story of love's evolution from teen crush to the wedding day. Smart idea well handled, with fem vocal support. Flip is a good ballad with Latin rock rhythm. Coed 535

#### DANNY AND THE JUNIORS



TWISTIN' U. S. A. (Kalmann, ASCAP) (2:24)—Here's a sort of follow-up to the current hit, "The Twist," which is much in the style of the group's original hit, "At the Hop." Arrangement and performance are fine and the lyric is timely. Flip is "A Thousand Miles Away" (Kahl, BMI) (2:22). Swan 4060

#### THE DRIFTERS



SAVE THE LAST DANCE FOR ME (Rumbalero-Progressive, BMI) (2:34)—NOBODY BUT ME (Rumbalero-Progressive, BMI) (2:33)—The Drifters should continue their hit string with this new recording. Both tunes are attractive ballads and Ben E. King handles the lead on both with spirit. Atlantic 2071

#### THE OLYMPICS



SHIMMY LIKE KATE (Vogel, ASCAP) (2:15)—WORK-IN' HARD (Arvee, BMI) (1:55)—The Olympics come thru with a smart, stylish reading of the oldie here. And the flip side has that wild, down-home feel. Two big ones. Arvee 5006

#### SANTO AND JOHNNY



LOVE LOST (Trinity-Climax, BMI) (2:28) — ANNIE (Trinity-Climax, BMI) (2:24) — The boys have another highly listenable pairing. Top side is a pleasing melody in an arrangement reminiscent of their first hit. Flip is another listenable tune, done to a rhythm with touches of Spain. Two spinnable sides with lots of potential. Canadian-American 118

#### TOMMY EDWARDS



IT'S NOT THE END OF EVERYTHING (Tree-Champion, BMI) (2:31) — BLUE HEARTACHES (January, BMI) (2:32) — Two lovely ballads done stylishly by Tommy Edwards. Both sides have something of a country feeling with the latter having a Latinish rhythm tinge. Either side here can continue the string. M-G-M 12916 (Continued on page 36)



# Reviews of THIS WEEK'S SINGLES

The pick of the new releases:



## SPOTLIGHT WINNERS OF THE WEEK

Strongest sales potential of all records reviewed this week.

Continued from page 35

### KRIS JENSEN



**SCHOOL BUS** (Acuff-Rose, BMI) (1:58)—The label that spawned "Itsy Bitsy Teenie Weenie Yellow Polka Dot Bikini," has another marketable side with this cute tune by Boudleaux Bryant. It's teen styled and rocks in easy fashion with a listenable vocal by the new artist. Watch this one. Flip is "Perfect Love" (Acuff-Rose, BMI) (2:05)  
**Leader 808**



## SPECIAL MERIT SPOTLIGHTS

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

### Pop Disk Jockey Programming

#### ROGER WILLIAMS

**TEMPTATION** (Robbins, ASCAP) (2:52)—**HOMESICK FOR NEW ENGLAND** (Garland, ASCAP) (2:57) — A pleasant contrasting coupling for Williams. On top is a switch from his usual style in which the keyboarder offers a swinging piano interpretation of the oldie to a smart and tricky vocal backing by the Frank Hunter chorus. Flip is more in the familiar lush groove and also merits action. Both bear watching.  
**Kapp 347**

### Pop Talent

#### RON JACKSON

**HIGH NOON** (Feist, ASCAP) (2:40) — **TREASURE OF LOVE** (Monument-Progressive, BMI) (2:10)—Here's a new lad with much on the ball. He sells two oldies with style, over smart backing by the large ork. The "High Noon" side has a chance to happen via Jackson's performance.  
**Atco 6176**

#### WALLY COX

**THE HEEBEE JEEBES** (Arvee, BMI) (2:20)—**I CAN'T HELP IT** (Arvee, BMI) (2:06)—Wally Cox (not the TV star), bows on the label with two impressive sides. Lad has a style like Sam Cooke and he goes to town on the wild "Heebie Jeebe" side with intensity. Flip is also strong.  
**Arvee 5008**



## VERY STRONG SALES POTENTIAL

### POPULAR ★★★★★

#### JOINER, ARKANSAS JUNIOR

**HIGH SCHOOL BAND**  
★★★★ Arkansas Traveler — LIBERTY 55276—Sprightly instrumental version of the rustic oldie with happy solo stints. Could be another hit for the youngsters. (Rap, ASCAP) (1:30)

★★★★ Hot Time in the Old Town—Verveful, lively march-styled ork version of the oldie, with bouncy, imaginative arrangement. (Rap, ASCAP) (1:30)

#### CARL DOBKINS, JR.

★★★★ Gentle — DECCA 31143—Dobkins chants his wishes to the Genie. Has a flavor of the rockarumba rhythm. The chanter handles it nicely with a pleasant backing offered by the Anita Kerr group. (Northern, ASCAP) (2:17)

★★★★ A Different Kind of Love—Here's a nice, easy-going rhythm tune, well chanted by the artist, with the Anita Kerr Singers coming thru with non-lyric vocal support. Side has a winning feel. (Sheldon, BMI) (2:00)

#### BOBBIE JO WALLS

★★★★ Madre De Dios—UNITED ARTISTS 243—Miss Walls essays a strongly country oriented song that has merit. It's slightly in the south of the border tradition and it's worthy of spins. (Big Bopper, BMI) (3:42)

★★★★ Room Full of Roses—The oldie is dressed up by the new thrush. She handles it in nice, legit style against a string backing and mild rock beat. Spinnable. (Hill & Range, BMI) (2:22)

#### THE FIDELITYS

★★★★ Broken Love—SIR 277—A good strong lead voice characterizes this group's fine outing. Good instrumental backing adds strong support that's an asset. (Republic, BMI) (2:17)

★★★★ Wishing Star—This side has the ballad-rock feel and is done in the same strong way. A good disk. (Republic, BMI) (2:37)

#### JIMMY CAROL

★★★★ My Very First Kiss—WARWICK 574—A fetching song, with a lilting quality. Thrush sings it with a light touch and considerable style. (Empress, ASCAP) (2:01)

★★★★ Hand Me Down Heart—A rocker with a bouncy beat. Thrush chants it in stylized fashion to a bluesy arrangement. (Ludix-Selma, BMI) (1:50)

#### JOE WILLIAMS-COUNT BASIE-SARAH VAUGHAN

★★★★ If I Were a Bell — ROULETTE 4273—Billed as "The Big Three," the trio contributes ingratiating vocal duo work (by La Vaughan and Williams) and swingy backing by Basie. Strong side. (Frank, ASCAP) (2:41)

★★★★ Teach Me Tonight—Sock vocal team work on the DeCastro's old hit. Solid, spinnable wax. (Hub-Leeds, ASCAP) (2:49)

#### THE ARKADES

★★★★ The P.A.L.—JULIA 1100—Blues instrumental, with some interesting modulations and figures in the arrangement. Echo, and horn and guitar effects continue to build. (Scope, BMI) (2:00)

★★ Our Love—A ballad gets a fair go, with horns lending a soulful touch. (Tee Dee, BMI) (2:00)

#### EDDIE COCHRAN

★★★★ Sweetie Pie — LIBERTY 55278 — Strong rockabilly vocal by the late Eddie Cochran on a fast-moving r.&r. rhythm item. (American, BMI) (2:00)

★★ Lonely — Heartfelt reading by

Cochran on a moving rockaballad. (El-dorado, BMI) (2:00)

#### SCOTT FREE

★★★★ You're My Girl—ALANNA 402—Attractive tune is sung in gentle fashion by the chanter over neat backing by the ork. Side is a bright one that could get action. (Alanna, ASCAP) (2:00)

★★ Love's Lost—The singer offers this in listless fashion. (Alanna, ASCAP) (2:24)



## GOOD SALES POTENTIAL

#### THE STUART SISTERS

★★★★ I'll Get By—TOP RANK 2059—The old-time ballad gets a strong rhythm treatment at an infectious finger snappin' tempo. Could cause some action. (Fred Ahlert-Cromwell, ASCAP) (2:42)

★★★★ Love, You Funny Thing—This also gets a good rhythmic feeling and a nice reading from the girls. (Cromwell, ASCAP) (2:47)

#### BOBBY JEAN

★★★★ You Burned the Bridges—SUN 342 —A ballad, with emotional impact. Thrush sings it with heart, with a soulful backing including violins and chorus. (Sage & Sand, SESAC) (2:08)

★★★★ Cheaters Never Win—The ballad, with its sad message, gets a solid performance, similar in quality to the flip. (Hi-Lo, BMI) (1:57)

#### NINA & FREDERICK

★★★★ Listen to the Ocean—ATCO 6174—This duo has a fresh style and a pretty tune. The performance is folk-touched and full of mood, and has the advantage of sensitive production. (Chappell, ASCAP) (2:28)

★★★★ Nine Hundred Miles—This bluesy folk song gets an artful performance. (Traditional) (2:12)

#### RICHARD ALLAN

★★★★ As Time Goes By—CAPITOL 4424 —The fine oldie receives a listenable performance from the chanter, aided by big-styled backing. This could get spins. (Harms, ASCAP) (2:00)

★★★★ Only One—The singer again comes thru with a first-rate vocal performance here. The tune, too, is attractive. Both sides deserve exposure. (Davon, BIEM) (2:40)

#### CARL BELL

★★★★ The Greatest Treasure—MOHWAK 117—Carl Bell comes thru with a bright reading of an attractive rockaballad. The backing has flavor, too. A record that could happen if exposed. Watch it. (Tune-House, ASCAP) (2:20)

★★★★ Let's Leave It That Way—Bell again comes thru with a warm performance on another ballad. Flip is more potent. (Mo, ASCAP) (2:14)

#### GRIZ GREEN

★★★★ At Sunrise I Sall With the Tide—WARNER BROS. 5166—A ballad of good-bye. It starts with the eerie sounds of a ship moving out of the harbor, then Green moves in with a pleasant vocal on the tragedy of the moment. Side has a distinctive backing. (Calaban, BMI) (2:36)

★★★★ The Big Little Man—A novelty in medium beat tempo. Green has a considerably different vocal style here. Side has an interesting backing. This could get spins. (Calaban, BMI)

#### JULES FARMER

★★★★ I Should Have Loved Her More—ROULETTE 4277—The artist, a new patee on the label, chants a pretty and catchy tune on the ballad kick, to a simple and effective rhythm and string accompaniment. Farmer has a worth-while sound. (Sandra, ASCAP) (2:48)

★★★★ Out of Sight, Out of Mind—Farmer handles his rockaballad with a dramatic flair against string and vocal group support. Pleasant side. (Kahl, BMI) (2:01)

#### MARTY EVANS

★★★★ Someone Else's Baby — CORAL 6224—Marty Evans has a good piece of material here and he handles it brightly over stylish ork and chorus support. Worth spinning. (B. F. Wood, ASCAP) (2:03)

★★★★ Ev'ry Time—The chanter sells a ballad with feeling, again aided by a good ork arrangement. Lad shows promise here. (Hollis, BMI) (2:16)

#### THE GAYS

★★★★ Boll Weevil—DECCA 31137—This is the story of the boll weevil and it's a cute one, somewhat in the manner of "Alley-Oop." Could get coins. (Champion, BMI) (2:10)

★★★★ When It's Lamplightin' Time in the Valley—The Gays sell this attractive country tune with feeling over bright piano backing. Good item for the field that could also get some pop action. (Shapiro-Bernstein, ASCAP) (2:48)

#### JESSE LEE TURNER

★★★★ All Right, Be That Way — TOP RANK 2064—Attractive hunk of material is sold solidly here by the singer and it has a chance for some coins. Watch this one. (Acuff-Rose, BMI) (2:15)

★★★★ Do I Worry (Yes I Do)—The singer comes thru brightly on a light, bright piece of material that has a good feel. (Duchess, BMI) (2:10)

#### JILL COREY

★★★★ Ten Gallon Hat—COLUMBIA 41772 —A nice, easy-goin' soft-show tune which is handled ably by the gal. She's quite at home here. Spinnable.

★★★★ Stick 'Em Up, Stuck Up—A cute effort for Miss Corey, with the emphasis on the novelty side. Has a nice mildly rockin' beat, and it's worth spins. Side has touches of Connie Francis, Brenda Lee, Rosie Clooney.

#### JOE TURNER

★★★★ Sweet Sue—ATLANTIC 2072—The boss man turns to the great standard and Turner comes thru in his usual warm style here. Could get coins. (Shapiro-Bernstein, ASCAP) (2:25)

★★★★ My Reason for Living — Familiar melody receives a typical Joe Turner vocal, which means a strong one, and the backing is in waltz style. Listenable wax. (Progressive) (2:20)

#### JIMMY EDWARDS

★★★★ Silver Slippers—RCA VICTOR 7773 —The new chanter turns in a first-rate reading of a version of "Oh, Them Golden Slippers." He gets a solid assist from a crazy fem chorus. Artist should be watched. (Tree-Bell-Cran, BMI) (2:07)

★★★★ What Do You Want From Me—Here's a side with a strong gospel flavor, particularly in the piano chords. Good chanting effort, but the flip gets the nod. (Tree-Starland, BMI) (2:50)

#### MICKEY AND SYLVIA

★★★★ Sweeter as the Day Goes By—RCA VICTOR 7774—A ballad, chanted to good advantage by the pair. Side has a nice, saucy beat, and it could get a lot of spins. (Bess-Ben-Ghazi, BMI) (2:25)

★★★★ Mommy Out De Light—A calypso ballad song which is kicked off nicely by Sylvia. The pair come in for harmony work in the chorus spots. A listenable side that's worthy of play. (Sona, ASCAP) (2:35)

#### SAVANNAH SMITH

★★★★ Let It Be — END 1077 — Fervent chanting by the canary on a moving theme with strong emotional impact. Dual-market wax. (Sylvia, BMI) (2:30)

★★★★ Anytime, Anyplace, Anywhere—Personable thrashing treatment of a feelingful rockaballad. Another dual-market side. (Skidmore, BMI) (3:00)

#### NANA MOUSKOURI

★★★★ Children of Pyreus — MERCURY 71673—The Italian thrush turns in an interesting sounding effort. The gal has a strong vocal touch on the tune which is also known as the theme of the pic, "Never on Sunday." Melody is already a hit via other labels. (United Artists, ASCAP) (3:12)

★★★★ Betrayal—A jazz-based effort with brass in weird, out-type harmonies in front followed by another well-handled vocal by the thrush. (United Artists, ASCAP) (2:48)

#### THE ASTRONAUTS

★★★★ Alabama Jubilee—MERCURY 71675 —A gimmicked organ and growling tenor share the lead spot on this revival of the well-known oldie. Listenable and danceable. (Remick, ASCAP) (1:32)

★★★★ Gadabout—The rhythm combo turns out an infectious instrumental item. Has a good beat and also figures as listenable, especially for boxes. (B & F, BMI) (2:12)

#### DANNY DELL

★★★★ Froggy Went a Courting—WORLD PACIFIC 824—Danny Dell sings the traditional story over wildly performing guitars here. It rocks and has a chance for some sales. (West Coast, ASCAP) (2:42)

★★ You Went Away—A folkish-styled weeper is intoned with feeling by Dell here. (West Coast, ASCAP) (1:53)

#### TONI ARDEN

★★★★ No, No, Nevermore—DECCA 31139 —The melody is that of "Un Bel Di," from Puccini's "Madame Butterfly," and it's got all the dramatic trappings of big ork and powerful belting that went with the original. Very slow tempo. (Betmar, BMI) (3:11)

★★★★ 'Na Voce, 'Na Chitarra, E 'O Poco 'E Luna—DECCA 31139—From the Arden album, "Sing a Song of Italy," comes this dramatic reading of the Italian-slanted standard, "I Only Know I Love You." It's well done by the gal, bilingually. (Leeds-BIEM, ASCAP) (3:24)

#### BILLY DAWNE

★★★★ Beginner's Luck—FELSTED 8605—The happy result of love at first sight is the subject matter of this side sung by a thrush with a cute voice. Tune could get some play. (Jeneva, BMI) (2:11)

★★ I Will Wait—A rather routine ballad done in the female "waiting" style. (Jeneva, BMI) (2:20)

#### BERT KAEMPFERT AND HIS ORK

★★★★ Wonderland by Night — DECCA 31141—The German-recorded band turns out a nice, relaxed instrumental featuring a clean trumpet lead with harmony trombone passages, high fem voices in the back-up and a suggestion of a rock backing. Solid jockey wax that could move. (BIEM, BMI) (3:12)

★★ Dreaming the Blues — Another slow side, with the harmony brass featured up front. The sound here is contagious indeed, and the side figures again as strong jock wax. Watch this coupling. (BIEM, ASCAP) (3:00)

#### CLYDE STACY

★★★★ You Want Love—BULLSEYE 1014 —A medium-tempo and good phrasing showcases this ballad. Chanter does a good job here, with a smart arrangement behind him. (Regent, BMI) (2:40)

★★ Once in a While—The standard. Stacy does the vocal in a slow tempo, with careful phrasing, with unobtrusive chorus. (Miller, ASCAP) (2:06)

#### MARV BLIHOVDE

★★★★ Been Away Too Long—KAY BEE 6001—Marv Blihovde bows on the new label with an exciting reading of a country-based rocker. It moves and the boy's performance should help it get some action. (Bengtsson, BMI) (2:20)

★★ You're My Everything—On this side the lad tries his hand with a ballad to fair results. Flip counts for more. (Bengtsson, BMI) (2:35)

#### JOHNNY KIDD AND THE PIRATES

★★★★ Shakin' All Over—APT 25040—Kidd chants a quivering rock effort in a blues-based minor flavor. Artist has an authoritative sound and a good backing. (Mills, ASCAP) (2:21)

★★ Yes Sir, That's My Baby—A nicely rockin' version of the familiar standard. Kidd works against principally guitar and drum support. Strong competition is indicated, however, from Ricky Nelson's version. (Irving Berlin, ASCAP) (1:43)

#### FAT DADDY HOLES

★★★★ Where Yo Is—JET 505—Fat Daddy starts this wild rocker with a statement that "Fat Daddy" is here and the record takes off from here. It's a bright, swinging rocker that moves. Watch this one. (Webster, BMI) (1:45)

★★ Chicken Rock—As might be expected, this features the sounds of chickens over a wild swinging backing. It does rock. (Pal, BMI) (1:57)

#### THE WHEELS

★★★★ I've Waited for a Lifetime—ROULETTE 4271—The high-voiced lead essays the style of Sam Cooke here on this medium-beat rocker. He gives out with a lot of fancy vocal tricks. A satisfying side, well performed. (Shalimar, BMI) (2:05)

★★ No One But You—A slow and pounding rockaballad with the lead handing it a good whirl with okay support from the group. (Sheldon, BMI) (2:15)



Sell-ebrities!



WINNERS

"DEAREST DARLING"

ETTA JAMES

Argo 5368

"I HEAR MY BABY"

LARRY WILLIAMS

Chess 1764

watch this 1

"I'LL GET ALONG SOMEHOW"

LARRY DARNELL

Argo 5372

on the charts!

"IF I CAN'T HAVE YOU"

ETTA & HARVEY

Chess 1760

"I GOTTA FIND MY BABY"

CHUCK BERRY

Chess 1763



2120 S. Michigan, Chicago 16  
(Phone: CA 5-2770)

• Reviews of New Pop Records

BILL WOODS

★★★ *Story of Susie*—GLOBAL 740—Woods, who has the vocal quality of Wink Martindale, spins out a tale of tragedy—the story of a girl who develops the narcotics habit. Message is a ticklish one which may hit snags in getting exposure. Disk is being distributed by Del-Fi Records. (Owen, BMI) (2:10)

★★ *Gossip*—Here's a side which details the trials of jealousy which enter into a true love. Woods offers a narrative in the middle. (Maverick-Chris, BMI) (2:13)

THE SH-BOOMS

★★★ *Blue Moon*—ATLANTIC 2074—The boys, some of whom were once known as the Chords, had the original version of "Sh-Boom" some years back, now turn out this standard and manage to make it sound much like "Sh-Boom" in their arrangement. (Robbins, ASCAP) (2:32)

★★

MODERATE SALES POTENTIAL

FRANKIE SANDS

★★ *Want Your Love*—PROTONE 121—Sands opens this waxing with a talking plea to his love and then sings of his memories of the past when he and his girl were one. (Protone, ASCAP) (2:15)

★★ *Shiga Diga Ding Boom*—Pleasant novelty is sold with some gusto by the chanter over snappy support. (Protone, ASCAP) (2:20)

RALPH MORGAN

★★ *I'll Take the Blame*—Lo-Nel 4599—Morgan sells a weeper with feeling over thin support. (Rite, BMI) (1:40)

★★ *Be Sure*—"Make sure your love belongs to you" advises the chanter on this touching performance. (Rite, BMI) (2:00)

THE TWO MORROWS

★★ *Fun Song*—TRIESS 1002—Infectious tempo marks this bouncy novelty with sprightly duo work by the Morrows. (Triple Tone, BMI) (2:15)

★★ *Tweedie Birdie*—Bright chirping by girls on catchy Jesse Stone novelty, with male chorus on backing. (Wing Ding, BMI) (:25)

THE CASTLE SISTERS

★★ *Dream*—ROULETTE 4274—To a slow, rocking beat, the gals turn out a nice version of Johnny Mercer's great hit. Male vocal group helps out. (M. H. Goldsen, ASCAP) (2:35)

★★ *Light of Love*—A Latinized rocker is sung for fair effects by the Sister act, again with male group support. Summit, ASCAP) (1:57)

JONI GORDON

★★ *Thought Waves*—ALTON 308—Thrush chirps in a style reminiscent of Brenda Lee on a bouncy rhythm-novelty. (Sheldon, BMI) (2:10)

★★ *In Between*—Feelingful chanting on solemnly paced rockaballad. (Draxon-Darlyn, BMI) (2:10)

LLOYD REESE

★★ *Can I Help It*—CORAL 62225—A slow and sincerely handled ballad. Reese offers the tune in a fairly legit style, backed by strings and triplets. (Pearl, BMI) (2:27)

★★ *Poetry in Motion*—A medium-paced rocker in which the cat describes his girl friend. (Meridian, BMI) (1:57)

JAMIE VAN LOAN

★★ *What's Your Name, Little Girl*—BLUE BELL 501—Personable reading by Van Loan on bouncy r.&r. ditty. Dual market item. (Fury, BMI) (2:10)

★★ *Ask*—Emotional delivery by the chanter and chorus on an attractive rockaballad. (Muret, ASCAP) (2:15)

ARLINE MILLER

★★ *Lou Ann*—LUCKY 6197—A heavy rocking side sung by Miller with belting guitar figures. Side suffers, however, from repetition. (2:35)

★★ *You're the Sweetest Girl*—Reverse is a Latin-oriented ballad with Country overtones (2:18)

JOHNNY FOLKSTON

★★ *You Said I'd Never Love Again*—DAVCO 7479—Joined by the Skyrockets,

(Continued on page 39)

# JAMES BROWN

## THE BIG MAN

in the

## RECORD BIZ

---

# JUST OUT!

Wonder When You're Coming Home  
This Old Heart

**FEDERAL 12378**

---

## EVERY RECORD MAKES HIM

# BIGGER

ALL THESE RECORDS ARE STILL HOT	12370	} THINK	YOU'VE GOT THE POWER
	12258		PLEASE, PLEASE, PLEASE
	12337		TRY ME
	12352		I'VE GOT TO CHANGE
	12364		I'VE GOT TO CRY
	12369		I'LL GO CRAZY
	12361		GOOD GOOD LOVIN



KING 610



KING 635

# FEDERAL RECORDS

# KING RECORDS



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**FOLK TALENT & TUNES**

By BILL SACHS

**Around the Horn**

Peggy Munson and Carrie Fraley, Brunswick, Ga., songwriters, have signed with the Charles Wright Agency, Dallas, for the latter to handle their future tunes. Wright has placed two of their songs for fall release. . . . Ray Price and His Cherokee Cowboys make a stop-off at Myersdale, Pa., August 25. . . . Billy Walker shows his wares in Dallas Saturday (20). . . . Bill Anderson (Decca) states that he made several guest appearances on "Town Hall Party," Compton, Calif., during his recent trek thru that territory but that he has not joined the group as a regular, as an item here recently indicated. He says his home is still in Nashville and he has no intention of leaving there. Anderson is due to return to Nashville this week for another Decca session, and is set for a guest spot on "Jubilee U.S.A." from Springfield, Mo., August 27. He will tour Florida, Mississippi and Michigan in September, all out of Nashville.

Gabe Tucker, of "D" Records, Houston, has just signed Perk Williams to a recording pact. His initial release for the label will be "You Traveled Too Far," penned by Tucker and Bill Guyton. Many will remember Perk's clicker a few years back, "Release Me," which he did for Capitol. . . . Frank P. Pappalardo, of Casa Grande Records, 6 Carter Place, Woburn, Mass., reports that his firm is entering the c.&w. field with a new release by Johnny White coupling "Crying Roses" and "Roses in the Garden." Deejays are invited to write in for a sample. . . . Warren Smith did a repeat guest spot on "Louisiana Hayride," Shreveport, Saturday (20). . . . Adrian Roland hit the road last week to promote his new Allstar release, "Imitation of Love." . . . Eddie Zack and Dick Richards have a Saturday night television show on Channel 10, Providence.

Jack Howard, veteran promoter of c.&w. music who claims the distinction of being one of the first to introduce Hank Snow to American audiences, has launched his own radio show, "The Covered Wagon Caravan," heard Saturday morning, 10:05-10:30, on WCAM, Camden, N. J. Howard is doing the emceeing, promotion and producing on the new vehicle. Show's cast of regulars includes the Cook Brothers, Ginger and Johnny, Joni Layne, Tex Carson, Sy Marvin, Jeri Lynn Sands and Fran LaMonica. A guest star is featured on the show weekly. The group is slated to cut an album for early release on the Arcade label of Philadelphia. . . . The forthcoming releases by Gene Woods and Kirk Hanserd will be made on the Hap label instead of Dub, as recently mentioned here. Both Hap and Dub are subsids of the Mountain City Recording Studio, Chattanooga.

The appearance of Brenda Lee and a package comprising Johnny Preston, Bob Beckham, Garry Miles, the Hollywood Argyles and the Casuals, which attracted turnaway crowds in two performances at the 3,000-seat Municipal Auditorium, Lubbock, Tex., August 9, was sponsored jointly by KDAV, a country music station, and KSEL, a pop music station. "As far as I know," writes Dave Stone, KDAV deejay, "this is the first time this has been done and tends to prove again the overlap of

pop, rock 'n' roll and country music—plus the promotional power when the two stations work together." It was Brenda Lee's second appearance in Lubbock within 60 days.

Texas Bill Strength is back in Hollywood after a jaunt that took him to Chicago, Minneapolis, Houston and, most recently, Memphis, where he signed a recording pact with Sun Records. His first release for Sun is due out in two weeks. Meanwhile, he is plugging a new release on the Toppa Records label, of Covina, Calif., coupling "Watching the World Go By" and "Picture of My Heart." Deejays needing copies of the latter platter may write to Bill at 5927 Sunset Boulevard, Hollywood 28. Strength will work club dates on the Coast until Nashville convention time in November, after which he plans to return to Minneapolis. . . . Frankie Amato, of West Wyoming, Pa., has just had his first release on the Cool label, "You Made a Fool Out of Me" b.w. "Wipe Those Tears," penned by his brothers, Joe and Charlie. Deejays may obtain a copy of the release by writing to Frankie at West Wyoming.

Joe Taylor and His Indiana Red Birds, of WGL, Fort Wayne, Ind., appear at Harry Smythe's Buck Lake Ranch, Angola, Ind., Sunday (28), in support of a bill starring the Irish singing star, Carmel Quinn. . . . Warren Smith, currently scoring with his new release on Liberty Records, "Cave In," has joined the Jim Denny Artists Bureau, Nashville. . . . Harry (Hap) Peebles, Wichita, Kan., promoter, has Ernest Tubb and His Texas Troubadours, the Cates Sisters, Johnny Johnson, Cathy Perry, Connie Hall and Bun Wilson set on a string of fair dates opening August 24 at Bowling Green, Mo., and following with South Sioux City, Neb., 25; Scottsbluff, Neb., 26; Omaha 27; Lone Wolf, Okla., 28; Winfield, Kan., 29; Coffeyville, Kan., 30, and Iola, Kan., 31.

Wanda Jackson moves into the Flame Theater-Cafe, Minneapolis, Monday (22) to remain thru Saturday (27). Following Minneapolis, her itinerary stacks up as follows: American Legion, Scott City, Kan., September 2; Springfield, Ill., 4; Indiana State Fair, Indianapolis, 7-8; New Jersey one-nighters, 9-16; Brooklyn, 17-18; Cleveland, 21; Main NCO Club, Fort Carson, Colo., October 2. On October 6 Miss Jackson opens at the Golden Nugget, Las Vegas, for a two-week stand. . . . Songsmith Bob Belyeu, just returned from a hitch with the Army in Germany, has resumed grinding out songs for the trade and is back at his old desk at the Charles Wright Agency in Dallas. . . . The Association of Country Musicians and Entertainers, Fort Wayne, Ind., staged a benefit dance August 7, the proceeds going to defray the medical expenses of member Earl Henderson, who recently underwent an operation for removal of a brain tumor.

This week Red Foley tops the bill at the Colorado State Fair, Pueblo, following with fair dates at West Union, Ia., and Escanaba, Mich. Accompanying Red on the trek are Uncle Cyp Brasfield and Slim Wilson's Jubilee Band. . . . Bob (Bevo) Tubert, co-writer of "Jubilee U.S.A.," is homeward bound to Worcester, Mass., for a vacation. . . . Crossroads TV veep, John

(Continued on page 42)

The **Billboard**

**HOT C & W SIDES**

FOR WEEK ENDING AUGUST 28

TITLE, Artist, Company, Record No.

THIS WEEK	WEEKS ON CHART			TITLE, Artist, Company, Record No.	WEEKS ON CHART
	ONE WEEK AGO	TWO WEEKS AGO	THREE WEEKS AGO		
1	2	2	3	ALABAM, Cowboy Copas, Starday 501	8
2	1	1	1	PLEASE HELP ME, I'M FALLING, Hank Locklin, RCA Victor 7692	25
3	3	3	2	ONE MORE TIME, Ray Price, Columbia 41590	21
4	4	4	5	SOFTLY AND TENDERLY (I'LL HOLD YOU IN MY ARMS), Lewis Pruitt, Decca 31095	8
5	6	5	10	I'M GETTING BETTER, Jim Reeves, RCA Victor 7756	6
6	17	20	19	I KNOW ONE, Jim Reeves, RCA Victor 7756	5
7	7	8	4	EACH MOMENT (SPENT WITH YOU), Ernest Ashworth, Decca 31085	9
8	8	14	18	THE PICTURE, Roy Godfrey, Savoy 3021	9
9	14	13	15	MILLER'S CAVE, Hank Snow, RCA Victor 7748	6
10	11	10	11	TIP OF MY FINGERS, Bill Anderson, Decca 31092	10
11	16	17	16	THE LONG WALK, Bill Leatherwood, Country Jubilee 539	7
12	15	11	13	ANYMORE, Roy Drusky, Decca 31109	7
13	5	9	9	THAT'S MY KIND OF LOVE, Marion Worth, Guyden 2033	14
14	13	—	—	CRUEL LOVE, Lou Smith, KRCO 105	2
15	9	6	7	A LOVELY WORK OF ART, Jimmy Newman, M-GM 12894	10
16	19	21	27	BUT YOU USE TO, Laverne Downs, Peach 735	5
17	10	12	14	LOVE HAS MADE YOU BEAUTIFUL, Merle Kilgore, Starday 497	6
18	12	7	6	ABOVE AND BEYOND, Buck Owens, Capitol 4337	25
19	25	23	25	SHE'S JUST A WHOLE LOT LIKE YOU, Hank Thompson, Capitol 4386	4
20	21	16	8	LEFT TO RIGHT, Kitty Wells, Decca 31065	19
21	—	—	—	SECOND HONEYMOON, Johnny Cash, Columbia 41707	1
22	26	24	17	MULE SKINNER BLUES, Fendermen, Soma 1137	7
23	24	22	20	TOO MUCH TO LOSE, Carl Belew, Decca 31086	11
24	20	27	23	LITTLE ANGEL (COME ROCK ME TO SLEEP), Ted Selt, Savoy 3022	4
25	22	30	30	THIS OLD TOWN, Buddy Paul, Murco 1018	4
26	29	26	—	FAR, FAR AWAY, Don Gibson, RCA Victor 7762	3
27	18	15	12	WHO'LL BUY THE WINE, Charlie Walker, Columbia 41633	15
28	—	—	—	OUT OF CONTROL, George Jones, Mercury 71641	1
29	23	18	21	BABY ROCKED HER DOLLY, Frankie Miller, Starday 496	14
30	28	—	28	ONE OF HER FOOLS, Paul Davis, Duke 107	4

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'Heartache Weather'

c/w

'There's a Big Wheel'

#212



# The Billboard HOT R & B SIDES

FOR WEEK ENDING AUGUST 28

TITLE, Artist, Company, Record No.

THIS WEEK	ONE WEEK AGO	TWO WEEKS AGO	THREE WEEKS AGO	TITLE, Artist, Company, Record No.	WEEKS ON CHART
1	1	1	1	A WOMAN, A LOVER, A FRIEND, Jackie Wilson, Brunswick 55167	7
2	4	26	—	THE TWIST, Chubby Checker, Parkway 811	3
3	—	—	—	KIDDIO, Brook Benton, Mercury 71652	1
4	6	10	16	FINGER POPPIN' TIME, Hank Ballard and the Midnighters, King 5341	13
5	9	6	2	THIS BITTER EARTH, Dinah Washington, Mercury 71635	10
6	2	3	10	FOOL IN LOVE, Ike and Tina Turner, Sue 730	4
7	5	5	12	QUESTION, Lloyd Price, ABC-Paramount 10123	7
8	3	2	7	WALKING TO NEW ORLEANS, Fats Domino, Imperial 5675	7
9	15	8	3	STICKS AND STONES, Ray Charles, ABC-Paramount 10188	9
10	7	15	—	IT'S NOW OR NEVER, Elvis Presley, RCA Victor 7777	3
11	10	16	29	ITSY BITSY TEENIE WEENIE YELLOW POLKA DOT BIKINI, Brian Hyland, Leader 805	5
12	14	30	—	MY LOVE, Nat King Cole, Capitol 4393	3
13	13	21	—	TELL THE TRUTH, Ray Charles, Atlantic 2068	3
14	20	27	33	THE TWIST, Hank Ballard and the Midnighters, King 5171	5
15	19	20	—	ONLY THE LONELY, Roy Orbison, Monument 421	3
16	21	17	8	HEARTBREAK (IT'S HURTIN' ME), Jon Thomas, ABC-Paramount 10122	8
17	8	4	5	I'M SORRY, Brenda Lee, Decca 31093	8
18	17	11	15	PARTIN' TIME, B. B. King, Kent 346	7
19	26	29	27	IF YOU'RE LONELY, Annie Laurie, De Luxe 6189	7
20	22	—	—	IF I CAN'T HAVE YOU, Etta and Harvey, Chess 1760	2
21	18	19	11	BIG BOY PETE, Olympics, Arvee 595	10
22	16	—	—	TA-TA, Clyde McPhatter, Mercury 71660	2
23	29	22	22	THINK, James Brown and Famous Flames, Federal 12370	13
24	11	12	18	HEARTBREAK (IT'S HURTIN' ME), Little Willie John, King 5356	9
25	12	7	4	THERE'S SOMETHING ON YOUR MIND, Bobby Marchan, Fire 1022	11
26	30	—	—	VOLARE (NEL BLU DI PINTO DI BLU), Bobby Rydell, Cameo 179	2
27	—	—	26	DOGGIN' AROUND, Jackie Wilson, Brunswick 55166	18
28	23	—	—	NOBODY KNOWS YOU WHEN YOU'RE DOWN AND OUT, Nina Simone, Colpix 158	2
29	28	28	—	MADISON TIME, Ray Bryant, Columbia 41628	18
30	27	18	21	THE TEACHER, Falcons, United Artists 229	5

## • Reviews of New Pop Records

• Continued from page 37

vocal group, Folkston sings this up-tempo item in a rather flat style. (Tree, BMI) (2:31)

★★ Dance Little Leaves—Reverse is a mild ditty done at a faster tempo. (Dellwood, BMI) (1:53)

### THE MANDELS

★★ The Scotch — LILLY 502 — A blues, done in medium tempo. The recording is muddy and the arrangement is tiresome, but the lead man has a good blues touch. He deserves another spotlighting. (Lillian, BMI) (1:50)

★★ My Kissin' Cousin—An upbeater done to a shuffle rhythm. Again, the lead man sounds good but he deserves another chance. (Don Carlos, BMI) (1:45)

### CLYDE PITTS

★★ Shakin' Like a Leaf—TOPPA 1018—Pitts tries hard on this rocker but the side doesn't come off. (Trickle) (2:07)

★★ Just a Reminder—Pleasant ballad is sold nicely. (Trickle) (2:05)

### CHARLES PHIPPS

★★ Hold My Hand—CAPITOL 4425—The chanter sells a pretty ballad in warm fashion here. (Dave Dreyer, BMI) (2:34)

★★ Was There Once — Same comment. (Gil, BMI) (2:15)

### BILLY LAND

★★ Don't Let These Words Be True—SCOTTIE 1323—Billy Land comes up with a solid reading of a fair rockabilly effort. (Joe South, BMI) (1:50)

★★ Love at First Sight—Listenable ballad is sung pleasantly here by the chanter. (Wonder, BMI) (2:02)

### JIM MURPHEY

★★ Nobody's Darlin' But Mine—RAMCO 3703—A nostalgic kind of melody here with Murphey singing his heart out in a pleading way. Fair potential. (RamCon) (2:18)

★★ The Jenny Lee—A folksy air is nicely chanted by Murphey. He gets choral support on the side. (Desert Palms, BMI) (2:28)

### THE MONOTONES

★★ Reading the Book of Love—HULL 735—A rocker. Lead does a fair vocal to an arrangement featuring a sharp beat. (Keel, BMI) (2:22)

★ Dream—A ballad in slow tempo. Misses. (Keel, BMI) (2:13)

### VINCE CASTRO

★★ You Never Believe Me—ORCHID 660—Young singer Castro has a nice enough voice but material is a trifle routine. (Pun-Jon, BMI) (2:20)

★ I Feel So Grand—Reverse side is an up-tempo rocker. Castro had a hand in writing both sides. (Pun-Jon, BMI) (2:10)

### BILL BROCK

★★★ I Can't Come Home (As Just a Friend)—TOPPA 1019—Touching weeper is sung with feeling by the chanter. Material is potent. Could get spins in the field. (Mixer) (2:27)

★★ The Wreath—This sad tale is sung by a father who just lost his little boy. It's a doleful tale but could get some spins. (Mixer) (2:30)

### HAROLD LOWRY

★★ Me and the Blues — REBEL 227—Lowry sings a piece of his own material which is in the boogie-woogie groove. (Zap, BMI)

★★ Blue Feeling—This ballad is more in the country groove. (Zap, BMI)

### VANCIE FLOWERS

★★ You Taught Me to Love You—CREST 1073—A country weeper with an accent on fickleness. (American, BMI) (2:02)

★★ Prisoner in Siberia—This country side has its subject matter the difference between Communist and Western ideologies. Good vocal. (American, BMI) (2:37)

### VIC THOMAS

★★ You're Gonna Change — APPLAUSE 1240—Country rhythm side, with bouncy beat. Chanted in the traditional style essentially. (Peter Jan, BMI) (2:13)

★★ Ramblin' Fool—Another country side in the traditional style. Fair. (Peter Jan, BMI) (2:28)

(Continued on page 41)

# Atlantic's New Parade of Hits

## THE DRIFTERS

SAVE THE LAST DANCE FOR ME  
and  
NOBODY BUT ME

Atlantic 2071

## JOE TURNER

SWEET SUE  
and  
MY REASON FOR LIVING

Atlantic 2072

## CHRIS GONNOR

INVITATION

and  
I SOLD MY HEART TO THE JUNKMAN

Atlantic 2073

## the Sh-Booms

BLUE MOON

and  
SHORT SKIRTS

Atlantic 2074

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EP #296-297

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M-557

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**"WHO IS THAT?"**

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by THE SENSATIONAL NIGHTINGALES

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# 4-Week 1960 Sales Melt Summer Slump

• Continued from page 1

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

In addition, the percussion albums, of the type started by Enoch Light on the Command label, continued to sell at a considerable rate during the summer period. Light's "sound" or percussion sets also inspired a whole flock of imitations, many of which also garnered sales.

Another factor was the tremendous number of special summer discount plans offered to dealers—and many passed along to consumers—at the start of the summer. Many of these plans included the release of strong new albums, albums with name or type value that helped pull customers into stores in July. In previous seasons, manufacturers often held off their hot product until the fall.

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

And sales of low price stereo albums, at \$2.98 list, also underwent a big sales jump in this period. Stereo-Fidelity Records and Camden Records are on an all-out low price stereo push.

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

In actual figures, sales of all records during the June 20 thru July 16 period sold via retail stores totaled 10,900,000 units. (In the Easter period, total sales only came to 10,800,000 units.) Of these July sales, LP's totaled 3,900,000 units and singles totaled 6,800,000 units. In the prior four-week period, from May 23 thru June 18, unit sales totaled 9,800,000 units, of which 3,500,000 were LP's and 6,100,000 were singles.

In previous summers, 1959 and 1958, record sales in stores were much less. Unit sales in stores for the June-July period during 1959 totaled 6,400,000 units of which 1,900,000 were LP's and 4,300,000 were singles. In the same period in 1958, units sold came to 7,300,000, with 1,800,000 being LP's and 5,200,000 being singles.

In percentage figures the increase in units sold via retail stores is even more startling, especially when it is remembered that the summer is usually a slump season for records. The increase in unit sales for the period June 20 thru July 16, 1960, over the same period in 1959, was 70.3 per cent. The increase in singles came to 58 per cent, and the increase in LP sales came to 105.3 per cent.

## Japanese Scene

• Continued from page 6

anniversary celebration via a grand show of Columbia artists at the downtown Kabuki Theater here. A new Columbia building is also to be constructed on the same street. The nine-story affair will house all three branches of the Columbia operation now in various parts of Tokyo. The building will open in October 1961. Columbia has also announced an increase of 100 per cent in capitalization.

## CAPITOL PLANS BIG DRIVE IN SACRED FIELD

• Continued from page 1

RCA Victor for the past seven years. In addition to helming the distribution operation, he will serve as an artist and repertoire consultant in planning new devotional disks. Altho he similarly counsels RCA Victor's religious a.&r. director, Darryl Rice, Capitol feels no conflict will arise in his wearing two major label hats. Spencer will offer his distribribs an initial catalog numbering 25 packages, embracing everything from Bach organ recordings to Tennessee Ernie Ford's albums of hymns and spirituals. Spencer's Capitol contract is for one year. His distrib operations come under the wing of Bud Schuster, Capitol Records Distributing Corporation vice-president. The firm has been mapping its entry into the religious field since the first of the year.

## Chi Distribs

• Continued from page 6

cutting into the sales of indie distributor resident men.

Local distributors claim that the Duchess salesmen are not only writing business on the Duchess labels but are also selling for State Distributors, Indianapolis, a firm owned by the Herman brothers, who bought Duchess some 18 months ago.

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

In Detroit, distributors who have threatened reprisals against one-stops, even saying they would open a one-stop of their own, contend that 60 to 70 per cent of the singles business goes thru one-stops.

Minneapolis distributors claim that Lieberman's three one-stops do from 40 to 60 per cent of the singles business.

Distributors contend that with the diminishing singles market, it has become virtually impossible to give an extra functional discount of 5 to 10 per cent and continue to promote records thru direct mail and d.j. contact men. They point out that when they deduct the functional discount and the cost of direct mail and d.j. promotion from their gross, they have less left than does the one-stop, who they claim does nothing to stimulate air play, so very important today in the making of a hit.

## SORD Prexy

• Continued from page 6

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

"The answer to discounting is not more discounting, the answer to record clubs is not more clubs, and the answer to record racks is not more and more racks. Would it not serve you and the retail record dealer better to devise a means of putting the record business back into the retail record stores? If racks are necessary to get more distribution, why not put them in retail record dealers' stores?"

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**"SO GOOD"**  
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• **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	Chart	Weeks on Chart
1. <b>ITSY BITSY TEENIE WEENIE YELLOW POLKA DOT BIKINI</b> (Pincus)	2	6	6
2. <b>BECAUSE THEY'RE YOUNG</b> (Columbia)	1	10	10
3. <b>PAPER ROSES</b> (Pambill)	3	13	13
4. <b>THEME FROM THE APARTMENT</b> (Mills)	5	5	5
5. <b>MR. LUCKY</b> (Southgate)	4	18	18
6. <b>MISTY</b> (Octave)	7	16	16
7. <b>CATHY'S CLOWN</b> (Acuff-Rose)	6	12	12
8. <b>TELL LAURA I LOVE HER</b> (Marks)	8	4	4
9. <b>IN MY LITTLE CORNER OF THE WORLD</b> (Shapiro-Bernstein)	13	2	2
10. <b>THEME FROM A SUMMER PLACE</b> (Witmark)	10	28	28
11. <b>HE'LL HAVE TO GO</b> (Central Songs)	9	26	26
12. <b>EVERYBODY'S SOMEBODY FOOL</b> (Aldon)	12	3	3
13. <b>IT'S NOW OR NEVER</b> (Gladys)	14	2	2
14. <b>BURNING BRIDGES</b> (Sage and Sand)	—	1	1
15. <b>THE SOUND OF MUSIC</b> (Williamson)	11	28	28

**NIGHT CLUB REVIEW**

**Lewis Spark Makes Embers Glow**

Two groups new to The Embers opened at the famed New York jazz club Monday night (15) when the Ramsey Lewis Trio and the Ralph Flanagan Quartet made their debuts there. The Embers, talent cradle of many top jazz-pop acts (Jonah Jones for one), may have another such winner on its hands with the Ramsey Lewis three.

Lewis' trio, which has built up a solid following in Chicago and other Midwestern cities over the past two years via records (Argo) and personal appearances, has both a sound and a flavor, somewhat in the Ahmad Jamal-Modern Jazz Quartet tradition. But it is not as sparse as the Jamal group nor as esoteric as the MJQ. Instead, the Lewis threesome strike a middle ground of easy, listenable music, sparked by the piano lead of Lewis himself, and hefty assists from bassist Eldee Young and drummer Red Holt. Funky or wingy, romantic or bright, the combo can handle any type of tune, and the music they play is easy to take for a jazz-oriented audience as for the musical but-not-so-hip club goer. The trio turned out a lovely performance on "My Ship," a down-home reading of "When the Spirit Moves You," a neat swingy "Bye Bye Blackbird," and stylish performance on "Anything Goes." In this reviewer's opinion the Ramsey Lewis Trio will grace the Embers many times in the future.

Ralph Flanagan, making his first appearance anywhere with a quartet instead of an orchestra, has surrounded himself with top jazzmen Bill Crow on bass, Doug Mettome on trumpet and Maurice Mark on drums, with Flanagan himself on piano. But on the night caught the Flanagan Four appeared to have no place to go, or couldn't decide where it wanted to go. Everyone played well, but Mettome had little chance to blow, and Flanagan's piano stylings were not very distinctive. The group isn't a bad one, but it has no set style, no special sound and musically it wasn't very adventurous in its opening night sets.

**Familiar Tunes on Hot 100**

• *Continued from page 1*

week are Ricky Nelson's "Yes Sir, That's My Baby," and the Browns' "Whiffenpoof Song."

The desire of young disk artists to identify themselves with more adult material, was highlighted this month by Connie Francis' refusal to allow M-G-M to release the r.&r. side "Robot Man" (a big hit for her in England), thereby giving Jamie Horton a ready-made click here with a cover version.

More cover versions of hits are making the chart these days than they have in a long, long time. For instance, on last week's chart there were two versions of "Do You Mind"—Anthony Newley's original and Andy Williams' cover; two versions of "Please Help Me, I'm Falling," Hank Locklin's original, No. 13, Rusty Draper's Cover, No. 77; two versions of "Hot Rod Lincoln," John Bond's cover, No. 32, and Charlie Ryan's original, No. 53; two versions of "The Twist," Chubby Checker's cover, No. 8 last week, and Hank Ballard's original; and four versions of "Look for a Star," the original by Garry Mills and covers by Garry Miles, Dean Hawley and Billy Vaughn. There

are two versions of "Kookie Little Paradise" (both claim to be original) by the Tree Swingers and Jo-Ann Campbell; and two versions of "Heartbreak," Jon Thomas' original and Little Willie John's cover.

"All I Could Do Was Cry" ranks as both a revival and a cover, since Etta James' original just dropped off the chart after 26 weeks, while Joe Tex' cover—a spoken word version—is on the "Bubbling" chart this week.

The standout example of successful adaptation of P.D. tunes, of course, is Elvis Presley's "It's Now or Never," based on "O Sole Mio," No. 1 again this week. The disk also marks Presley's acceptance as adult record programming by stations heretofore cool to his r.&r. charms. Other adaptations of P.D. tunes on the chart this week are Pat Boone's "Delia Gone," No. 68, and Tommy Sand's "Old Oaken Bucket," No. 87.

Meanwhile, more and more name artists are waxing oldies. New singles releases this week included "Sweet Sue" by Joe Turner; "Put Your Arms Around Me Honey" by Fats Domino; "Sleep," the old Fred Waring theme, by Little Willie John; "Bill Bailey Won't You Please Come Home" by Pearl Bailey; "Till" by Tony Bennett; Olympics' "Shimmy Like Kate," and "Roger Williams' Temptation." "Slippin' Around" and "One Has My Heart (the Other My Name)" by Betty Johnson.

• **Reviews and Ratings of New Albums**

• *Continued from page 30*

clubs in Chicago. He has a good style and he sings his songs with meaning. This recording features the blues chanter with Bill Jennings on guitar, and Jack McDuff on organ, while Jake sings and plays harmonica. Tunes include "Worried Blues," "Tear Drops," "My Foolish Heart" and "Good Times."

**COUNTRY & WESTERN ★★★**

★★★ **TOGETHER AGAIN**  
Bob Wills and Tommy Duncan. Liberty LST 7173 (Stereo & Monaural)—The Bob Wills-Tommy Duncan group is easily one of the most popular in the whole Western dance field, and this collection has a good sampling of the kind of fare which has made them that way. Here are bright rhythmic ditties like "Take Me Back to Tulsa," with a lot of clowning between the boys; and softer, Western-styled ballads like "The Kind of Live I Can't Forget" and "Good-night Little Sweetheart." Can be a winner with the fans.

**CHILDREN'S ★★★**

★★★ **DO-RE-ME AND THE SONGS CHILDREN LOVE TO SING**  
The Sing-Along Children's Chorus. Kapp KL 1177—Attractive new kiddie album featuring a large children's chorus singing a collection of familiar oldies and current hits. The oldies range from "Old MacDonald," to "Alouette," while the contemporary items include "76 Trombones" and "High Hopes." The kid chorus handles them contagiously.

**POLKA ★★★**

★★★ **INTERNATIONAL POLKA FAVORITES**  
Horst Wende and his Orchestra. Fiesta FLP 1276—An extremely well-recorded set of polka dancing fare, highlighting, instrumentally, the sound of the accordion. The Wende band was recorded in Europe although much of the material is of an American polka orientation—such as "Beer Barrel Polka," "Taxi Polka," "Punch and Judy," "Sailor Jack," etc. This can do business in the polka field if it's exposed.

★ ★  
**MODERATE SALES POTENTIAL**

**POPULAR ★★**

★★ **ROMANTIC INTERLUDE**  
The Mayfair Strings. King 2016—Mantovani-inspired string orchestral work by the Mayfair Strings performing well-known standards. The selections range from "Diane" to "La Mer." Listenable wax, although not very potent, either in conception or packaging, for the market.

★★ **ROSEMARY CLOONEY SWINGS SOFTLY**  
M-G-M E 3834 — This is very weak Clooney. The material is rarely distinguished, the backings are old-fashioned big band arrangements of the early '40's and Rosie doesn't swing the way she can. Material includes some not-so-familiar pop tunes, plus some songs from "Whoop Up," and the lightly recorded Gerhwin Brothers' tune, "Looking for a Boy."

★★★ **VERY FRENCHY**  
Jo Courtin. King 2005—Courtin play a musette accordion with full rhythm accompaniment, resulting in a set of instrumentals with the Continental touch. This is one of King's new International series. Material includes standards, most of them French, but many familiar to Americans.

**JAZZ ★★**

★★ **THE NEW SCENE OF KING CURTIS**  
Prestige-New Jazz 8237—Curtis Onsley, who makes his jazz debut here, has been heavily involved in the rhythm and blues

area with his tenor sax in the recent past. Some of this style carries over, but he also blows adeptly in progressive small combo jazz in the introspective mood. He's assisted by trumpet, piano, bass and drums as the group works neatly on four originals and the old ballad, "Willow Weep for Me." An interesting debut disk.

**INTERNATIONAL ★★**

★★ **I REMEMBER JAPAN**  
Fiesta FLP 1278—Of all the Fiesta label's releases celebrating the music of various nations, this is one of the most exotic. It contains Japanese popular music, folk songs and traditional music. Because of the unfamiliarity of this type of music, interest is likely to be strongest with those who have visited or served in the Armed Forces in Japan, and those of Japanese descent or devotees of things Oriental. Performances appear to be idiomatic and authentic in every way.

★★ **YUGOSLAVIA**  
Various Artists. Monitor MF 338—This is the third collection of authentic Yugoslavian music to be packaged by Monitor. Recorded on location by Jugoton, it consists of colorful songs and dances from Croatia, Serbia, Macedonia, Dalmatia, Bosnia and Slovenia, and should be displayed by dealers in neighborhoods with populations deriving from those areas. The exciting and well-recorded material includes vocals, orchestral selections and instrumentals of various types, most of them reflecting the lively and earthy nature of the performers.

• **Reviews of New Pop Records**

• *Continued from page 39*

**DON RICE**  
★★ **Weather Man**—TOPPA 1020—Happy novelty receives a bright performance from the chanter. Worth spins. (Mixer) (2:23)

★★ **Fire Without a Flame**—Don Rice explains that he is lonesome without his love girl on this typical country weeper. (Mixer) (2:19)

**TEXAS BILL STRENGTH**  
★★ **Watching the World Go By**—TOPPA 1021—The Texas singer handles this country novelty in good fashion as he explains that he's lonesome. (Owen, BMI) (2:19)

★★ **Picture of My Heart**—On this weeper the singer comes thru with a warm vocal, aided by good backing. Listenable waxing. (Mixer, BMI) (2:17)

The Original Version—  
**DON COSTA**  
Orchestra and Chorus  
**"NEVER ON SUNDAY"**  
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UNITED ARTISTS  
7297th AVE. - N.Y. 19, N.Y. **UA**

**Rhythm & Blues**

★ ★ ★

**BABY LLOYD**  
★★★ **Wait and See**—ATCO 6175—A blues in slow relaxed tempo. Chanter uses a wide-ranging vocal delivery, with church-styled manner. (Sherlyn-Pent, BMI) (2:28)

★★★ **I Need Love**—In contrast to flip, this blues is more in the shouting, rocking style, with a beat that moves right along. (Sherlyn-Pent, BMI) (2:33)

**JUNIOR WELLS**  
★★★ **Prison Bars All Around Me**—PRO-FILE 4013—Down home blues, in slow, relaxed tempo. Funky instrumentation. (Melva, BMI) (2:20)

★ **You Don't Care**—A blues gets an adequate performance. (Melva, BMI) (2:13)

★ ★  
**JOEY EDWARDS**  
★★ **Shirley, Shirley**—LILLY 501—A blues with strong Southern touches. Edwards sings  
(Continued on page 42)

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**"LITTLE GIRL" | "GOIN' HOME"**  
**BABY BOY JENNINGS AND THE SATELLITES**  
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(HIS NEWEST SMASH!)  
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b/w  
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## • Reviews of New Pop Records

• Continued from page 41

It against a chorus. He has the old-fashioned flannel-in-the-mouth-blues sound. (Lillian, BMI) (2:20)

★ **This Little Girl**—Another blues side shows lack of imagination in the song and the recording. (Tek, BMI) (2:00)

### COMER SMITH

★★ **Moonlite Boogie**—GALA 113—Boogie instrumental with nice keyboarding. (Perry, BMI) (2:10)

★ **River of Dreams**—Country ballad. Fair, but competition too strong. (Perry, BMI) (2:30)

### LARRY DARNELL

★★ **With Tears in My Eyes**—ARGO 10356—A gospel-flavored rhythm ballad. Organ is the main backing here behind the Darnell vocal. (Ro-Gor, BMI) (1:55)

★★ **I'll Get Along Somehow**—A dual-track side, one with spoken reflections by the cat about a love scene with the background voice chanting in the far away, the title phrase. Seems to go nowhere. (Bourne, ASCAP) (2:45)

## FOLK TALENT & TUNES

• Continued from page 38

Mahaffey, returned to Springfield, Mo., over the weekend after a week in Hollywood on business.

Marie Wilson, of Hubert Long's publishing company in Nashville, was in Cincinnati last week to promote George Morgan's "Who Knows You the Best"; Roy Dusky's "Anymore," which also has been recorded by Theresa Brewer, and George Hamilton IV's "Before This Day Ends." Marie had a part in writing all three of the tunes. . . . Connie Hall returned to Cincinnati last week after completing a Texas swing with Ernest Tubb and His Troubadours. She leaves here Monday (22) to rejoin the Tubb aggregation for a trek thru the Southwest and Midwest. . . . Starday chief Don Pierce stops off in Cincinnati Monday (22) for a visit to the King Records plant where Starday LP's and EP's are being produced for the recently announced Starday Music Spectacular Sale. Starday's sale on c.&w. singles and package goods has been so successful, Pierce says, that the sale has been extended thru September.

James (Cap) Ramsey, former rodeo manager and booker, has taken on the piloting of Tommy Edwards' live jamboree show thruout Ohio and neighboring States. . . . Plaid Record Company, of Greenville, S. C., has signed an agreement with Zirkon Records, Montreal, to release "The Moon Is Crying," by Alan Riddle. Other upcoming releases by Plaid include "Let Me Be Your Satellite" b.w. "She's Nobody's Darling," by Red Wilson, of Spruce Pine, N. C., and "Foolish One" b.w. "They Call Me Lonely," by Bobby Gregory and the Tornados, of Augusta, Ga. Also signed to a recording pact by Plaid recently were the Fagan Brothers, of Augusta, Ga.

Stonewall Jackson, Marvin Rainwater and the Western Playboys guested at Dick DeVries' Birdland Ballroom, Grand Rapids, Mich., following their appearance at the Ionia (Mich.) Free Fair, Saturday, August 13. Pat Boyd, fem c.&w. deejay at WMAX, Grand Rapids, and her Country Rhythm Boys are regulars at Birdland. Don Holly, of Skippy Records, and Harry Charles also guested at Birdland on the same date. . . . Beverly Mae Wilson shows her wares at the Museum Club, Flagstaff, Ariz., August 26-27, and follows with Phoenix, Ariz., August 28. . . . Ray Phillips has just cut two sides for the Boyd label of Oklahoma City. Tunes are "Twenty Cigaretts," by Mel Tillis, and "It Hurts So Much," by Billy Guitar. The Boyd management is planning to build a band around Phillips.

Stoney Cooper, Wilma Lee and the Clinch Mountain Clan, currently working on an extended string of fair dates for the Gene Johnson office, Wheeling, W. Va., join Ray Price and His Cherokee Cowboys in September for a tour of Ontario, Quebec and New York State set by the Johnson firm. Also currently making the fair circuit for the Johnson office are Grandpa Jones and the Grandchildren, Jimmy Martin and the Sunny

Mountain Boys, Mike Harris and Lynn Gibson, and Jimmy Haney. . . . Doc Williams and the Border Riders, presently in the midst of a 16-day tour of Ontario and Quebec, are set for a series of dates in Nova Scotia starting in early October.

"World's Original Jamboree," presented each Saturday night at the Virginia Theater, Wheeling, W. Va., is drawing the healthiest business since the big days of 1947 thru 1953, according to Lew Platt, right bower to Gene Johnson, Wheeling promoter and booker of the "Jamboree" talent. Both Saturday night performances are aired over WWVA, Wheeling 50,000-watter. "The crowds were great during June," Platt writes, "but with vacationers swelling the box office, July was the biggest since July of 1948, and August threatens to top August marks for the last 12 years." . . . Mark Raymer, of Mark Raymer Enterprises, Houston, has just concluded a swing thru the South with Sherree Scott to plug the latter's new Crosby Records release, "Go Away Shadow." Miss Scott is currently on tour in Indiana, Illinois and New York. Deejay copies of Miss Scott's new platter are available by writing to Raymer at 1614 McGowen Avenue, Houston 4.

### With the Jockeys

Bob Kinney, country singer, deejay and staff announcer at WCHN, Norwich, N. Y., the last seven years, has made the shift to WCNB, Bloomsburg, Pa. . . . Shirley Collie is sending taped voice tracks and station breaks, as well as copies of her new Liberty release, "Didn't Work Out" b.w. "My Charlie," to all deejays who will use them. Address her at Box 1248, South San Gabriel, Calif. Shirley is now a regular on "Town Hall Party," three-hour, Saturday night TV-er aired via KTTV, Los Angeles. . . . Pamper Music, Inc., 119 Two Mile Pike, Goodlettsville, Tenn., has available deejay copies of "I've Lost Track of Time" b.w. "Moonlight Dreams," by the Stardusters; "When You Fall," by Paul Davis, and "The Bluest One in Town" b.w. "Running Away From Love," by Gene Scarbrough. Drop 'em a line.

Joe Morris, general manager of WGUS, Augusta, Ga., reports that the station celebrates its first anniversary as a full-time c.&w. music station September 15. The station will deviate from its regular program schedule that day to air taped messages, letters and telegrams from artists, deejays and friends of country, western and gospel music, Morris says. Morris states that tapes sent to the station for the occasion will be returned, but asks that they be clearly marked and made at the 7½ speed.

After a six-year hitch with the Armed Forces Network, Sack Cleveland has joined the staff of KSTB, Breckenridge, Tex., presently offering eight hours of c.&w. music a week, with another half hour to be added soon. . . . XERF, Del Rio, Tex., has revived its all-night-long format of sacred and country music. Paul Kallinger is still the man behind the mike. . . . Jack Derrick has quit his deejay duties at KRCT, Pasadena, Tex., and is on the lookout for a new turntable job. . . . Tater Pete Hunter continues to turn in his usual bang-up job on country music at KTLW, Texas City, Tex.

Gene Mooney, veteran western band leader, has taken over the spinning of country

records at Station KMUS, Muskogee, Okla. He's heard from 5-6 each morning and says he could use sample product from the various diskeries. . . . Another plea for wax is made by Chuck Bridges, who is keeping country music going at WCRO, Johnstown, Pa. Lew Sadler, manager of WABG, Greenwood, Miss., reports that the station inaugurated a new 45-minute c.&w. show August 1 on an experimental basis to ascertain if that type of programming will click in the Delta area. Sadler is confident that it will. He says further that the station will be happy to receive sample records from artists and platter firms and well as any personalized station breaks from artists.

Dave Denney, spinning the country wax at WROW, Albany, N. Y., and Lou Heyman, president of Station WSHE, Raleigh, N. C., request that the artists and diskeries put them on their lists for sample releases. . . . Deejays not serviced by the new Platt and Scruggs release, "The Great Historical Bum," and Carl Butler's "I Know Why I Cry" can get action by dropping a line to Roy Horton, Peer International Corporation, 1619 Broadway, New York 19, or Nat Vincent, Peer International Corporation, James Robertson Hotel, Nashville. . . . Bob Kinney has given up his deejay post at WCHN, Norwich, N. Y., to air country music at WCNB, Bloomsburg, Pa. It marks the first time in seven years that WCNB has played country music.

Al Shade, still holding forth with his platter country music show on WLBR, Lebanon, Pa., promises spins for all records the artists or disk firms may send him. . . . Ray Guyce, manager of Bright Star Records, Mount Carmel, Ill., typewrites that he's still in the country deejay business at WMC, Mount Carmel, with two western jamboree shows daily, Monday thru Friday. "We are getting records from some of the companies but not as many as we would like, especially from the majors," Guyce writes. In addition to his deejay and record company duties, Ray keeps busy piloting his Lonesome Valley Boys on personals thru the territory.

Paul Wassell, formerly with WPME, Punxsutawney, Pa., takes over all country music spinning at WWCH, new station which bows soon at Clarion, Pa. He says he'll need lots of spinning material on the new job. . . . Red River Dave reports that there have been seven covers of "There's a Star-Spangled Banner Waving" since he first wrote and recorded it for Savoy Records. Dave says he'll personally send a copy of his platter to any c.&w. jockey who'll write him. His address is 106 Cromwell Drive, San Antonio. . . . Carl Blankenship, who has just begun his second month as deejay at KOLS, Pryor, Okla., has had his time increased to two hours daily, effective August 1. He puts in a bid for programming material. . . . Razorback Records, 817 Cherry Place, Muskogee, Okla., is mailing out copies of "This Old Heart" b.w. "The Blues Said Hello," by Bobby Barnett, and "The Blues at Midnight" b.w. "Living for Tomorrow" to jockeys who will write in on their station's letterhead.

Lee Nichols, well-known c.&w. platter jockey and former band leader, is new general manager of KOOO, all-country station in Omaha recently purchased by Mack Sanders, Jim Denny and Webb Pierce. . . . Skeeter Dodd, presently working for Texas Tiny at KGER, Long Beach, Calif., as salesman and part-time deejay, says he's on the lookout for a full-time platter-

spinning job. During his stint with the U. S. Navy, Dodd had his own show for AFRS in Alaska for a year and wrote a weekly article for the area newspaper on the happenings in the country and western music field. . . . Don Pierce, of Starday Records, Box 115, Madison, Tenn., has available to deejays samples of Jimmie Skinner's new Mercury release, "Reasons to Live" b.w. "I'm a Lot More Lonesome Now," and George Jones' current Mercury disk, "Out of Control." Drop him a card. Pierce reports that his firm's biggest single seller at the moment is Cowboy Copas' "Alabama."

Deejays desiring a copy of Hal Southern's newest release, "I Dreamed of a Hillbilly Heaven," are asked to write to Ivory Records, 7968 Matilija Avenue, Van Nuys, Calif. . . . Slim Williamson, head of Yonah Music, says that deejays who were missed in the mailings on "The Picture," by Ray Godfrey on Savoy; "But You Used To," by Laverne Downs on the Peach label, and "Little Angel" Come Rock Me to Sleep," by Ted Self on Savoy may obtain copies by writing to him at Box 181, Cleveland, Ga. Tommy Downs, deejay at WMT, Louisville, is the male voice heard on Miss Downs' record, Williamson says. Laverne is Tommy's sister. Williamson, who also heads up Peach Records, announces the signing of Del Reeves to a recording pact, with his first release for the label, "You Must Be an Angel Lost," written by Cal Veale, due out this week.

Shane Wilder scribbles from Hollywood that he's in need of records for his daily four-hour platter show. He says further that his friends will be seeing him soon in the TV shows "Wagon Train," "The Rebel" and "Peter Gunn." Shane infos that he and his wife Rene are expecting a visit from the long-legged bird in September. Wilder may be reached at Flying W Productions, P. O. Box 2869, Hollywood 28. . . . Gene Norell is spinning five hours of country music each Saturday night over WRIG, Wausau, Wis., beginning at 7 o'clock. . . . Deejays needing a copy of Ferlin Husky's new Capitol release, "Wings of a Dove" b.w. "Next to Jimmy"; the Teresa Brewer and Roy Drusky versions of "Anymore," and Faron Young's new Capitol platter, "There's Not Any Like You Left" b.w. "Is She All You Thought She Would Be?" are urged to write to Hubert Long at 616 Exchange Building, Nashville.

## Danish Musicians

• Continued from page 14

to such amateur organizations as the Tivoli Guards (boys) band and small jazz bands in certain schools—the latter usually playing only for dance parties in the schools.

While this has been, so far, one of the rainiest seasons in a number of years, the amusement parks have actually been doing as well as last summer—rated as the most ideal weather-wise—in over a century. Tivoli passed the 3,000,000 attendance mark on August 1, the same date on which that mark was reached last year. Concerts in the park's Concert Hall and on the open-air band-stands have drawn their usual attendances. The Delta Rhythm Boys—sharing top billing with the platter-mugging Bernard Brothers—are pulling full houses, two shows nightly, in the parks "Tivoli Varieteen," where they remain until end of August.

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## Freedomland Staff Shuffled; \$\$ Short

NEW YORK — Financial difficulties have hit the newly opened Freedomland here, and repercussions include a drop in the stock's quotation and the shuffle of high executives. Rumors are that President Ted Raynor and Project Director C. V. Wood are to leave the organization and that William Zeckendorf interests, which own 40 per cent of the stock, are exerting their control.

Difficulties are not denied, but all of them are explainable by the management. Pressure of meeting the opening deadlines is said to have soared construction costs beyond the budgeted figures, giving it a huge obligation to hack away at. On a day-to-day basis, however, "while we are frankly tight of funds, the operation is a success," The Billboard is told.

Further rumors that new management team members have been brought in are also admitted. Russell Levy, associated with the Zeckendorf interests, is assistant to the president, Ted Raynor. He says his function is to relieve the president of much of the administrative burden, but nobody is going so far as to call him a watchdog or "in charge" of Freedomland. Also brought in is Robert L. Smith, president of the Roosevelt Field shopping center on Long Island,

### SPACE OPENS

## Freedomland Rides Haul Thousands

NEW YORK—Freedomland revisited is like Freedomland on early visits, but more so. The Bronx theme park is virtually complete and the only major unit inoperative, the Space Flight, was to receive its final film strips and open this week.

The space portion is open now. It is thoroughly modernistic and contains a cafeteria, model sales store, Arcade, Blast Off Show, moving sidewalk, Space Flight, Turnpike autos, and exhibits by Benjamin Moore paints, Braniff International Airways, and the McCullough Corporation.

There are odd projects going on and many mechanics still on the job, but these do not disturb the eye. Since the opening a large part of the costumed payroll has been trimmed, as Wood had predicted to The Billboard in June. Rides are running 3,000-4,000 persons thru every day, by the meters and by normally inquisitive employees. The San Francisco Earthquake dark ride had ridden 257,800 persons since the debut, as of Monday (15), and the huge Riverboat paddle-wheelers, 254,000.

Blast Off is a walk-thru featuring impressive control room and a viewing room where spectators "sit in" on preparation work and finally watch an Atlas missile launching—all in color film and in sound. Space Flight is an auditorium giving its visitor a simulated trip among the planets.

who is consulting on the advertising and promotion.

Both men have been brought in because of their administrative ability, it is said. Raynor's leaving, also rumored, is a matter of evolution because he "always made it clear that he would remain as the top executive officer only for a limited period." C. V. Wood's function as project director would not be expected to keep him tied to Freedomland anyway "so long as challenges exist elsewhere."

## 5% Rise Scored by Bedford, Pa., Fair

BEDFORD, Pa.—First accounting showed the Great Bedford Fair grossing 5 per cent better than last year, with the handicap of regional unemployment again looking over its shoulders. Every aspect of the event held the line or went ahead of last year, with the exception of the grandstand's night turnouts.

Audiences attending the GAC-Hamid revue were more than appreciative but disappointing in numbers, it was stated. Elsewhere, there was a jammed grandstand for big car races promoted by Sam Nunis Saturday (13), and spectators saw a potentially fatal situation which spared driver Dave Humphreys of Seekonk, Mass. His auto spurted up the embankment, smashed thru the wooden fence, caught on the metal fence and was catapulted thru an exhibit building.

Humphreys was alive and not critically hurt, even tho the car smashed a radio booth and finally came to rest upside down against a telephone pole, 75 feet from the track.

## Ill. State Fair Matches '59 Gate Mark; Midway Wins \$\$

By HERB DOTTE  
SPRINGFIELD, Ill. — The Illinois State Fair thru Thursday (18), seventh day of its 10-day run, held to virtually the same attendance pace as last year. The count of single paid admissions for the first seven days was 230,245, a scant 26 under the total for the same period last year. Paid parking also was virtually even with last year.

Midway business for the Olson Shows was outstanding, with each of the first seven days providing a better-than-'59 gross and with Sunday (14) yielding the biggest single day's ride and show take in the fair's history.

Grandstand patronage held close to last year, with four days of Grand Circuit harness races Monday thru Thursday (15-18) accounting for slightly higher turnouts and with the night grandstand offerings getting slightly lower attendance than last year.

A show which featured singer

## Gate Totals Move Upward For Hamburg

4-Day Count Up 37%; 3 Kochman Thrill Shows In

HAMBURG, N. Y. — Chugging along steadily thru midweek and fueled with good weather and promotional efforts, the 119th annual Erie County Fair was pulling

(Continued on page 50)

On the midway the Reithoffer Shows were well received by both public and fair officials, who awarded the 1961 contract to Pat Reithoffer Jr. Total attendance of the week exceeded 85,000, according to Dick Eichelberger, president and manager. A pair of Guernsey calves born during the week were

(Continued on page 50)

## Ozark Empire Fair Hurt by Tight \$\$

SPRINGFIELD, Mo.—The 24th edition of the Ozark Empire Fair under the helm of veteran Secretary-Manager Glen Boyd, ran into a tight money situation, but attendance-wise was slightly ahead of last year.

At the gate the fair was a few percentage points up, but grandstand and coliseum receipts were down and most sales were of the

## N. Y. World's Fair Plans Exclusive Fun Zone Contract

Will Resemble Copenhagen's Tivoli; Discuss Planning With Walt Disney

NEW YORK—First public references to the amusement phase of the New York World's Fair 1964-'65 have been made, and while details were not forthcoming, generalities were. With the old Flushing Meadow Amphitheater as its hub, a Tivoli-like fun sector has been projected. A general design of the grounds was released last week.

Robert Moses, fair president, said the amusements will occupy the Aquacade and the lake frontage on both sides, "comparable to Tivoli, the famous amusement and recreation area in the heart of Copenhagen, Denmark." The fair, then, intends to combine lavish terraced landscaping and foliage, diverse dining establishments, children's rides, "adult diversions, an outdoor circus, ballet performances, puppet shows and other amusement shows," for that is what the challenge to reproduce the

Scandinavian park represents.

Walt Disney Consulted

Moses went so far as to confirm that he intends to award an exclusive contract to operate all amusements at the fair. He said "yes," when asked whether one man or group of men would hold the privilege, and said Walt Disney had been in town recently to discuss a proposition. There had been earlier rumors that Disney had refused the deal.

There will be five main sections to the fair: industrial, transportation, international, federal and State, and amusement. A six-phase fair theme will be used, but Moses said there is no intent to promote a symbol such as the previous fair's trylon and perisphere. These are the themes:

1. Inventions, discoveries, arts, skills and aspirations of the 20th Century.
2. Opening of the Lincoln Center for the Performing Arts.
3. The 300th anniversary of the founding of the City of New York.
4. Completion of the metropolitan arterial highway system.
5. Entertainment for those who seek fun as well as culture.
6. A legacy of permanent facilities both at Flushing Meadow and at the performing arts center at Lincoln Square for the enjoyment of future generations.

The designers said it might be practical to operate the amusement area as a permanent feature of Flushing Meadow Park after the fair.

Group Visiting Europe

First group of fair emissaries to governments in Southern Europe, bearing invitations to participate in the international exposition, left Idlewild Airport last week.

Members include former New

(Continued on page 50)

## Adams Closes; 2 Attachments Seize Trucks

STEVENS POINT, Wis. — Adams & Sells Bros. Circus closed here Friday (12) under attachments. Insurance broker Sam Solomon placed an attachment on the show Friday (12). The show was scheduled to close Saturday (13) anyway.

Solomon now holds five trucks, the big top and seats. Three other trucks are at Wisconsin Rapids where they were seized earlier under an attachment for George Lilly, show's contracting agent. Owner Bill Griffith held separate title to some other equipment and was reportedly seeking to sell it last week.

Late last week it was reported that Griffith had sold his single elephant to the Circus World Museum at Baraboo, Wis.

Alice Lon, TV star Nick Adams, as emcee, the Dukes of Dixieland, the Three Stooges, and Paul Whiteman and his orchestra played to 5,291 persons for a gross of \$11,835 Friday night (12). Box seats were priced at \$3 and reserved seats at \$2.

C.&W. Show Wins

A country and western program, in the following night, with box seats at \$1.55 and reserved seats at \$1, drew 8,828 persons for a gross of \$10,630. The bill consisted of Roy Acuff, Don Gibson, Ray Price, Carl Butler, Patsy Cline, the Stoney Mountain Cloggers, Lester Fiatt, Earl Scruggs, the Foggy Mountain Boys, and June Webb.

The Barnes-Carruthers No. 1 revue moved in Monday night (14), and with box seats at \$1.55 and reserved seats at \$1 played to 2,059 persons for a gross of \$2,483 the first night, 3-402 persons for a \$4,082 gross the second night, and 3,555 persons and a \$4,245 take the third night.

rush variety, with the reserved seat tickets left in the box-office rack.

This year, for the first time, the fair operated two attractions simultaneously, Jimmy Hetzer's Japanese Spectacular in the coliseum, and a wide variety of attractions in the grandstand. The Japanese show did just fair.

The J-Bar-H Rodeo, produced

(Continued on page 50)



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

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

MILWAUKEE—The 1961 edition of the Wisconsin State Fair will present a number of major changes finalized at a meeting of the executive committee of the Department of Agriculture and announced by Willard (Bill) Masterson, general manager.

A major change in the attraction program will be the elimination of the amusement park on the fairgrounds and its replacement with an organized carnival, for which negotiations are now being conducted.

Also to be eliminated is the independent midway, Fun on the Farm, a collection of tented shows and concessions, which has been in operation for a number of years during fair week. And further, two old buildings, the beef barn and the fur building, will be razed. The old ballroom, which for years has been used to house direct sales merchandise, was torn down during the winter and the exhibitors are housed under canvas this year.

Also a major change is switching of dates for 1961. Next year the run will be moved up a week and will operate August 11-20, Masterson said. This will serve several purposes, he pointed out. It will make the dates more attractive to major carnivals and will also eliminate any overlap with the Minnesota State Fair and the Iowa State Fair, which has worked a hardship on some agricultural and

## Longview, Tex., Fair Expands Grounds

LONGVIEW, Tex.—The purchase of a 60-acre tract by the Longview Chamber of Commerce has more than doubled the size of the Gregg County Fairgrounds.

The Jaycees, sponsor of the annual exposition and livestock show, said the new site will provide an extension to the midway and additional parking space. The total land facility of the fairgrounds now stands at 110 acres.

NASHVILLE—Southern Recreation Corporation, 615 Sudekum Building, this city, has been granted a State charter to operate entertainment facilities and concessions.

## Hall Modernization Keeps Atlantic City Among Top 3

ATLANTIC CITY — The \$3,500,000 Convention Hall modernization program will keep Atlantic City in its position of getting the third largest volume of convention business in the U. S., topped only by Chicago and New York.

This was reported by Albert H. Skean, former manager and present consultant of the Convention Bureau, one of the leading figures in the modernization program. The new improvements make Convention Hall one of the finest buildings for meetings and trade shows anywhere, he said.

Speaking at the Junior Chamber of Commerce luncheon, Skean said the resort had faced a "declining status" in the convention picture because of the many new and elaborate buildings constructed at great cost by other cities competing for the convention trade. He mentioned the new buildings in New York, Chicago, Detroit, and the

commercial exhibitors. By moving the dates, however, the fair will overlap with the Illinois State Fair.

### Plan Mall

Masterson also disclosed that much of the area made available thru elimination of the amusement park may be turned into a mall. This would be landscaped, a lawn installed and possibly fountains.

Prospects for the 1960 run, which opened here Friday (19) were termed very good by Masterson providing the weather co-operates. Advance sale for its night grandstand shows, to be presented in two

sections, substantially topped any previous year's sales.

Major plant improvement this year was complete renovation of the Women's Building and a new method of presenting events of interest to the distaff side. During the 10 days of the fair, five major events will be featured in the building, each for two days. Included will be a clinic on hair care and styling, wardrobe selection, table settings, sewing and patterns and use of color in the home.

Experts from the various fields will conduct the individual events.

## SEEK \$\$ REMEDY FOR SLOW DAYS

# More N. E. Parks Try 1-Pay Policy

NEW YORK — The one-pay policy for amusement parks has blossomed in New England this month after being instituted at Pleasure Island, theme spot in Wakefield, Mass. Pleasure Island was following the lead set by Pacific Ocean Park when it selected a price for adults and kids which would give them the run of the park's rides and attractions for as long as they remain on the grounds.

Earlier this month Ed Carroll adopted the plan for Mondays, to boost slack-day attendance. Everyone pays \$1 thru 7 p.m., when the price goes to \$1.50 for adults but stays unchanged for children. Now two other parks are with it, besides Carroll's Agawam Park, Riverside, Mass.

Mountain Park's (Holyoke, Mass.) new one-pay policy applies to Tuesdays. Riverside, R. I.'s Crescent Park works the deal Tuesdays, Wednesdays and Thursdays.

The Collinses make all rides available with the same price structure that Ed Carroll is using, with 6 p.m. chosen as the time for upping the price for everyone over age 12. Crescent charges \$1 for all ages, for all afternoon and evening.

The program involves delicate

handling of advertising and promotion to preserve the level of business on other days of the week. Carroll has tried it for three weeks with steadily increasing grosses, the last time (15) in rainy, humid weather. One-pay has not heretofore made an impact in New England altho it is no stranger to parks elsewhere in the country. Gwynn Oak Park, Baltimore, has long operated under a version of the one-pay policy.

## Detroit Business Good for Cristiani

DETROIT—Cristiani Bros. Circus played to surprisingly good business for most of its run at the Northland Shopping Center here. The run was another critical stand for this show and it came out okay.

A surprise was that big crowds turned out for early-week afternoons. But this was explained by the fact that many auto plants are closed down for model change over and the employees, while idle, have money and unemployment insurance.

Show opened Saturday (13) with three-quarter and half houses. Sunday (14) had a three-quarter afternoon but a light 5 p.m. effort. On Monday the circus made a parade along Woodward Avenue. That afternoon the show had a near-full house, but the night show was half full.

On Tuesday (16) the afternoon was all but full and the night was two-thirds. Wednesday brought a big afternoon and fair night. Thursday afternoon was off from the pace but the night was three-quarters. Friday afternoon was only half full, and the show expected no better at night. The prediction was for strong afternoon shows Saturday and Sunday (21) but nothing Sunday night. Saturday afternoon prediction was anyone's guess ahead of time. Circus was booked originally for seven days, and later two more were added.

Press has been very big for the circus here, and perhaps on a par with the good attention accorded it last year by the Los Angeles papers. Price has been stressed. Kids get half-price tickets for reserves as well as blues and the scale is \$2, \$3 and \$3.50 for adults. The shopping center bought 1,000 kid tickets at \$1 each. Earlier, the

## LOS ANGELES SHRINE SIGNS POLACK RETURN

LOS ANGELES — Polack Bros. Circus will return to Los Angeles under Shrine auspices. The show is to be at Shrine Auditorium September 20-21. Promoter Sam Ward will handle the date thru operation of Shrine committees as was done in the past. This is the first Shrine date a circus has played in California in several years.

## Ionia Fair Ends Up With Record Day

IONIA, Mich.—The Ionia Free Fair, aided by a record final day on Saturday (13), wound up with one of its best runs in recent years, Allan Williams, manager announced.

Ideal weather on the final day helped to swell the crowd to an estimated 75,000 people and at one time State Police were forced to turn back the people. Despite this, some patrons were still coming out to the fairgrounds as late as 11 p.m.

The Barnes-Carruthers' night grandstand revue topped last year substantially and receipts from auto parking, raised a quarter to 75 cents this year, set a new high.

Cetlin & Wilson Shows, with a strong array of rides and shows, topped all previous records winding up some 25 per cent ahead of last year.

Clyde Beatty show was in Detroit for two days but its business was reported to have been light. Beatty had advertised a 90-cent child's ticket. The Cristianis used some wait ads.

Tom Parker booked and promoted the Detroit date for Cristianis, and he said he was pleased with the outcome. It also was learned the show was off the nut by Thursday.

The Cristianis Family added its riding act to the program here. Also added for Detroit were Dieter Tasso, Stanley Book, Sam Dunlop's Liberty horses (6) and Dunlop's two trick riders.

## Beatty-Cole Gets Crowds in Indiana

MARION, Ind.—Clyde Beatty & Cole Bros. Circus has been getting good business in recent stands. A high point was South Bend, Ind., Saturday (13), where the circus pulled two full houses.

Business for the show was only fair in Canada. Michigan dates followed and two days in Detroit were not strong. Kalamazoo (9) reported 1,000 in the afternoon and capacity at night, with Kiwanis auspices.

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

## John Rudisill Dies, Managed Fair in York

YORK, Pa.—York Inter-State Fair was deprived last Monday (15) of its second general manager in two seasons, upon the death of John M. Rudisill, 77. He assumed the post in February of last year following the death of Samuel S. Lewis, and was instrumental in the success of the 1959 fair.

Rudisill's association with the fair society covered a span of 36 years, superintending the livestock department all the while. The prominent York County banker and businessman had been a patient four weeks at York Hospital.

A resident of nearby Seven Valleys, he was Springfield Township justice of the peace for 33 years, vice-president of the People's Bank of Glen Rock, and in 1928 founded the trucking firm of J. M. Rudisill and Sons.

He was a member of Friedensaal's Lutheran Church near Seven Valleys, Glen Rock Lions Club; Zembo Temple, Harrisburg; Grand Lodge, Knights of Pythias, Philadelphia, and various other fraternal groups and volunteer fire companies.

Services were conducted at the Geiple Funeral Home, Glen Rock, the Rev. M. L. Kroh officiating, with interment in Mount Prospect Cemetery, Seven Valleys. Survivors include the widow, Edna Baublitz Rudisill; two sons, a stepson, a sister, five grandchildren and four great-grandchildren.

## Charlie Nash Passes at 73; Managed ESE

SPRINGFIELD, Mass.—Charles A. Nash, who attained prominence during 40 years in the fair business in the Midwest and the East, died in a nursing home here Thursday (11). He was 73 years old, and had been ill for the past five years.

For 27 years he was general manager of the Eastern States Exposition, West Springfield, retiring in 1951. He was succeeded by the current manager, Jack Reynolds.

Nash spent the bulk of his life in fair business, serving the Iowa State Fair and North Dakota State Fair prior to coming East. He served twice as president of the

(Continued on page 50)

& Cole Bros. Circus. Monday (15) at Lafayette gave a half house in the afternoon and near-full at night under Optimist auspices. At Marion, as the show continued its route thru Indiana's circusland, a lion escaped after the Beatty act and the trainer came back to get the lion out from under the seats and back into the chute. The story of this got wide attention on national news wires. At South Bend a big chimp escaped and gave employees a merry chase for an hour in the morning. It injured one employee before it was recaptured. A review of the Beatty-Cole show as it appeared at South Bend is scheduled to be published next week.



## TALENT ON THE ROAD

### Boone Sets More Names For Milwaukee Fair Bill

When Pat Boone takes over the night grandstand show the final five nights of the Wisconsin State Fair, Milwaukee, he'll feature a different name star, most of them from the record field, on each of the evenings. For instance, August 24 it'll be Connie Stevens; on the 25th, Jimmy Clanton and Jo Ann Campbell; 26th, his father-in-law, Red Foley; Brenda Lee on the 27th, and Bobby Rydell on the next evening, the fair's finale. Noteworthy will be in for all five of the performances topped by Boone. The foot-juggling Staneks have been added to the bill on the first five days. Set earlier were the Lennon Sisters, Three Stooges, Myron Florin, Joan Castle, Huckleberry Hound and Yogi Bear and Zippy the Chimp. . . . Sue Raney and Mel Torme are new additions to the amusements at the California State Fair and Exposition. Sue will be in August 31-September 4, and Torme September 5-10.

Revised line-up of acts that traveled over the Western Canadian B Circuit of fairs for Tom Drake's Agency were Hazel (Mrs. Drake) Randall, White Guards, Aldo Cristiani's Dobermans, Hennaberry Family, Watts and Neuman, Doris Bay, Steele's Bears, Sanger, Ross and Andree, Flying Valentines and Drake's Starlite Stars. . . . Red Foley will keep busy during September. His travels will include Leesburg, Va., for Massey-Ferguson, 1; National Guard cele, Brockton, Mass., 3; Houston, Tex., 10; Grape Festival, Lodi, Calif., 17; New Mexico State Fair, Albuquerque, 19-20; Ashland County Fair, Ashland, O., 22; Farm Progress Day, Joliet, Ill., 23; East Texas Fair, Tyler, 24, and the Virginia State Fair, Richmond, 26-28.

Charlie Byrnes, Chicago

### Circus Acts for Quebec Fair; Hank Thompson on Fair Trail

Quebec's Provincial Exposition (September 2-11) will be played by the Kimris, aerial jet; Roberto de Vasconcellos, dressage; Henri LaMothe, high flat dive; the Nocks, swappole; Pepita and Goyo Reyes group, Latin dancing, the Geraldos, aerialists, and other acts, plus "Dancing Waters." . . . Western singer Hank Thompson has the following fair dates coming: North Platte, Neb., 22; Lexington, 25; Stockton, Kan., 26; Omaha, Neb. (Memorial Hall), 27; Elkhart, Kan., September 3; Hoisington, 5; Enid, Okla., 13; Ponca City, 16; Concordia, Mo., 17; Miami, 20; El Dorado, Ark., 21; Anadarko, 22; Bentonville, Ark., 23. Then some club dates prior to the Texas State Fair, Dallas, for 10 days starting October 8. . . . Wanda Jackson plays the Flame Theater Cafe in Minneapolis August 22-27.

Irwin Kirby.

### New Orleans Ready For Park Men's Meet

NEW ORLEANS — Everything is in readiness for the 1960 late summer meeting of the National Association of Amusement Parks, Pools and Beaches at Pontchartrain Beach park here Tuesday and

Wednesday (23-24), it was stated last week.

Host Harry J. Batt, director of Pontchartrain and a past president of NAAPPB, has arranged a program of "food, fun and frolic" for his guests. Upward of 125 amusement park, kiddie park, pool and beach operators, concessionaires and their wives are expected to attend.

Headquarters for the guests will be the Roosevelt Hotel. Registration will open there at 10 a.m. Tuesday, with the park throwing out the welcome mat to the visitors beginning at 1 p.m.

The visitors will have the freedom of the park to enjoy all the rides and attractions until 6 p.m., when a cocktail party and dinner is scheduled at Batt's much publicized Polynesian restaurant, the Bali Hai.

On Wednesday, the highlights will include a sight-seeing bus trip and boat tour of the New Orleans harbor in the afternoon, a cocktail party at 6 p.m. at the Roosevelt Hotel and a gourmet dinner at Antoine's at 7:30. NAAPPB President Bob Plarr of Allentown, Pa., will preside over a brief business session following the dinner, but long speeches will be taboo and informality will prevail. Later in the evening the guests will have the option of touring Dixieland spots or revisiting Pontchartrain.

The party is open to all NAAPPB members in good standing. Altho a deadline of August 15 was set for reservations, John S. Bowman, NAAPPB executive secretary, has promised to provide rooms for late-comers. He can be contacted at the Roosevelt Hotel beginning Monday.

### Geraldos Fall At Palisades, Hospitalized

ENGLEWOOD, N. J. — Madeleine Geraldo sustained a fractured hip and pelvis in a fall from the Geraldos trapeze act at Palisades Amusement Park Friday (12). Rene Geraldo, her husband, has a broken heel and bruises.

### NAAPPB URGES CHECK-UP ON QUESTIONNAIRES

CHICAGO — Amusement park operators belonging to the NAAPPB were urged last week to consult with NAAPPB headquarters here before completing questionnaires that gave rise to any doubts.

Secretary John S. Bowman said that he had received several complaints and questions from a questionnaire that has been mailed from the West Coast to a number of major parks. He said "some of the questions are improper and reflect a distorted image of our amusement parks in general."

### Weather Cuts Middletown's Gate by 18%

120th Fair Pulls 82,753; Firemen, Auto Races Click

MIDDLETOWN, N. Y. — The 120th Orange County Fair wound up on a wet note Saturday night (13) after 82,753 persons had paid their visits. With two days of rain, and threatening weather elsewhere during the week, the total fell 18 per cent lower than the 101,320 of last year, which was an all-time record.

Officials were optimistic here as usual, regarding an artistic success as encouraging. There are grandstand problems which did not hinder Eno Van Dam's three nights of automobile racing, but which did affect turnouts for talent shows. The fair's exhibit sections were larger and vastly better than in the past.

Johnny Ringo, showing Friday for two performances, did just fair. Other professional acts did no better, and President Ben Strong said the question of how to operate the grandstand in 1961 would get more intense consideration than ever, this winter.

#### 'Rescue' Atop Grandstand

The best-attended offering by far was the firemanics demonstration Tuesday night (9). Responding to an alarm, ladder companies screeched to a halt in front of the stands and swiveled their pieces onto the roof, where "trapped" families were waiting to be rescued. They were lowered to the ground in harnesses. A doctor, Red Cross nurses, litters, ambulances, and helicopter were worked into the well-received act. Auxiliary women prepared coffee and sandwiches for the firemen. The grandstand was jammed.

Also on the program were demonstrations of how to extinguish automobile fires, handle airplane crashes and hunt for an imaginary lost boy. Eleven communities sent fire-fighting equipment.

The How-Reit Shows midway, managed by Al Howard, attained a satisfactory gross but was also hit by the weather. Officials in addition to Strong include Mike Gurda, vice-president; Ken Piggott, secretary-treasurer, and the following department chairmen: Willis Simpson, agriculture; Amy Bull Crist, education; Joseph Finnegan, horse show, and Richard Milburn, grandstand attractions.

### Davenport, Ia., Tops 100,000 For 2d Year

DAVENPORT, Ia. — The Mississippi Valley Fair and Exposition closed its week's run here Saturday (13) with an attendance count of 101,079, topping the 100,000 mark for the second consecutive year.

Receipts were down slightly from '59 altho attendance was close to last year when the Ringling Circus was in for six shows. Les Winget's rodeo played four performances this year followed by Sammy Kaye and his orchestra. The WLS Barn Dance closed the fair.

Afternoon attractions included stock car races by the Speed Demons Stock Car Racing Association and harness races.

Schafer's 20th Century Shows provided the midway attractions.

This winter the Industrial Arts building will be used for roller skating.

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

CEDAR RAPIDS, Ia. — The All-Iowa Fair was racing well ahead of its last year's pace here last week and up to Friday had only one day marred by rain. With three big days of its eight-day run yet to go, Manager Andy Hanson was quite optimistic over the results.

All segments—attendance grandstand and midway, were up, he pointed out, and despite the use of temporary seating the grandstand attractions were drawing well, particularly in the evenings.

"Adventures on Ice," a new ice show produced by Ed and Wilma Leary of Minneapolis, did strong business at three night shows, the first three of the run. Two afternoons did just fair, Hanson disclosed.

Fair's opening attraction was a program of late model stock car races brought in by Frank Winkley's Auto Racing, Inc., which topped '59. Winkley was set to come back in both afternoon and

night on Sunday with more stock car races and a Saturday big car meet. The Aut Swenson Thrillcade did okay at its Wednesday matinee but the night show was lost to rain. A country and western show, brought in by Lucky Moeller and featuring Hank Snow, did big business Thursday evening and had two more night performances to go.

Junior Schafer's 20th Century Shows were racing, and going into the weekend were well ahead of last year's gross when a new record was set.

Hanson announced that the fair's grandstand, which has been condemned, will be torn down by mid-November. A new steel and concrete stand will be erected by May of next year with 6,000 capacity. This, along with the 8,000-seat bleachers used this year, will give the fair a total capacity of 14,000 for next year's run.

### Philadelphia Mayor Okays Site for Park

PHILADELPHIA — The mayor here has approved a 175-acre tract of city-owned land along the Delaware River in the northeast as the site for a new style amusement park for Philadelphia.

The mayor told Recreation Commissioner Robert W. Crawford to proceed with detailed negotiations with the "four or five groups" that have contacted the city about the possibility of building such a park. The decision to proceed with active negotiations on the tract, which is bisected by the Pennypack Creek, was made after it was determined by the City Planning Commission that a new municipal stadium could be located on the same tract.

Mayor Dilworth disclosed three weeks ago that the city was negotiating with a number of groups for the construction of a \$10,000,000 amusement park, but the site had not been determined at that time. He said then that the city would be prepared to sell city land at a reduced rate to a private group that was willing to build and operate the park.

The mayor told Crawford to request the city law department to conduct a title search on the tract,

which runs east from State Road to the river, and to draw up a tentative agreement of sale that could be used as a basis for negotiations.

It is understood that the lower end of the tract, including the creek, will be used for the amusement park. The creek is expected to be incorporated in the park, which has been tentatively titled Libertyland.

### Theme Boosts Fair Gate at Palmyra, N. Y.

PALMYRA, N. Y. — Outstanding results in every way were achieved by the Great Palmyra Fair, which closed a five-day run on Saturday (13). Promotion of the "Better Living" theme was credited with increasing attendance and exhibit results, according to Vernon Cator, association president.

The grandstand this year did surprisingly well, with capacity crowds, including the bleachers, watching Jack Kochman's thrill show on opening Tuesday (9), Ted Mack's Original Amateur Hour the following two days, Hawkshaw Hawkins' Grand Ole Opry unit Friday (12), and Prince Hara magic show the final night. Attractions were obtained thru Ward Beam Associates, all of them offered free except the stunt show.

The 13th annual Lincoln-Rochester Trust Company junior olympics were held Friday. Newark (N. Y.) State School drum corps paraded the boys and girls to the arena. It was youth day, all school children being admitted free to the grounds.

Attendance was good for the annual "Applesauce Derby" on Saturday. Everyone going to the grandstand got a "pari-apple mutual ticket" and the winning number got a can of Wayne County applesauce. An invitational race for amateurs, it was run in four heats, and the victor got a Contingental Can Company trophy.

Rock 'n' roll dancing for teenagers was offered Tuesday and Wednesday nights with Bud Paxton of WACK as host. Henderson Brothers and Sharon Ann provided music for square dancing Thursday, Friday and Saturday night.



## Detroit's Cobo Hall Opens; Announces Several Fall Shows

DETROIT—The first show to occupy the new Cobo Hall opened Saturday (13) when the Florists Telegraph Delivery Association launched its national convention and trade show for four days. This was scheduled to close just in time to allow changeover and setup for the national convention of the Veterans of Foreign Wars, opening Sunday (21) for a week.

Director Stephen F. Kish has booked the new car model show for Chevrolet to open August 31 for 10 days. This is for dealers

and not open to the public. The Chevrolet show is the first of nine auto manufacturers' shows scheduled for the building.

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

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

The catering contract, first awarded to L & L Concession Company, and then upset by the Detroit Common Council, was approved by the council to run till November 1 only to the Roumell Catering Company of Detroit, which was in action preparing for service the very next day in the hall. Even before the council vote, Roumell served two separate luncheon events in the building. This contract provides for complete catering service, including adequate restaurant and concession stand service for the throngs expected to attend the Auto Show.

A separate 30-day contract for general labor for the building was awarded by the council to Detroit Convention Services Company. This meets a crisis created by a Circuit Court injunction issued to prevent the city from awarding the same company a five-year contract.

In a separate action the council rejected the contract for the checking concession, previously granted by the Civic Center Commission, charged with operation of the hall, to Civic Center Service Company, headed by W. B. Browning, general manager of Bob-Lo Park.

## Houston Sets Trade-Travel Exhibit Dates

HOUSTON—The line-up of exhibits for Houston's sixth annual International Trade and Travel Fair was announced Saturday by Porter P. Parris, president. The fair is scheduled for September 9-18 in the Shamrock Hilton Hall of Exhibits. Sponsor is a non-profit organization composed of Anderson Clayton & Company, Bank of the Southwest, Humble Oil and Refining Company, Port of Houston, Schlumberger Oil Well Surveying Corporation and the Shamrock Hilton Hotel. The show will feature an International Bazaar, Hall of Nations, International Food Show, travel division and a display of foreign cars.

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## Butler Starts Music Hall; City May Join

INDIANAPOLIS—Construction of a \$3,500,000 music hall on the Butler University campus is to get under way immediately. A general contract for the 2,200-seat center has been awarded to the George Bahne Company of Indianapolis.

The auditorium will be a memorial to the late Dr. H. H. A. Clowes, who has a research scientist with Eli Lilly & Company. A large part of the \$2,750,000 already subscribed for the edifice has been donated by the Clowes family. Assistance in the financing of the building was offered by Major Charles H. Boswell, of Indianapolis, who believes that the music hall

# ARENA, AUDITORIUM NEWSLETTER

## Greater Range

PROMOTIONAL OPERATIONS OF Harry Lashinsky, Charleston, W. Va., are scheduled to take on national dimensions this year. Lashinsky and his brother have been active within a limited radius around Charleston. He has enjoyed good results on promotions of the Ringling-Barnum circus, for example. Now he will promote Ringling-Barnum dates in many parts of the country. Included will be San Bernardino and Fresno, Calif.; Denver, Salt Lake City, Milwaukee, Waterloo, Ia., and Cleveland. The exact list is still taking form. But Lashinsky expects to handle about 20 Ringling dates in the next 12 months. His participation does not change the Feld Brothers' activities. Felds' Super Shows, Inc., with Cotton Fenner, still will be as active as ever. They are promoting a number of West Coast dates now and also have several other key Ringling stands.

Lashinsky also will be promoting dates for ice shows and musicals. "Holiday on Ice" engagements at Huntington, W. Va., and Canton, O., are his. And he will have "Music Man" at Dayton, O.; Birmingham and Charlotte. Then he will take "My Fair Lady" into Dayton, Charleston, Canton and Knoxville.

## Baltimore Civic Center Plan Provides Flexible Facilities

BALTIMORE CIVIC CENTER promises to be one of the most flexible auditoriums in the nation, it is predicted by Executive Director Benjamin C. Moore, who has been busy since his appointment in altering, amending and approving the plans. They are pointing toward an opening in September of 1962. Architects A. G. Odell Jr. & Associates outline a building that includes an auditorium area and an exhibit area. In the latter there will be about 150,000 square feet, including 70,000 on one level. Fifty adjacent rooms will accommodate from 100 to 700 persons for meetings. There are to be facilities for serving up to 6,000 persons at a single banquet seating. The main auditorium area will have seats on three sides and a 55 by 110-foot stage at the other side. Seating will include 10,000 permanent upholstered chairs plus another 3,000 seats that can be placed or removed on the main floor. Concession outlets are to be included at each level. Shadowless indirect lighting will illuminate the exterior. Provisions for air conditioning are included. It will be designed to accommodate a full range of events for auditoriums and arenas.

## Auditorium Bonds Proposed As Part of Orlando's Plans

ORLANDO, FLA., VOTERS will decide in a November 8 referendum whether the city will issue \$1,600,000 in bonds for an auditorium-type building to seat about 2,800 persons. The issue is one of several proposals to be decided that day. The different propositions total \$12,000,000; voters may act for or against each suggestion on its own merits rather than having to take all or nothing. Another part of the same voting will decide the fate of a proposed 3,000-seat grandstand and lights for the ball park. It would cost \$250,000. The over-all program at Orlando may go on to include renovation of the present auditorium to serve as an exhibition hall.

would serve the purposes contemplated in the projected downtown civic auditorium.

Boswell said further that the city could raise \$750,000 to complete the financial requirements of the construction. He explained that the money could be raised thru a park department bond issue if the 1961 Indiana General Assembly enacted legislation increasing the department's bonding power.

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

## Williamsburg Plans Expansion Program

WILLIAMSBURG, Va.—Colonial Williamsburg announced that it will spend \$3,000,000 on an expansion program here that will include:

A new recreation area including a year-round swimming pool, an ice skating rink, and expansion of a nine-hole golf course to 18 holes. A new 800-seat auditorium.

Renovation and enlargement of Williamsburg Inn and Williamsburg Lodge.

NASHVILLE — Gaw Brothers, Inc., 406 Third National Bank Building here, has obtained a State charter to engage in the operation of amusement enterprises. The principals include Doyle S. Gaw and S. E. Snodgrass.

## Fair Gate Up 5%, Stand 10% At Burlington

BURLINGTON, Ia.—The Burlington Hawkeye Fair closed its six-day run here Friday (12) with a 5 per cent hike at the gate and a 10 per cent increase on grandstand business, according to Secretary Wally Rayer.

Fair closed with an overflow crowd of 4,230 at the final night's late model stock car races produced by Al Sweeney's National Speedways. Jalopy and night harness races, staged the first three nights, showed a healthy increase. Only attraction to register a decrease was the Thursday night showing of the Toby and Susie Stock Company.

Imperial Shows racked up big winnings and has been signed to return next year. On Monday (8) an estimated 7,000 kids turned out, lured by bicycles and other giveaways. Owner John Gallagher reported a 10 per cent increase in rides and shows for the week.

A new cement retaining wall was installed between the track and the grandstand, and Rayer said a number of other improvements are planned between now and next spring.

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## AMUSEMENT PARK OPERATION

### Gold Mine Train Ride Nearly Ready to Open at Knott Farm

THE CALICO GOLD Mine and mine train will go into operation at Knott's Berry Farm by Labor Day weekend, according to Bud Hurlbut, who with his father, Ray, designed and is building the \$750,000 attraction in partnership with Knott's. The mine is 250 feet long, 135 feet wide and six stories high. The 1,300 feet of track will handle five trains, each with five ore cars holding 10 adults. Admission will be 50 cents for adults and 25 cents for children with the eight-minute ride to be included in the Farm's coupon book. Harry Suker Jr. will manage the unit. Featured will be an underground lake and a waterfall inside and outside, using 8,000,000 gallons of water daily. There will also be mining scenes, animated miners and actual ore to be loaded on cars. The ride is being constructed in the Hurlbut shop located to the north-east of the park at Buena Park, Calif. The Hurlbuts also operate the Merry-Go-Round, Miniature Train, Row Boats and track Auto Ride.

### Niagara Trains In, Crowd Up; Rockaway to Parade Firemen

SIX TRACKLESS TRAINS from Allan Herschell Company are in operation at Niagara Falls, N. Y., this season by the Niagara Frontier Transit System. The park commission there reported the first nine days of August brought 280,000 visitors, up 30 per cent from last year's corresponding time. . . . Grand Island, N. Y., is getting a new go-cart track. . . . Rockaways' Playland has Police Athletic Club Day September 6 and the big 10th annual Long Island Volunteer Firemen's Parade September 10. . . . At Salt Lake City the city is seeking to cancel its contract with concessionaires at Liberty Park. . . . An awning on the Arcade at Fairyland Park, Kansas City, Mo., burned recently. . . . Pleasure Beach at Bridgeport, Conn., has designated Wednesdays as kiddie days and rides are half price. There are audience participation contests twice a week, with prizes to be awarded.

### Pavilion Shelters Rides; Trampoline Permits Delayed

FAIRYLAND PARK IN Chicago's suburban Lyons, Ill., has built a large pavilion in which there are a number of kiddie rides operating. The Kiddieland equipped the building with several overhead type doors that can be left open in the summer or closed in bad weather. Rides in the building can be operated regardless of summer rains. Al Miller is general manager of the kiddie park. . . . Cortez, Colo., is to have a new go-kart raceway, of the amusement park variety aimed at youngsters. Owners H. W. Gabriel Jr. and Ernest Patton will open with six cars. . . . Milwaukee has delayed action on five applications for new trampoline centers. The permits will not be issued until after the city council has had an opportunity for formulating regulations to govern operation of the centers. Three other centers already are open. . . . Swim instructions were given at Joyland Park pool in Wichita, Kan., this summer. . . . Seaside Park at Virginia Beach, Va., had the Oranto free act last week. . . . Cimarron City-Resort Concessions is a new corporation in New York. . . . Treasure Island Park, Inc., is newly formed at Rochester, N. Y.

Tom Parkinson

### Indianapolis Park Pleased With Gate Charge Results

JOHN COLEMAN, HEAD OF Riverside Park, Indianapolis, is elated over the results of the newly inaugurated admission policy at Riverside. The Hoosier funspot dropped free gate at the start of this season and inaugurated a 25-cent minimum charge, giving 25 cents worth of tickets for the required minimum. "The plan is very well received and has eliminated walkers," Coleman says. "It has increased our per capita yield, but more important, the public agrees it is a good thing for them." Fil Hall, manager of Crystal Beach, Canadian funspot just across the lake from Buffalo, is pleased over the big zoom in business in recent weeks. Earlier, Crystal Beach was hurting badly from unseasonably cool and rainy weather, but since the weatherman has been behaving properly, Fil says, business has moved up to within 5 per cent of last year. That's plenty fine, he adds, because 1959 was their best year in history. . . . Julian Norton, NAAPPB insurance committee chairman, is back at his duties at Lake Compounce, Conn., after an extended recuperative period following a heart attack. . . . Julian, one of the best-liked operators in New England, is now working on a reduced schedule with rest periods between intensive work spells. . . . Bill Schmidt, head of Chicago's Riverview Park, was featured in a front page article in the suburban section of The Chicago Tribune Thursday (18). The article, captioned "Grandpa Started the Fun," relates how many third-generation employees and concessionaires make a handsome living at Riverview, as a result of an idea conceived in 1904 by Schmidt's grandfather, the late William B. Schmidt. . . . Competition is good for business, says Frank C. Tilyou, major domo at Coney Island's Steeplechase park. Tilyou declares that opening of Freedomland in metropolitan New York hasn't hurt Steeplechase one particle. In fact, he says, it has actually brought more business to the New York area and those tourists somehow find their way to Steeplechase, too.

John S. Bowman, NAAPPB Executive Secretary

## Pleasure Island Reports Success

WAKEFIELD, Mass.—With the greater part of the outdoor season gone, the operators of Pleasure Island, the \$4,000,000 family funspot here, have announced that the success of the new venture has far exceeded their best estimates. In the seven weeks since its opening last June 18, the park has averaged an attendance of more than 50,000 weekly.

This would appear to have assured the success of the spot, since it means that more than 350,000 persons have visited the park. This is at least 20,000 more than attended all season last year. Credited for the success is the adoption

of the one-pay admission-only policy with rides free all day.

Another change which has been brought about by the Pleasure Island promotional scheme is the use of newspaper amusement section pages for advertising. The Wakefield funspot was first in this area to do this, lining up its ads alongside theater and movie displays. Other parks are now following this pattern.

"The powerful stimulant of attracting New Englanders to the parks new image was directly traceable to newspaper advertising," said Walter A. Smith Jr., president of Pleasure Island. The same colorful ads have been used all season and have become familiar to newspaper readers with their identification of a small boy riding on the back of a giant whale.

A recent survey of visitors is reported to have shown that a large percentage came from the five other New England States and a large group from many States in the Union. This is in contrast to last year, when it was found that the park was drawing few out-of-State patrons.

Ambitious plans already are under way for next season at Pleasure Island, when a new area is to be devoted to science and space, with exhibits, space rides and space fantasy shows. Meanwhile, the 70-acre spot is continuing the policy of big-draw children's attractions. The week of August 15-20 Huckleberry Hound and Yogi Bear are giving two shows daily in the 7,000-seat Show Bowl.

The weather must also be credited with helping in the success of the park. Since the opening, it was closed only three days on account of inclement weather.

### Slusky Plans To Sell Park

HOUSTON — Announcement was made here that Louis Slusky is selling his Playland Park spot which he operated here for 20 years.

### New Michigan Funspot Does Okay in Start

FRANKENMUTH, Mich. — Pine Ridge Amusement Park has been enjoying encouraging weekend business in its first season, but midweek patronage so far has been slow. This spot was opened four miles south of this town which is noted for its "Frankenmuth" or family-style dinners.

Joe Huffman, a newcomer to show business, operates the park and three sawmills in this vicinity. A program of roadside advertising has helped to direct tourists and travelers to the site, and will probably remain a principal means of drawing business. Huffman is assisted in the park operation by his daughter, Carol.

The park currently has six rides, including a three-quarter mile train ride thru the woods. Other rides include live ponies and a surrey. The park also has a miniature golf course, souvenir stand and refreshment concession.

A four-unit trampoline court, one of the first in this part of the State, is being installed this week. Additions now planned include a horse and buggy ride thru the woods, and a track for Beeps, or small motor cars. Huffman is also installing a deer pen and plans to have a small zoo, to include such domestic animals as ducks and geese, as an extra free attraction.

### Hawaiian Fair Counts 40,000

KANEOHE, Oahu — The 14th annual Windward Fair drew an estimated 40,000 to its three-day run and racked up a profit that topped last year's \$23,000, officials disclosed. Wally Yee's rides did well and large numbers thronged to the orchid show, tropical fish show, produce show and commercial exhibit area.



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## Tom Packs Completes Highly Profitable Tour

ST. LOUIS—Tom Packs Circus arrived back home here last week after a highly successful season, according to Jack Leontini. He said the tour was marked by the worst weather and best business in years.

At Pittsburgh, July 22, the stand opened with a reported 22,000 persons in the seats, a record breaking opening night's business. At Wheeling, W. Va. (25-27), the show reported three capacity houses in the 14,000-seat stadium, plus 6,000 for

a kids' extra show. In Parkersburg, W. Va., the first day pulled a capacity 11,000 and the second day duplicated that despite rain. Natchez, Miss., gave the show the best business of the eight seasons it has played there. In Lafayette, La., Tom Packs Circus increased business to draw 18,000 in two performances.

The Baton Rouge, La., stand, according to Leontini, had rain the first day, August 12, but drew 12,000 to Memorial Stadium. The record night had a straw house, Gulfport, Miss. (15), was canceled because of rain, but the rain date (16) pulled a reported 11,000 for the single performance.

Thomas N. Packs, owner of the show, was commissioned a brigadier general on the staff of Louisiana Gov. Jimmy Davis. This appointment was made Friday (12) at Baton Rouge.

The Packs show this year purchased elaborate wardrobe for its

## Mills Business Climbs to '59 Record Level

WILLIAMSTOWN, N. J. — Mills Bros. Circus is running close to the big volume of business the show enjoyed last season. The show was slightly behind that high pace thru much of the summer. But in Massachusetts stands it did very well and gained on the 1959 level. Estimate now is that the show is perhaps equal to the '59 record.

web number, which uses 20 girls. The wardrobe was used at some key performances this season and is being held in readiness for the show's use during its coming tour of Mexico. The circus will play eight or more weeks in Mexico including Mexico City. The ballet is directed by Karl Wallenda.

HUNTINGTON, Tenn. — Duke of Paducah Circus blew the afternoon show here August 6 because of unusually hot weather. The night house was three-quarters filled.

## CIRCUS TROUPE

By TOM PARKINSON

MORE THAN 125 members of the Circus Historical Society were at South Bend, Ind., for the annual convention and visit to the Clyde Beatty & Cole Bros.' Circus. Event began Thursday (11) and continued with a banquet Friday. Charles Hoffman showed movies and Chalmer Condon gave a talk about the career of Ben Wallace. As the circus Saturday (13), CHS President Fred D. Pfening presented a plaque to Clyde Beatty, making Beatty CHS member number 1,000.

Beatty, whose contract with the Beatty circus has just been renewed and has nine years to run, was visited by E. K. Fernandez, Honolulu impresario, who was looking for talent to play his Shrine show there. Fernandez had caught the Clyde Bros.' Circus of Howard Suez the day before. Floyd King, general agent, was back on the Beatty show Saturday and Sunday. With him was Harry Anderson, Cincinnati show printer.

Hagen Bros.' Circus is passing up the Chicago suburbs for the first time. It cuts across Central Illinois to reach Missouri. Also in the area or on the way are Beers-Barnes, Famous Cole and the Duke of Paducah circuses. . . . James-Christy Circus in the West has been playing to continuous good business. Agent Tom McLaughlin is heading it for Arkansas. . . . Things seem to be going well enough for Sterling Bros.' Circus, owned by Little Bob Stevens. It has been about a month behind Big Bob Stevens and his Bailey Bros.' Circus in a couple of stands. Visitors to Sterling Bros. recently were Merle and Nena Evans, formerly of the Ringling-Barnum show.

★ ★ ★

George Penny and George Lilly are forming Penny Bros.' Circus at St. Louis. They are planning to use several people who were with Adams-Sells. Berni Miller joined to promote dates. . . . When a Cristiani elephant, directed by Vicki Cristiani, gave the mayor of Detroit an invitation, that was on schedule. When the bull then reached again and lifted the invitation away from his honor, that was worth some extra publicity. . . . Clown Jerry Bangs was with Harold Voise and Harold Bros.' Circus at Tennessee dates.

Lou Sander and Clarence Bahlert, of O. Henry Tent Company, Chicago, caught the Clyde Beatty-Cole Bros.' Circus at South Bend. . . . J. Sergei Sawchyn, Winnipeg, of CFA, caught Garden Bros.' Circus at Transconda. Bill and Nancy Garden and Lester and Mary Ann Paetz visited the Sawchyn home and saw circus movies. Sawchyn this year has seen Orrin Davenport, King, Cristiani, Gil Gray, Garden and soon will see Carson & Barnes. . . . From Scott Bros.' Circus, Ray Brisson writes that the show has completed its New England tour and will reopen near Philadelphia. Visitors included Fred R. Calcutt, Anthony Olobri, James A. McKenna, Raymond LaRouche, Albert Zayat and Rex Clark. Also visiting were Swede Johnson and son, Dub Dugan, Cy Murray and Al Porter, all from the Paul Miller shopping center show.

Whiteside and O'Donnell, clowns, went from Adams-Sells to the Minnesota State Fair. Whiteside has retired his aged pad dog, Mort, and is breaking a new one. . . . The Jack Greens are clowning a string of dates, including Marshall, Mich., picnic this week, a Cleveland picnic next week, and recent TV and park dates. . . . Jon Friday has joined the Duke of Paducah Circus to do comedy trampoline and trapeze. Later he and the Armstrongs will play some Christmas dates. . . . James U. Gust, formerly with American Circus Corporation advance crews, is recovering from eye surgery at his Rockville, Md., home.

Jo Jo Lewis, clown cop, is a patient at Logansport State Hospital, Logansport, Ind., and would enjoy mail. . . . Joe Shea, Ringling press agent, and Norman and Shirley Carroll all are working on the Ringling publicity for Los Angeles. . . . Joni Larabee writes that members of the REA show, including Bill and Curtis O'Dell, the Great Jarvis and Los Larabees, caught the Schaffner Players' Toby show in Lewistown, Mo., recently. Earlier they caught the Duke of Paducah Circus. The REA people have been enjoying much good

fishings. The Larabees will play fairs, starting with Oregon and Sandwich, Ill., for Barnes-Carruthers.

The Walter Hohenadels will go to Richmond, Va., a week early to vacation prior to the CFA convention. . . . Don and Martha Smith caught the Atterbury circus and visited Joe Basile and Evelyn Curie, then the Famous Cole show and visited Herb Walters and Ted Lavelda. Later they caught Beatty-Cole at Detroit and elsewhere. Eddie Stinson, Detroit Shrine, was a frequent visitor on the Beatty show in that area.

Press agent Eddie Howe, formerly with Ringling and other circuses, is opening his own publicity office in Los Angeles and clients include a number of movie personalities as well as a theater chain and various types of film firms. . . . Rex Ronstrom joined Joe Basile's band with the Bob Atterbury show and was making several stands up to August 20 in Minneapolis. His wife, Kitty Ronstrom, went along. Others in the Basile band include Ray Cassell, trombone; Don McLean, trumpet, and Bert Hall, alto. The Ronstroms reminisced with George and Vickey Hanneford, Al and Jerry Antonucci and Mike Krebs.

Prince El Kigordo worked his 10 lions for a week at Clementon Lake, N. J., amusement park. . . . Philadelphia area CFA members were to meet on the Mills Bros. Circus Saturday (20). Circus model builders in the area had displays at Levittown, Pa., and Bristol, Pa., last week.

## Garden Bros. Enters U. S.

DULUTH, Minn. — Garden Bros. Circus entered the United States Monday (15). It is a Canadian organization and has been playing mostly in Ontario. Garden is one of the few Canadian shows and it is believed to be the first one to enter the U. S. in about 35 years.

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### ATTENTION, CIRCUS PRODUCERS ONLY

The St. Louis Police Relief Association will entertain proposals on the production of a circus to be held in St. Louis in the early spring of 1961.

A meeting will be held at the association offices, Room 101, Police Headquarters Bldg., 12th & Clark Avenues, on Wednesday, Sept. 14, 1960, at 9:30 a.m., at which time, and this one time only, all producers will be given an opportunity to present their proposals.

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# FAIR-EXHIBITION MANAGEMENT

## Square Dance Fest Charted For ESE's Theater-In-Round

WEST SPRINGFIELD, Mass.—A revised use of its Storowton Music Theater will find Eastern States Exposition sponsoring both a square dance festival and modern band competition this fall. Last year the tent, used for musical productions during the summer, held three shows during fair week, intended to appeal to different age and culture groups. There were a Latin dance troupe, comedy by Herb Shiner, and jazz concerts.

This season Jack Reynolds is featuring a New England Square Dance Festival under canvas from Monday thru Friday evenings, September 19-23. There will be regional favorites dancing to professional callers, and no charge for admission. Performers will pay their own expenses.

On closing Sunday night (25) the tent will hold the Eastern Regional Dance Band Contest, designed to produce the best "new" band of the East. Included in the area are Ontario, Pennsylvania, New Jersey, New York and the six New England states. Nominal admission will be charged. A 4-H Pageant will be held in the show tent on opening Saturday (17).

## Texas State Features Will Mark 75th Birthday

DALLAS—The State Fair of Texas is planning three special features to dress up the fairgrounds and tie in with the 1960 Diamond Jubilee Exposition theme as the Fair celebrates its 75th anniversary. These are "The Diamond Lagoon," the "Jubilee Torchlight Parade" and the "Lagoon Band Concerts."

The Diamond Lagoon will be a glittering array of sparkling fountains and scenic lighting effects designed to make a nocturnal beauty spot out of the four-acre lagoon on the fairgrounds. The lagoon is bounded by the civic center building at State Fair Park—the Dallas Museum of Fine Arts, the Dallas Museum of Natural History and the Dallas Aquarium.

The Jubilee Torchlight Parade will be a nightly event at 7 each evening at the 1960 Fair. It will be in three sections, each of which will depict one of the 25-year periods in the history of the Fair. It will be billed as "75 years with Big Tex" and "an illuminated panorama of the past 75 years, a colorful throwback to the torchlight parades of America's yesteryears."

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

## Kids' Free Syracuse Tickets Can Be Clipped From Papers

SYRACUSE, N. Y.—Free tickets clipped from newspapers can be used for admission by children, on two big days of the New York State Fair. More than 1,500,000 of the free ducats were passed out in June to students in public, private and parochial schools, but newspapers are reminded by fair manager Harold L. Creal that many children, being only human, probably lost or misplaced theirs.

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

Premiums this year totaled \$138,000. For the second time there will be departmental premium books rather than a centralized one which covers all facets of the fair. Of the total, more than \$35,000 is offered in the livestock division. In the cattle phase, 480 entries are expected to comprise the country's largest exhibition of Holsteins.

## Goshen, Ind., Sells Plant

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

In ceremonies in front of the grandstand during the fair, Goshen Mayor Ray B. Messick was presented a check for \$55,000 by Fair Board President L. Orville Miller, of Elkhart, who, in turn, received the deed for the 50-acre fairgrounds.

Payment of the \$60,000, the purchase price, was thus completed, a \$5,000 deposit having been made earlier this year. The city of Goshen has been considering the sale for years. But the necessary ordinances for the implementation of the action were adopted by the city council only recently.

Half of the \$60,000 was raised by public subscription in a fund-raising drive in which 1,600 4-H members in Elkhart County participated. The other \$30,000 was obtained in two \$15,000 loans from two banks.

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

GIVE TO DAMON RUNYON CANCER FUND

## HEMET FAIR, R.R. FANS SET EXCURSION

HEMET, Calif.—An old-fashioned excursion train will operate between Los Angeles and the Farmers' Fair here on Sunday (21), last of the five-day run, according to Bud Nelson, fair secretary-manager.

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

The train will leave Los Angeles terminal at 9 a.m. and make pick-ups at Pasadena, Pomona, Colton and Perris, arriving at the fairgrounds siding at 12:45 p.m. Departure time at the fair is 3:45 p.m., and Los Angeles arrival 7:10 p.m. Round trip fare from Los Angeles is \$7.50.

## Millan Heads 'Annie' at San Jose Fair

SAN JOSE, Calif.—Sal Millan, publicity man for the Chamber of Commerce and the Santa Clara County Fair, has taken a third top job—head of the San Jose Light Opera Association, which will present "Annie Get Your Gun" at the fair on two nights, September 12-13.

The opera company last year presented the highly successful "Guys and Dolls" as a grandstand attraction for one night. With the new production, it will be a double repeat with a cast of 70. James Dunne, veteran local theatrical director, will be in charge, with Richard Gordon, music teacher, supervising the technical aspects.

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# ROLLER RUMBLINGS

By AL SCHNEIDER

**C**APITALIZING on the innate rivalry between high schools is an effective way of offsetting dull business periods in the roller skating industry, says Carl C. Johnson, owner of Skateland, Denver. Johnson, whose huge skating arena can easily handle a thousand skaters, had felt the pinch of competition from many sources in recent years. Television, low-priced movie entertainment, an increase in high school social activity, plus such direct competition as Greyhound racing, night sports, etc., were all taking their toll of Skateland's potential market. Instead of simply railing against such conditions, however, Johnson went out and "did something about it." His most important step so far has been to make his South Broadway Skateland a "headquarters" for three of Denver's biggest high schools, West High, North High and South High. Visiting each, he contacted student leaders and suggested that each school form a roller skating club, with the Skate-

land as headquarters. As incentive, Johnson had plenty to offer. First, he promised to stage competition between the skating clubs at each school on Wednesday nights, varying the type of competition frequently so that every school would have an opportunity to win. Next, he offered an attractive discount card which would permit skating for little more than half the standard rate. Third, he offered such innovations as a cash prize drawing each Wednesday night, based simply on the card number of the high school group, with cash rewards of \$5 at sporadic intervals.

The rink owner got in touch with popular student leaders, girls and boys alike, and explained his problems and his plans, with excellent results all the way. Within a few weeks there were more applications for discount cards than had been originally expected, but with capacity for 1,000 skaters, Johnson could take them in stride. He added fuel to the fire by purchasing huge felt banners, more than 10 feet long by eight feet wide, which hang from the walls of Skateland. They are in each school's colors and lettered "Headquarters, South High School Skating Club," etc. Thus the banners became a sort of "binder" for the high school youngsters attending.

Almost as soon as the discount cards were out, Johnson began staging such competitive events as races, with plaques for winners, followed by musical contests in which skaters had to both compete in figure skating and guess properly the names of mystery tunes played, etc. In between, there were always drawings, which gave every discount-card holder an opportunity to win a \$5 prize merely for being there.

Another important personal touch which Johnson added was the making of photographs of outstanding high school skaters, 8 by 10-inch professional shots which went into permanent picture frames along the walls of the rink. Youngsters, he found, were thoroughly flattered when photographs with a caption attesting to their proficiency went up on the wall. Almost every such winner could be depended upon to bring friends around to swell the ranks of high school skaters. Now Wednesday night has become "the big night of the week" for Johnson. It keeps Skateland jammed with eager skaters and has attracted so much favorable attention that high school principals and supervisors have visited and commended the clean, healthy entertainment which the rink offers.

Every student who wins a com-

## 5% Rise Scored

Continued from page 43

named Dick and Jean, for Eichelberger and his wife.

One of the horse barns has been converted to a new exhibition hall, and continued displays by State agencies plus the 34th Marine Infantry Company, which presented a mock assault on a fortified position in front of the grandstand. In use were rifles, bayonets, machine guns, rocket launchers, flame throwers, and white phosphorous grenades. The Marine exhibit featured uniforms and weapons ranging in history back to the earliest issued.

In addition to Eichelberger, officials include John H. Jordan, secretary, and John A. Donohoe, treasurer. Directors are W. F. Barclay, H. C. Bingham, H. K. Frear, Dr. R. D. Hoffman, T. G. Will, Fred W. Hoover, W. H. Kinton, Richard and Jean B. Eichelberger, and John Holbert.

Admission to the grounds Monday thru Friday (8-12) was 75 cents, rising to \$1.50 Saturday (13), race day. Children under 12 were admitted free all week. General admission to the grandstand was \$1 for all shows. Parking was 50 cents. A Ford Thunderbird auto was awarded the final night.

## Chas. Nash Dies

Continued from page 44

International Association of Fairs and Expositions, in 1928 as an elected officer and in 1943 to fill the unexpired term of Doug Baldwin when the latter resigned to join the International Red Cross.

Widely known in agricultural and horse show circles, Nash also involved himself in the activities of fraternal, veteran and other organizations. Born on a farm, in Campbell, Ia., June 20, 1887, he went to business school and took his first job as a bank clerk. In 1911 he was chosen assistant secretary of the State Fair in Des Moines. He moved to Fargo, N. D., in 1914 as manager, and three years later was appointed assistant manager of the Eastern States Exposition.

He became ESE general manager in 1923 upon the resignation of John C. Simpson. Simpson went with the short-lived World Amusement Service Association as board chairman and general manager.

He is survived by a sister, Mrs. George Jones of Waukegan, Ia., and a number of nieces and nephews. Mrs. Nash passed away in 1956.

petition of any kind becomes eligible to join the Carl C. Johnson Club, a semi-exclusive organization which entitles the winner to a handsome badge and special privileges. With some 800 members, the club has shown steady growth, and membership in it is a mark of distinction, which means that students will be striving to "make the grade" at every opportunity.

# THE FINAL CURTAIN

**BAUER—Harry,**

66, retired performer and concessionaire, July 29 of a heart attack in Arma, Kan. He entered show business in 1910 with the Harry and Sue Bauer aerial act, trouping with the Sheesley, Gooding, 20th Century and Bogle shows. In 1942 he took out concessions, retiring in 1956. Survived by his widow, Susan, and a daughter, Mrs. Laurette Patterson.

field, Mass., in 1951, in a nursing home August 11. (Details elsewhere in this section.)

**O'MALLEY—John G. (Doc),** 68, for 45 years in outdoor show business, August 5 in Patterson, Ga. At one time he had out his own circus and med show and also had Side Show with carnivals. Survived by his widow, Jessica, Burial in Nahunta, Ga.

**RUDISILL—John,** 77, manager of the York (Pa.) Inter-State Fair, on August 15 after a month-long hospitalization. (Details elsewhere in this section.)

**SEGRIST—George,** 82, who formerly worked as Starlo the Magician, recently in Humboldt, Neb. He later became interested in pro baseball as umpire, manager and scout. Survived by his widow and a son, Edward, Kansas City, Mo. Services in Humboldt.

**SIMPSON—James,** 73, longtime minstrel show operator, August 5 in Washington. (Details elsewhere in this issue.)

## MARRIAGES

**KLAUS-BURNETTA—** Frederick Klaus, concessionaire, and Helen Burnetta, girl show dancer, August 11 in Chicago.

## Hamburg Fair

Continued from page 43

ahead of its 1959 version and seemed a cinch to top it in every respect.

Rain hindered the gate activity only Monday (15) after one of the best opening weekends in years. The four-day total, including Tuesday, was 143,305, which was 29,594 or 37 per cent higher than the same period last year, when the weather had not been so co-operative.

Daily attendance, with last year's comparative figure shown in parenthesis, was: Saturday (13) 37,622 (24,117); Sunday 48,485 (36,610); Monday 18,907 (22,179); Tuesday 37,302 (34,805).

Opening day was an all-time record for the day, and Sunday's crowd was the third best veteran's day on the books. On the entertainment side the Red Foley show was in for Saturday night and twice Sunday, with results given as "fair." Midget racing promoted by Sam Nunis on opening day was not a bonanza, the report stated.

Jack Kochman had all three of his stunt units booked in — Hell Drivers, International Auto Daredevils and Parisian Hell Drivers — for six night this year, two shows more than in 1959. The first three efforts all drew packed grandstands, and advance sales tickets were moving briskly. James E. Strates Shows were holding their own on the midway.

Exhibits were superior and more numerous than before, and the fair instituted something new, a National Rhode Island Red Classic show sanctioned by the American Poultry Association. Also instituted were helicopter rides operated from the parking lot by Buffalo Helicopter Company. At the swimming pool, fancy diving and AAU water ballet groups were offered. Frank Wahl of WGR-TV operated the under-canvas Dance Pavillion for adults, with live music.

Daily radio shows from pool-side were held by WGR, and WEBR scheduled afternoon and evening shows thruout the week. Telecasts were held twice daily by WBEN-TV from the fairgrounds. The fair was visited early in the week by Arthur Levitt, State Comptroller, and Don Wickham, Commissioner of Agriculture.

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## Ozark Empire

Continued from page 43

by Harry Nelson, was in the grandstand for six performances and ended about 25 per cent under last year when Rex Allen was the name lure. This year Dee Woolem, "fast draw artist," was featured along with the Moore Family and Charles Davis, clown. Auto races, produced by Al Sweeney's National Speedways, were in for the first Saturday and Sunday afternoons and were off slightly from a year ago, a reported \$300 decline.

Trans-World Auto Daredevils, brought in by Leo Overland, matched last year in one show. Go-Kart races and stock car races, put on by a local organization, did well, the latter drawing a sell-out in the evening. Aut Swenson's Thrillcade was the afternoon and night attractions on the final day, Friday (19).

Biggest winner of the run was the Al Kunz-owned Heth Shows, which cracked all records and wound up 12 per cent ahead of last year. Much of the increase was attributed to the new rides and attractions brought in by Kunz.

Newest plant addition was the Conservation Building. Horse barns were rebuilt and converted into large cattle sheds to house the big entries in that department.

Included among visitors to the fair were Bill Wynne, manager of the Mid-South Fair, Memphis, and Early Maxwell, who handles publicity for that fair. On Wednesday, which was State office holder's day, a long list of State officials were on hand.

## World's Fair

Continued from page 43

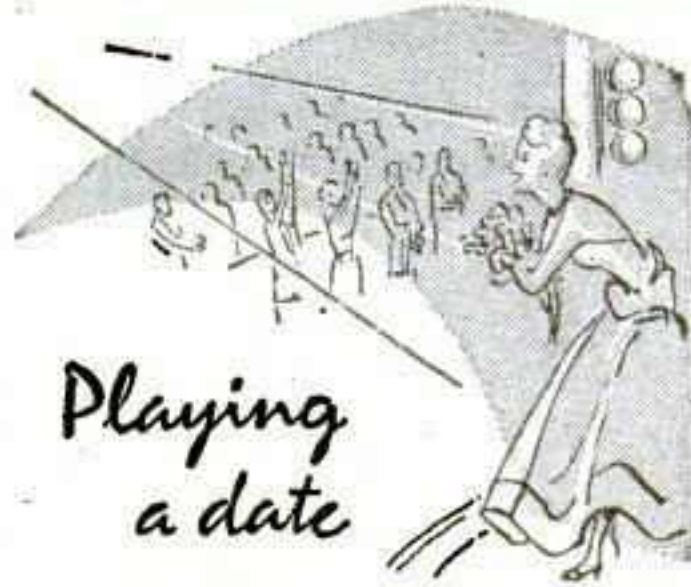
York Governor Charles Poletti, who served as military governor in several areas in Italy, during World War II; John Simmons, former chief of protocol of the Department of State and vice-president in charge of foreign relations for the fair; Angier Biddle Duke, vice-chairman of the International Rescue Committee; Peter Grimm, former U. S. Minister and chief of U. S. Operations Mission to Italy, and William Berns, director of communications for the fair, formerly an executive with the National Broadcasting Company and consultant to the Radio Corporation of America for color TV at the 1958 Brussels World's Fair. They will present invitations signed by Mayor Wagner to the governments of Turkey, Greece, Austria, Yugoslavia, Italy, Spain and Portugal.







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LAKE CENTRAL AIRLINES

# CARNIVAL ROUTES

Continued from page 51

- Down River Am. Co.: \*Mrs. H. Hilo; (Fair) Standish, Mich., 24-27; Chesaning 31-Sept. 5.
- Drago, No. 1: \*John M. Kiely; (Fair) Greenup, Ill.; (Fair) Macon 30-Sept. 5.
- Drago, No. 2: \*Mary Lloyd; (Fair) Royal Center, Ind., 24-27; (Fair) Le Roy, Ill., 30-Sept. 3.
- Drew, James H.: \*Jimmy Drew; (Fair) Johnson City, Tenn.; (Fair) Oneida 29-Sept. 3.
- Dudley, D. S.: Leoti, Kan.; Liberal 29-Sept. 5.
- Dyer's Greater: Senatobia, Miss., 29-Sept. 3.
- Eddie's Expo.: \*Red Shick; Zelienville, Pa.; (Fair) Stoneboro, Sept. 1-5.
- Emshoff: Rockton, Ill., 25-28; Muscoda, Wis., Sept. 3-4.
- Evans United: (Fair) Grand Island, Neb., 23-26; (Fair) Winfield, Kan., 30-Sept. 2.
- Fair Time: (Fair) Plymouth, Calif., 26-28; (Fair) Mariposa Sept. 3-5.
- Farrow Am. Co.: \*Clarence Walter; (Fair) Manitowoc, Wis.; (Fair) Elkhorn 29-Sept. 3.
- Fiesta: Beloit, Kan., 22-24; Clay Center 25-27; Blue Rapids 30-Sept. 2.
- Fitzsimmons: \*C. J. Qualls; Kimball, Neb.; Bridgeport Sept. 2-5. (Season ends)
- Foley & Burk Comb.: \*J. P. Harvey; (Fair) Stockton, Calif.
- Frankie's Rides: New Kensington, Pa., 29-Sept. 3.
- Franklin, Don: \*Jay Barton; Fairmont, Minn., 24-28; Marshfield, Wis., 29-Sept. 3.
- Fred's Playland: \*F. Roberts; Bristol, Va.; New Tazewell, Tenn., 29-Sept. 3.
- Funland: (Fair) Marshall, Mo.; (Fair) Marshfield 30-Sept. 3.
- G. & B.: \*Beulah Broas; (Fair) Gassaway, W. Va.
- Gala Expo.: \*Carolyn Miller; (Fair) Ava, Mo.; Pocahontas, Ark., 29-Sept. 3.
- Garden State: \*Hip Roberts; Middletown, Pa.
- Gatto Ams.: White Stone, Va.; Victoria 29-Sept. 3.
- Gentsch: \*Fay Curtis; New Albany, Miss.
- Georgia Am. Co.: \*Horace Williams; (Fair) Blue Ridge, Ga.; (Fair) Ellijay 29-Sept. 3.
- Geren, W. R., No. 1: \*Elmer Benefield; (Fair) Spencer, Ind.; Goldsmith 29-Sept. 3.
- Geren, W. R., No. 2: \*Elmer Benefield; (Eagledale Shopping Center) Indianapolis, Ind., 23-Sept. 5.
- Gillette: (Fair) Greenwich, N. Y.; (Fair) Spencer, Mass., Sept. 2-5.
- Gladstone Expo.: \*Betty Jolley; (Shopping Center) Madison, Wis., 22-28.
- Gold Bond: \*Adam Tesha; (Fair) Sturgeon Bay, Wis., 24-28; (Fair) Plymouth Sept. 1-5.
- Gold Medal, No. 1: \*Bill Stevens; Clarksville, Ga.
- Gold Medal, No. 2: \*C. C. Leasure; Knoxville, Tenn.; (Fair) Wartburg 29-Sept. 3.
- Golden Gate: \*Ray Sistrunk; Gridley, Calif.
- Gooding Am. Co., No. 1: \*Joseph Gaskell; (Fair) Hamilton, O.
- Gooding Am. Co., No. 2: \*Geo. Ingram; (Fair) Lima, O.
- Gooding's Million Dollar Midway, No. 3: \*J. H. Macdougall; (Fair) Sedalia, Mo.
- Gooding Am. Co., No. 4: \*L. J. Ebert; (Fair) Greenville, O.
- Gooding Am. Co., No. 5: (Fair) Kalamazoo, Mich.
- Gooding Am. Co., No. 6: \*Joe T. Coleman; (Fair) London, O.
- Gooding Am. Co., No. 7: (Fair) Corydon, Ind.
- Gooding Am. Co., No. 8: (Fair) Lisbon, O.
- Gooding Am. Co., No. 9: Girard, O.
- Gooding Am. Co., No. 10: (Fair) West Union, O.
- Gopher State: Napoleon, N. D., 22-24; Steele 25-27; Ashley 29-31.
- Grand American: \*L. O. Weaver; (Fair) Marshalltown, Ia., 22-23; (Fair) Cresco 25-28; Ottumwa Sept. 3-5.
- Great Western: (Fair) Grass Valley, Calif., 25-28; Fort Bragg 31-Sept. 5.
- Greater Kast: \*G. Pelan; Taos, N. M., 23-28.
- Green Tree: \*John M. Huls; (Fair) Wise, Va.; (Fair) Pennington Gap 29-Sept. 3.
- Griffiths, Wm. A.: \*Nicholas Haboorchock; Daybrooke, W. Va.; Wadestown 29-Sept. 3.
- Hale's Shows of Tomorrow: \*W. T. Hale; (Fair) Kearney, Neb.; Horton, Kan., 29-31.
- Hames, Bill: (Fair) Paris, Tex.
- Hammond, Bob: \*Mrs. J. A. Schneck; (Fair) El Dorado, Kan.; Pawnee, Okla., 29-Sept. 3.

- Hannah Ams.: \*I. Lange; Greensburg, Pa.
- Hannum, Morris: (Fair) Huntingdon, Pa.; (Fair) McCConnellsburg 29-Sept. 3.
- Happyland: \*Ray Story; (Fair) Marshall, Mich.; (Fair) Traverse City 29-Sept. 3.
- Hartsok Bros.: Milan, Mo.; Laredo Sept. 1-3.
- Hartsok, Roy: \*Roy Hartsok; Payson, Ill., 23-27.
- Heart of America: \*Jim Chapman; (Fair) Stockton, Kan.; (Fair) Coffeyville 30-Sept. 4.
- Heth: \*Mrs. Al Kunz; (Fair) Mayfield, Ky.; (Fair) Du Quoin, Ill., 28-Sept. 5.
- Hoard & Mullis: Indian Springs, Ga., 22-Sept. 5.
- Holiday Am. Co.: \*Mrs. K. McCormak; (Fair) Garnett, Kan.; Burlington 29-31; Lawrence Sept. 1-3.
- Hottle, Buff, No. 1: \*F. Bailey; (Fair) Anna, Ill.; (Maplewood) St. Louis, Mo., 29-Sept. 1.
- Hottle, Buff, No. 2: \*Wm. A. Brooks; (Fair) Freeport, Ill.; Valley Park, Mo., 29-Sept. 3.
- Hunt Am. Co.: (Fair) Huntingdon, Tenn.; (Fair) Clarksville 29-Sept. 3.
- Illinois Valley Rides: (Fair) Virginia, Ill., 24-27.
- Imperial: \*Audrey L. Davies; (Fair) Fairbury, Ill., 23-27; (Fair) Odell 29-31; (Fair) Mendota Sept. 2-5.
- Inland Empire: Missoula, Mont., 24-27; Hamilton Sept. 1-3.
- Johnny's United, No. 1: \*Ray Jackson; (Fair) Scottsboro, Ala., 22-28; (Fair) Union City, Tenn., 30-Sept. 3.
- Johnny's United, No. 2: (Fair) Fayetteville, Ga., 29-Sept. 3.
- Ken-Penn Ams.: \*Chas. Graham; (Fair) Meadville, Pa.
- Key City: \*Loretta Smith; Bridgeport, Ill.
- Kile, Floyd O.: (Fair) Philadelphia, Miss.; (Fair) Houston 29-Sept. 3.
- King Bros.: Rushville, Neb., 22-25; Gordon 26-28.
- King Expo.: Armada, Mich., 25-28; Atlanta 31-Sept. 3.

(Continued on page 60)

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25 Rolls ..... 18.75	8,000 ..... 11.45	Double Coupons
50 Rolls ..... 24.00	10,000 ..... 12.80	Double Coupons
100 Rolls ..... 44.00	50,000 ..... 24.00	Double Coupons
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6. J. T. RICHARDS, Blue Grass Shows
7. BLACKIE JONES, Page Combined Shows
8. PETER MOLNAR, World of Mirth Shows
9. SAMUEL GENERALLO, Amusements of America
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## LOS ANGELES



# Strong C-W Line-Up Wins at Ionia Fair

40 Rides, Back-End Score Big Grosses; Charlie Cooper Himalaya Ride Bows

IONIA, Mich.—The Cetlin & Wilson Shows tossed out the greatest array of rides ever to operate at the Ionia Free Fair and, as a result, topped all previous midway grosses during the six-day run. Fair officials reported the total ride and show take was 25 per cent ahead of last year.

In building the thumping gross the Cetlin & Wilson aggregation had to overcome some bad weather and also the damage brought when the show was hit recently by a tornado at Fort Campbell, Ky. Rain took a deep cut into the potential Tuesday (9) but gains notched up on the other days were more than enough to offset that.

Every major ride generally available plus one other, the Himalaya, owned by Charlie Cooper, were in operation. For the spectacular German-built Himalaya it was its first workout at a fair in the States and it registered excellent grosses and, with its unusual lighting, stood out like a gem on the midway.

Cooper plans to return it to the

Canadian National Exhibition, Toronto, immediately following the engagement here, and after working the CNE it will be hopscotched at other fairs in the U. S.

In all, there were 30 major rides and 10 kiddie devices working under the Cetlin & Wilson banner here. Among units booked on were the Sky Wheels, operated by Al Osborne; a Paratrooper, owned by Bob Reed; a Steck-owned Bubble Bounce; a Wild Mouse, operated by Brayton Dowis, and a show-owned Umbrella ride.

Of the rides, 10 were office-owned. The office also owned and operated two shows, the Raynell Show and the Posing Show. There were 10 other shows. These were the Minstrel Show, operated by Herman Dudley and Red Marcus; Art Converse's Side Show, Tom Bush's Funhouse, N. Johnson's Wild Life; Doc Hardwick's Snake and Turtle Show; Stadtmiller's Crime Show and Alligator Show, and Foltz's two-headed Baby Show and Glasshouse.

Few evidences of the damage done by the Fort Campbell tornado were noticeable. In fact, the show presented a better appearance here than in any recent year, as some show fronts and considerable canvas destroyed at Fort Campbell had been replaced.

The Anchor Supply Company, Evansville, Ind., had rushed several new tops and much bally cloth and canvas backdrops to the show in ample time for the date here.

The show will move to Delaware, O., for a still date after closing here, thus breaking the jump to Ronceverte, W. Va., for the

## THOMAS PARTY RAISES \$1,500 FOR CLUBS

VEGREVILLE, Alta. — Three major show clubs will share in over \$1,500 raised at a jamboree held on the Art B. Thomas Shows here August 1.

The event was in the "Grand Ole Opry" tent and was directed by Bill Cowan, business manager for the Thomas organization. Cowan served as auctioneer and emcee. Entertainment was provided by Benny Martin, Hal and Ginger Willis, Tennessee Three and the Louvin Bros.

Clubs that will profit are the Midwest Showmen's Association, Miami Showmen's Association and the Showmen's League of America.

The traditional jamboree will also be held at the Clay County Fair, Spencer, Ia.

## Elmer Brown Passes at 78

ST. LOUIS—Elmer Brown, 78, retired show agent, died here August 13 after a lingering illness. He had been off the road for the past five years.

During his many years in the business he had been with Murphy, Lang and Gold Medal shows and his last association was with the Jay Gould Circus. He was a member of the Showmen's League of America and the Paducah, Ky., Elks Lodge.

Two nieces survive.

August 22 opening of the West Virginia State Fair.

The show's top staffers, besides co-owners Issy Cetlin and Barney Corey, are Bill Hartsman, treasurer; George Harr, agent; John E. Walker, secretary; Billy Griffin, assistant secretary, and Jess Warre trainmaster.

## CARNIVAL CONFAB

KING REID underwent an emergency appendicitis operation in Skowhegan, Me., while playing the fair there. Dr. H. Richard Hornberger, of Waterville, and Dr. H. Carl Amrein, of Madison, performed the operation in Redington Memorial Hospital. Fair Secretary Roy Symons recommended the doctors and also a dentist for Mae S. Hong, Reid's publicist, who had a molar removed. . . . Jackie Knippenburg, Louis Amitrano, Nick Roberts and Fernand Guay worked part of the week in Presque Isle, Me., for Bucky Allen on World of Mirth Shows. . . . Cliff Mullins says he's doing well in the real estate game in Maine, but getting itchy to make a few spots. He may tour his Royal Pine Shows again in 1961.

Harry Koch's bingo put in a nice week at Bedford, Pa., with Pat and Betty Reithoffer. . . . The Strates date in Rochester saw Bert and Marie Pettus and daughter, Sandra, menagerie managers, getting plenty of circus fan visits. Sandra has been working the Strates elephants. . . . Bill Hoxie has joined Jerry Lipko, Side Show operator, with Penn Premier Shows. Lipko has just added a house trailer. He reports Charles Hunter, the Gorilla Girl, is doing nicely on the show and that he (Lipko) has his two-headed baby show working. . . . J. Bryan, known as Jimmy Page, is a patient in Sam Dixon State Hospital, South Mountain, Pa., and would like to hear from friends. . . . Chappie Donato joined Amusements of America last week with his Art Gallery.

Strates Show Doings: Gene O'Donnell is back after being laid up in Clearfield (Pa.) Hospital with a touch of pneumonia and bronchitis. . . . Frances Braunstein flew to Toronto to attend the funeral of her father, Joseph Osolky. . . . Ed Ebson, pocorn and floss operator, is enjoying his 20th year with Strates. . . . Mr. and Mrs. Frank Napiearsky announced the coming wedding of their daughter, Cathleen, to William Hessler, of Maple View, N. Y. Nuptials are August 31 in Syracuse. . . . Mrs. Wayne Kingsley returned to the show after flying to her home in West Baden, Ind., where her sister was ill. . . . The Strates Memorial Club was given a \$100 check from Charley Welch, president of the Hamburg (N. Y.) Fair. The board was entertained by club members Jack and Henrietta DeMarco, Julia O'Donnell, Dorothy Anderson, Ernie Dellabate, John Asel, Mrs. John Garrett and the cookhouse crew.

★ ★ ★

Bill Hartzman is breaking Billy Griffin in at the Cetlin & Wilson office routine. . . . John Marks veterans saddened by the death in Washington of Jimmy Simpson, veteran Minstrel Show operator. Other happenings around Marks: Former World of Mirth concessionaire Shelly Kline visited with his family. Charles Garrett, special agent, traveled to the Strates midway where his father, Pop Garrett, is ill. . . . Jack Gallup's cookhouse cash box was stolen and later recovered along with the thief, but all the receipts were gone except 28 cents. John Marks is making occasional trips to Richmond, Va. . . . Concessionaire Archie Stevens is piloting a new Caddy.

When Detroit and Cleveland swapped baseball managers it stunned the sports world; two Eastern shows last month also underwent a swap of equals. Over a weekend, Harold Wetherbee shifted his Girl Shows from Buck to Marks, and Clyde Davis switched from Marks to Buck, and everybody wound up happier. . . . Visitors to the Vivona lot in Hagerstown, Md., included Mickey Purcell, Johnny Canole, Jim Stabile, Dave E. Fineman, Johnny Campi, Vic Link, and several Frederick, Md., fair officers. Irwin Kirby

Louie Berger, general agent for the Olson Shows and now also doubling as press agent for the organization, spent a day in Chicago Tuesday (16) between the Illinois State Fair and the Iowa State Fair, heading for Des Moines from the Windy City. He showed evidence of landing a five-column shot of the Olson midway in full color on the first page of The Illinois State Journal. . . . M. W. Reid writes from Dyer Shows quarters in Bald Knob, Ark., that he recently took a Jenny to play a Missouri picnic and cut up plenty of jackies with the other troupers playing the date. . . . Current line-up in Hubert's

★ ★ ★

FLASHBACKS: 15 Years Ago—Two railroad shows had trouble on moves. Two flats on the Cavalcade of Amusements train left the tracks at Roundout, Ill., when the show was en route from Waukegan, Ill., to Terre Haute, Ind. The show arrived okay at the latter spot and was up in time. . . . Endy Bros. Show train ran thru an open switch at Elmira, N. Y., and the engine, tender, a box car and five flats were derailed. All were back on the tracks in 14 hours. . . . Nathan Cohn bought Anthony Ardizzone's interest in Golden West Shows. . . . Charles Ziegler sold his interest in the show bearing his name to George Hiscox. . . . Corp. Lloyd D. Serfass was in the Pacific with the U. S. Marines.

## Jimmie Simpson Succumbs at 73

WASHINGTON — James (Jimmie) Simpson, long-time minstrel show operator, died here August 5 at the age of 73.

For many years he had backed-end shows on a number of midways, including Veal Bros., Nat Reiss, West's World Wonder, W. T. Stone, Billy Wonder, Sheesley, Glick, Cavalcade, World of Mirth, Marks and Penn Premier.

His widow, Nora, and a son, James Jr., survive.

# WM. T. COLLINS SHOWS

WANT FOR MAJOR FAIRS IN THE MIDWEST

Sioux Empire Fair, Sioux Falls, S. D., Aug. 27-31. Nebraska State Fair, Lincoln, Nebr.; Oklahoma Free State Fair, Muskogee, Okla.; Tulsa State Fair and Exposition, Tulsa, Okla.

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For Sale—One Round-Up, in A-1 condition. Can be seen in operation on show.

All replies: WM. T. COLLINS, Mgr., Albert Lea, Minn., this week, then per route.

# O.C. BUCK SHOWS

WANT FOR THE FOLLOWING OUTSTANDING ROUTE OF SOUTHERN FAIRS

ROCKY MOUNT, N. C., SEPT. 9-17

Will book Concessions for entire date or for week of Sept. 12-17.

SPINDLE CENTER FAIR, GASTONIA, N. C.  
Sept. 19-24

BEAUFORT COUNTY FAIR, WASHINGTON, N. C.  
Oct. 10-15

LEE COUNTY FAIR, SANFORD, N. C.  
Sept. 26-Oct. 1

HALIFAX COUNTY FAIR, SOUTH BOSTON, VA.  
Oct. 17-22

PITT COUNTY FAIR, GREENVILLE, N. C.  
Oct. 3-8

MOORE COUNTY FAIR, CARTHAGE, N. C.  
Oct. 24-29

CONCESSIONS: Want Merchandize Concessions of all kinds. Hanky Panks, Long Range Galleries, Hats, Photos, Novelties, Straight Sales, Eat & Drinking Stands. Will book Arcade.

SHOWS: Can place single Attraction or any worthwhile family-type show. All address

O. C. BUCK, Malone, N. Y., this week; Bath, N. Y., Aug. 31-Sept. 5.



# GOODING AMUSEMENT CO.

NOW BOOKING CONCESSIONS FOR

<p><b>SEPTEMBER 2-10</b>  <b>HARRISBURG, PA.</b>  <b>CENTENNIAL CELEBRATION</b>                  On downtown streets. Can place Hanky Panks, Confections and Direct Sales. No Eats or Drinks.</p>	<p><b>SEPTEMBER 3-5</b>  <b>JACKSONVILLE, OHIO</b>  <b>OLD SETTLERS' REUNION</b>                  Can place Hanky Panks and some Direct Sales. No Corn, Apples, Floss or Snow.</p>	<p><b>SEPTEMBER 7-10</b>  <b>LAWTON, MICH.</b>  <b>ANNUAL GRAPE FESTIVAL ON THE STREETS</b>                  Can place Hanky Panks and Direct Sales of all kinds.</p>
<p><b>SEPTEMBER 7-10</b>  <b>CHELSEA, MICH.</b>  <b>COMMUNITY FAIR</b>                  Can place Hanky Panks and Direct Sales. No Eats, Drinks or Snow.</p>	<p><b>SEPTEMBER 12-17</b>  <b>NAPOLEON, OHIO</b>  <b>FALL FESTIVAL ON DOWNTOWN STREETS</b>                  Can place Hanky Panks of all kinds.</p>	<p><b>SEPTEMBER 12-17</b>  <b>PIKEVILLE, KY.</b>  <b>JAYCEE'S PIKE CO. FAIR</b>                  Can place Hanky Panks and some Direct Sales. No Eats or Confections.</p>
<p><b>SEPTEMBER 20-24</b>  <b>PARSONS, WEST VA.</b>  <b>TUCKER COUNTY FAIR</b>                  Can place Hanky Panks and Direct Sales.</p>	<p><b>SEPTEMBER 21-24</b>  <b>JACKSON, OHIO</b>  <b>APPLE FESTIVAL</b>                  Can place Hanky Panks of all kinds.</p>	<p><b>SEPTEMBER 21-24</b>  <b>PAINTSVILLE, KY.</b>  <b>JOHNSON COUNTY FAIR</b>                  Can place Direct Sales only.</p>

—WRITE—GOODING AMUSEMENT CO.—WIRE—  
 3200 Valleyview Dr. R. G. CASHNER, CONC. MGR. Columbus 4, Ohio

# SOL'S GREATER SHOWS

NOW BOOKING FOR THE LARGEST LABOR DAY FAIR IN KENTUCKY  
**McCRACKEN COUNTY FAIR, PADUCAH, SEPTEMBER 5-10**

**RIDES**—Roundup, Paratrooper, Scooter, Flying Coaster, Rock-o-Plane, Scrambler, Dark Ride. Will book set of kiddie rides for this spot only, must have four. Any major ride not conflicting.

**SHOWS**—All shows open, especially Girl Shows; contact immediately.

**CONCESSIONS**—Games of all kinds. Sell EX on Bingo and Novelties. Cookhouse, Popcorn and Cotton Candy sold.

This week—Joliet, Ill., Italian Feast.—Open Wednesday, August 24; space still open, come in.

Contact c/o Western Union SOL ROSENFELD, Joliet, Ill.

# BILL HAMES SHOWS

Want for the best fairs in Texas, including West Texas Fair, Abilene, Tex., Sept. 12-17; Tri-State Fair, Amarillo, Sept. 19-24, and Panhandle South Plains Fair, Lubbock, Sept. 26-Oct. 1

**SHOWS:** Side Show or any high-class family-type Shows.

**RIDES:** Dodgem, Paratrooper or any Rides not conflicting.

**CONCESSIONS:** Legitimate Concessions of all kinds.

Contact GENE LEDEL, MGR., c/o Nicholson House or Fairgrounds, Paris, Tex., this week.

## GIRLS—TALKER—GIRLS

NOW ENLARGING FOR MAJOR FAIR ROUTE.

Can place five more young, attractive Girls with or without experience, also Act such as Dance of Lovers, Jungle or any unusual and sensational Dance. Want Talker, one experienced, sober, reliable, well-dressed Girl Show Talker. We pay top money for top men. Do not misrepresent. Our route includes Lincoln, Nebr.; Tulsa, Okla.; Amarillo, Lubbock and Waco, Texas. Want to hear immediately from Norman and Ava Deveraux and Bob and Barbee Hanson. Answer to MIKE MILLER, c/o Wm. T. Collins Shows, Albert Lea, Minn., 22 to 25, then Sioux Falls, South Dakota.

## PALMETTO EXPOSITION SHOWS

Can place Rides, Shows and Concessions beginning Asheboro, N. C., Fair, week of August 29. Those who answered last ad and I was unable to contact, please get in touch again. Rides: Can place Kiddie Rides except Sky Fighter and Tank Ride. Can place Rockplane, Mixer, Scrambler, Dark Ride, Fun House or any Ride not conflicting. Can use Ride Help who drive; also Electrician. Contact MILTON M. McNEACE, Rockingham, N. C., this week. Phone Rockingham Ball Park.

## 55TH ANNUAL LAGRANGE, IND., STREET FAIR

OCTOBER 3-8

Limited space available for Food, Games (legit), Direct Sales. Contract holder, send D.P.

JACK CHORPENNING, MGR.  
 BOX 171, HAMILTON, IND.

## WILD LIFE FOR SALE

Like new, 20x40 Khaki Top, 8 ft. wall, 22 cages, flash cloth, Jacks, Lights, complete operating unit. Stock includes Coyote, Badger, Fox, Coyou, Porcupine, Black Coon, Kinkajou, Monkeys, etc., etc. Sell Labor Day or after. All of above, \$895.00. Choice Southern route including Eunice, La., if desired.

R. NEIL ALTENBURG  
 c/o Farrow Amusement Co., per route, Elkhorn, Wis., Labor Day.

## CHEROKEE AMUSEMENT CO.

Wants Concessions: Grab, Bingo, Photos, Balloon Darts, Coke Bottles, Short Range, Scales and Age or any legitimate Concessions not conflicting. Have good route of fairs in Kansas and Oklahoma until Oct. J. W. MAHAFFEY, Holton, Kan., Aug. 22-24; Seneca, Kan., Aug. 25-27; Hillsboro, Kan., Aug. 29-Sept. 2, then into Oklahoma.

## WANTED

First and Second Men on Ferris Wheel. First and Second Men on Tilt and Octopus. Must be sober and drive semi.

Russell's Amusements  
 Elk Grove, Ill., Aug. 23-28  
 906 N. 24th Ave., Melrose Park, Ill.  
 Phone: Fillmore 4-0719

GIVE TO DAMON RUNYON  
 CANCER FUND

# SUFFOLK COUNTY DAY & NIGHT FAIR

SEPTEMBER 14-15-16-17-18—ISLIP, LONG ISLAND, NEW YORK

HERE IT IS—THE FIRST IN MANY YEARS. THIS WILL BE A REAL GOOD ONE—DON'T MISS IT!

WANT—A few more Concessions such as—String Game, Ball Games, Balloon Darts, Cane Rack, Glass Pitch, Bear Pitch, Bird Pitch, Hoopla, Hanky Panks of all kinds or what have you?

SHOWS—Want 10-in-1 or what have you.

Want to book Scrambler Ride on percentage.

Concession trailers and concession tents for rent for this fair; reasonably priced.

MIKE PRUDENT, Mgr. of Midway Suffolk County Fair

19 Brook St. Phone: GRover 5-0315 Patchogue, L. I., N. Y.

## FOR SALE

Complete machinery, for large Roller Coaster, consisting of 1 75 h.p. slip ring Allis-Chalmers electric motor, three phases, 230 volts, 60 cycle, speed 866 r.p.m.; 2 trains—3 cars each, Phila. Toboggan make, safety guards, etc. 3/8" x 3" steel rail, about 5,000 feet. New link belt chain for 60 foot incline, sprocket wheels, drive pulleys, journal boxes, electric switches, brakes, brake levers, 18 inch belt—6 ply—50 feet long, etc., \$3,500.00

10 Major Rides—Pretzel Ride, now operating, 5 new cars, complete. 3-abrest Carousel, organ for same, Allen Herschell, 1 Rideoo Ride; 1 Flying Scooter, portable; 1 Roll-o-Plane, new cars. Completely new, 12-car Whip, stationary. 1 #12 Eli Ferris Wheel. Lusse Scooter, 20 cars, 10 new, plates, ceiling, bumper boards, center tires. Magic Carpet, complete. 1 Roller Coaster, new Allen Herschell make. All now operating. Have to be seen to be appreciated.

7 Kiddie Rides—Allen Herschell Auto Ride, new top and side wall. 1 Boat Ride, oblong tank, 10 boats, twin screw motor boat. 1 German Kiddie Carousel, 20 horses, new top and sidewall. 1 Allen Herschell Skyfighter. 1 Kiddie Ferris Wheel. 1 Kiddie Aeroplane Ride. 1 new "Railmaster" Train Ride, 3 coaches. 1 new Diesel Locomotive, 400 feet track, portable.

1 Funnies Front, 90 feet long, 20 feet high. 2 35 feet x 15 feet curtains of canvas (painted). Revolves toward center wagon making 140 feet x 15 feet high sign or pictorial service to viewing public. Sign is of beautiful neon. Only one of its kind in the world. Cost \$20,000.00

3 portable Spillman Tower Lights, 8 1,000 or 1,500 watt globes revolving searchlights. 4 Downey Lights, portable, 12 1,000 or 500 watt globes. Over 100 park benches, Game Stands, Food Stands, Penny Arcade. All now operating until Labor Day. Call or write HARRY A. ILLIONS  
 Colson Park, Jamestown, N. Y.

## BEE'S OLD RELIABLE SHOWS, INC.

WANT TO JOIN AT ONCE FOR LARUE COUNTY FAIR, HODGENVILLE, KY. AUG. 29-SEPT. 3 AND FAIRS UNTIL NOV. 12.

RIDE HELP: Merry-Go-Round, Wheel and Rollo-O-Plane Foremen.

CONCESSIONS: Diggers, Novelties, Custard, Ice Cream, Scales, Hanky Panks of all kinds, Grab for balance of season starting Sept. 5 at Munfordville, Ky., Fair; Popcorn, Cotton Candy and Snow Balls, Munfordville, Ky., Fair, Sept. 5 thru 10, and Centerville, Tenn., Fair, Sept. 12-17 only; Photos for Dungannon, Va., Fair, Sept. 12-17 only.

SHOWS: Any show with own equipment except Girl and Mechanical. All replies to RAYMOND C. HULS, Brandenburg, Ky., this week.

## HALE'S SHOWS OF TOMORROW

WANT FOR N. W. MO. STATE FAIR, BETHANY, MO., SEPT. 2-6

SHOWS: Side Shows, Minstrel, Midget, Baby, 5-in-1 or 10-in-1, Fat People, Monkey, Wild Life and Athletic. Can place two Girl Shows. This is an exceptionally good Girl Show spot. Frenchy, contact. CONCESSIONS: Jewelry, French Fries, Photo, Pronto Pups, Ice Cream, Custard, Name on Hat, Six Cats, Buckets, Slum Spindle or any other non-conflicting Concessions. Sonny Allen needs Alibi Agents. RIDES: Live Ponies, Scrambler, Frolic, Looper, Roll-O-Plane or what have you? Call or wire W. T. HALE, Fairgrounds, Kearney, Nebr., Aug. 22-26; Horton, Kansas, Aug. 29-31.

## CAPITAL CITY SHOWS

WANT FOR GREENE COUNTY FAIR, GREENEVILLE, TENN.

Followed by Winder and Decatur, Ga. Fairs until Nov. 5.

CONCESSIONS: Jewelry, Ball Games, Center Pitches, Long and Short Range, Novelties, Prize-Every-Time and Stock Concessions. No Flats or Alibis. Arcade and Diggers. SHOWS: Snake Show, no Geeks, Grind Shows with own equipment. Good opening for Side Show. HELP: Can always use good Ride Men who drive semis. No cars. Can use wives for ticket sellers. Want Man to handle searchlights.

All replies J. L. KEEF, c/o Fairgrounds, Maryville, Tenn.

## SMILEY'S AMUSEMENTS

WANT FOR CRAIG CO. FAIR, NEW CASTLE, VA., AUG. 29-SEPT. 3

Can use Bingo, Cookhouse, Grab, Ice Cream, Foot Long, Custard and all other Concessions. SHOWS: Can use family-type Shows. RIDE HELP: General Ride Help who drive. All replies to SMILEY'S AMUSEMENTS, Adams Co. Fair, Abbottstown, Pa. Phone in fair office.

P.S.: Russ Rice wants Agents. P.S.: Buzzy Miller needs 2 or 3 more Canvasmen, good pay. Can also use more Girls. Good pay. Kitty and Shirley, come on. All fairs with bonus.



### ATTENTION, CARNIVAL OPERATORS

Let me handle your moving troubles on weekends. Have available (10) ten MACK DIESEL Tractors, late Models B61, with drivers and 19-ton tags. I buy for CASH, sell on CREDIT and will lease any major or Kiddie Ride, Tractor Van, Flat Beds or Semi Office Trailer. Want late model, clean, mounted-on-trailer small Kiddie Merry-Go-Round and cage-type Ferris Wheel. Also 10-cent slot Bally-type Rides, Horse, Boat or what have you? Call

**CARL SCHLOSBERG**

Hotel Sarsfield Tel.: HE 23511 Camden, S. C.

### FOR SALE

## 12-CAR DODGEM RIDE

Complete with spare parts, motors, 2 Fruehauf trailers, 2 heavy duty tractors. A beautiful ride and all in first-class condition. Sacrifice price of \$17,500.00. Ride can be seen on W. G. Wade Shows and will be available at Michigan State Fair, Detroit.

**V. R. FERGUSON, Owner**

### MOTOR STATE SHOWS

#### WANT FOR OUR SOUTHERN FAIRS

Beginning with West Point, Miss., Sept. 12-17; Kosciusko, Miss., Sept. 19-24, and a continuous route of Fairs into November.

Bingo, Cookhouse, must be neat and cater to show people. Want Hanky Panks, Pitches, Long and Short Range Galleries. Help on Rides, Foremen and Second Men who drive for Wheel, Merry-Go-Round, etc. Bobby Snook, come on as per route. Want two family-type Shows, also Kiddie Rides. All replies

J. J. FREDERICK, Fairgrounds, Hicksville, Ohio, Aug. 22-26; Fairgrounds, Wauseon, Ohio, Aug. 28-Sept. 8. No phone calls, please.

### NOW BOOKING FOR THE BIG ONE

## FOUR STATE FAIR, COFFEYVILLE, KANSAS

AUG. 30-SEPT. 4, 6 DAYS—6 NIGHTS. 100,000 ATTENDANCE. ENLARGING SHOW FOR THIS DATE.

RIDES: Have opening for Coaster, Scrambler, Looper, Pony Ride, Octopus, Mix-Up and Wheel to dual. CONCESSIONS: Gaming Concessions of all kinds. Some Eats and Drinks, Direct Sales and Pitchmen. SHOWS: Side Show, Snake Show, other Grind Shows. HELP: Ride Men, good jobs open for good men. Contact HEART OF AMERICA SHOWS, TED CORY, Mgr., Stockton, Kans. (Fair), Aug. 22-27. Small Shows which do not have a fair for week Aug. 30, contact. May use your entire show. Lot to be laid out Sunday, Aug. 28.

### LAST CALL

### LAST CALL

## INDEPENDENT MIDWAY, SIOUX EMPIRE FREE FAIR

SIOUX FALLS, S. DAK., AUG. 27-31

Cookhouse, Grab, Floss, Popcorn, Foot Longs, Snow, Apples, Ice Cream; also Pitchmen and Straight Sales. All replies to

**WM. T. COLLINS, WM. T. COLLINS SHOWS**

Albert Lea, Minn., this week.

### THOMPSON BROS.

#### Concessions — Want — Shows

Shows catering to family trade and legitimate Concessions for McKeen Co. Fair, Smethport, Pa., Sept. 5-10. Contact Jeff Beers, Concession Mgr., Smethport, Pa. Shows and legitimate Concessions for the McClure Bean Soup Celebration, Sept. 14-17, and Gratz Fair, Sept. 19-24. All Pa. Also need two Girl Shows for the Gratz Fair.

Contact **JIM THOMPSON**

Thompson Bros., per route. Brockway, Pa., Aug. 22-27; Olean, N. Y., Aug. 29-Sept. 3.

## SUNSET AMUSEMENT COMPANY

ARLINGTON, NEBR., FAIR, AUG. 29-SEPT. 1; DAYTON, IOWA, 3-DAY LABOR CELEBRATION AND RODEO, SEPT. 3-5; VERNON COUNTY FAIR, NEVADA, MO., SEPT. 7-10.

Can place all Pitches, Six Cats, Buckets, Picture Frames, each with a Hanky Pank. Cookhouse, Grab, Foot Longs, Custard, Ice Cream, Prontos, Ball Games, High Striker, Photos, Age and Weight. Penny Arcade open, also small Shows. Ride Men with chauffeur's licenses, must be single, sober and no car. Address: West Union, Iowa, this week; Arlington, Nebr., next.

### WANTED FOR

YADKIN COUNTY FAIR, EAST BEND, N. C., Sept. 26-Oct. 1.

### CARNIVAL

Please wire, call or write: HOVEY NORMAN, East Bend, N. C. Telephone: FR 6-2670

### A-1 AMUSEMENTS

Can place for fair, Georgetown, Ill., and long string of fairs and celebrations, medium sized Cookhouse, Cork Gallery, Short Range, Age & Weight, Glass Pitch, Hoopla, Bumpers or any Store working for stock.

HELP: Can place Foremen on Octopus, Scrambler and Wheel also Second Men on all Rides who drive. Top wages, long season.

Contact **JOHN HANSEN, Mgr.**, Fairgrounds, Georgetown, Ill., this week.

### MAURY COUNTY FAIR, COLUMBIA, TENN.

SEPTEMBER 5-10

Want Straight Sale Concessions for Independent Midway. Jewelry, Novelties, Kitchen Gadgets, Hats or what have you? Fair draws 50,000 plus—Four Autos given away.

Contact

**J. B. GRANT, Pres.**  
Phone EV 8-1502 or EV 8-7818

# DEGGELLER AMUSEMENT CO.

## NOW BOOKING FOR THE FOLLOWING FAIRS

AUG. 30-SEPT. 3  
BOURBON, IND.  
SHOWS—GAMES  
DIRECT SALES  
FOOD CONCESSIONS

SEPT. 20-23  
DOVER, OHIO  
—SHOWS—  
MAJOR RIDES

SEPT. 12-17  
GAINESVILLE, GA.  
GAMES—SHOWS  
DIRECT SALES—RIDES  
FOOD CONCESSIONS

SEPT. 12-17  
WELLSVILLE, OHIO  
FIREMEN'S CONVENTION  
—SHOWS—  
FOOD—SALES

OCT. 3-8  
ELKINS, W. VA.  
MAJOR RIDES  
SHOWS—GAMES  
FOOD—SALES

SEPT. 26-OCT. 1  
LA GRANGE, GA.  
SHOWS—GAMES  
DIRECT SALES  
FOOD CONCESSIONS

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

## DEGGELLER AMUSEMENT CO.

ROUTE 4, SHELBYVILLE, INDIANA, OR WIRE  
MARION, OHIO, AUG. 20-26; BOURBON, IND., AUG. 30-SEPT. 3

# MORRIS HANNUM SHOWS

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

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

SHOWS: Can place any family-type Shows with own equipment.

HELP: Experienced Ride Men who drive, on all rides. Counter men for Mack's Bingo.

All replies to

**MORRIS HANNUM, Fairgrounds, Huntingdon, Pa.**

# TIMONIUM

## MARYLAND STATE FAIR (1960)

AUG. 29-SEPT. 10 — EXPECTED ATTENDANCE 300,000

WANT: Shows of merit (No Girl Shows), Concessions of all kinds, merchandise only. No Racket. No Auctioneers. Can use Bingo Help.

RIDES: Wild Mouse, Round-Up, Flying Coaster and Little Dipper. Will be available at Fairgrounds from 12:00 noon to 3:00 p.m. starting Aug. 22 until Aug. 29.

**GEORGE J. MARSHALL, JR.**  
c/o GEO. J. MARSHALL & SONS,  
Carnival and Premium Supplies

Phone: Rldgeway 7-4913

208 W. Camden Street, Baltimore 1, Maryland

### AGENTS WANTED

For Novelties, Hat Operators, Specialties, Floss & Snow Cones

FOR KENTUCKY STATE FAIR  
SEPT. 8-18

Call Hocky in Newark, N. J.  
WYman 8-8166 after 6 P.M.

At Scotts Bluff County Fair,  
Mitchell, Nebr., Sept. 5 to 10

Can place Scrambler or any ride not conflicting. Can place any kind of Concessions except Plate and Mitt Camps. No "X" on anything. Want Man and Wife to take over semi-trailer Cookhouse, 30 minutes to set up and serve. Very complete and beautiful. Cordell and Clinton, Okla., Fairs follow Mitchell. Texas cotton country until December.

**MOORE'S MODERN SHOWS**  
Imperial, Nebr., Aug. 22 to 27.

## James H. Drew World Fair Shows, Inc.

Scott County Fair, Oneida, Tenn., Aug. 29 to Sept. 3; Fentress County Fair, Jamestown, Tenn., Sept. 5 to 10, and a continuous route of first class Southern fairs.

WANTED: Girl Show with wagon-type front. Must be in keeping with standard of this show and the route we play.

WANTED: Dark Ride for complete Southern fair circuit.

WANTED: Hanky Panks, Merchandise and Outright Sale Concessions of all kinds, Arcade, Custard, Cookhouse, etc.

WANTED: Experienced Ride Help and Semi-Trailer Drivers. This is a 20-ride show.

All address this week Washington County Fairgrounds, Johnson City, Tenn.

### WANTED

Need Wheel and Octopus Foremen, top wages. Need a few more Hanky Panks for our Fairs at Bird Island and Marshall, in Minnesota, followed by big week-long Celebration at Fridley, Minn., near Minneapolis; climaxed with BIG LABOR DAY windup. Don't miss this one. Contact

**CHAS. CARROLL, Carroll's Greater Shows, as per route.**

### WANTED




**BROADWAY SHOWS INC.**
**50 CAR RAILROAD SHOW MOTORIZED  
BROADWAY AT YOUR DOOR**
**Now Booking for the Following Bona Fide Fairs**
**FREDERICKSBURG, VA.**

Aug. 29-Sept. 3

**WARSAW, VA.**

Sept. 5-10

**STATESVILLE, N. C.**

Sept. 12-17

**GOLDSBORO, N. C.**

Sept. 19-24

**WILSON, N. C.**

Sept. 26-Oct. 1

**PETERSBURG, N. C.**

Oct. 3-8

**ROCK HILL, S. C.**

Oct. 10-15

**RUTHERFORDTON, N. C.**

Oct. 17-22

**COLUMBIA, S. C.**

STATE COLORED FAIR,

Oct. 24-29

**CAMDEN, S. C.**

Oct. 31-Nov. 5

**CHARLESTON, S. C.**

CHARLESTON

COUNTY

COLORED FAIR,

HARMON FIELD,

Nov. 7-12

We want Rides such as Octopus, Wild Mouse, Helicopter, Flying Coaster, Scooter or any other non-conflicting rides. Want Ride Help on all rides, plus drive semis. Want Fun House, Glass House, Pitch Shows, high-class Snake Show on truck, two high-class Girl Shows that can take orders from the office, Talker, Canvasman for Big Jim Fat Show. Want high-class Cookhouse that can feed ride help and show help, Eat and Drink Stands, Hanky Panks of all kinds, Long and Short Range Galleries, Glass Pitch, Bear Pitch, Nickel Roll, Age and Scale, Hats and Novelties. All address PRELL'S BROADWAY SHOWS, Districk Line, Suitland, Maryland


**Monarch EXPOSITION SHOWS**

**NOW BOOKING FOR WYNNE AND RUSSELLVILLE, ARK., FAIRS, FOLLOWED BY THE NORTHEAST ARKANSAS DISTRICT FAIR AT BLYTHEVILLE, ARK., AND THEN THE BIG POPLAR BLUFF, MO., FAIR.**

**CONCESSIONS**

Can place Hanky Panks of all kinds, also Jewelry, Long Range, Novelties, Floss and Cookhouse. Can place Popcorn for Blytheville and Poplar Bluff.

**SHOWS**

Want GOOD GIRL SHOW for Blytheville and Poplar Bluff Fairs, Sept. 19 thru Oct. 2. No junk, please. Can also place Grind Shows for all Southern fairs.

**HELP**

Want Foreman and Second Man for Tilt. Also help on Kid Rides, Wheel and others.

 Rock Falls, Ill., this week  
(Phone Fire Dept.)

**M. E. REID, OWNER**

Granite City, Ill., next week

**HUNT AMUSEMENT CO.**

**Wants for Huntingdon, Tenn., Fair, Aug. 22-27, then Clarksville, Tenn., Fair, Aug. 30-Sept. 3, and All County Fairs to Follow.**

Will book any major Ride not conflicting, such as Rock-O-Plane, Roll-O-Plane, Flying Coaster and Chairplane.

**WILL BOOK THREE FLASHY KID RIDES FOR SEASON**

Hanky Panks of all kinds, come on, will place you. Want Cookhouse, flashy Bingo, Arcade, Derby Racer and family-type Shows. Will book most straight sales except Floss. Want Grab, Pronto Pups, Ice Cream, Hats and Novelties. Will sell "X" on Long and Short Range Galleries and Basket Ball. Need Help for Cotton Candy Trailer. Want Ride Help who drive semis in all departments. Want new Coaster Foreman and Merry-Go-Round Foreman and Scrambler Second Men.

Phone RALPH HUNT, as per route. Phone in office.

**CONTINENTAL SHOWS**

for LYNDONVILLE, VT., Caledonia County Fair, Aug. 25, 26, 27

Want: Hanky Panks, Novelties, Scales, Jewelry, Buckets, Six Cats, Roll Downs, Pin Stores, Alibi Joints, Grab Joints, Shooting Galleries, what have you?

Can use one or two Girl Shows, Side Show or other type family show. Contact:

**FRED FRITZ, Mgr., Lyndonville, Vt., Fairgrounds**
**VENDITTO BROS. SHOWS**

50TH YEAR CELEBRATION

Sponsored by the Holy Ghost Brotherhood Assn., Riverpoint, R. I., Sept. 2-5. All day Sunday & Monday. The only Labor Day Celebration in the State of Rhode Island. Want Guess Your Age-Weight, Name Hats, String Game, Fish and Duck Ponds, Slum Spindle, Jewelry, Stock Wheels, Candy Floas, Snow Cone or any legitimate Concessions that work for stock. For sale in local park, Dodgem and Greyhound. Contact JOHN VENDITTO, 75 Tiffany St., Providence, R. I. Tel.: BL 1-1050.

**Schiff  
WILD MOUSE**

can play any date after  
MISSOURI STATE FAIR  
Aug. 27  
except Sept. 23-Oct. 1  
MEMPHIS FAIR

 CHAS. GARVIN  
or  
ED EISENBERG  
VI 3-4802

Box 386, Bowling Green, Ky.

**AGENTS WANTED**

2 Count Store Agents, 2 Pin Store Agents, 3 Six-Cat Agents. Can always use good Alibi Agents.

**LOUIS A. BELL**  
c/o World of Pleasure Shows  
Princeton, Ind.

**CONKLINS WILL OPERATE  
TWO MOUSE RIDES AT CNE**

TORONTO—Two Wild Mouse rides will be in operation on the fun zone of the Canadian National Exhibition, J. W. (Patty) Conklin, disclosed here last week.

Conklin pointed out that years ago some shows operated two or three Rolloplanes in line and today many have two or more Ferris Wheels in line. Therefore, they'll have two of the Mouse devices operating, one on each of the midways. Last year the one German Mouse grossed a little over \$48,000, and Conklin figures that two might bring at least \$75,000 this year.

The Conklins will also have several new rides in the line-up and will introduce a new style Funhouse and have a minimum of 23 rides in the Kiddieland section.

The Canadian midway biggie left here Monday (8) accompanied by Bob Duclos and Jack Murphy, of Belmont Park, Montreal, for a quickie visit to parks in Rye Beach, N. Y.; Palisades Park, Atlantic City, and Wildwood, N. J.

**HOW-REIT CLICKS  
AT MIDDLETOWN**
**Fair Opener Good for Expanded  
Line-Up; Rainfall Slows Pace**

MIDDLETOWN, N. Y. — An easy winner was chalked up by How-Reit Shows at the Orange County Fair. Secure behind a long-term contract, the Howard-Reith-offer combination fielded 22 riding devices and more than 85 concessions, and there was ample room for even more units.

Opening weekend, Saturday and Sunday (6-7), saw several operators get off the nut, and the kids' day which followed provided ammunition for others to clear their expenses. Rain hit Wednesday (10) and Saturday (13) to slow down the proceedings, but earnings were outdistancing last year's.

Ben Weiss held down his key location with I-Got-It. Jack Garahan's Arcade was spotted near the fair entrance. On the back end were a Crime Car, Dave Rosen's Side Show, Al Hamid's Girl Show, Al Camin's Motordrome, Godfrey's Jungleground, and the Funhouse. The midway was dotted with eating stands, with most jackpotting centering on Jimmy Ferenzi's cookhouse.

**Patients Entertained**

On Tuesday (9) there were 1,142 patients of the State Hospital entertained at a matinee with refreshments, rides and gifts. Joining the staff for the date, opening fair for the unit managed by Big Al Howard, were Camille Howard and Mrs. Louis Scherer.

Rides were three Ferris Wheels, Merry-Go-Round, Scrambler, Orbit, Young's ponies, Helicopter, Tilt-a-Whirl, Caterpillar, Octopus, Rock-o-Plane, Rock-o-Wheel, and a nine-ride Kiddieland.

Along concession row were Billie Cooper, Paul Goldfarb, Maxie Sonn, Joe Uknis, Jimmy Yotas, George Regan, Morris Brown, Harry Burke, Gabe Allinger, John

Black, Johnny Leonard, Ray Manning, Harry Gold, Chew Murphy, Garto brothers, Herbie Kaplan, Smithy, Murph and Ann Rosenberg, Jack Chicarelli, Gus Maynard, Mrs. Zara and a host of others.

The show has the bulk of fairs around the New York metropolitan area, including Troy Hills and Flemington, N. J., Danbury, Conn., and Mineola, N. Y.

**STEELE'S  
AMUSE, INC.**

Can place Concessions and Shows for:

**MINERAL POINT, WIS., FAIR & CENTENNIAL**

Sept. 1-5

**LANCASTER, WIS., FAIR**

Sept. 7-10

**FORESTON, ILL., SAUERKRAUT FAIR**

Sept. 16 &amp; 17

**ROCKFORD, ILL.**

Sept. 20-25

**7th St. Annual Fall Festival**

Can use Direct Sales &amp; Shows only.

**HOBART, IND.**

Sept. 28-Oct. 2

**JC'S HOME SHOW**

Can use Joints and Shows at this one. Good Ride Men, come on.

**LENNY FLETCHER Come Home**

Note: Call or Write

**AL or RAY STEELE**

Peotone, Ill., Fairgrounds

This week and then per route.

**WRITE FOR FREE  
EVANS SCORE CARD**

 Famous Blue Book Style  
A Thousand Ways to Score

**WARNING—SET JOINT OPERATORS**  
We have repaired more arrows this year than ever before—many sent in were hopeless to repair. The damages were caused from using too stringent an indicator, causing eventual shock to the delicate controls and resulting in premature blowing. We can only guarantee arrows using the Evans indicator—greatly improved this year—but still not too stringent to cause harm. \$24.00 gross. \$2.25 dozen in 3 dozen shipments only.

 Evans Park & Carnival Device Corp.  
1509 N. Halsted St. Chicago 22, Ill.  
Phone: MI 2-3811 and DE 7-7779

**BINGO CALLER  
WANTED AT ONCE**
**THOMAS  
JOYLAND SHOWS**  
CROWN POINT, IND.  
(PHONE: 3671)

**Centennial Celebration**

August 29-September 3, Senatobia, Miss. Want Scrambler Foreman and Help on all Rides. Book Shows and Rides not conflicting; liberal percentage. Stock Concessions of all kinds. Will be on grounds Saturday, August 27. Will open 10:00 A.M., August 29. Must be clean as a hound pup's first tooth. A hay burner. F.F.V.V. Contact  
**DYER'S GREATER SHOWS**  
P. O. Box 341 Bald Knob, Ark.  
Phone: PA 4-3340

**PLASTER**

16c, 30c and 50c Sizes

Don't overload, coming down. Plenty Plush Plaster and Slum. Bear Spindle, please note. Have genuine Celluloid Indicators, made here, not plastic, at \$2.75 doz. Get them here or in New Orleans only. Day or night.

**PHIL'S STATUARY NOVELTY CO.**  
9861 New Hammond Hwy.  
Baton Rouge, La.  
Phone Wabash 1-5504



## SPEEDY RAILROAD MOVE GET RAS TO FT. WILLIAM

FORT WILLIAM, Ont.—Royal American Shows topped most of its previous marks in raiiling from the Regina (Sask.) Exhibition to the Canadian Lakehead Exhibition.

The first section left the latter city early on the morning of Sunday (7) and arrived here, a distance of 917 miles, by 7:30 a.m. on Monday (8). The second moved in an hour later and the third was in by 9:45 a.m.

Some of the rides and attractions were ready to go by noon, most of them were up and in operation by mid-afternoon and by 8:30 p.m. the last, Harlem in Havana, Club Lido, Blazing Six Guns and the Wild Mouse, were making money.

And it was worth the effort. By Thursday (11), rides and shows were up 14 per cent over last year with a big kid's day to come on Friday and the usual big Saturday.

Club Lido topped the midway, followed by the Claxton show, Dick Best's Side Show and Blazing Six Guns.

On Thursday afternoon the RAS Shrine Club and the Lakehead Shrine Club entertained some 150 youngsters at a special show in front of the grandstand.

## Page Comb. Given Boost by Fair \$\$

SANDY CREEK, N. Y. — Pay dirt has been struck by Page Combined Shows following the worst still-date season in its experience, General Manager Bill Page observes. Three fairs panned out nicely, and with 13 more to go

after this one, the outlook "never looked better."

The show crammed 16 rides onto the lot in Whitney Point, plus 8 shows and some 40 concessions. Three rides were left down because of a space shortage. One day with brief rains did not hamper the earnings pace.

Following its Southern route, the Pages have a winter break followed by 12 weeks of Florida fairs after Christmas. There, as in the North, the outlook appears bright at this time. A recent tour by Page revealed good crop conditions in the South.

Show routes into Rochester and Little Valley, N. Y., then comes a 650-mile haul to the fair in Bedford, Va., as the Dixie tour unfolds. Dates will include Morganton, N. C.; Chester, S. C.; Dothan and Opelika, Ala.; Americus, Brunswick, Tifton and Waycross, Ga., and Brooksville and Mulberry, Fla.

Early fairs were considered winners. Whitney Point and Canandaigua, N. Y., were ahead of last year. So was Ithaca, N. Y., altho rain fell Saturday night. There had also been some rain on the Friday firemen's night in Canandaigua.

Staff consists of Bill Page, general manager; Roland Page, business manager; Marty Smith, general agent; Dave Dicorte, concession manager; Jack Royal, special agent; Sue Page, secretary-treasurer; Harry Smileck, electrician; Frank Rupp, superintendent; Blackie Jones, mail and The Billboard agent.

# JOHNNY'S UNITED SHOWS

"A Family Tradition"

WANT — CAN PLACE — WANT

For the following long list of established Fairs, long season. CLOSING DECEMBER 10 IN FLORIDA

Union City, Tenn. Aug. 30-Sept. 3	Easley, S. C. Sept. 12-17	Anniston, Ala. Oct. 3-8	Dothan, Ala. Oct. 24-29
Elberton, Ga. Sept. 5-10	Marietta, Ga. Sept. 19-24	Decatur, Ala. Oct. 10-15	Thomasville, Ga. Oct. 31-Nov. 5
	Cullman, Ala. Sept. 26-Oct. 1	Cordele, Ga. Oct. 17-24	

Next week, Obion County Fair, Union City, Tenn., Aug. 30-Sept. 3 inclusive. Local talent contest, queen contest, 2 cars given away, \$5,000. in merchandise, parades and special Kiddie days.

Want Pronto Pup, Ft. Long, Shake, High-Striker, Buckets, 6-Cats and other Alibis with Hanky Panks.

<p><b>Want for Lexington and Greensboro Fairs, Sept. 12-17</b></p> <p>RIDES: Merry-Go-Round, Wheel or any Major Rides not conflicting. Also Kid Rides.</p> <p>CONCESSIONS: Popcorn, Snow, Floss, Grab, Ft. Longs, Pronto Pups and Hanky Panks of all kinds. These are both bona fide fairs.</p>	<p><b>Want for Elberton, Ga., Sept. 5-10</b></p> <p>Outstanding Minstrel Show. (Nathaniel Gray, Johnson and Samuels, contact.) Marietta, Ga., Sept. 19-24, place Wild Mouse or Mad Mouse, Flying Coaster, Round-Up, Slide or any other outstanding attraction, such as Minstrel, Western, Rock and Roll, etc.</p>
---	---

HELP: Octopus Foreman. Must drive and be sober. Top salary, long season. CONCESSIONS: Glass or Pottery Pitches, Basket Ball, Tip-Up or Tip-Over Coke, Short Range, Hit and Miss, Derby.

Bill Chalkias wants Side Show People. (Bill Sullivan, wire.) Jack Vinson wants Bingo Help. Ted Woodward wants Agents for Buckets and Hanky Panks. Carol Green wants Girls for Girl Show. Top salaries, best of treatment and long season. ESPECIALLY WANT COOKHOUSE (NOT GRAB) FOR BALANCE OF SEASON, CAPABLE OF SERVING MEALS, STEAKS, ETC.

All contacting for above phone or wire JOHNNY PORTEMONT, JR., JOHNNY'S UNITED SHOWS, Scottsboro, Ala., Fair now. Phone in office.

### WANTED

Candy Corn and Pop Wagons, Straight Sales and Pitchmen, Amusements and Attractions, for

### ANNUAL Downtown Festival

September 15, 16, 17, 1960

An event that attracts a quarter million people. Stores operate sidewalk sales, plus acts, rides and general carnival atmosphere. Concessions allotted by date of application.

Write

DOWNTOWN MERCHANTS ASSOCIATION  
Waldron Hotel  
Pontiac, Michigan

### ROSS MANNING SHOWS

(Bernie Feldman, Business Mgr.)

### WANT FOR WOODSTOCK (VA.) FAIR

Concessions: Hanky Panks, Eats, Drinks, Scales & Age, Long and Short Range Galleries.

RIDES: Paratrooper, Round-Up, Kiddie Rides. Low P.C.I

SHOWS: Grind Shows of all kinds. Lee-Ola wants working acts for Side Show.

ROSS MANNING  
c/o Fairgrounds,  
Galax, Va.

### FOR SALE ELI #16

Perfect condition. \$4,000.00. Last our lease. Possession after Labor Day. Now in operation, New Smyrna Beach, Fla. LE GRAND AMUSEMENTS  
Phone: Cherry 6-3122, Jacksonville Beach, Fla., or Garden 8-9285, New Smyrna Beach, Fla.

### WANTED 10 RICKSHAWS

Will buy or rent. Must be in good condition for promotional use. Contact JERRY KATZ  
8509 Widener Road. Phila. 18, Pa.  
Chestnut Hill 8-1293

### AGENTS WANTED

Two for Pin Store, 2 for Count Store, 1 each for Ball Game, Cigarette Shooting Gallery and Balloon Darts.  
BOOTS CUTLER  
c/o Fiesta Shows  
Beloit, Kans. Aug. 22-24;  
Clay Center, Kans. Aug. 25-27.

### BINGO HELP WANTED IMMEDIATELY

Can place Caller, Countermen and Semi Driver for long season. Good pay.  
MORT MESSIAS  
(Phone: SH 3-7827)  
Chicago, Illinois  
(Heavy Molnar, call immediately)

# PENN PREMIER SHOWS

worlds \* cleanest \* midway

### INDIANA CO. FAIR, INDIANA, PA., AUG. 29-SEPT. 3

The only big fair in Pennsylvania next week, followed by the largest Labor Day Fair in the East, Cambria County Fair, Ebensburg, Pa., Sept. 5-10. SPACE LIMITED.

**CONCESSIONS** Eats, Drinks, Hats, Novelties, Ball Games, Fish Pond, Bear Pitch, Glass Pitch and any other legitimate Concession. Charlie Allen can place Gunner, Ball Boys, etc., for Six Cats, and general Concession Help. Can place fast-stepping Waiters and Griddlemen for Cookhouse. Must be experienced.

**SHOWS** Can place any good Shows not conflicting. These are all tremendous dates.

**RIDES** Can place Paratrooper or Wild Mouse only.

**HELP** Can place Foreman for Wheel and Second Men on all other Rides who drive semis. Can place Wives as Ticket Sellers. No men with cars wanted.

Address all mail and wires to LLOYD D. SERFASS, Owner, PENN PREMIER SHOWS, Uniontown, Pa. All telephone calls to MA 8-6665, Connellsville, Pa.

# HAPPYLAND SHOWS

Northwestern Michigan Fair, Traverse City, Mich., August 29-September 3; Allegan Co. Fair, Allegan, Mich., September 12-17

CONCESSIONS—Can use a few legitimate Concessions for both dates.

RIDES—Can use Wild Mouse or Mad Mouse for Allegan.

NOTICE—All persons who have contacted us or have previously held space in these spots, please confirm and give type and footage. Contact us as per route or phone Battle Creek Mobile Operator or ZA 8-6342 during week of August 22 to 27.

JOHN REID

### Thank You BONNIE SNELLENS

For your new Yellowstone Mobile Home purchase.  
"Save Money With Johnny"  
JOHNNY CANOLE  
Phones: WI 3-0003 or WI 4-9347  
Altoona, Pa.

### REWARD

For reliable information of whereabouts of Carroll Willie Lowery (Bill), age 20. Your notice will be confidential. Write, wire or call B. E. MILLER, GALA EXPO. SHOWS  
Ave. Mo., Fair, Aug. 22-27.

### S. & W. SHOWS

CONCESSIONS: Want Hanky Panks of all kinds, Center Concessions and Center Pitches. RIDE HELP: First and Second Men on all Rides, Second Men on Tilt, Rock-a-Plane and Scrambler. All must be able to drive. (Kenneth Walton, come on.)  
SHOWS: Can place Shows of all kinds.  
AGENTS: Want Agents for Blowers and Count Store.  
Address Wellsville, Mo., Aug. 25-27; Palmyra, Mo., Aug. 30-Sept. 3, and fairs to follow with late Louisiana fairs.



**Not ALWAYS the spot . . . Could be your GAME**



The straight NAIL spindle, 24 spaces. POSITIVE TWO WAY. No worries, no blows, no expensive indicators. (Less than 50c per year.) FULLY GUARANTEED. May also be used as bumper set spindle if desired.

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

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

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



The NEW 34 space BUMPER—THREE WAY WITH THE FAIR CAR  
12 X 46 inches. TWO way as the spindle (operates the same) flash well with confidence, both are guaranteed. Price \$165.00 (fair car optional, price \$20.00). \$25.00 deposit, balance plus charges C.O.D.

Literature, full instructions and GUARANTEE with both games. Five per cent discount if two or more games are ordered at one time. SAME GUARANTEE. Shipped by rail or air express. Lose NO spots—order today—FAST SERVICE, in today out today.

**BOYCE ENTERPRISES** 3956 West End Avenue Chicago 24, Illinois  
(inventor of both, sole manufacturer) VA 6-6731

**GOODING AMUSEMENT CO.**

Can Place Concessions  
**WASHINGTON C. H., OHIO**  
**FAYETTE COUNTY SESQUI-CENTENNIAL**  
**SEPTEMBER 11-18**  
Can place Hanky Panks and Direct Sales of all kinds.  
No Eats, Drinks or Novelties.  
Write—GOODING AMUSEMENT CO.—Wire  
R. G. CASHNER, Concession Mgr.  
3200 Valleyview Drive Columbus 4, Ohio

**MEEKER COMBINED SHOWS**

WANT WANT  
**AGENTS FOR ALL HANKY PANKS**  
All office operated  
**WILL BOOK GAMES**  
**FOR CENTRAL WASHINGTON FAIR**  
**SEPT. 28-OCT. 2**  
Contact RALPH MEEKER as per route  
KENNEWICK, WASH. (Fair), Aug. 23-28; ELLENSBURG, WASH. (Fair), Aug. 30-Sept. 5; MOSES LAKE, WASH., Sept. 7-11.

**GEORGE CLYDE SMITH SHOWS**

**CULPEPER, VA., FAIR, WEEK AUG. 27**  
Want Cookhouse, Grab, Ball Games, Six Cats, Buckets, Swinger, Fish and Duck Ponds, Hoopla, Bear Pitch, Glass Pitch. All concessions open except Bingo. Want Ferris Wheel Foreman, Chairplane Foreman, general Ride Help, Truck and Tractor Drivers, Agents for office Hanky Panks. Want Girl Show, Wildlife, Pony Ride and two Kid Rides not conflicting with what I have. All replies  
**GEORGE CLYDE SMITH SHOWS, Winchester, Va., this week; Culpeper, Va., next week.**

**REED AMUSEMENT CO.**

Now booking for De Witt, Ark., 38th Annual Doughboys' Celebration, Aug. 24 thru 27; followed by Humphreys Co. Fair, Waverly, Tenn., Sept. 5-10; Blount Co. Fair, Oneonta, Ala., Sept. 12-17; followed by Athens, Ala., Limestone County Fair; then seven more continuous fairs.  
Want Hanky Panks of all kinds, Frozen Custard, Foot Longs. All Eats and Drinks open. RIDES: Will book Scrambler, Paratrooper or any ride not conflicting. SHOWS: Will book two first-class Girl Shows, Side Show or any family-type Show. Want Agents for Grind Stores, Hanky Panks, Alibis and Percentage.  
All wires and mail to JOHN REED, De Witt, Ark.  
NO PHONE CALLS, PLEASE.

**McCORMICK, S. C., FAIR, AUG. 29-SEPT. 3**

Want Cookhouse, Photos, Mitt Camp, Long or Short Range Gallery, Ball Games, Scales, Fishpond, any Hanky Panks and Alibis.  
Place Snake Show, Jig Show, any family-type Shows. Can also place Ride Help on all Rides. Must drive. Can place Agents for Hanky Pank Concessions and percentage.  
Contact MAYO TINSLEY, JOHNNY T. TINSLEY SHOWS (playing jointly with Gold Medal Shows), Clarksville, Ga., this week; then per route.

**PALMETTO EXPO. SHOWS**

**RIDE HELP WANTED**  
Want Foreman for Ferris Wheel, Octopus, Swings and Roller Coaster, also Second Men who can drive. Top wages.  
All replies MILTON McNEACE. Phone: Rockingham Ball Park, Rockingham, N. C., this week; Ashboro, N. C., next week.

**W.G. WADE SHOWS**

**MICHIGAN STATE FAIR**  
Sept. 1 thru 11  
Detroit, Mich.

Have location for one large or two small Shows, either Grind or Bally. Must be attractive and money getting.

**D. WADE**  
**W. G. WADE SHOWS**  
Escanaba, Mich. (Fair), all this week.  
(Phone in office)

**WANTED COLORED ROCK AND ROLL TROUPE**

With or without outfit

**THOMAS JOYLAND SHOWS**  
**CROWN POINT, IND.**  
(Phone: 3671)

**WANTED TILT FOREMAN**

And general Ride Help on all rides. Must drive semi and stay sober. Can place legitimate Concessions that work for stock.

**LAKE SHORE AMUSEMENTS**  
Monroe, Ind., Aug. 24-27;  
Lowell, Ind., Sept. 2-5.

**WANTED**

Foreman for Ferris Wheel and other Ride Help who drive. Can use Man and Wife for Cookhouse. Agents for stock Concessions. Will book non-conflicting Concessions.

**RAINES AMUSEMENTS**  
Ottawa, Kansas, this week.

**AGENTS WANTED**

**FOR MINNESOTA STATE FAIR**  
Hanky Pank Agents, 2 Alibi Agents, 3 Scales and Age Agents. (Joe Gavin, Curley and wife, call after 6:00 p.m.)  
**BEN GLOSSER**  
Phone: Midway 4-7683, St. Paul, Minn. (No collect calls)

Wanted Wanted

**CARNIVAL**

For Sept. 5-6

Rides and Concessions—What have you? Average attendance 8,000 per day. Call after 6:00 p.m., Franklin Chaney, Deepwater, Mo.

Ph.: Oxbow 6-2545 or write  
**FRANKLIN CHANEY**  
Pres. Deepwater Fair Board

**16 TUB OCTOPUS FOR SALE**

Good mechanical condition, complete with tractor and semi, fence and ticket booth. Can be seen in operation on show. \$6,500.00 takes all.

WANT

**HANKY PANK CONCESSIONS**  
of all kinds for Big Fall Festival, Elkin, N. C., Aug. 29-Sept. 3 and all fairs to follow.  
All replies  
**TROY E. WILLIAMS**  
**WILLIAMS AMUSEMENT CO.**  
Yadkinville, N. C., this week

**WILD MOUSE**

By Schiff

Like new, portable, used one season. Sacrifice.

**Animal Forest Park**  
**York Beach, Maine**  
Phone: 174

WANTED

**DROME RIDERS**

at once for fairs. State experience, what you can and will do. New wall, Harley and Indian. Kiddie Ride Help come on, will place you. Ronceverte, W. Va., now; Alexandria, Va., follows.

**EARL PURTLE**

c/o Cetlin and Wilson Shows

**AGENTS WANTED**

**FOR PICTURE FRAMES, BUCKETS AND SWINGERS**

Address: PAUL H. MILLER, Marshalltown, Iowa, Aug. 22 only. Rock Island County Fair (phone Starlight Park), East Moline, Ill., Aug. 22-27; Grundy County Fair, Mazon, Ill., Aug. 30-Sept. 5; McCracken County Fair, Paducah, Ky., Sept. 6-11.

**LUTCH HETH**

HAS FOR SALE

24 feet, very desirable location, independent midway, KENTUCKY STATE FAIR.

Contact RAY WELLER, direct Louisville, Ky., Fairgrounds

**B. AMUSEMENTS**

Want Wheel Man for Ell 25 and Ride Help for Shelbyville, Mo., Old Settlers, August 24 to 27. Complete line of Hanky Pank Concessions.

Shelbyville, Mo., Phone: 2884  
**LAMAR BYRUM**

**MO-ARK SHOWS**

Want for now and balance of season: Photos, Diggers, Bear Pitch, Glass Pitch and Pony Ride. Must be first-class. Iberia, Mo., Picnic, Aug. 25-27; Lebanon, Mo., Fair, Aug. 31-Sept. 1-2; Mokana, Mo., Labor Day, Sept. 3-4-5. Then South in Cotton. Committees in Southeast Mo. & Northeast Ark; get in touch with Mgr. per route for Sept. & Oct. dates.  
**LEWIS GARNER, Mgr.**

**FOR SALE**

Short-Arm 8-Tub Eyerly Octopus, in A-1 condition. 3-abreast Allan Herschell Merry-Go-Round, in A-1 condition, fluorescent lighted. Can be seen at Washington, Illinois, Sept. 2-3.

**R. J. WIGGS**  
Airport Road Melina, Illinois

**PROPOSALS INVITED**

For Street Carnival  
San Antonio, Texas

April 16 through April 22, 1961  
at 4:00 p.m.

\*\*\*

**FIESTA SAN JACINTO**  
**CELEBRATION AND**  
**BATTLE OF FLOWERS**

\*\*\*

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

Bids under \$31,000 will not be considered. Proposals will be opened publicly on Wednesday, September 21, 1960, in the Walnut Room of the Granada Hotel (formerly the Hilton) in San Antonio, Texas.

\*\*\*

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

**Executive Secretary**  
**FIESTA SAN ANTONIO**  
**COMMISSION, INC.**

915 Insurance Building  
San Antonio 5, Texas

FOR SALE

**COMPLETE RIDE**

Used two seasons; six German imported Hot Rods, Steel Railings, Ticket Box, Fencing; late model Chevrolet Tractor and Van, everything goes. Ready for Minneapolis Fair. Will gross half of cost here. Booked with Royal American Shows. Must sell because of illness at home. All interested buyers contact BILL BOYD on midway, or phone Tampa, Fla., 340054 after 6 p.m.

**DRAGO AMUSEMENTS**

WANTED: A few more Hanky Panks working for stock and stock only, for Greenup, Ill., Fair, LeRoy, Ill., Street Fair and the biggest Labor Day Celebration, beginning Aug. 31 thru Sept. 5, and remainder of season.  
WANTED: Two reliable Girl Shows for Mazon, Ill., Aug. 31-Sept. 5. Write, call or write Mr. Wayne Carter, Mazon, Ill.  
WANTED: Some reliable Help and Licensed Drivers to operate new Paratrooper and other Rides. All replies 1711 E. Mackland, Kokomo, Ill. or as per route.

**MOUND CITY SHOWS**

WANT HANKY PANKS OF ALL KINDS. CAN PLACE RIDE MEN. MUST HAVE CHAUFFEUR'S LICENSES.

Address: Pleasant Hill, Ill., Pike County Fair, Aug. 22-28; Salem, Mo. (Fair), Aug. 31-Sept. 3; Hayti, Mo. (downtown, on the streets), Sept. 5-10; then Fairs in cotton to follow.

**WANTED TO BOOK**

Lepaz, Ind., Old Settlers' Fair, Aug. 24-27. Popcorn, Floss, Apples, Sno Cones, direct sales of all types, Hanky Panks, all legitimate Games. Low privilege. Come on in, no time for letter writing.  
**P. & J. AMUSEMENTS**

**40" SEARCHLIGHT CARBONS.**

Per Can ..... \$ 4.88  
(Clean—Dry—Perfect)  
**COMPLETE ARC LAMP MECHANISMS, Each ..... \$94.00**  
Arc Lamp Feed Control Mechanisms, Each ..... \$90.00  
Sperry and G.E. All Spare Parts in stock.  
**PUBLICITY SEARCHLIGHT CO.**  
38 West 53rd St. New York 19, N. Y.  
JUdson 2-8868



# Olson Shows Hit Record Pace On Illinois State Fair Fun Zone

SPRINGFIELD, Ill.—The Olson Shows set a record-breaking pace on the midway at the Illinois State Fair here thru Thursday (18), seventh day of the 10-day event, and Manager Paul Olson forecast that, given good weather in the three-day stretch, the show would register the biggest gross in the fair's 108-history.

The Olson aggregation Sunday (14) turned in the biggest single day's ride and show take in the fairs annals. Each of the other six days of the first seven yielded better grosses than those for the corresponding days last year.

A power-packed line-up of rides accounted for more than 80 per cent of the combined ride and show gross, the highest percentage ever experienced here.

The Space Wheels, booked on for the fair here and also the State fairs in Iowa and Kentucky, ran neck-and-neck with the show-owned Mad Mouse as the top-grosser. The Kiddieland rides were in third spot. Of the shows, the Las Vegas Follies, managed by Gene Vaughan, was the biggest money-getter.

### New Rides Win

Kiddieland business was aided by a new location, back from the main entrance. Two new rides, a Paratrooper and an Umbrella, both office-owned, were in the former Kiddieland location, and both were given heavy patronage. To make room for the Kiddieland, the revue was moved to the extreme back end.

A new Olson entrance arch, with large plastic letters, topped by flashing lights, elicited much favorable comment from visiting showmen.

Among visitors noted were Clyde Reeves, manager of the Kentucky State Fair, Louisville; Lou Dufour of St. Louis, and Dick Best, Side Show operator.

# Royal Back In U. S.; Ahead At Superior

SUPERIOR, Wis. —Back in the States after a highly successful tour over the Western Canadian Class A Fair Circuit, Royal American Shows were given bigger business than last year in the first four days of the seven-day Tri-State Fair, which opened here Monday (15).

Ride and show grosses for the four days were 12 per cent higher than for the corresponding days last year. Weather, except Thursday (18), when there were intermittent showers, was good.

Club Lido paced the shows in grosses, with Leon Claxton's Harlem in Havana, second; Blazing Six Guns, third, and Dick Best's Side Show, fourth.

The Mouse was the no. 1 grosser in the ride division, with the Paratrooper, in second position, impressing with its grosses.

The rail move and clearance at the Canadian border was made in extremely fast time. The first section arrived here Monday at 4 a.m., the second section at 4:45 a.m. Speedy border clearance was credited to the show's secretary-treasurer, the veteran Walter Devoyne.

Wally Cobb, trainmaster, who has been in ill health for several weeks, left the show to return with his wife to Tampa. His assistant, Ray Milton, has assumed his duties as trainmaster.

A new show, Storybook People, which was introduced at the Olson Show's previous stand, the Northern Wisconsin District Fair, Chippewa Falls, sparked much interest among showmen but, due to several factors, among them a location off the midway and remote from traffic, failed to do much business.

The show, a joint venture of Harry Hennies, former carnival owner, and of the veteran Side Show operators, the Lorow brothers, Snooky, Skeeter and Cortez, has a striking green and white

striped top, 80 by 150 feet. In planning, the show was to depict storybook characters and places. In actual execution, it bears a closer resemblance to a 10-in-1 show. A late start and talent-booking problems caused the departure from original plans.

Olson's veteran general agent, Louie Berger, doubled as the Olson press agent here, and impressed with his effectiveness in snaring newspaper space and in a television interview.

# Kunz Tops Records At Springfield, Mo.

### Strengthened Attractions Line-Up Pushes Ride, Show Gross Up 12%

SPRINGFIELD, Mo.—The Al Kunz-owned Heth Shows were racing at a record-breaking pace here last week at the Ozark Empire Fair. And rides and shows were up 12 per cent for the first five days.

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

New here were the Paratrooper, Flying Coaster and the Haunted Castle Dark Ride. And on the back end the Galyon Siamese Twins—Ronnie and Donnie—showed here for the first time to big business.

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

New on the back end here was Beatniks of 1960 in a 38 by 90-foot top. Tiny Kennedy was featured in the show which was produced by Nat and Dorothy Mercy, who manage the back end on the show. Others include the Side Show, Devil's Daughter, snakes and the Lost World.

### Club Profits

Kunz, who is president of the International Association of Showmen, St. Louis, hosted a jamboree for the club Thursday night (18) in the Club Havana top. Hal Eifort, immediate past president, was on hand along with Morris Lipsky, Euby Cobb and Ralph Hoffmann, who came down from St. Louis for the event.

Show staff, in addition to Kunz, has Mrs. Esther Kunz, secretary-treasurer; Ep Glosser, business manager; Earl Backer, general representative; John Foster, billposter; John Morton, lotman; Wayne Kunz, assistant concession manager; Bill Gozeman, electrician; Tommy Smith, transportation; Nat and Dorothy Mercy, midway shows; Joyce Kunz, assistant secretary; F. R. Ingram, attorney and auditor; Gene Dugas, towers and front gate; James Ward, searchlights; J. C. Osteen, dining; Joseph Kunz, business manager. Bob Rowland is foreman of the Space Wheels, which were at the Illinois State Fair last week.

Ride foremen are Whitey Bryant, Ferris Wheels (2); Pete Skinner, Merry-Go-Round; Troy Scruggs, Caterpillar; William Bishop, Dodgem; Red Clark, Octopus; Robert Benham, Tilt-a-Whirl; Clarence McAllister and Cliff Overly, Kiddieland; Paul Smith, Funhouse;

George Jackson, Scrambler, Jim Jacobs, Rock-o-Plane; Ben Corbin, Roller Coaster; George (Blackie) Hallett, Roll-o-Plane; W. R. Tucker, Round-Up; Jimmy Bush, Flying Coaster; Harold Scott, Dark Ride; Tommy Wells, Turnpike; Jesse Padgett, Paratrooper; Louis Warren, live ponies; Roy Petty, Mad Mouse.

Concessionaires include J. Spersstead, Arcade; Norman Anderson, bingo; Ben Stone, auction; Newell Taylor, glass pitch; J. Terry, photos; Junior Hayden, derby racer; T. Evershore, jewelry; Whitey Caler, hoop-la; G. Davis, short range; T. McKinstry, pronto pups; Mrs. Jimmy Bush, foot-long and games; Bob Leonard, 2; Andy Kassin, 3; Red Gentry, 4; Ed Hunt, 2; W. C. Tucker, 3; C. J. Osteen, 2; Bob Robertson, 4; Tommy Wells, 2; Claude Dutton, 10; Ep Glosser, 7; Sam Saladino, 7; Wayne Kunz, 5; Al Gravette, 2; Jack Johnson, Jimmy Annin, Sam Caldwell, 1 each.

# Bedford Fair Date Awarded To Reithoffer

BEDFORD, Pa. — The 1961 Great Bedford Fair will be played by Reithoffer Shows, which played the date for the first time this month. Announcement was released by Richard Eichelberger, president and manager of the fair.

# MANNING AND BEAM MERGE

MANASSAS, Va. — Ross Manning and Merle A. Beam will combine their equipment next year and produce a show to canvas the Western Pennsylvania territory which has been developed over the years by Beam's Attractions. The agreement was made at the fair here. Beam will be agent and Manning will manage the new show, as yet unnamed. Manning will manage the new unit to protect his Eastern spots, it is reported. Beam will throw 10 rides and other equipment into the new show. Operating out of his home in Windber, Pa., he is already booking still dates and celebrations and will seek fair dates as well.

# GOODING AMUSEMENT CO.

Can Place Concessions

HARRISBURG, PA.

# CENTENNIAL CELEBRATION

SEPTEMBER 2-10

On downtown streets around Market Square in the center of the Capitol city. A "fantabulous" Festival celebrating Harrisburg's 100th year. The drawing area comprises approximately one-half million persons. Can place Hanky Panks, Confections and Direct Sales. No Eats or Drinks.

Write—GOODING AMUSEMENT CO.—Wire

R. G. CASHNER, Concession Mgr.

3200 Valleyview Dr.

Columbus 4, Ohio

# GOLD MEDAL SHOWS #2

WANT

WANT

For Morgan Co. Fair, Wartburg, Tenn., August 29-September 3; followed by Monroe Co. Fair, Sweetwater, Tenn.

CONCESSIONS: Duck Pond, Pitch-Till-You-Win, Glass Pitch, Buckets, Six Cats, Picture Frame, Pan Game. Will sell "X" on Long and Short Range Galleries. All Hanky Panks open. WANT Ride Help who can drive semis. WANT Chairplane and Tilt-a-Whirl Foremen. SHOWS: Girl Show with own equipment, Monkey, Snake or any family-type Shows. Wire

MRS. JOHNNY DENTON, KNOXVILLE, TENN.

# Wanted RIDE HELP Wanted

Top wages. Must be semi drivers.

Show closes in South Texas in late October.

Join this week Fairmont, Minn., or Marshfield, Wis., next week.

DON FRANKLIN SHOWS

# Page Combined Shows

WANT FOR ELEVEN SOUTHERN FAIRS

beginning at Bedford, Va., Aug. 29-Sept. 3, followed by Morganton, N. C.; Chester and Pageland, S. C.; Newnan, Ga.; Dothan, Ala.; Americus, Ga.; Tifton, Ga.; Brunswick, Ga.; Opelika, Ala.; Waycross, Ga., and Brooksville, Fla.

CONCESSIONS: Cookhouse, Age & Scales, Glass Pitch, some Alibis and Percentage with other concessions.

SHOWS: Fun and Glass House, Fat Show, Side Show, Big Snake, Geek Show and any family-type shows. Want Manager with People for Jig Show to join in Morganton, N. C., Labor Day. Pocket Book, get in touch immediately.

RIDES: Dark Ride, Flying Coaster or any Major or Kiddie Ride not conflicting. RIDE HELP: Foreman and Second Man for Scooter, Foreman for new Helicopter and new Schiff Coaster, brand new trucks, also Second Men on all Rides who have license to drive. All replies to BILL PAGE, Little Valley, N. Y. Phone in show office.

# DRAGO SHOWS #2

Want joints of all kinds for Le Roy, Ill., Street Fair, Aug. 30-Sept. 3, and the Mazon, Ill., Fair to follow.

All contact CHET PIERCE

Royal Center, Ind., this week, then Le Roy, Ill.

# WM. A. GRIFFITHS SHOWS

Can place immediately, "X" on Popcorn, Candy Apples and Floss, Milk Bottles, Punks, Age and Weight and legitimate Concessions of all kinds. Want family-type Shows. Want 1st and 2nd Men on all Rides.

Clay Dist. Fair, Daybrook, W. Va., Aug. 24-27; Battelle Dist. Fair, Wadestown, W. Va., Aug. 31-Sept. 3 and K. of P. Celebration, Oakland, Md., Sept. 5-10.

# FLOYD O. KILE SHOWS

Can place at once clean, small Sitdown Grab, Photos, Fishpond, Cork Gallery, Coke Bottles, Pitches of all kinds, 6-Cats and Buckets for stock only. Also Custard, Ft. Long, anything working for stock. Come on, can place you.

Want Snake Show, Funhouse, 3-in-1, etc. Want Eli Foreman and Truck Drivers. Join now. Philadelphia, Miss., Colored Fair this week; Houston, Miss. next. All fairs until November in Mississippi and Alabama. All replies FLOYD O. KILE, MGR. P. S.: White, letter received. Come on.

# GALA EXPO. SHOWS

Can place for the following route starting week Aug. 29: Pochontas, Ark.; Mt. Home, Ark.; Star City, Ark.; THE BIG ONE, Searcy, Ark.; McGehee and Eudora, Ark.; Tulsa, Miss.; Marianna, Ark., and England, Ark. All bona fide fairs and celebrations and the best in the South.

CONCESSIONS of all kinds, no Flats, family-type Shows, extra Rides for McGehee and Eudora. Call or come on. Ave. Mo., Fair, Aug. 22-27. No route in the South can beat this.

B. E. MILLER

# WANTED—AGENTS—WANTED

For route of ten Southern Fairs with Smiley's Amusements starting Aug. 29 at New Castle, Va.

Want Agents for Peek and Count Stores, also Agents for Swingers, Tip-Up Coke, Block Store and Hanky Pank Agents. Can use good, sober Up and Down Help. Write—Wire—Phone

Contact FRANK SPINA, c/o Smiley's Amusements, Abbottstown, Pa., this week.



# SHANK BROS.

## SHOWS

**WORLD'S CLEANEST MIDWAY**

Want for Sevier Co. Fair, Sevierville, Tenn., Sept. 5 thru 10,  
and Cherokee Co. Fair, Canton, Ga., Sept. 12 to 17.

Legitimate Concessions of all kinds, family-type Shows and small Wild West Show.

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

### GIRLS WANTED

Can place more Girls for big revue, with or without experience. Also need more Men to up and down. Must have chauffeur's license and be able to drive. Girls who have worked for me and know me, please contact.

**MANAGER, NIGHTS OF BAGDAD**

Princeton, Ind., Fairgrounds, Aug. 21-27; Pulaski, Tenn., Aug. 29- Sept. 4;  
Columbia, Tenn., Sept. 6-11.

### GEO. JONES WANTS

Alibis and Hanky Panks for best of Texas and Louisiana fairs, including Amarillo, Lubbock, Waco, Abilene, Marshall and Gainesville. Hank Noakes, Tiny Charley, Robert, Arthur and other old Agents, call me. Address Fairgrounds, Paris, Tex., this week, c/o Bill Hames Shows.

### FOR SALE

CATERPILLAR—18-tub Streamlined Allan Herschell. This ride has been completely overhauled, new Cat Walks, Aristolite Bally, new Tunnel, Cables, large fluorescent Floodlights. Like new, \$10,000.00. Can be seen up.

SCREWBALL—Built by Eyerly, 8 tubs, similar to Octopus. Good condition, \$4,000.00 with special built semi; \$3,500.00 without semi. Reason for selling this ride, have bought new 16-tub Octopus.

All replies: J. L. KEEF, Fairgrounds, Maryville, Tenn.

### WANTED—SIDE SHOW ACTS—WANTED

Relief Talker, good Novelty Acts and one good Freak. Justin Wagner and Penguin Girl, answer. Possible work all winter. Address:

**PETE KORTES**

c/o Siebrand Bros. Shows, Pocatello, Idaho, 21-27; Boise, Idaho, Fair, Aug. 28-Sept. 3.

### HIGH ACT WANTED

For HARTFORD CITY, INDIANA  
September 13-17

SWAY POLE PREFERRED, but will consider other if good. Can also place Act at Palatka, Fla., Nov. 7-12 and possibly other Florida dates. CONCESSION Space also available at both the above. FUN HOUSE, GLASS HOUSE and other LIMITED SPACE SHOWS or Attractions for the EVANSVILLE NUT CLUB FESTIVAL, Oct. 3-8 and for Florida Fairs.

Contact TOM L. BAKER  
2235 Ransdell Street, Indianapolis  
574-7-1711 until Thursday of this week.  
Then at Miller Amusement Ent. Office  
La Grange, Illinois

### TURNER SCOTT WANTS

Will pay cash for Schiff High Road Model Coaster. Address 140 S. Ocean Ave., Daytona Beach, Florida. Address after Sept. 8, 1013 W. Harvard Ave., Orlando, Florida.

### RIDE HELP WANTED

Want Second Man on Tilt, Jenny, Operator for Kid Rides.

Contact J. W. MAHAFFEY  
CHEROKEE AMUSEMENT CO.  
Holton, Kan., Aug. 22-24;  
Seneca, Kan., Aug. 25-27;  
Hillsboro, Kan., Aug. 29-Sept. 2.

### THOMAS EXPO. SHOWS

Want for the Gallatin Colored Fair, Gallatin, Tenn., Aug. 22-27.

Want Concessions of all types and Mitt Camp, also one more major Ride.

### WANTED

Merry-Go-Round Foreman and other experienced Ride Help. Wire collect

**JOE MEGGS**  
Boston, Mass. Will call.

### PETER PAUL AMUSEMENT

Can use Pitch-Tilt-You-Win, Age and Weight and any Prize-Every-Time Concession, also Alibis working for stock. When Man who wrote, contact. Can use family-type Shows, small Grab or Cook-house, also 2 Major Rides for balance of season.

St. Joseph, Mo., this week; then Miller, Mo., Fall Festival.

Contact MANAGER, Phone Adams 2-8996,  
St. Joseph, Mo., for information.

### PIN STORE AGENTS

Wanted for Labor Day week. Excellent week's work. Contact immediately.

BOX NY-291  
c/o The Billboard  
1564 Broadway New York 36, N. Y.

### WANTED DROME RIDERS

Trick and Fancy Riding. Excellent route for rest of season. Wire or phone

**GERALD BROWN**  
Box 95-A, Ada, Michigan  
or phone 6-3781

### MARVEL SHOWS

Wanted for Bushnell, Ill., Town and Country Festival, this week; Stock Concessions of all kinds. Kingston Mines to follow.

**EDWARD MEERIMAN**

### SEHL'S NORTHERN SHOWS

Want to book Hanky Pank Concessions for 3 Northern fairs and Posen, Mich. Potato Festival to follow. All replies to

**JOHN SEHL**  
Moran, Mich., after Aug. 22.

### ALIBI AGENTS WANTED

For Minnesota State Fair.

Call MRS. PHIL LITTLE,  
JOHNNY CIERE or JIMMY BAREFIELD.  
Midway 4-6959, St. Paul, Minn.

### JACK THOMAS WANTS

Hanky Pank Agents. Man to take over head of Bear Pitch and two Percentage Agents.

Address c/o Evans United Shows,  
Grand Island, Neb., this week;  
Winfield, Kan., next week.

### BALLOON DART AGENT

Agents for flashy Weight and Age. Come on in to Key City Shows Bridgeport, Ill., Aug. 21 to 27.

**LEE BELDON**

## CARNIVAL ROUTES

Continued from page 52

Lagasse Am. Co., No. 1: (Fair) Keene, N. H., 25-27; (Fair) Brooklyn, Conn., 26-28; Contoocook, N. H., Sept. 2-5.

Lake Shore Ams.: Monroe, Ind., 24-27; Lowell Sept. 2-5.

Lee Am. Co.: Columbia, Ala.; (Fair) Clanton 29-Sept. 3.

Leeright's Midway: \*R. C. Bowers; (Fair) Tremonton, Utah, 24-27; (Fair) Manti Sept. 1-3.

Lindle, Jack: \*John Pope; (Fair) Petersburg, Ill., 22-26; Wilsonville 27-28; Shipman 30-31; Beneld Sept. 3-5.

Lone Star Ams.: Wellington, Tex., 29-Sept. 3.

Luehrs' Ideal Rides: \*Bill Williams; Newman, Ill., 23-28.

Lynn's Midway: \*Gladys Erickson; (Fair) Webster, S. D., 24-26.

M. D. Ams.: (Fair) Cobleskill, N. Y., 23-28.

Mac's Am. Rides: Homer, S. D., 25-27.

Manning, Ross: \*Nelson Wilkins; (Fair) Galax, Va.; (Fair) Woodstock 29-Sept. 3.

Marks: \*Jack Gallup; (Fair) Gaithersburg, Md.; (Fair) Staunton, Va., 29-Sept. 3.

Marvel: \*Carolyn Merriman; Bushnell, Ill., 25-27; Kingston Mines 29-Sept. 3.

McKenna's Rides & Ams.: \*T. Hale; Crandon, Wis., 25-28; Chilton Sept. 2-5.

McSpadden: Langley Park, Md.

Meeker Comb.: (Fair) Kegnewick, Wash., 23-28; (Fair) Ellensburg 30-Sept. 5.

Merchant's Festival Rides: Nashville, Tenn.

Merriam's Midway: \*D. Merriam; Sac City, Ia., 22-23; South Sioux City, Neb., 24-27; Columbus 29-Sept. 1; Schuyler 3-5.

Midway of Mirth: \*Frank X. Lavelle; Stonefort, Ill., 22-28.

Monarch Expo.: \*Earl W. Carpenter; (Fair) Rock Falls, Ill.; (Fair) Granite City 29-Sept. 3.

Moore's Modern: \*Jack Moore; (Fair) Imperial, Neb.; (Fair) Mitchell Sept. 5-9.

Motor State: \*M. Frederick; (Fair) Hicksville, O.; (Fair) Wauseon 29-Sept. 8.

Murphy's Northern State: \*Mrs. H. McMahan; (Fair) Oakland, Neb., 22-24; Stanton 25-28; (Fair) Spencer 30-Sept. 1; Hawarden, Ia., 3-5.

Nolan Am. Co., No. 1: (Fair) Bellefontaine, O., 22-25; (Fair) Paulding 27-Sept. 2.

Nolan Am. Co., No. 2: (Fair) Woodsfield, O., 24-27; (Fair) Akron 31-Sept. 5.

Northern Expo.: \*C. Dallas Egan; Glendive, Mont., 22-24; Miles City 25-27.

Norton's Greater United: \*Mildred Carter; Glasgow, Mont.

Novelty Expo.: (Fair) Tonganoxie, Kan.; (Fair) Gardner 29-Sept. 3.

Oklahoma Expo.: \*Dee Robert Price; (Fair) Syracuse, Kan.

Olson: \*Mrs. Ray Cramer; Springfield, Ill.; (Fair) Des Moines, Ia., 26-Sept. 4.

P & J Ams.: (Fair) Lapaz, Ind., 24-27.

Page Bros.: \*W. E. Page; (Fair) Murfreesboro, Tenn.; (Fair) Ashland City 29-Sept. 3.

Page Comb.: \*Blackey Jones; (Fair) Little Valley, N. Y.; (Fair) Bedford, Va., 29-Sept. 3.

Palmetto Expo.: \*Milton McNeace; (Fair) Rockingham, N. C.; Asheville 29-Sept. 3.

Penn Premier: \*Richard Gilman; (Fair) Uniontown, Pa.; (Fair) Indiana, Pa., 29-Sept. 3.

Peter Paul Ams.: \*Peter Bicio; St. Joseph, Mo.; Miller 29-Sept. 3.

Playtime Am. Co.: \*Peter Burr; (Fair) Marshfield, Mass.

Port City Rides: Maquon, Ill., 26-27.

Powelson Ams., No. 1: \*Happy Powelson; Wellington, O.; Canton Sept. 1-5.

Powelson Ams., No. 2: \*Happy Powelson; Pennsboro, W. Va., 23-27; Barbortown, O., Sept. 2-5.

Powelson Ams., No. 3: \*Happy Powelson; Dover, O., 26-28.

Prell's Broadway: \*L. Sylvester; Suitland, Md.; (Fair) Fredericksburg, Va., 29-Sept. 3.

Raines, Rosa M., Ams.: \*Rosa A. Philpot; Ottawa, Kan.; (Fair) Iola 29-Sept. 1.

Rainier: \*A. W. Randolph; Tillamook, Ore., 24-28; The Dalles 31-Sept. 6.

Reed Ams.: De Witt, Ark.; (Fair) Waverly, Tenn., Sept. 5-10.

Reid, King: \*Wm. R. Austin; (Fair) Union, Me.; (Fair) Essex Junction, Vt., 29-Sept. 3.

Reid's Golden Star: \*Elmer Reid; (Fair) Clinton, Tenn.; (Fair) Maynardville 29-Sept. 3.

Reithoffer, No. 1: (Fair) Rhinebeck, N. Y., 26-31.

Reithoffer, No. 2: \*Joe Gidaro; (Fair) Watertown, N. Y.

Rogers Bros.: \*Mrs. M. L. White-side; (Fair) Pine River, Minn., 22-24; (Fair) Detroit Lakes 25-27; (Fair) Two Harbors 30-Sept. 2; Bovey 5.

Rohr's Modern Midway: \*Jeanette Waters; (Fair) Princeton, Ill., 23-27; Hoopston Sept. 1-5.

Rose City Rides: \*Dutch Schrader; Bowling Green, Mo.; Farmington 31-Sept. 3.

Ross Ams.: \*R. T. Sinderson; (Fair) Lucerne, Mo.; Newtown 30-Sept. 1; Green Castle 3-5.

Royal American: \*Joe Pearl; (Fair) St. Paul-Minneapolis, Minn., 26-Sept. 5.

Royal United: \*Jackie Swift; Britt, Ia., 22-23; (Fair) Rock Rapids 24-26; (Fair) Bloomfield, Neb., 27-30; Tripp, S. D., Sept. 1-3.

Royal West: \*Jack Lee; Redmond, Ore., 22-28; (Fair) Salem Sept. 2-10.

Rumble Rides: \*D. P. Rumble; (Fair) Madisonville, Ky.; Petersburg, Ind., Sept. 3-5.

Russell's Ams.: Elk Grove, Ill., 23-28.

S. & W.: \*J. O. Greene; Wellsville, Mo., 25-27; Palmyra 30-Sept. 3.

Schafer 20th Century: \*Archie Hensley; Lawton, Okla., 26-Sept. 3.

Sehl's Northern: Moran, Mich.

Shan Bros.: Panama City Beach, Fla.

Siebrand Bros., No. 1: \*Don Hanna; Pocatello, Idaho; (Fair) Boise 28-Sept. 3.

Siebrand Bros., No. 2: \*Don Hanna; Jerome, Idaho.

Skerbeck Ams.: \*Rose Kron-schrah; Caro, Mich.

Smiley's Ams.: \*J. R. Fasolas; (Fair) Abbottstown, Pa.; (Fair) New Castle, Va., 29-Sept. 3.

Smith, George Clyde: \*F. A. Norton; Winchester, Va.; (Fair) Culpeper 29-Sept. 3.

Sol's Greater: \*Mrs. Sol Rosenfield; Joliet, Ill., 23-28; (Fair) Wickliffe, Ky., 30-Sept. 3.

Stafford: Fontanet, Ind., 26-28; Bowling Green Sept. 1-3.

Stanley, Wm. D.: \*Donald Droggs; Cokato, Minn., 22-24; (Fair) Appleton 25-28; Fairmount, N. D., 29-31; Enderlin Sept. 1-3.

Steele's Ams.: \*Lennie Fletcher; (Fair) Peotone, Ill., 24-28; (Fair) Mineral Point, Wis., Sept. 1-5.

Stipe's: LeCenter, Minn., 23-25; Young America 26-28.

Strates, James E.: \*J. J. Asel; (Fair) Batavia, N. Y.; (Fair) Syracuse Sept. 2-10.

Sunset Am. Co., No. 1: \*Daniel Dunning; (Fair) West Union, Ia.; (Fair) Arlington, Neb., 29-Sept. 1; Dayton, Ia., 3-5.

Sunset Am. Co., No. 2: \*Daniel Dunning; West Liberty, Ia., 22-24.

Tatham Bros.: \*Bill Tatham; Greenville, Ill.

Thios United: Amboy, Ill., 25-28.

Thomas, Art B.: \*Johnnie Wilde-boer; Pueblo, Colo.

Thomas Expo.: (Fair) Gallatin, Tenn.

Thomas Joyland: \*D. C. Thomas; Crown Point, Ind.

Thomas, W. A.: (Fair) Lexington, Neb., 24-26; (Fair) St. Paul, Neb., 30-Sept. 2.

Thompson Bros.: Brockway, Pa.; Olean, N. Y., 29-Sept. 3.

Tinsley, Johnny: Clarksville, Ga.; (Fair) McCormick, S. C., 29-Sept. 3.

Tip Top: \*Mrs. Ed Larkee; Caledonia, Minn., 24-27; Hayward, Wis., 29-31; Cloquet, Minn., Sept. 2-5.

Uncle Joe's Ams.: \*Joe Seaboald; Roaring Springs, Tex.

Venditto Bros.: (Fair) East Greenwich, R. I.; (Clyde Square) River Point Sept. 1-5.

Victory: Lawton, Okla., 22-28.

Virginia Greater: \*Geo. Gillespie; Pocomoke City, Md.; Suffolk, Va., 29-Sept. 3.

Wade, W. G., No. 1: \*Bill Hollingsworth; (Fair) Escanaba, Mich., 23-28; (Fair) Detroit Sept. 1-11.

Wade, W. G., No. 2: \*Clarence R. Hall; Hudsonville, Mich.

Wall, Alfred, Ams.: Spring Bay, Ill., 26-28; Ashkum Sept. 3-5.

West Coast, No. 1: \*John Franco; (Fair) Salem, Ore., 27-Sept. 3.

West Coast, No. 2: \*Wm. Snelson; (Fair) Monterey, Calif., 22-28; (Fair) Sacramento 29-Sept. 11.

Western, No. 1: \*Jack Dwyer; Port Angeles, Wash.; Monroe 30-Sept. 5.

Western, No. 2: Friday Harbor, Wash.; Issaquah 30-Sept. 5.

Whitey's Ams.: Mulliken, Mich., 23-27; Fairgrove Sept. 2-5.

Wilcox, Dick: \*Sam Edstine; (Fair) Dover, Me., 26-27; Blue Hill Sept. 2-5.

Williams Am. Co.: Yackinville, N. C.

Wilson Famous: \*Mrs. Ray Wilson; Geneseo, Ill., 24-27; Abingdon 29-30; Streator Sept. 1-5.

Wolfe Ams.: \*S. R. Holt; (Fair) Tasley, Va.

World's Finest: \*Geo. Sellmer; (Fair) Three Rivers, Que., 22-25; Sherbrooke 27-Sept. 1; Montreal 3-11.

World of Mirth: \*Peter Molnar; Ottawa, Ont.

World of Pleasure: \*Chas T. Carpenter; Princeton, Ind.

Young, Monte: \*Sharon Payne; Burley, Idaho.

## 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.

**MAIL ON HAND AT CINCINNATI OFFICE**  
2160 Patterson St.  
Cincinnati 22, O.

Ackerl, Franz  
Ackley, William  
Adams, Mike J.  
Aericko, John  
Allen, Ben H.  
Allen, Diana  
Allen, Mrs. Dodie  
Allen, Theresa  
Alto Trailer Sales  
Anderson, Blackie  
Ankrum, Henry  
Archer, Whitley  
Armstrong, Charles

Austin, Arthur  
Ayres, T. & Mrs.  
Barnes, J. C.  
Barrett, Wally  
Bartley,  
George & Mrs.  
Biggs, Harry  
Black, J. D.  
Blackburn, Robert  
Blackburn, Jones & Mrs.  
Bowman, William H.  
Broaneman,  
Mrs. Eugene

Brewer, Frank & Mrs.  
Broeffle, Harry J.  
Brown, Hubert E.  
Brownling, Jack R.  
Bryant, Finney  
Bryer, Ollie  
Butts, Erin T.  
Camp, John  
Carpenter, John F.  
Carter, Bob  
Carter, Clayton E.  
Carter,  
Richard & Mrs.  
Chandler, Bruce  
Chandler, Grant & Mrs.  
Cheminant, Mrs. D.  
Childers, Stanley  
Chiquita & Johnson  
Clarkson,  
Bob (Jersey)  
Coteman, Tommie

Collantra, Roland  
Collins, Plumer  
Conlon, Edward R.  
Cosner,  
Peggy & Jimmy  
Cooper, Bobby  
Craycraft, Henry M.  
Crowley, Joe W.  
Cuttler, Mrs. Jo Ann  
Daniels,  
Jack (Greenie)  
Daniels, Sydney  
Daveport, Lucky  
Davidson, Tom  
Davis, Homer  
Donnelly, Geo.  
De Maruco, Senora  
Ma. de Jesus  
Granados  
Eason, Joseph  
Ehler, Richard  
Emond, George C.  
Fielding, James R.

(Continued on page 63)



# BEST MERCHANDISE BUYS

AUGUST 22, 1960

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

THE BILLBOARD

61

**PRICE UP—  
DON'T BELIEVE IT!!**



30 Inch Fully Plush, Cotton Stuffed Bears—#7441/1

\$22.50 Doz., F.O.B. Philadelphia, Pa.  
\$24.75, St. Louis Warehouse

**ACME** PREMIUM SUPPLY CORP.  
2201 Washington Ave.  
St. Louis, Missouri

New 1960 Catalogue Now Available  
From the World's Largest Premium  
Supplier.

new merchandise for tomorrow's . . .

## parade of hits

FOR LISTING

SEND NEWS RELEASE, GLOSSY PHOTO OR DRAWING TO:  
Parade of Hits, The Billboard, 188 West Randolph, Chicago 1.

### MAGIC

Complete rack loaded with magic toys. Dozens of items retail at a dime and up. Each item in a cellophane bag. Seller claims profit of \$30 on one rack. — Adam Industries, Inc., 170 W. 74th, New York 23.

### BANJO



Combination banjo, tambourine and horn. Instrument is regular banjo size, can be played easily by children, brightly colored, available in plated finishes, individually boxed. Retail at \$1.98, \$2.49 and \$2.98.—Spec-Toy-Culars, 200 Fifth Avenue, New York.

### PITCH



Net for the small-fry baseball player. He tosses ball against the net and it bounces back. For practicing flies, ground balls, line drives. Any type ball can be used. Made of heavy woven nylon net, 34 mesh, bound edges. List \$5.98. — Plastic Block City, 1017 W. Washington, Chicago 7.

### RUBBER TOYS

Line of rubber toys includes balloons, athletic balls, games, pet toys, wire baskets loaded with colorful balls and corrugated displays for floor or counter.—Barr Rubber Products Co., Sandusky, O.

### ROUND-UP BELL



A so-called round-up bell. Features bright brass finished bell mounted between two authentic black horseshoes. Back is of varnished wood, framed with rope and item is equipped with a leather bell-pull. Individually carded and packed six to a carton. Retail \$2.98.—N. H. Hill Brass Co., East Hampton, Conn.

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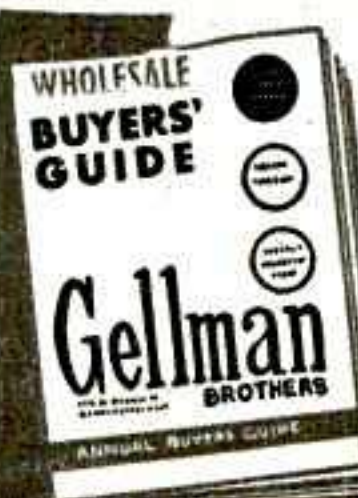
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GEORGE (PUG) STACEY... veteran sheetie currently making the Georgia tobacco markets, infos that the markets aren't what they used to be. "Those days are gone," he opines. Despite it all, Pug says he is still chalking a fair number of subs for the old Southern Planter, published in Richmond, Va.
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FOR SALE—LIKE NEW, USED SIX TIMES, bought June, Cretors giant butane Popper, with thermostat, \$275. M. Gott, Gen. Del., Burlington, Colo.
FOR SALE—NO. 5 ELI WHEEL, SMITH & Smith Chairplane. Both with International power units, V belt drive. Up for inspection. Will sacrifice for cash. Contact Sam Cooper, Jacksonboro, S. C. Tel.: Vernon 5-2107.
FOR SALE OR TRADE: LINDY LOOP LOOP-O-Plans (single tub), Splitfire and Tilt-A-Whirl. All in operation in Amusement Park. Also two trailers, 24' and 32'. Bent Amu- sement Park, Arnolds Park, Iowa. au22
FOR SALE
Tilt-a-Whirl, 2 Trailers, Chev Tractor; #5 Ferris Wheel, 1 Trailer and Chev Tractor; Merry-Go-Round, 30 ft., 20 horses, trailer- ized with timer and Chev Truck; Tubs-Of- Fun, trailerized; Kiddie Car Ride with timer, trailerized; Kiddie Jet Plane with Trailer; Popcorn custom built Trailer with Cotton Candy and Sno Kones, Ice Bin, 4 Ticket Booths; 1,000 ft. Cable, 2 Junction Boxes, 2 Fuse Boxes and parts. Prefer selling as unit but will sell separately. Equipment in ex- cellent condition. Write
JOHN A. ROSE, 644 Chester Ave., Nigtn, Ill.

FROZEN CUSTARD, CANDY AND SODA Shop. Seasonal. Owner retiring; estab- lished since 1928. New York seashore board- walk, 2 Box 290, The Billboard, 1564 Broad- way, New York, N. Y. au29

BE INDEPENDENT
START YOUR OWN BUSINESS...
stamping SOCIAL SECURITY PLATES.
NICKEL SILVER Key Pro- tectors. Samples of either 50¢ with your name, address and Social Security number. Catalog free.
GENERAL PRODUCTS
Dept. 88-133, 11 N. Pearl St. Albany 7, N. Y.

Help Wanted
WANTED — WHEEL MAN FOR KIDDIE- land. Must be sober. Good pay. Contact at once. Gust Karras, 124 S. Eighth, St. Joseph, Mo.
Instruction and Schools
LEARN AUCTIONEERING—TERM SOON. World's largest school. Big free catalog. Reich Auction School, Mason City 18, Iowa. au25

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Magical Supplies

NEW 48-PAGE ILLUSTRATED CATALOG. Mindreading, Mentalism, Spooks, Hypnotism, Horoscopes, Crystals, Graphology, Sub-Minature Radiophone for mentalists. Catalog \$1 with refundable certificate. Nelson's, 334-B South High, Columbus, Ohio. se12

Miscellaneous

Full more people and make more money. Get a

"LITTLE TOOT" Real Steam Train

CROWN METAL PRODUCTS CO. Wyano, Pa. West Newton 1550

Personals

CLARENCE GRANT—STOP AND REMEMBER the happy times. Miss you. Please get in touch with me soon. Affectionately, Lola P.

ERNIE LOWTHER — EVERYTHING FOR you is all right. Please contact me. Mail waiting for you in Cincinnati. Peggy Mondok, 2060 E. 83d, Cleveland, Ohio.

HEALTH, LOVE, MONEY, PEACE—"ASK—Receive," says Bible. Prayers sent for you by thousands! Free explanation. (Contribution starts action!) (Confidential, mail, no "callers.") Pray-Era, 2001-BB, San Antonio 6, Tex.

REAL ITALIAN STYLE SPAGHETTI SAUCE Recipe, \$1; Italian Style Meat Ball Recipe, \$1. Send money order for recipes today. Mrs. J. Landi, 410 S.E. 16th St., Fort Lauderdale, Fla.

Photo Supplies and Developing

INVENTORY REDUCTION SALE—COMICS, Backgrounds, Photo Mounts, Key-Chains. Write for low prices. Miller Supplies, 2108 Main St., Alton, Ill. au22

PHOTO BOOTHS, CAMERAS, D.P. PAPER, Developers, Frames; everything for direct positive photography. Write for our low prices. YDQ Camera Co., 1546 W. Cortez, Chicago 22, Ill. ch-17n

Printing

300 8 1/2 X 11 LETTERHEADS, 200 6 1/2 ENVELOPES, both for \$3.95. Black or blue ink. Mallo Press, 6468-B Clovis Ave., Flushing, Mich. au22

Salesmen Wanted

YOUR FREE COPY OF WORLD'S BIGGEST Sales Magazine tells you how and where to make more money on your own in selling. Write Specialty Salesman Magazine, Desk 22B, 307 North Michigan, Chicago 1. ch-17n

\$300 FIRST WEEK OR MONEY BACK—AD Clock, unlike any in world. Electric Ad Clock Co., 227-231 W. Illinois, Chicago 10. ch-np

Talent Wanted

ACCORDIONIST — COMMERCIAL, BEGIN Sept. 5. Must read, cut or no notice, long locations. Sober, imperative. 3113 Louisiana Ave., Minneapolis 26, Minn. Phone West 9-3467.

Tattooing Supplies

JOIN THE INTERNATIONAL TATTOO Club. Information from all over the world. \$3 per year. Zeis, 728-A Leslie, Rockford, Ill. ap

Wanted to Book

RIDES—SEPT. 12, 13, 14. MAYES COUNTY Fair, Pryor, Okla. Write or phone A. H. Costain, 1101 Karen Ave., Pryor, Okla.

WANTED—TRAMPOLINE OR OTHER ACT for free act. Libourn Fall Festival, Sept. 26-Oct 1. L. D. Fish, Libourn, Mo.

Wanted to Buy

CALLIOPE — STEAM OPERATED. ALSO Circus-Parade Wagon. State price and location first letter. Write Box C-634, c/o Billboard, Cincinnati 22, Ohio.

MONEY—DO YOU NEED ANY? SEND ME your old coins and gold. Money will be sent upon receipt of coins. Victor Capo Novelties, 1641 S. Jessup St., Philadelphia 48, Pennsylvania. au22

POPCORN, CANDY APPLE CONCESSION, complete. Or counter. Pepper and four way Top and Frame. Consider other equipment. Howard Stone, Lakewood, N. Y.

WANT TO BUY—LATE MODEL 10 CENT Mechanical Rides, no junk, for cash. Such as horse, Boat, Motorcycle, Spook Gun, Metal Typer, or what have you? Call or write Carl Schlosburg, Hotel Sarfield, Camden, S. C.

WANT TO BUY—MOTION PICTURE FILM, "Birth of a Baby," Dick Palmer, c/o Green Tree Shows, Wise, W. Va., Aug. 22-27; Pennington Gap, Va., Aug. 29-Sept. 1.

COIN MACHINES

Opportunities

FOREIGN MAILING LIST OF COIN Machine importers and buyers. First list of its kind ever available. 1,000 names and addresses outside U. S. A. \$25. Domzell, 552 23d St., Oakland 12, Calif.

Parts, Supplies

CAPSULE JEWELRY — ASSORTED EARRINGS, \$5 gross; Neck Pendants, \$7-20 gross; Solitaire Rings, \$4-75 gross; Cuff Links, \$14.40 gross. 20% deposit with order. New England, 124V Empire St., Providence R. I. au29

Routes For Sale

LARGE ROUTE IN WESTERN MICHIGAN

Willing to split up and partly finance to right parties. For further details write

BOX C-629

c/o The Billboard Cincinnati 22, Ohio

Used Equipment

FOR SALE: GOOD USED PINBALLS: CARAVAN, Three Deuces, Big Ben, Gold Star, Regatta, Auto Races, \$40 each. Turf Champ, \$140; United 14 ft. Bowling Alley, \$100. Send 1/4 deposit. Frank Guerrini, 1211 W. 4th St., Lawlston, Pa. au22

Wanted to Buy

WANTED—MECHANIC: SEEBURG, ROCK-Ola, AMI, Phonographs, Bally Inlines, Cigarette Machines. Shop and route. Must be well qualified and have good reference. Music Machine Co., Brunswick, Ga.

MUSIC-RECORDS ACCESSORIES

Miscellaneous

RINK, KIDDELAND, PIER, ZOO AND PARK OWNERS

Add a new sound to your attractions. Add the big sound of band organ music. Modern & old time selections. Over 200 pieces, eleven hours of Marches, Waltzes, Fox Trots & Polkas. Write today for our free brochure. Holmquist Sound Company Pacific Ocean Park Santa Monica, California

TALENT AVAILABILITIES

RATE: 10c a word, minimum \$2. CASH WITH COPY. Set in usual want-ad style, one paragraph, no display. First line in 5 pt. caps, balance in regular 5 pt. upper and lower case.

IMPORTANT: In determining cost, be sure to count your name and address. When using a Box Number, c/o The Billboard, allow six words for address and include additional 25c to cover cost of handling replies.

Miscellaneous

DOLLO — MECHANICAL TOY SOLDIER Impersonator. Great adv. attraction. Write Dollo for terms. 600 Reynolds Pl., S.W., Canton, Ohio.

Musicians

CONCERT PIANIST-ACCOMPANIST. Successful in school assembly work. Sober, dependable, congenial. Salary reasonable. Contact now for fall tour. Emerson Stout, 4105 Flower Ave., Cincinnati 5, Ohio.

MELODY UKULELE PLAYER AND ENTERTAINER, double violin and string bass. Read, fake high voice. J. Bell, 821 N. Meridian, Brazil, Ind.

TRUMPET — RELIABLE, CONGENIAL. Commercial, jazz, combo experience; prefer commercial orchestra; travel if some location. Box C-635, c/o Billboard, Cincinnati 22, Ohio. au29

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.

Continued from page 60

Fink, Harry
Flaher, George
Fletcher, Marcia F.W.
Fowler, F. J. & L.
Frank, Ephraim John
Frank, Mrs. Peg
Frazier, Johnny
Freese, Anthony
Fuller, Sara
Gardner, R. B.
Gill, Frank W.
Gilmer, Mr.
Goodrich, H. R.
Gordon, Ernest Guy
Gorman, Tex & Mrs.
Graham, John L.
Grani, Gabby
Gray, Howard
Green, Kayo
Grignon, Connie
Groves, Glen
Guilano, Pascal
Hackman, Emery
Hall, Shelby
Hamrick, Howard
Hannum, Albert J.
Hardcastle, Mrs. Leonie
Harding, Mrs. Ann
Hardman, John & Mrs.

McKeone, Richard T.
McKelvey, Ed
Sandefur, H. M.
Schaperkötter, Gulard
Schnepie, E. W. & Mrs.
Schreiber, Mrs. A.
Settle, Mrs. Ethel
Serrano, Anthony P.
Shefchik, Dorothy
Shields, Wilmer
Silverman, Tillie
Simpson, L. I.
Stewart, Robert Noland
Slaughter, Jim
Stafford, Alton R.
Stafford, Mack
Stevens, Joe (Talker)
Stevens, Larry
Stevenson, Robert A. (Sterling Bro.)
Stewart, Mrs. Marianne
Stranger, Raymond S.
Swain, Sam
Swan, Walter Lloyd

Ruffin, Frank P.
Salyins, John A.
Sandefur, H. M.
Schaperkötter, Gulard
Schnepie, E. W. & Mrs.
Schreiber, Mrs. A.
Settle, Mrs. Ethel
Serrano, Anthony P.
Shefchik, Dorothy
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Slaughter, Jim
Stafford, Alton R.
Stafford, Mack
Stevens, Joe (Talker)
Stevens, Larry
Stevenson, Robert A. (Sterling Bro.)
Stewart, Mrs. Marianne
Stranger, Raymond S.
Swain, Sam
Swan, Walter Lloyd

Swank, Harry
Sweet, Leroy
Turbes, Max
Tarr, Skeeter
Tate, Mrs. Essie
Trententine, Ronald
Tertina, Walter
Theodore, Mack
Thompson, Mrs. Jean
Tooley, Ira K.
Toy, John
Valdez, W. J.
Van Vorst, Lee
Villemarie, Joseph R.
Wagner, Jack
Warren, Margaret
Webb, Claude & Mrs.
Whiteside, Tommy
Wileox, Richard
Williams, L. & Mrs.
Wilson, Alice
Wilson, Earl T.
Womser, Bill
Wozniak, Frank & Winnie
Yates, Claude F.

MAIL ON HAND AT

ST. LOUIS OFFICE
390 Arcade Bldg.
St. Louis 1, Mo.

Adams, Master David
Allen, Robert E.
Allison, Tex
Anthony, Marjorie
Antonuk, George
Barker, Floyd
Barnes, J. C.
Bartley, Willie E.
Beesley, Fern
Beesley, James C.
Benolt, Jerry F.
Briggs, Mr. & Mrs. B. V.
Brown, R. W.
Bullock, Junita C.
Bullock, Wyatt H.
Burke, Leon H.
Camp, Walter
Carl, Anthony
Carpenter, Clifford R.
Carroll, Mr. & Mrs. Jimmy
Carter, Richard
Cassandra
Converse, Art
Cook, Joe D.
Cox, Francis X.
Crawley, Mrs. Lena
Crawley, W. J.
Crawley, Allen Bernard
DeLeon, Kathleen Stewart
Douglas, Larry
Donner, C. J. (Mac)
Doner, Paul King
Duffy, Roy T.
Eddington, C.
Ely, James
Engle, E.
Eureka Amusement Equipment Co.
Farrow, Rocky
Ferguson, Danny
Ferron, Gaspar & Jennie
Fineman, Dave
Field, E. J.
Fortner, Don
Foster, Gerald L.
Francis, Crawford
Flyn, Jack L.
Frederick, J. J.
Frye, H. L.
Garland, Kathryn
Gentry, Ruth
Good, Okie
Good, Oran S.
Goss, James
Grant, Val
Green, James
Griggs, Charles
Haborech, Nicholas
Hazen, Orville
Hale, Zack
Henneman, Donald Carl
Hennenses, John
Herman, Theodore N.
Howard, C. D.
Hyman, Harry
J. C. (Jeff)
Johnson, Carroll B.
Kahle, Charles Jr.
Karoly, Margaret M.
Karr, Kitty
Katonka, Kitty
Kaye, J. J.
Kernes, Jim
Kestler, David
Kinsley, Ralph E.
Lankston, Paul
Lednow, Darwin
Love, Carl G.
Levy, Martin
Lowery, Carroll R.
Lucchi, J. L.
McCrary, Tex
Garth, J. R.
McInturff, Kenneth
McInturff, Shirley
Menzelovich, Mickey
Meyers, Alfred
Meyers, Bob
Michael, Dave
Miller, Cole
Miller, Mrs. Martha
Mitchell, Patay
Moore, Mike
Moreno, Geraldine
Musakoff, Ollie
Myers, Fred
Noble, Mr. & Mrs. J. K.
Nottigham, Rex B.
Patterson, Mrs. Rose
Pink, Eugene M.
Poole, Mrs. Charmane
Pouchard, Raymond C.
Powers, L. D.
Radford, Ronnel A.
Raner, Geo.
Rav, Bernard W.
Schrager, Leo
Seyers, Art
Shaban, Mrs. Robert
Shelton, Patrick J.
Shoex, Joe
Stike, William
Smith, Ann Dane
Smith, Howard
Smith, Jack E.
Sokolowski, P. V. & R.
Stanton, Mrs. Richard
Star, Hedy Jo
Stein, Jack
Thompson, John L.
Tiger Lily
Travis, Donald C.
Vincent, Frank
Vinson, Jack E.
Vinson, Richard D.
Wagoner, Harold Lloyd
Wagner, Ralph
Walker, Samuel
Wallace, Mrs. Nita
Walters, Curley
Weaver, Ray L.
Welch, John
Weldes, John
Whitfield, William B.
Williams, Orval
Wilson, Boone Virgil
Wintfield, Harry D.
Williamson, A.
Woodrow, Earl
Yaser, Elaine F.
Young, Roger
Zucco, Joseph G.

MAIL ON HAND AT

NEW YORK OFFICE
1564 Broadway
New York 36, N. Y.

Adams, Miller
Austin, Lola
Banks, Charles A.
Braswell, Melvin G.
Brockham, George
Browne, Archie C.
Burke, Peggy
Butler, H. J.
Chantli, Tom
Collins, Delilah
Connor, Jack
Cooper, Joan
Crawford, John A.
Dante, Delilah
Diablo, Miss
Dillon, Jack
Geiger, Rose
Genduso, Ed
Goldstein, Ed
Goodleaf, A.
Gouldie, Murray
Grabie, Lucky Lee
Karid, Hal
Kins, Gloria
Kroll, Herman
Lorayne, Harry
McLaughlin, Andy
Martin, Andy
Miller, Michael
Mikense, Joseph
Mitteldorf, Seymour
Newman, Al
Nonelighter, Bill
Packwood, N. E.
Pearson, Alton
Pierce, Raymond E.
Salvatore, Steve
Schur, Natalie
Spitzer, John J.
Spitzer, Florence
Solitzer, Margie
Via, Shamrock
Vail, Lois
Weinberg, David
Zucco, Joseph G.

MAIL ON HAND AT

CHICAGO OFFICE
188 W. Randolph St.
Chicago 1, Ill.

Adams-Sells Circus
B. & B. Ride
Company
Baker, Paul
Cash, Mrs. Ardy
Jane
Cox, Charles G. Jr.
Coyle, Joe
Dodd, Kenneth
Forsythe & Dowis
Rides
Griffith, William Jr.
Taylor, G.
Howard Bros. Shows
Wilburn, Don
Kobacker, Robert
Lee, J.
Napieriski, Frank & Helen
Oranto, Kurt K.
Paul, Stanley
Ryan, Edward
Shaw, Stanley
Smith, Mrs. Hayes
Stein, Bernard
Griffith, William Jr.
Taylor, G.
Howard Bros. Shows
Wilburn, Don



HERE'S A HANDY ORDER FORM FOR PREPARING YOUR CLASSIFIED AD

1. Type or print your copy in this space:

2. Check the heading under which you want your ad placed:

- Acts, Songs, Gags
Advertising Specialties
Agents, Distributors Items
Animals, Birds, Snakes
Business Opportunities
Calliopes and Band Organs
Collectors Items
Costumes, Uniforms, Wardrobes
Food & Drink Concession Supplies
Formulas and Plans
For Sale—Secondhand Goods
For Sale—Secondhand Show Property
Help Wanted
Instructions and Schools
Locations Wanted
Magical Supplies
Miscellaneous
Mobile Homes, Accessories
M P Films—Accessories
Musical Instruments, Accessories
Partners Wanted
Personals
Photo Supplies & Developing
Ponies
Printing
Rigging and Props
Salesmen Wanted
Scenery, Banners
Talent Wanted
Tattooing Supplies
Trucks, Trailers, Accessories
Wanted to Book
Wanted to Buy

Music, Records, Accessories

- Business for Sale
Record Pressing
Situations Wanted
Sound Equipment—Components
Used Dealer-Distributor Equipment
Used Records
Used Record Pressing Equipment

Coin Machine Headings

- Help Wanted
Opportunities
Parts, Supplies
Positions Wanted
Routes for Sale
Wanted to Buy
Used Equipment

Talent Availabilities Headings

- Agents and Managers
Bands and Orchestras
Dramatic Artists
Hypnotists
Miscellaneous
M P Operators
Musicians
Outdoor Acts and Attractions
Vaudeville Artists
Vocalists

- 3. Indicate below the type of ad you wish:
REGULAR CLASSIFIED AD—20c a word. Minimum \$4
DISPLAY CLASSIFIED AD—\$1 per agate line. One Inch \$14 (14 agate lines to Inch)
TALENT AVAILABILITIES AD—10c a word. Minimum \$2.

Classified and all Talent Availabilities ads must be paid for in advance.

The Billboard, 2160 Patterson St., Cincinnati 22, Ohio

Please insert the above ad in \_\_\_\_\_ Issue

NAME \_\_\_\_\_
ADDRESS \_\_\_\_\_ I enclose remittance of \$ \_\_\_\_\_
CITY \_\_\_\_\_ STATE \_\_\_\_\_



## ALPHABET RINGS

In beautiful three dimension colors. Free displays. \$12.50 per M in 5 M lots.

**SURE LOCK**, the perfect capsule. Patent No. 2762411. Outstanding items. Send \$2.50 and receive 100 quality filled capsules. Contains our complete line.

FREE illustrated Sheets on all Feature Charms, Rings and Bulk Charms.

The **PENNY KING** Company

2538 Mission Street, Pittsburgh 3, Penn.

World's Largest Selection of Miniature Charms

ATLAS MASTER . . . The proved 1c-5c Vendor

Ask About Our ATLAS Finance Plan



## Charms, Capsules Threatened As Detroit Mulls New Tax Bill

By NICK BIRO & HAL REVES

DETROIT — Bulk vending operators here, always faced with a proposed health code that would impose a licensing fee and commissary restrictions, are now being threatened by still another city ordinance that would virtually wipe out charm and capsule vending.

A bill calling for a \$5 fee on all vending and service machines not otherwise licensed has been introduced and passed to the third reading in the chamber.

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

If bulk operators were oblivious to the recent health code introduction, they seem even more so to the newest city proposal affecting charms and capsules.

Neither National Vendors Association, the bulk vending trade group, nor the National Automatic Merchandising Association, the major equipment vending association, report any contact or request for

help from the local bulk trade.

Ironically, what representation the bulk operators have received to date has come from the Merchandise Vendors Association of Michigan, a State major equipment vending association affiliated with NAMA. The group has no bulk vending operators per se in its membership tho some members of the association do operate bulk machines in conjunction with their major lines.

### Hearings

Hearings on the health code and the new \$5 omnibus proposal are expected to be held early in September by the Common Council. MVAM is seeking to have the two ordinances considered separately. The association views the health code as a desirable regulation for the food vending people, but strongly opposes the imposition of a fee for each machine in the omnibus bill.

Opposition is also expected to come from NAMA since the omnibus provision would apply to cigarette machines — operators of which are members of the major equipment vending association.

The health ordinance provides for a sliding scale of fees based on

number of machines in operation from \$5 for one to 25 machines, up to a top of \$100 for 1,000 or more machines.

There is another scale for nickel machines from \$15 for one to five machines to \$250 for 100 or more machines. The code also calls for a commissary requirement that could conceivably be the most troublesome provision to the bulk industry.

As it is, the present code is considerably more lenient than the original proposal which would have virtually crippled the bulk industry here (The Billboard, May 9). Reduction to the current lower scale of fees was sought and obtained by MVAM thru secretary Ray Trudeau.

At no time have bulk operators taken any action on their behalf. Some three weeks ago, NVA counsel Donald Mitchell told The Billboard that none of the Detroit operators, some of whom are members of NVA, had asked the association for help.

The association has functioned under the policy of giving aid whenever requested to do so by local operators. To date, no such request has been made.

Time payments available on Oak machines through all distributors.

All Oak machines are equipped with 1c, 5c, 10c and 25c coin mechanisms, or combination 1c-5c coin mechanisms.

WE HAVE oak's "ACORN"

All Purpose Vendor The all-time favorite of the vending business. Vends all 1c and 5c bulk merchandise.

Guaranteed mechanically perfect — the one machine with virtually no depreciation. Today's Acorn looks the same as the original.



Below are listed factory authorized dealers.

AMERICAN NUT 1061 Tremont Street Boston 20, Massachusetts

BIRMINGHAM VENDING 540 2nd Avenue, North Birmingham 4, Alabama

BUYMORE SALES #8 Bayview Avenue Lawrence, L. I., New York

DALE DISTR. (B.C.) LTD. 1168 Seymour Street Vancouver 2, B.C., Canada

GRAFF VENDING SUPPLY 2817 West Davis Dallas, Texas

H. B. HUTCHINSON CO. 1784 N. Decatur Road, N.E. Atlanta 7, Georgia

IMPRONTO VENDING 300 North Gay Street Baltimore 2, Maryland

LOGAN DISTRIBUTING CO. 1850 West Division Street Chicago 22, Illinois

SAMUEL J. PHILLIPS CO. 4372 Lindell Boulevard St. Louis 8, Missouri

OAK SALES COMPANY 2033 Fifth Avenue Pittsburgh, Pennsylvania

OAK SALES OF FLORIDA 1121 — 71st Street Miami Beach, Florida

OPERATORS VENDING 1023 South Grand Avenue Los Angeles 15, California

QUEBEC VENDING CO. 109 Commissioner St. West Montreal, Quebec, Canada

RAKE COIN MACHINE EXCH. 609 Spring Garden Street Philadelphia, Pennsylvania

JACK SCHOENBACH 715 Lincoln Place Brooklyn, New York

SOUTHERN ACORN SALES 526-30 Bruns Avenue Charlotte 8, N.C.

STANDARD SPECIALTY CO. 1028 44th Avenue Oakland, California

STAR VENDING SUPPLY CO. 6327 Calhoun Road Houston 21, Texas

VEEDCO SALES 2124 Market Street Philadelphia, Pennsylvania

OAK MANUFACTURING COMPANY, INC. 11411 Knightsbridge Ave., Culver City, California

## Numerous Topics of Interest to Bulk Trade on Tap for NAMA Fall Conclave

CHICAGO—Altho primarily devoted to major equipment vending, the National Automatic Merchandising Association fall convention in Miami Beach, Fla., will have a wide range of workshops and clinics to interest the bulk vending operator.

NAMA has scheduled their meeting for Florida's vacationland city October 28 thru November 2. Also meeting at the same time will be the National Vendors Association board of directors, the National Vending Machine Distributors Association and Leaf Brands, which has scheduled a sales meeting for the weekend. Most of the bulk vending sessions will be staged at the Carillon Hotel. NAMA has chosen the Fontainebleau Hotel for its headquarters. Exhibits will be in the city's new exhibition hall.

### Special Interest

Some of the NAMA workshops and clinics of special interest to bulk operators: Candy workshop, Friday evening (28); shop maintenance and repair clinic, what to do about shortages, and accounting workshop, Saturday evening (29); problems of small business, Monday morning (31), and sales planning workshop, Monday evening (31); financing and labor relations, Tuesday (1); and legislative problems, Wednesday morning (2).

Exhibits will be the largest in NAMA's history, covering some 46,000 square feet of space, and at least one bulk vending manufacturer, the Northwestern Corporation, is scheduled to exhibit.

A special excursion boat trip to Nassau on the liner S. M. Franca C and a golf tournament are other features of the NAMA convention program. Also included is a program of entertainment and sight-seeing for ladies, featuring a tea and fashion show at the Roney Plaza Hotel, a garden party, a water show and a tour of the famous gardens at Vizcaya.

### Legislation

Possibly the most interesting workshop, from the bulk vending

standpoint, will be the legislative consultation to be held Wednesday (2) morning. Herbert M. Beitel, NAMA legal counsel, will preside. Altho engaged primarily in major equipment vending problems, Beitel has frequently become embroiled in issues confronting the bulk industry and has been active in fighting adverse legislation and working with NVA on discriminatory codes and restrictions.

The candy operators workshop will include William M. Adams, Virginia Cigarette Service Company, Roanoke, Va., chairman, and the following panelists: Robert Brinkerhoff, Tennessee Service Company, Inc., Knoxville, Tenn.; T. P. Collier, Automatic Sales, Inc., Aberdeen, Md.; R. Denneman, Tibbals Company, Cincinnati; and William H. Martin, Automatic Candy Company, Columbus, Ga.

The shop maintenance and repair clinic will be moderated by M. J. Estrem, Vend-O-Matic Sales, Inc., Minneapolis, and will include the following panelists: Ted R. Nicolay, Western Vendors, Inc., San Bernardino, Calif.; A. Prierz, Coin Acceptors, Inc., St. Louis; and Harry Schwartz, Automatic Cafeterias, Inc., Camden, N. J.

### Accounting

Shortages and accounting will be discussed by Asher Rabin, Automatic Merchandising Corporation, Milwaukee, moderator, and the following panelists: S. L. Howell, Howell Brothers Vending Company, E. H. Racine, Automatic Refreshment Service, Youngstown, O., and W. J. Schmidt, Indiana Vendors, Inc., Indianapolis.

The small business situation will be discussed Monday morning (31), with Admiral A. C. Burrows, president, council of Profit Sharing Industries, Chicago, giving an address titled "Profit Sharing Plans for Small Business"; Dr. George S. Odierno, director, Bureau of Personnel Relations, School of Business Administration, University of Michigan, Ann Arbor, Mich., giving an address titled "Management

Principles for Small Business" and Lemuel Boulware, vice-president of General Electric Company, New York, speaking on "The Businessman in Politics."

The sales planning workshop will be moderated by R. W. Jacobi, Charles Vending Company, Cleveland, and the following panelists: J. R. Howard, Howard Vending Service, Inc., Division of Automatic Retailers of America, Inc., Indianapolis; G. Lawler, Kwik Kafé of Delaware, Inc., Newport, Del.; Carl Millman, Automatic Merchandising Company, Milwaukee, and Alan Morrison, Morrison Vending Service, Inc., Hanover, Pa.

### Addresses

A series of general addresses will be delivered Tuesday (1) morning on various industry problems, including: "Bootstrap Financing," by Grant Strohm, Rudd - Melikian, Inc., Hatboro, Pa.; "Industry Address," by Herb A. Geiger, Geiger Automatic Sales Company, Milwaukee; "Labor Relations," by Dr. B. Werne, NAMA labor relations consultant, and "What to Do Until the Psychiatrist Comes," by Dr. Murray Banks.

An afternoon labor relations workshop will also be conducted by Dr. Werne.

Other workshops on the NAMA agenda include: "Perishable Foods, Their Production, Packaging and Sanitary Control"; "Menu Planning and Food Preparation," "Cigarette Operators Workshop," "Coffee Workshop" and "Milk and Dairy Products Workshop."

The annual banquet will be held Tuesday (1) evening at the Fontainebleau Hotel.

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

By BOB LATIMER

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

Bitterman, now a major distributor for bulk vending machines throughout the greater Kansas City, Mo.; Kansas City, Kan., and Eastern Kansas area, has been active in bulk vending since 1935. His son Allen literally "grew up in the business" and in recent years has assumed most of the route-operation load, while Bernard K. supervises the distributing end of the firm.

Bitterman Vending has some 1,700 machines on location, the amount fluctuating with the season. Spread over a wide area, the routes are large enough to require three full-time collector-service-men, who drive long distances daily in servicing a variety of ball gum, 1-cent and 5-cent charm machines and others.

That's where the German Volkswagens operated by Bitterman Vending Company come in. These are not the panel trucks often employed by delivery organizations for start-and-stop service, but rather sight-seeing buses which have been converted with the removal of the seats into handy carry-alls with plenty of visibility and better capacity than some pickup trucks.

Altho their tiny engines restrict them to around 50 to 55 miles an hour on long highway hauls, their over-all utility and "practically un-



BERNARD BITTERMAN

believable economy" had added much to the black side of the profit ledger for the Bittermans.

Where extremely long runs are concerned, demanding heavy loads and high speeds, standard trucks which Bitterman Vending Company keeps on hand for such uses are employed. Otherwise, the Volkswagens do 90 per cent of the hauling for the Missouri concern.

Both Bittermans believe in mass operations and often have as many as 10 machines in prime supermarket spots. One group of machines is located in Truman Corners, a huge new shopping area, honoring the ex-president of the United States who lives nearby. Here, the multiple battery of machines are set at various heights, some on hand-

some wrought iron stands which Bitterman buys for their two-level usefulness, others on traditional drum-type four-cylinder stands, to give a cluster effect which youngsters always appreciate. No matter how small Bitterman's customers may be, they can usually operate his machines effectively.

Even in relatively small locations, the veteran Kansas City operator prefers to use several machines, to give the customer a wide choice of items.

Incidentally, altho he uses a wide variety of bulk merchandise, he says 5-cent capsules, in hundred weights have been selling best during recent months. Allen Bitterman changes his fill far more than the average operator to keep sales up.

Even tho he has better than 25 years of experience, Bitterman never discounts the observations of location owners, who will take the time to watch their typical vending machine customers, to determine buying trends, and who are willing to pass them along to the routeman. Both Bittermans cooperate closely with location owners and show better returns for it.

Operating as far west as Fort Riley, Kan., the pair have been increasing the routes almost every year since they first went into business. In fact, a fourth routeman is soon to be added, and undoubtedly another Volkswagen.

## Bulk Banter

Ray Greiner, Northwestern's busy sales manager, has had his hands full between getting the Northwestern plant back to normal after the April fire and Ray's lesser known activity—a 40-acre farm outside of Morris, Ill. Currently it's harvest time for oats with corn next on the agenda. What spare time Ray has is split between a ham radio hobby and an electric organ that Ray finds difficult to leave once he sits down.

Paul and Mabel Crisman, King and Company, drove down to Morris two weeks ago to see Greiner and check on shipments of Northwestern machines that began last week (The Billboard, August 15). Both Crismans went the following week to the Elks golf tournament but it was Mabel who did the club swinging with Paul preferring to watch peacefully. "I'll play—but

only if they have those electric carts," he grins.

King and Company has had its hands full with the firm's Helen Coakley on vacation in Bangs Lake, Wis. Crisman notes "Helen was there when I joined the firm in 1936 and we're lost without her." Mary Arnold is helping Paul fill the gap and the pair just got thru sweating the "biggest three days" in the firm's history, he notes.

Jack Nelson, Logan Distributing Company, also had vacation troubles with his head bookkeeper, Lee Cavallo, on a two-week jaunt to Tulsa. Now it's Dick Boylan's turn. Dick bought a boat in Gloucester, Mass., when he was visiting the DuGrenier factory in Haverhill, Mass., and plans to use the vessel at his lakeside home in Wisconsin. George Witt, Logan's new salesman representative (The Billboard, August 15), has returned to his St. John, Ind., home and has started to travel the local territory for the firm.

Walter J. Stypula, who has been in the cigarette and bulk vending business in Detroit as the Livonia Peanut Company for six years, now advises he is concentrating his operations in the candy field. He takes his firm name from the west side suburb of Livonia where he resides. Mrs. Stypula reports that there is a great turnover in operators in the bulk field and locations are constantly demanding new equipment.

On the shelf for some time is Frank Thorwald, veteran Denver bulk operator, who recently lost an argument with a fractious brace and bit. While doing some cabinet work, Thorwald let the bit slip, and drove it through his foot. Mrs. Thorwald recently converted many of his locations to 5-cent capsules, which in such high volume stops as supermarkets and drugstores, are selling exceptionally well.



GEORGE WITT recently joined the Logan Distributing Company sales force and will represent the firm in Indiana and Kentucky (The Billboard, August 15). Witt will reside in St. John, Ind., with his family.

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1c, 5c, 10c or 25c Operation

Vends flat packs up to 1/2"x2"x4 1/4". Advance coin detector with automatic coin return when machine is empty. Separate coin box.

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N.W. Model 49, 1c or 5c	\$14.50
N.W. DeLuxe 1c or 5c Comb.	12.00
N.W. 10-Col. 1c Tab Gum Machine	18.00
N.W. Model #33 1c Forc. Con.	6.50
verted for 100 ct. B.G.	8.50
Silver King 1c B.G. or Mds.	30.00
ABT Guns	12.00
Mills 1c Tab Gum	12.00
Acorns 1c or 5c B.G. or Mds.	10.00

### MERCHANDISE & SUPPLIES

Golden Non Pareil Almonds, 5-lb. vac. pack tins, per lb.	.48
Pistachio Nuts, Jumbo Queen, Red	.43
Pistachio Nuts, Jumbo Queen, White	.45
Pistachio Nuts, Large Tulip	.61
Pistachio Nuts, Vendor's Mix	.72
Cashew, Whole	.66
Cashew, Butts	.75
Indian Nuts	.42
Peanuts, Jumbo	.32
Spanish	.57
Mixed Nuts	.30
Baby Chicks	.32
Rainbow Peanuts	.32
Boston Baked Beans	.28
Jelly Beans	.28
Licorice Gems	.49
M & M, 550 Ct.	.57
Hershey's	.49
Rain-Blo Gum, 72 ct.	.30
Malt-ette, 100 ct., per 100	.35
Rain-Blo Ball Gum, 140 ct., 170 ct., 210 ct.	.30
Rain-Blo Ball Gum, 100 ct.	.32
300 lb. minimum prepaid on all Rain-Blo Ball Gum.	
Adams Gum, all flavors, 100 ct.	.45
Wrigley's Gum, all flavors, 100 ct.	.45
Beach-Nut, 100 ct.	.45
Hershey's Chocolate, 200 ct.	1.30
Minimum order, 25 Boxes, assorted.	

Complete line of Parts, Supplies, Stands, Globes, Bracelets, Charms. Everything for the operator.  
One-Third Deposit, Balance C.O.D.

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You'll hit the jackpot with this selective tab vander. Ten columns for wide selection and bigger capacity have doubled and even tripled sales. "Quick Change" merchandise drum cuts servicing time in half.



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1-4 m	\$16.85 per thous.
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Guaranteed not to come apart in your machines!

Over 50 assorted items—gimmicks, rings, harmonicas, mail boxes, card decks, etc., etc.

A TERRIFIC BUY at only  
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Solve your capsule problems by ordering these fast moving, attractive assortments now.

Vends perfectly in all machines. We can also fill capsules as per your order. Let us know your needs.

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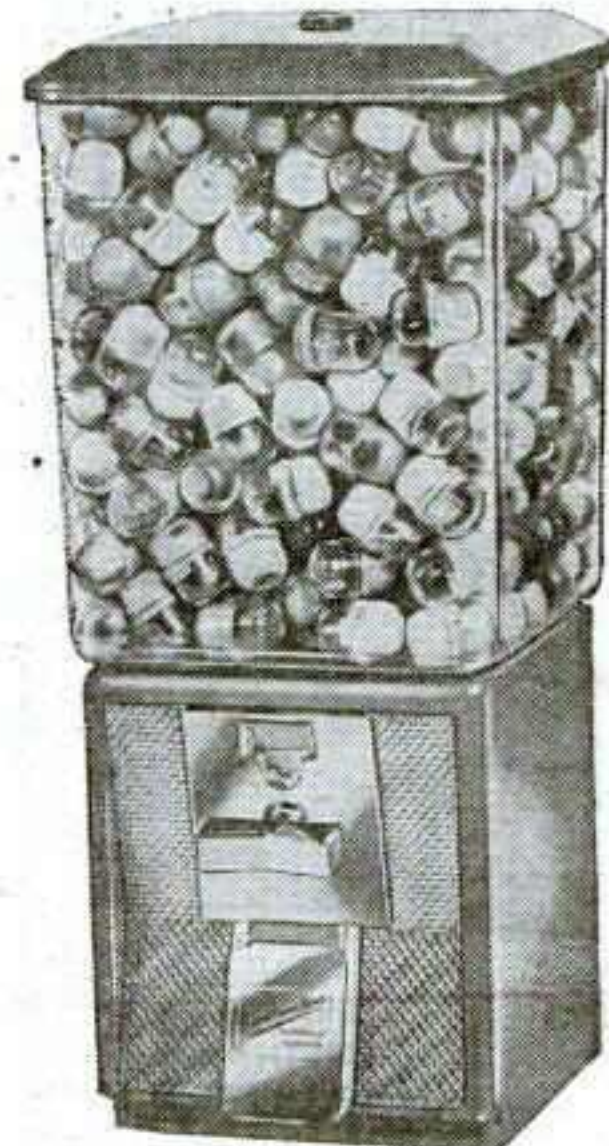
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Enough of Everything  
**25**  
**GIMMICK MIX**  
25 Different Gimmicks

5,000 & up... \$7.50 per 1,000  
1,000 to 4,000. 9.50 per 1,000

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**SAMUEL EPPY & CO., INC.**  
91-15 144th Place, Jamaica 35, N. Y.

## Eppy Swings With Mailer

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

Featured were the firm's full line of rings, gimmicks, variety mixes and several special deals. One deal offers 30,000 fill-mix for \$75. This includes 10,000 Series 10, vacuum-plated; 10,000 Series 2, plastic; 5,000 Series 90, vacuum, and 5,000 Series 45, vacuum. Eppy says the whole kaboodle has over 250 different kinds of charms, many of them gimmick size that

will vend without a ball of gum.

Another deal offers 10,000 gimmicks and 25,000 fill-mix at an average of \$3.50 per 1,000 or \$122.50 for the lot of 35,000. Package includes 10 different gimmicks, 1,000 of each. There are such items as luminous bulbs, slippers, teeth, loving cups, fingertips, faucets, four-leaf clovers, skeletons, horseshoes and fairy tails. Some of the stuff glows and some wiggles and some does both.

The four different fill series that are included in the 25,000 are 6,000 Vacuum 10; 6,000 Vacuum 90; 6,000 Vacuum 45 and 10,000 plastic two.

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

## Bright Future For 1c Vending, Says Insalata

CHICAGO — "Vending machines have more public acceptance today than ever before and that acceptance is being transformed into demand," John Insalata, legal counsel of the National Automatic Merchandising Association, told the Uptown Dental Association here, at the group's monthly banquet last week (19).

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

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



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

**BIG SAVINGS**

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Same fine flavors. Centers and Coatings.

**Direct Low Factory Prices**

Bubble Ball Gum, 140-170 & 210 ct. & Giant Size... 27¢ lb.  
Chicle Ball Gum, 130 ct. .... 35¢ lb.  
Chor-a-Vend Ball Gum... 40¢ lb.  
Chor-a-Vend Chicks, 320 ct. .... 40¢ lb.  
Chicle Chicks, 320 & 500 ct. .... 36¢ lb.  
Bubble Chicks, 320 & 520 ct. .... 28¢ lb.  
Tab (short stick), 100 ct. .... 38¢ box  
3-Stick Gum, 100 packs .... \$1.90  
F.O.B. Factory 150 lb. lots.

**AMERICAN CHEWING PRODUCTS**  
33 years of manufacturing experience.  
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Fully Reconditioned—Ready for Location  
Lowest Prices—COMPARE ANYWHERE

ROWE 7-COLUMN CANDY MACHINE \$125.00  
NATIONAL 9-COL. CIGARETTE ..... 85.00  
8-COL. CRUSADERS, 30c and 35c... 55.00  
8-COL. PRESIDENT, 30c and 35c... 50.00  
8-COL. DIPLOMAT, 30c and 35c... 65.00  
8-COL. STONERS, CANDY (post war) 175.00  
6-COL. STONERS, CANDY (post war—capacity 102) .... 115.00  
6-COL. STONERS, CANDY (post war—capacity 120) .... 130.00  
8-COL. STONER CANDY BASES.... 12.50

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All equipment unconditionally guaranteed. Fast delivery. One-third deposit, balance C.O.D.

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**OAK'S 25c Sanitary Vendor**

Capacity: 144 flat pack products.  
Dimensions: 26 1/2" high, 6" wide, 4" deep.  
Refuses coin when empty.  
Equipped with Ace lock and a lock protector.

**\$29.50 ea.**  
Sanitary Products, \$3.50 per fill.

**FOLDER TYPE STAMP MACHINE**  
2 columns.  
Two 4¢ Stamps for 10¢ and four 1¢ stamps for 5¢. A.B.T. Coin Mechanism.

**\$24.50 ea.**  
(2,500 FREE stamp folders included.)

**5c HOBBY and TRADING CARD VENDOR**  
(3 column)  
Vends package of 6 Cards for 5¢, 19¢, 13¢, 9¢, 5¢.  
Slug proof A.B.T. Coin Mechanism.

**\$39.50 ea.**  
CARDS: \$2.25 per 100 (6 varieties).

**COMPLETELY RECONDITIONED MACHINES**  
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**NORTHWESTERN**  
10-Col. 1¢ Tab Gum  
**\$21.50 ea.**

**1c MASTERS**  
Merchandise only  
**\$7.50 ea.**  
Parts for Masters available.

Parts available for Columbus, Northwestern '33, '39 & Deluxe. Send us your list.

Write for complete catalog of new and used machines, bulk merchandise, charms, etc.

**6 COL. ADAMS & WRIGLEY GUM VENDORS**  
**\$14.50 ea.**  
47¢ per box of gum in lots of 25 boxes or more.

Terms: 1/3 deposit on all orders, balance C.O.D. Payment in full on orders under \$20.00.

**Rake Coin Machine Exchange**  
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### GREAT NEW SUPER 100 CONSOLE MODEL

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<b>LOGAN DIST. CO.</b> 1850 W. Division Chicago 22, Ill. HUMboldt 6-4870 Ill., Ind., Ohio, Wis., Mich., Ky.	<b>NORTHWESTERN SALES &amp; SERVICE CO.</b> 446 W. 36th St., N. Y. 18, N. Y. LONGacre 4-6467 New York State	<b>PARKWAY MACHINE CORP.</b> 715 Ensor St. Baltimore 2, Md. EAStern 7-1021 Va., Md., W. Va., Del.	<b>STANDARD SPECIALTY CO.</b> 1028 44th Ave., Oakland 1, Calif. AN 1-9037 Wash., Ore., Idaho, Calif., Nev., Utah and Hawaiian Islands	<b>VEEDCO SALES CO.</b> 2124 Market St. Phila. 3, Pa. LOcust 7-1448 Pa., N. J.

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## NAMA May Admit Music Operators

### Philly Firm to Install Big Alleys for Ops

PHILADELPHIA — Banner Specialty Company here, United distributor, last week revealed it has a special "package deal" set up on the new Bowl-A-Rama alley games which have just begun to arrive from the Chicago factory.

Al Rodstein, president of Banner, said his firm will "deliver, install, repair and insure the games."

"All the operator will have to do is secure the locations and make collections. The only thing we will insist on is a down payment," Rodstein said.

"This will make it possible for

the small operator who can't haul or store these big games to still make money from them," Rodstein added. "It's going to change the whole business."

Rodstein said Banner has also made special arrangements to handle the king-sized coin game as it arrives at the Banner headquarters. "We plan to make arrangements so when a trailer load of the new machines arrive, it can be left right in our shop. In that way we will not have to unload and reload them. We will work from the trailer and then when it's empty have it taken away and replaced.

"These machines are really big," he continued, "and a lot of distributors are going to have problems in handling them. But since we are in an old auto agency building, we won't have any trouble."

#### Alleys in Alleys

Rodstein thinks one of the best locations for the Bowl-A-Rama will be bowling alley establishments. "It's a natural," he said. "People go there to bowl and can keep in shape on our machines while waiting for their alley."

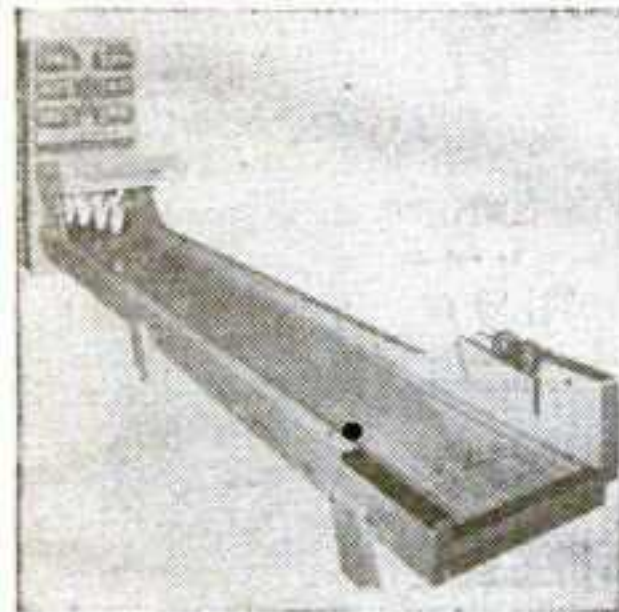
Rodstein pointed out that September is the month in which bowling leagues are formed and the sport is at its peak of popularity. "They (United) couldn't have picked a better time to come out with the game," he said.

The Banner president feels the Bowl-A-Rama will stimulate bar business on location. He said leagues might be set up in conjunction with the game.

### BIG OPENING AT WURLITZER COAST BRANCH

LOS ANGELES — Wurlitzer Distributing Company here has an opening. It is being filled, however, by carpenters. The opening was created when an automobile went out of control and smashed thru approximately 20 feet of plate glass. The car continued into the show room and damaged more than 20 Wurlitzer phonographs. One ended up on top of the car's hood when it finally came to a stop. No one was injured. The accident occurred at 6:30 in the morning. During the repairing, Wurlitzer is open for business, Ray Barry, branch manager, said.

### Chi Dynamics Bows 2 New Long Bowlers



DUTCHESS BOWLER

CHICAGO — Chicago Dynamic Industries this week shipped to distributors two versions on a long bowler — the Dutchess and the Duke.

Feature of the Dutchess is the three-way option the bowler has. By pressing a button he can bowl regulation, flash-o-matic or all-strike. Once the first ball is bowled the game type may not be changed.

The Dutchess has a theater marquee hood in addition to the upright scoreboard. The hood indicates the type of game in play, and also indicates strikes and spares while the game is in progress. The upright scoreboard indicates run-

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

SYDNEY — Leonard H. Ainsworth, managing director of Ainsworth Consolidated Industries Pty., Ltd., here, leaves next week for a coin machine survey of the United Kingdom, Europe and the United States.

The Ainsworth organization, the largest Australian coin machine manufacturing company, consists of nine associated firms, making and exporting bell fruit machines (the Aristocrat), juke boxes and vending machines.

The plant occupies 2.5 acres in a Sydney suburb, with a payroll of nearly 500.

#### Legal in N.S.W.C.

Bell fruit machines are legal in non-proprietary clubs in New South Wales, the Commonwealth's most populous State.

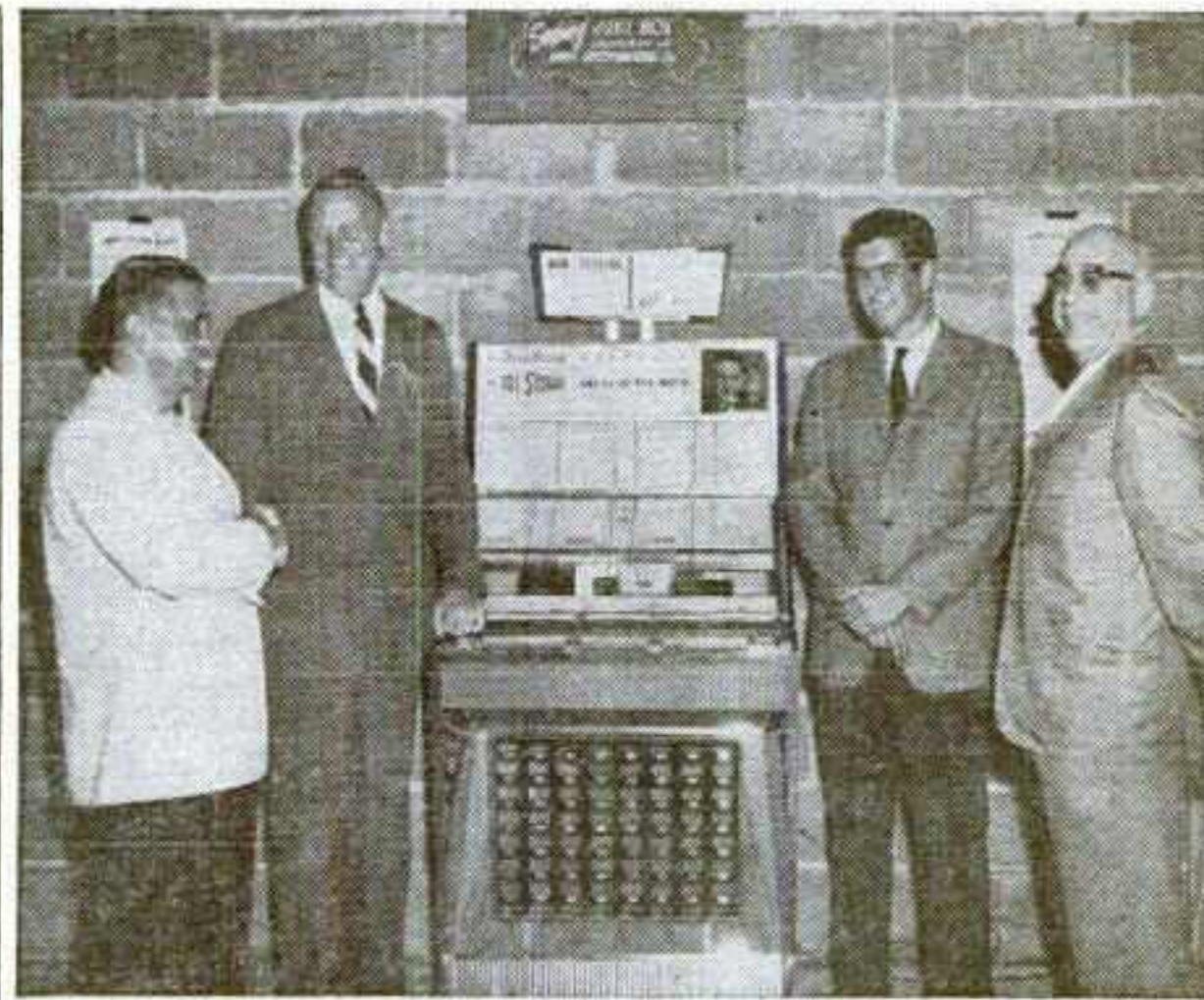
Ainsworth machines are sold in all states of the Commonwealth and are being exported to the Near

ning score of from one to six players.

Other features are a fully insulated playfield, lined oak finish cabinet, rubber restraining tracks, metered play, an all-metal coin box and four-and-a-half-inch balls.

Play may be set at straight 10 cents or two for 25 cents. The Duke bowler has all the same features, except that the player does not have the flash-o-matic option.

Both bowlers are available in 13.5, 16.5 or 21.5-foot lengths.



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

### Seeburg Distributors Enter 1-Stop Trade

CHICAGO — Seeburg distributors will be going into the one-stop business in a big way, according to Jack Gordon, Seeburg vice-president in charge of phonograph sales. This week Gordon disclosed that about a dozen of the firm's outlets

—including those in San Francisco, Los Angeles; Columbus, O.; Baltimore, Philadelphia, Denver and Salt Lake City—have already made the move, with the others expected to follow in the next couple of months.

While the action will be between the individual Seeburg distributors and the various record distributors, the Seeburg organization, under the direction of Arnold Silverman, will assist the distributors in setting up one-stop operations and will offer counsel.

#### Premium Price

Gordon feels that the operator is being penalized by the failure of the record companies to visit regularly the music machine merchants, and because of that failure he is forced to pay a premium price for records at one-stops.

He said that Seeburg distributors will sell singles to operators for 60 cents, 5 cents less than the conventional one-stop price. In addition, he added, operators will also be able to take advantage of free goods deals and other specials offered by the record companies.

Gordon admitted, tho, that the price concessions Seeburg distributors will be able to offer operators is not the only reason for the move.

#### Constant Exposure

He added that with the increased showroom traffic in the one-stop departments, the Seeburg distributors will be seeing a lot more of local operators, and that the constant exposure of operator to distributor can't help but put Seeburg in a stronger position with relation to its music machine competitors.

Gordon said the move will be permanent, except that if the record companies ever decide to visit operators on a regular basis and offer them merchandise at the same prices, and with the same deals as other customers, the need for one-stop operations might no longer exist.

According to Gordon, the record manufacturers have virtually stopped calling on juke box operators for at least five years.

### Move Indicates Convergence of Two Industries

By AARON STERNFIELD

CHICAGO—The sharp line of distinction which once separated the juke box operator from the purveyor of merchandise thru vending machines is becoming increasingly blurred.

On September 9 the board of the National Automatic Merchandising Association will meet here. Purpose of the meeting is to recommend—or not to recommend—a change in the NAMA membership policy. This policy, to date, has been to deny NAMA membership to operators who have both merchandise venders and juke boxes on their routes.

The rule has not been a hard (Continued on page 78)

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



SPOT-A-CARD

CHICAGO — Spot-A-Card, a new single-player five-ball pin game timed to hit locations by Labor Day, traditional beginning of the fall business season, was shipped last week by D. Gottlieb & Company.

Featured is a playing-card theme and a score-to-beat panel to immediate left of the backglass score panel.

A fan-shaped string of 13 cards decorates the glass, the cards serving as scoring symbols. Object is to light up cards for free plays and high scores by making the proper contacts on the playfield.

Moving arrows on the backglass indicate the cards spotted by kick-out holes. Then, if the player hits targets, holes or rollovers corresponding to spotted cards, the cards light up.

Lighting all the cards awards a special score and also lights up a rollover button on the playfield for additional specials.

If the player shoots a ball thru the top rollover when it is lit, pop bumpers and ball kickers, in turn, light up for high scores. A special drop-in ball hole scores 200 points.

The game has a single set of ball flippers and offers match play.



LEONARD H. AINSWORTH

East. The group has an English subsidiary supervised on the spot by its export sales manager, Hal Eldridge.

Another of the group's export sales managers, Mr. W. T. Cook, recently joined Eldridge in London after having spent four months in America where he arranged a marketing set-up.

A number of Aristocrat machines have already been exported to Nevada.

Today there are 1,400 clubs in New South Wales, comprising bowling clubs, golf clubs, Returned Servicemen's clubs, businessmen's clubs, working men's clubs, social clubs and rugby league football clubs. Total membership is 700,000.

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





The Billboard's

Coin Machine Price Index

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

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

MUSIC

AMI

Table listing music machines with model numbers and prices, including D-40, D-80, E-40, etc.

ROCK-OLA

Table listing Rock-Ola machines with model numbers and prices, including 1436, 1438, 1446, etc.

SEEBURG

Table listing Seeburg machines with model numbers and prices, including M100B, M100C, 100W, etc.

WURLITZER

Table listing Wurlitzer machines with model numbers and prices, including 1250, 1400, 1500, etc.

2100 (200), 1957...\$ 560

Table listing various machine models and prices, including 2150, 2250, 2204, 2200, etc.

CHICAGO COIN

Table listing Chicago Coin machines with model numbers and prices, including All Star Team Bowler, Blinks, etc.

UNITED

Table listing United machines with model numbers and prices, including Advance, Atlas Shuffle Alley, etc.

BOWLERS & SHUFFLES

Table listing bowling and shuffle machines with model numbers and prices, including Bally Super-Deluxe, ABC Bowling Lanes, etc.

PINBALLS

Table listing pinball machines with model numbers and prices, including Bally Balls-A-Poppin, Ballerina, etc.

GOTTlieb

Table listing Gottlieb machines with model numbers and prices, including Ace High, Add-A-Line, Annabelle, etc.

2100 (200), 1957...\$ 560

Table listing various machine models and prices, including Capitol Shuffle Alley, Derby Day, etc.

ARCade & NOVELTIES

Table listing arcade and novelty machines with model numbers and prices, including All-Star Baseball, Aqua Duck, etc.

Regatta 10/55...\$ 70

Table listing various machine models and prices, including Rocket, Satellite, Sea Wolf, etc.

ARCade & NOVELTIES

Table listing arcade and novelty machines with model numbers and prices, including All-Star Baseball, Aqua Duck, etc.

Deluxe Vanguard (Wms.) 10/58...\$ 325

Table listing various machine models and prices, including Derby Roll, Deuces Wild, etc.

ARCade & NOVELTIES

Table listing arcade and novelty machines with model numbers and prices, including Hercules, Hi-Fly, Hydro Duck, etc.

Safari (Wms.) 1/55...\$ 140

Table listing various machine models and prices, including St. Christopher, Satellite Tracker, etc.

ARCade & NOVELTIES

Table listing arcade and novelty machines with model numbers and prices, including Sky Raider, Sky Rocket, Softball League, etc.



## Coin Machine Exports May, 1960

Country	New Phonographs No.	Value	Used Phonographs No.	Value	Amusement Games No.	Value	No.	Totals Value
West Germany..	715	\$ 442,161	37	\$ 27,366	228	\$ 97,841	980	\$ 567,368
U. Kingdom....	68	37,021	12	9,236	953	277,635	1,033	323,892
Belgium .....	291	188,336	240	62,238	551	50,807	1,082	301,381
Canada .....	83	58,919	22	4,565	875	88,746	980	152,230
Switzerland .....	153	110,413	—	—	67	29,744	220	140,157
Italy .....	137	69,192	—	—	5	3,945	142	73,137
Australia .....	30	13,556	28	5,670	228	30,028	286	49,254
Sweden .....	28	21,625	—	—	54	18,131	82	39,756
Nan. Is. ....	43	31,780	6	4,868	—	—	49	36,648
Netherlands ....	10	8,000	23	7,105	162	19,246	195	34,351
Lebanon .....	3	2,357	—	—	309	22,057	312	24,414
Ecuador .....	24	18,681	—	—	10	3,020	34	21,701
Phil. Rep. ....	4	3,550	11	3,450	39	14,610	54	21,610
Venezuela .....	14	11,484	—	—	228	30,028	242	21,393
Austria .....	—	—	20	18,000	—	—	20	18,000
Other Countries.	126	77,417	55	13,080	223	34,800	404	125,297
Totals .....	1,929	\$1,094,492	454	\$155,578	3,932	\$720,638	6,115	\$1,950,589

## Coin Exports Hit \$1,950,589 in May

CHICAGO—Exports of U. S. juke boxes and coin games continued to soar above last year's level, with a run of \$1,950,589 on 6,115 units reported by the U. S. Department of Commerce for May.

This compares to a 1959 monthly average of \$1,567,305 and a volume of \$1,807,046 in the previous month.

The United Kingdom, on the strength of heavy imports of U. S. games, rose to second place in the market line-up in May, just behind West Germany, the leader. Belgium closely trailed. The three top markets notched total volumes of \$567,368, \$323,892, and \$301,381, respectively.

### Phonos Stay Even

Phonograph volume remained at the April level, but games moved

ahead. A May run of \$1,094,492 was made on new phonographs, compared to \$1,072,760 in April. Used phonographs accounted for a \$155,578 volume in May, compared to April's \$167,786.

A total volume of \$720,638 was made in games during May, compared to \$566,500 in April.

West Germany was the biggest new phonograph market in May, taking a run of \$442,161. Belgium followed with \$188,336, and Switzerland notched \$110,413.

Belgium claimed the biggest volume in used phonographs—\$63,238. Next best buyer was West Germany, with \$27,366.

### Britain Tops Games

The United Kingdom's \$277,635 volume was tops in games, with runner-up West Germany taking \$97,841 worth in this category.

Next best was Belgium's \$50,807.

The 15 top markets for U.S. juke box and game exports during May consisted of 7 European countries, 2 Latin countries, 1 Scandinavian country, 3 markets in the Pacific, 1 Middle-Eastern market, and 1 North American market.

Vending machine shipments (not shown on chart) totaled \$282,260 on 3,148 units in May. This compares to 2,583 units valued at \$318,602 in April.

### Feddick to Europe

BAY CITY, Mich.—Earl Feddick, president of Valley Manufacturing Company here, and Gus Wasserman will sail from New York Tuesday (23) for Frankfurt, Germany to attend the Frankfurt Coin Fair, September 4-8. They will return September 13.



## East

### AROUND NEW YORK

Gil Sonin, treasurer of the Music Operators of New York, is the proud daddy this week of a girl. Wife Rita, and daughter Wendy, are doing fine at Carson Tech Memorial Hospital, Brooklyn. . . . Otto Friedman, well-known proprietor of Red Circle Music, is in Kingshighway Hospital, Brooklyn, recovering nicely from minor surgery performed last week. . . . Irving Holzman, often described as one of New York's most gifted masters of ceremonies, has completed a whirlwind tour which took him to Miami last Saturday and Sunday (6 and 7) for business and to Chicago Monday and Tuesday (8 and 9) for conferences with United Manufacturing execs at the plant looking to the introduction of new equipment later this year. . . . Jim Sherry, of Sherry Music, who was injured by a cab here many months ago, told Meyer Parkoff that he has at least gotten back on the golf course, for his first round. Jim didn't reveal his score. . . . Nash Gordon of MONY is busily at work on the association's journal for its upcoming annual affair in November.

Ren Grevatt.

## Midwest

### MINNESOTA AND DAKOTAS

Herman Fisher, 64, operator at Aberdeen, S. D., was killed in an automobile accident at Bath Corners near Aberdeen. . . . Lee Johnson, general manager of Canteen Company of Minnesota, was written up in the "Town Topper" series of The Minneapolis Star. . . . Craig Hunter, son of Percy Hunter, owner of Hunter Distributing Company, St. Paul, is recuperating at home after being hospitalized for nine weeks. Young Hunter was hit by a car while crossing the street.

Out-State operators in were Carl Ackley and Frank Davidson, Spooner, Wis.; Jack Wyman, Osceola, Wis.; Leo Rau, St. Cloud, Minn.; Leo Hennessy, Rochester, Minn.; Fred Wagner, Hastings, Minn.; Ike Sundem, Montevideo, Minn.; Bob Aherin, La Moure, N. D., and Jack Backus, Jamestown, N. D., who picked up a new truck and drove it back to Jamestown.

South Dakota Phonograph Operators' Association will meet at Deadwood August 21-22, according to Ronnie Manolis, of Huron,

(Continued on page 72)

# забывАТЬ

(zabévat)

(Russian - to forget)

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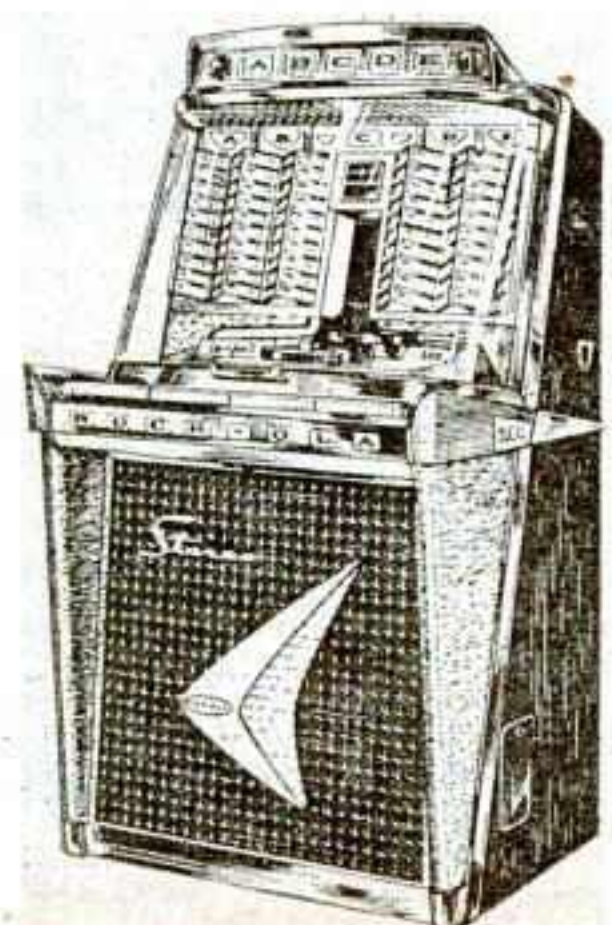
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## AWAIT TARIFF OUTCOME

# Germans See U. S. Ripe For Juke Box Imports

By OMER ANDERSON  
 HAMBURG—West Germany's juke box industry is eyeing Washington hearings on tariffs for the green light to mount an all-out invasion of the American market. Germany's music box makers frankly aspire to duplicate the sales feat achieved by Europe's small car makers in routing Detroit on the economy product front. Juke boxes currently are dutiable at 15 per cent ad valorem. If European producers could get this rate lowered to 10 per cent or even 12 per cent, according to their calculations, they would be set to crack the U. S. market.

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

European producers are becoming increasingly cocky about their

chances of cracking the American market on the basis of the amazing postwar success charted by the Continental industry as a whole. And most of the producers believe they can crash the American market with the same gimmick as the Continental car makers—ultra-economy plus Continental craftsmanship. One prime German producer compares his product with the U. S. box in terms of "Volks-wagens and Cadillacs," which, in the light of the German industry's aspirations to grab a chunk of the U. S. market, seems peculiarly apt.

Already, Continental boxes undersell appreciably American boxes, and the sales argument has shifted from price to such intangibles (or tangibles not always easily demonstrable) as quality, durability and technical virtuosity.

**Reverse Arguments**  
 European producers are trumpeting declining U. S. juke box production and exports as proof that the European competition is now in a position to invade the American home market at favorable odds. The theory is that the American operator is in the market for an "economy" box no less than the motoring public has taken to economy cars.

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

All of the big German producers are giving thought to the American market. Wiegand of Berlin is seeking to expand into the American trade via Ameropa Trading Company; NSM-Loewen Automaten, producer of the Fanfare, has a link-up with Seeburg; Tonomat is owned by Canteen; and Thomas Bergmann of Hamburg has just organized a British subsidiary for an invasion of the export market.

Smaller German producers are all banking on the "Volkswagen formula" for success in the American market: cut-rate pricing, incredible simplicity, and non-stop durability.

The Germans are in a position to back up their threat with low Continental wage scales for highly skilled labor, particularly in the electronic field.

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

**Watch Hearings**  
 Attention in Germany at the moment is focused on the Washington hearings before the Tariff Commission and the Committee for Reciprocity Information. From these hearings the Germans hope to get an idea what to expect at the September meeting of the General Agreement on Trade and Tariffs (GATT) countries in Geneva.

This much is certain: The U. S. stands little chance of getting any German concessions benefiting the American juke box exporter. On the contrary, the Germans are taking the position that the domestic market for too long has been a lush American export preserve, and they have U. S. Commerce Department figures to back up their contention that U. S. producers do big business in this country.

At Geneva, the German industry, thru the Bonn government dele-

## European News Briefs

### Schneider Names Williams Rep

HAMBURG—Erich Schneider has been appointed general representative for Germany by Williams Electronic Manufacturing Corporation. Schneider is introducing into Germany the following Williams games: Darts, Serenade, Music Man. Williams games already popular in West Germany include Nags, Fiesta, Surf Rider, Fun House and Race the Clock. Schneider already is delivering the Dart and Serenade games and is beginning this month with Music Man.

### Two New Pay-Out Units Bowed

WEST BERLIN—Two improved models of pay-out machines have been introduced to West German firms. Guenther Wulff-Apparatebau has automated its Bingolett. An automatic operating device permits the player to use the machine without manual effort. Or he may cancel the automatic device and use it manually. At Bingen, NSM-Loewen Automaten has unveiled Rotamint-Gold, an up-dated version of its Rotamint series. Rotamint-Gold, developed from NSM's Rotamint-Duett, sounds an electric gong at the pay-out and has a new credit counter. NSM is also bringing out Rotamint-Silber, the successor to Rotamint-Super. The Bingen producer, Europe's largest, will manufacture its 150,000 Rotamint pay-out this year.

### France Holds Tight Phono Grip

PARIS—The French government has rejected petitions from domestic coin machine operators asking liberalization of juke box importation. The government has stated its intention of retaining for the present stringent regulations prohibiting, in effect, the importation of juke boxes on any sizable scale. French operators have announced, however, that they intend to continue pressing the government to free juke box imports. Industry experts base their hopes for liberalization on the recession of import controls for pinball machines. New regulations permit the importation of new pinball machines from the Common Market nations and the United States, but not from any other source. An import permit must be obtained, with the importer guaranteeing that the pinballs to be imported are in fact new and originate from no other area than the Common Market and U. S.

### Ship Football Game to Germany

PARIS—The French football game, Finale De Luxe 60, is being imported into West Germany by Geda-Automatengrosshandel of Bruchsal, Baden. Considerable importance is placed on the appointment of Geda as West German general importer of the Finale French game. The appointment is heralded in the industry as marking the start of what apparently is to be a sustained effort by French producers to capture a chunk of the German market. Heretofore, the shoe has been on the other foot, with German producers complaining that protectionist French tariffs barred them from their neighbor's market. Creation of the Common Market will dissolve tariff walls and open, by stages, the French market to the Germans. But it will also open the German market to the French, as the Geda agreement underlines.

### Rehbock Marks 10th Anniversary

HAMBURG—Helmut Rehbock GmhH, the AMI distributor for West Germany, is observing the 10th anniversary this month of the firm's founding. When Rehbock began business August 21, 1950, West Germany's juke box industry was virtually invisible. There were more juke boxes in U. S. Army snack bars and clubs in Germany than were in purely German establishments in the whole of the country. American juke boxes were the first seen—and played—in West Germany, and AMI was one of the first American firms to move into the German market via Rehbock. Rehbock is operating out of new expanded headquarters at 19 Alter Teichweg in Hamburg.

### Soren Wistoft, Coin Pioneer, Dies

COPENHAGEN—Soren Wistoft, 85, founder of the Soren Wistoft firm, early part of this century, died recently here. Soren Wistoft & Company manufactured counter scales and other machines for the food and grocery trade, but also was a pioneer in the coin-operated vending machine field, producing cigarette and merchandise venders of the type that have become standard in Denmark. Soren Wistoft was the active head of the firm over a long period, but retired from active business in 1951. The firm is now under control of Swedish interests, the STOAS groups, but retains its original name and policy, with added activity in the export field.

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1	UNITED JUMBO	13 FOOT	395.00
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gation, will argue that "competition means just that," and that the U. S. coin machine industry should be willing to face wide-open competition with the Continental industry in the same way Detroit automakers have taken on the European competition. Finally, the Germans will argue that the U. S. industry had a wide-open market in Europe after the war, when European coin machine manufacturers were digging out from under the war rubble. Turnabout, they will say, is fair play.

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Midway Red Balls... 225	Three of a Kind ..... 25	Ex. Space Gun ..... 125
	Kickers & Catchers ..... 25	Ex. Treasure Cove ..... 225
	Knotty Peaks ..... 35	Ex. Jungle Hunt ..... 275
	Love Meters ..... 45	Ex. Dale Gun ..... 50
	See a View with slides ..... 45	Genco Sky Gunner ..... 110
	Ex. Post Card, 2 sel. .... 25	Genco Big Top ..... 250
	Gottlieb Grippers ..... 35	Genco State Fair ..... 225
		Genco Davy Crockett ..... 225
		Keeney Sportsman ..... 225
		Muto, Bangorama ..... 125
		Muto, Atomic Bomber... 150
		Midway Bazooka ..... 495
		United Carnival ..... 185
		United Bonus ..... 225
		United Pirate ..... 250
		Wms. Polar Hunt ..... 225
		Wms. Vanguard ..... 300
		Wms. Hercules ..... 350
		Wms. Crusader ..... 325
		Wms. Titan ..... 295
		Wms. Cross Fire ..... 275

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### POLICE FLUB RAID ON TUB

CHICAGO—Local police who had staged a fast-moving amphibious raid on coin machine cargo, last week apologized and returned the machines to Auto Bell Novelty Company, Chicago manufacturer.

Police grabbed 10 Auto Bell machines August 10 from the freighter Hoegh Silvercrest tied at the International Steamship docks. The machines were five Magic Mirror Horoscopes and five regular Super Circus uprights. They were bound for London and the American Coin Machine Company, importers there.

Pretext for the raid was not made clear by police, altho slot machines were also on board, and also under consignment to the same London firm.

Al Warren, Auto Bell sales chief, said that at least two local newspapers that had earlier published "raid" stories on the event, attributing the slot machines seized to Auto Bell, have since published retractions.

Actually, the Magic Mirrors are approved for licensed operation in Chicago, and the Super Circus games are legally made and sold in the area. Even slot machines are legally shipped to areas such as England, which permit their operation, or to States which legalize their operation.



Continued from page 69

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

Fritz Eichinger, owner of Northern Coin Machine Company, St. Paul, spent his vacation cruising in his boat in Wisconsin. . . . Stan Hannes, manager of Playland Arcade, on Minneapolis' Hennepin Avenue, reports that business has been better than usual this summer with more traffic. . . . Marv Doerr, co-owner of Cedar Lake Music Company, Minneapolis, vacationed in Northern Minnesota. . . . Carl Grout, of Vendall Distributing Company, Minneapolis, is back from a camping trip on the north shore of Lake Superior.

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

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

Don Lyons

**DETROIT TOPICS**

James A. Passanante, former owner of the J & J Novelty Company and one of the best known figures in the amusement games and juke box field, will be host to the combined Men's Garden Clubs of Detroit and Grosse Pointe, to present the 11th century garden he has created at his home. Passanante just brought an imported Spanish "music box" into his home—a hand-operated portable organ, playing tunes controlled by a small nail-studded "log" as in the early predecessors of automatic pianos. His new acquisition was a source of great pleasure to a number of nieces, nephews and grandchildren over the week-end. Steve Brancaleone, head of Gaycoin Distributors, and his family were among the week-end visitors.

Howard Burlison, game operator with headquarters in Huntington Woods, left with his family for a vacation tour of Michigan's historic Upper Peninsula. . . . Tom Dewberry, of T. J. Amusement, and his wife, Reha, were spending a week fishing in the Traverse Bay area on Lake Michigan. . . . Everett DeWitt, Detroit operator, is spending much of the summer in the Porcupine Mountains area in the Upper Peninsula, surveying the area with a Geiger counter—his "other hobby" is prospecting.

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

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

Hal Reves

**West**

**LOS ANGELES ANGLES**

Herman Bied, president of BBC Amusement Company, is back at his desk following a weekend trip to one of the nearby resorts. . . . Jess Blake and Paul Clar, who make up the BC and in the name of the firm, worked the Southern California Exposition and San Diego County Fair in Del Mar with Auto-Photo machines. Blake had a portrait sketching concession.

Mio Hamaguchi, of the Badger Sales Company secretarial staff, is back from several weeks in Japan. She and her husband made the trip via air, flying to Alaska and then over. . . . Bill Black, of Ace Amusements in Bakersfield, is out following an operation.

Rocky Nesselroad, of the Badger Sales service department, returned to his bench following a vacation in Cleveland. . . . Jack Leonard, of the Badger Sales parts department, has been enter-tining his father, Lou, Jack will join his father at the Pacific National Exhibition in Vancouver, B. C., where he will have concessions. . . . William J. Stevenson, Ventura operator, in town to shop. He brought along his two small daughters and son to see the sights.

J. S. Guion, who operates music and other coin equipment on Catalina Island at Avalon, was in town to shop. . . . Charles Dacy, of the parts department at Seeburg, marked his 74th birthday August 22. He has been in the coin machine field for more than 20 years being associated with the old Trojan Amusement Company, Bud Parr's General Music, Minthorne Music and Sierra Music before joining Seeburg. He continues his part-time business of offering juke box music for dances and office parties. . . . Sherman (Sherry) Arps was with R. F. Jones & Company in Seattle in the parts department before moving to Los Angeles with Seeburg.

(Continued on page 74)

### Shaffer Summer Specials Increase Your Collections

<b>WALL BOXES</b>	<b>Cigarette Vendors</b>
Seeburg 3Wa(200) ..... \$89.50	Eastern 22 Col. .... \$179.50
Seeburg 3W1(100) ..... 49.50	Eastern 12 Col. .... 99.50
AMI W-200 ..... 79.50	Eastern 10 Col. .... 89.50
AMI W-120 ..... 44.50	Eastern 8 Col. .... 49.50
Wurlitzer 5250 ..... 79.50	Rowe 14 Col. .... 149.50

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### Keeney Ships New Upright, Two-Player

CHICAGO—Twin Red Arrow, a new upright game which can be played by two, was shipped by Keeney to distributors last week. It's the latest in the Red Arrow line, with three models now available, including regular and de luxe. Twin Red Arrow has two coin entries and handles any combinations of two coins—nickels, dimes, quarters. It has the original Panascopic viewer.

### Ga. City Bans 'All Sorts Pins'

MARIETTA, Ga. — Following by one day the Cobb County Grand Jury's recommendation for a county-wide ban on machines which can be used for gambling, the city of Marietta Saturday (13) outlawed gaming machines and gave operators one week to remove them.

Council voted unanimously to revoke all licenses of "coin-operated gaming devices" and to make it unlawful "for any person to keep or maintain such a machine in his business for use . . . in any circumstances." As noted, the ruling covers "all sorts of machines which are commonly called pinball machines."

In its report the Cobb County Grand Jury noted that 14 federal gaming stamps have been issued in the county for various machines "and these machines are being used for gambling purposes."

The Grand Jury acted after the Marietta Daily Journal ran a series of stories on pinball machines and after hearing testimony from groups and individuals.

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SEEBURG KD200 ..... 525	A.M.I. H-120 ..... 475
WURLITZER 2150-200 ..... 475	ROCK-OLA 1458-120 ..... 545
ROCK-OLA 1454-120 ..... 445	WURLITZER 1800-104 ..... 325
ROCK-OLA 1448-120 ..... 395	WURLITZER 1700-104 ..... 275
ROCK-OLA 1446-120 ..... 325	SEEBURG M100C ..... 295
A.M.I. G-120 ..... 375	SEEBURG M100B ..... 245
	A.M.I. E-120 ..... 195

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**Monroe Coin Expanding**



**MONROE COIN MACHINE EXCHANGE**, Cleveland, has purchased a 7,000-square-foot warehouse to the rear of its headquarters (above) which includes a showroom and truck dock located on 18,600 square feet of property. The additions will facilitate equipment rebuilding and repairs. Monroe invested nearly \$60,000 this year in an expanded parts department and new repair tools and hired two new men and a secretary. The firm was organized in 1946 and the original headquarters was built by Monroe in 1950.



**TEAM HUDDLE:** Monroe Coin Machine Exchange (Cleveland) staff now includes (left to right) Norman Goldstein, sales manager; Richard (Bud) Zamen, route manager and shop supervisor; George George, president, and Joseph Mahalic, salesman. Mahalic and Zamen are newcomers.

**WHEN IT RAINS, IT SOARS**

**Bad Weather Boon, Not Bust  
For European Resort Coins**

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

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

Even plush resorts such as Nienport, Ostende and Scheveningen are getting so much bad weather this season that the crowds on many days are bigger in the surf-side snack bars and restaurants than on the sand.

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

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

Finally, in Italy, there is the biggest jump in receipts anywhere on the Continent; not because of the weather but the Olympic Games. Receipts from juke boxes are running nearly 15 per cent

above last year in locations around Rome.

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

Bad weather tends to boom the European coin machine business because of the organized, machine-like nature of the Continental tourist trade. Well over half a million Americans have been junketing to Europe annually for the last five years. Many, perhaps a majority, travel in tours, which are booked months in advance. Advance bookings (up to a year for some areas) are the rule even among Europeans.

Unlike the U. S., where the va-

(Continued on page 78)

**Coast Ops Try  
Stereo; But No  
Revenue Hike**

LOS ANGELES—The location rather than the equipment makes the difference in collections, a number of operators here who have installed stereo have noted.

"It was new and I tried a few, but stereo did not increase my take," William Leuenhagen, a local operator, said. "There is only so much play to come out a location and that is all you can get. I put stereo in good spots that would justify the investment since it cost only a small additional amount."

Leuenhagen did not make any kind of deal when he installed stereo. He picked his spots, however. Merle Holmes, of Valley Vendors in Glendale, followed the same course except that he used the new equipment to offer three plays for a quarter and seven plays for a half. Holmes did increase his take 20 to 25 per cent. But the installation of stereo with Holmes was to keep his equipment up-graded.

"You have to keep decent equipment in a location," Holmes declared. "Stereo is slightly higher, but it was new. I did not make any kind of deal, for I have to deal with these people all the year round. I felt the difference in money was worth it to have the location satisfied."

Jack Neel, of G. F. Cooper Music in Riverside, however, made some deals for a guarantee when he installed stereo. When the gross sagged, the location wanted the old 50-50 commission set-up again.

(Continued on page 78)

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201	\$795
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100W	375

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K-200 Stereo, NEW WRITE	
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A.M.I. WALLOMATIC QW-200	75
A.M.I. WALLOMATIC QW-120	70
ROCK-OLA 1436 (45 RPM)	125
UNITED UPA-100	425
WURLITZER W.O.M. Mod. 5252 (50c)	95
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SEEBURG 222 SH	\$950
SEEBURG 220 SH	895
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SEEBURG 100-R	475
SEEBURG 100-G	395
A.M.I. G-120	365
A.M.I. G-200	325
A.M.I. F-170	325
WURLITZER 2300-S	795
WURLITZER 2200	550
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SEEBURG 800E-1	\$250
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11-Col. NATIONAL (Slant Front)	125
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**COINMEN**  
*in the* **news**

• Continued from page 72

Clayton Ballard, who worked for Wurlitzer on the West Coast from 1936 to 1940, has joined the Wurlitzer branch here. In the business for more than 25 years, Ballard sold his music operation in 1959 and followed it with a long vacation. . . . Ray Barry, Wurlitzer manager, is back at his desk following a business trip to San Diego. *Sam Abbott*

**COLORADO AND WYOMING**

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

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

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

Out in the Colorado hinterlands, Gene Foster, who headquarters in Hugo, Colo., is ranging over a 300-mile-long route of Eastern Colorado communities to keep his volume up. . . . Bill Haeffner, Pueblo, Colo., music operator, visited distributors in Denver during June. Other Pueblans include Sam Salardino, of Sali Music Company, and Charlie Salardino, of Florence, Pueblo suburb.

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

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

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

(Continued on page 75)

**Seeburg Names A. J. Rosebrough To W. Coast Post**

CHICAGO — Albert J. Rosebrough, Los Angeles, has been named West Coast division manager for the Seeburg Corporation. He will cover California, Oregon, Washington, Montana, Utah, Idaho New Mexico, Arizona and Hawaii, serving as a liaison between the factory and distributors, counseling, training sales personnel and conducting sales meetings.

Seeburg also announced a change in advertising agencies from the Buchen Company to Keyes, Madden & Jones, with offices in Chicago, New York and Hollywood. KMJ will handle advertising for all Seeburg products.

**Purifoy Sells Game Route**

CAMDEN, Ark.—Bill Purifoy, owner and operator of Purifoy Amusement Company for many years, last week sold his route to two operators. Purifoy's route was in Ouachita and Columbia counties. Bill Smead, owner of Camden Novelty Company, Camden, bought the part of the route in Ouachita County, of which Camden is the county seat. Some 20 pieces of equipment changed hands for a reported \$6,000. Tex Dickens, owner of Arkansas Novelty Company at Magnolia, county seat of Columbia County, paid a reported \$4,500 for approximately 15 pieces of equipment. Purifoy also owns a billiard hall, but has not announced his future plans.

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 Gottlieb Auto Race. . . . . 75  
 Bally Circus (2 pl.) . . . . . 95  
 Gottlieb Royal Flush. . . . . 135  
 Gottlieb Criss Cross. . . . . 145  
 Gottlieb Race Time (2-pl.) . . . . 275  
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**BOWLERS AND ARCADES**

Bally ABC Bowling Lane, 14' . . . \$145  
 Bally ABC Shuffle Bowler. . . . . 165  
 Bally Super Deluxe ABC Shuffle Bowler, 8 1/2' . . . . . 275  
 Bally Deluxe Club Shuffle Bowler 495  
 Bally Rebound Shuffle. . . . . 30  
 United Bowling Alleys, 14' . . . . 145  
 Chi. Coin Rocket Shuffle (2-pl.) . . 95  
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5210 Wurl. W.B.	69.50
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120 Sel. Rock-Ola W.B.	32.50
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Twin Bell	65.00
Arabian Night	35.00
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# COINMEN

in the **news**

Continued from page 74

thousand of miles to Alaska, where he has many relatives and friends. Incidentally, he still has many 78 r.p.m. phonographs on location, in tiny hamlets thruout the New Mexico mountain and desert country.

Elton Deines, who sold his long established music route to Ben DeGarmo recently, reports that he is "getting tired of taking it easy." Deines, a 40-year veteran of the phonograph industry, has been trying his hand at golf and fishing since selling out the route, but finds that he has too much time on his hands for "the first time in my life." DeGarmo, incidentally, is enjoying operation of a "condensed route" which covers much less territory than his former Eastern Colorado, Western Kansas and Western Nebraska locations. At one time until he sold the routes to another veteran operator, Stanley Bennett, DeGarmo, to all extents, "lived behind the steering wheel of my car" in covering huge empty ranch areas in the northeastern corner of Colorado, where Nebraska and Colorado intersect.

Roy Salerno, of Greeley, is a typical part-time operator who has built up 20 locations, all of them reasonably profitable, without having ever owned a new piece of equipment. . . . Bob Paulson, veteran phonograph mechanic who has put in 12 years in the Denver area, most recently with Apollo Music Company, has joined the staff of Draco Sales Company, Wurlitzer distributors.

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

Bob Latimer

### DOWN DALLAS WAY

Leon Ligon, 1,100-machine Dallas operator, returned from a two-week vacation in Wyoming.

D. F. Hayes returned to town after a trip to Indiana. He said business in that State doesn't appear to be booming at the rate it is in this area. In fact, he termed coin machine business here "awfully good" and said that there appears to be no signs of it falling off any. . . . In his own case, Hyles attributes good times to his diversified route, stating that when things might not be going so good for one machine they get better on some other type machine.

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

M. E. Wylie is another operator enthused over business in Texas. He says that it is at least 30 per cent better than normal. Incidentally, Wylie has just gotten out of the hospital after undergoing eye surgery. He says that the operation was a success and that he is recovering all right.

O. R. Allen

## South

### MISSISSIPPI MEMOS

Richard Kelso, Delta Novelty Company, has expanded operations of his cigarette route, now has machines at Tutwiler and Hollandale, Miss. Kelso also owns a cleaning plant on the side at Cleveland, his home base. . . . John H. Haley's various enterprises at Jackson and Canton are still growing. He has music, game and cigarette vending routes, all of which have been increasing steadily in recent years. He also operates a wholesale tobacco house. Haley started small some years ago, is now one of the largest operators in the State.

W. W. Crosby, Crosby Amusement Company, Hattiesburg, added some new stereo phonographs to his route recently at the top spots. . . . C. M. Moseley, Moseley Amusement Company, Pascagoula, was in New Orleans shopping for new records when The Billboard scout called. . . . Johnny Allegrazza, Ace Amusement Company, Shaw, has his route back in good shape now and reports it is clicking fine. Restaurant business had him tied up for a while.

Elton Whisenhunt

## Universal Match Plans Acquisition Of Glasco Corp.

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

The move would bring Universal even farther into the vending industry and add another company to the firm's growing list of subsidiaries.

Universal Match, in addition to

its match and armament divisions, owns National Vendors, National Rejectors, Universal Metal Products, Universal Cabinets, American Air Curtain Corporation, Customade Products, Ferguson Machine Corporation; Sommons-Woodward, Inc.; Sleight & Hellmuth, Inc.; U. M. Acceptance Corporation, and Universal Properties, Inc.

Announcement of the planned Glasco acquisition came jointly from Universal President John L. Wilson and Glasco President E. Bird Kelly. The board of directors approved the transaction August 11. Final approval rests with Glasco shareholders.

## Brown Bros. Move, Hold Open House



RICHARD BROWN



RAY BROWN

MINNEAPOLIS — An open house for the juke box and record trade is being held this month by Brown Bros., Inc., one-stop, at its new location, 410 12th Avenue North, here. The firm, which formerly was known as Murray M. Kirschbaum, Inc., was located at 2605 Hennepin Avenue.

The event includes free gifts and special bonus gift drawings for stereo phonographs, albums and records, according to Ray Brown, president. A free buffet luncheon was served August 18-19 for all operators, customers and friends of the firm.

The company's move was made to obtain expanded facilities and to provide ample parking space for customers, Brown said. Other key management personnel includes Richard Brown, vice-president, and Vera Foster Schwarz.

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Exhibit Pony Express	Write

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Austin Car	150.00
Capitol Elsie Cow	150.00
Lee Bull	140.00
Turtle	125.00
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Hawes See Saw	100.00
Exhibit Pistol Gallery	75.00
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KING PONY BODY, ONLY	Write
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All rides offered are in a used, as is condition with all parts complete. (For reconditioned equipment add \$50.00 to the price indicated.) All equipment listed is subject to prior sale.

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**Mailing Error Delays Kansas Suit on \$250 Federal Stamp**

By ROGER MYERS

TOPEKA, Kan. — The most promising lawsuit now in progress attacking an income tax regulation on in-line machines has been delayed by an error in mailing.

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

Up until last Monday (15), it appeared his litigation would be the first in the United States to come to grips with the question of whether or not the tax regulation is unconstitutional.

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

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

If Rice could prove to Federal Judge Arthur J. Stanley Jr. the tax was unjust, it would automatically rule the regulation unconstitutional and save amusement firm operators all over the country thousands of dollars in taxes.

Rice conferred with the tax official, District Director of Revenue Gus Koehler, and Kansas U. S. District Attorney Wilbur Leonard, and they both promised quick action.

The hitch occurred when Koehler mailed the denial of Rice's protest back to the man who paid the tax, Fort Scott barber shop owner Harry Turner.

Rice instructed the barber to pay the tax but, at the same time, made arrangements with the revenue director to have the denial mailed directly to his Topeka office.

Instead, it was sent to Fort Scott where it remained about five days because Turner didn't know what to do with it.

Rice said Wednesday he had instructed Turner to mail the denial to him. He said he plans to file suit to recover the tax money immediately.

**Paradox**

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

His Topeka office occupies the back half of a basement under a tavern.

There are, according to records in the district director's office, only 16 devices in Shawnee County (Topeka) which carry a \$250 tax stamp.

Melody Music, Inc., owns none of the devices.

**Denied Aid**

Thus, Tennant apparently owns only one pinball machine that could possibly be affected by the regulation. Rice has denied any pinball manufacturer is helping finance the lawsuit.

Tennant also owns Stan's Amusement Company of Fort Scott and has machines in several southeast Kansas towns.

Both Tennant and Rice have declined to say how many machines the firm owns for fear of tipping off income tax units on how many pinballs could be seized.

The regulation against which Tennant has filed suit is Revenue Ruling 94-124, adopted by the Internal Revenue Service September 9, 1959.

The regulation, as it's stated in Tennant's suit, says that: "If a machine operated by coin is, 1. non-vending; 2. has a device for registering free plays; or 3. a provision for multiple coin insertion while a game is in progress, then, with nothing else being established, it is considered prima facie evidence that the machine is being maintained for gambling purposes and the \$250 tax applies."

Tennant's suit alleges the regulations is an outgrowth of the seizure in 1955 of nine pinball machines in Peoria, Bloomington and Collinsville, Ill., by income tax agents.

On September 25, 1957, a Federal District Court in Illinois ruled the nine machines should have carried a \$250 tax stamp, ordered the pinballs destroyed and the money confiscated and sent to the U. S. Treasury.

Up until the regulation was passed, income tax agents had to witness a machine paying off in money, or witness a player being paid off by an employee of the place in which the machine was located.

**No Proof Needed**

By virtue of the regulation, income tax agents can seize a machine without any proof of pay-off.

Another gauge to the importance of Tennant's suit is shown by the Internal Revenue Service's refusal to let the case be tried as a libel action.

A libel action entails seizure of a machine by income tax agents. The argument then would be whether or not the regulation violated the constitutional guarantee against unlawful seizure of private property.

Constitutionality would be the issue and attorneys would not have to waste time trying to convince a federal judge the tax levied by the regulation is unjust, and therefore unconstitutional.

But the Internal Revenue Serv-

ice said no to a libel action because it is a criminal case and any ruling would be binding on the IRS.

A suit to recover money in payment of an unjust tax, however, is a civil case. Any ruling in a civil case would not be binding on the IRS because of a quirk in federal tax laws. The director of the Internal Revenue Service could choose to ignore a ruling that went against the department and continue to seize the machines.

Wilbur Leonard explained that only the income tax director enjoyed the privilege of this loophole.

Leonard said the Internal Revenue Service directed his bosses — the Justice Department — to prevent the case from being tried as a libel action.

**London Plugs 33's At Milwaukee Fete**

MILWAUKEE—A strong turnout of operators from all parts of the State gathered here August 3 as guests of the Seeburg distributor, S. L. London Music Company. The program included dinner at the plush Milwaukee Inn and a sales pitch on the virtues of the new 33 1/3 r.p.m. disk equipment.

The S. L. London Music Company staffers on hand to host the occasion included Sam London, president; Perry London, Nate Victor and Jim Metzger.

Seeburg factory executives on hand were Jack Gordon, Arnold Silverman, Ed Blankenbecker, Al Gange and Stanley Gorecki.

The list of operators included these out-of-towners: Herb Tonnell, Appleton; Harry Daul, Al Durand and Norb Boetcher, Green Bay; Joe Volk, Madison; George Brixius, Leonard Gorecki and Bill Lang, Manitowoc; Mr. and Mrs. Bob Rondeau, Marinette; Mr. and Mrs. Frank Sawejka, Beaver Dam; Mr. and Mrs. Casper Sittig, Racine; Dewey Wright, Wausau; Paul Jacobs, Stevens Point; Tony Birnat, Kenosha; George La Rose, Fond du Lac, and Russ Dougherty, Wisconsin Rapids.

Local guests included Bob Puccio, Joe Pelligrino and Carl Betz, P. & P. Distributing Company; Casper Reda and Bud Hanson, George Schroeder and Emil Saulig, Reg Tetting, Mrs. Violet Harris, Harry Cisler Jr., Les Reder, Harry Gromacki and Leo Dinon, H. & G. Amusement Company; Lucian Scaffidi, Arnold Jost, Jim Stecher, Frank Bartnik, Jerome (Red) Jacomet, Carl Dentice, Pat O'Neill, Elbert Harris, and John Koss, Koss Electronics, Inc.

**Ops Ask Damages From Competitor**

NORWALK, Conn.—Two Norwalk coin machine operators have asked Stamford Superior Court to issue an injunction against a Stamford coinman whom they claim is "interfering with their business." Herbert Chacon and Jerome J. Lambert, who operate music and other amusement devices under firm name of C. L. Amusement Company, have filed a \$25,000 damage suit against Sullivan Budinoff, of Stamford.

In addition to the damages, the two men ask that Budinoff be restrained from "interfering with their business." Chacon and Lambert charge that Budinoff took away at least one of their customers, Louis Amalfitano, and has tried to lure away others with "malicious" statements about the C. L. Amusement Company. The suit was filed by attorney Frank Pimpinella.

**New Tennessee Music Group Starts to Roll**

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

President H. A. Waller, Ideal Amusement Company, Jackson, who was elected at the first organizational meeting in May at Jackson, presided. The meeting was preceded by a dinner at Boyette's Restaurant on the shore of huge Reelfoot Lake.

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

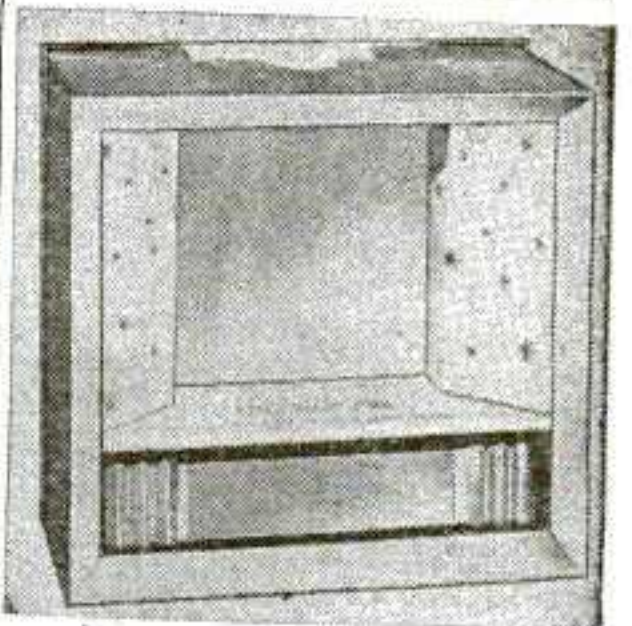
**Attending**

They are John Novarese, partner in Poplar Tunes Music Service, Memphis, and Pete Smith, Smith Amusement Company, Halls, Tenn.

The Memphis contingent this time was, besides Novarese, Jack Canipe Jr., one of the original organizers, Canipe Amusement Company, Memphis, and Frank Berretta. Berretta is a partner with Novarese and Joe Cuoghi in Poplar Tunes Record Shop, a one-stop.

The meeting was taken up with discussion of adding new members. Some 20 are presently on the rolls. The group hopes to have a State-wide organization by the time the Legislature convenes January 15.

Purpose of the organization is to fight unfair and discriminatory legislation, encourage dime play thruout the State (some areas have it, some do not) and work at building good public relations and keeping the industry clean.



THE WICO CORPORATION is shipping a wall box cover conversion unit for the Seeburg phonograph Model 3W1. The unit is of a new fabricated design and includes a removable back plate for counter locations. It lists at \$21.95.

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# N.Y. Ops Hit by Location Sales

POUGHKEEPSIE, N. Y. — A considerable stir has been caused in this area among operators recently because of the sales activities of a New York City firm known as the American Vending Machine Company, with offices on Fifth Avenue in that city. The problem posed by this operation was an important topic discussed at the monthly meeting of the New York Operators Guild at the Nelson House here, Wednesday (17).

Nick Nuccitelli of A and N Vending, Beacon, N. Y., outlined to the operators the problem posed

by the incursion of the Manhattan firm. According to the report, American Vending has been selling out of a truck a number of second hand 10 column Rowe Crusader and eight and 10 column Eastern Electric cigarette machines to location owners in the area for as much as \$255, plus carrying charges.

Operators here estimate the current value of these machines at between \$25 and \$35. The New York firm is said to apply paint and speckle finishes to the older units prior to selling them at the advanced price. The units are sold direct to location owners. The location owner, the report goes, signs a sales contract and a note. The vending firm then discounts the note with a finance company, which in turn approaches the operator for payment.

### Lost 20 Locations

Nuccitelli told the meeting that he has already lost about 20 locations because of the sales tactics of American Vending. Jack Wilson, prexy of the Guild, noted that he too had lost several spots. One of

the sales pitches used is reported to be the fact that now location men don't have to split any take with the operator. Nuccitelli and Wilson both advised member ops to attempt to educate their locations to the fact that they would lose all service by buying the used equipment from the New York outfit.

Affected operators are bringing the matter to the attention of the New York State attorney general with the hope of assistance from that office. Some felt that there were grounds for charges of fraud in view of the sale of a piece of used equipment for almost 10 times its market value.

It is also reported that the American Vending concern is dealing in like manner with used juke equipment altho prices for this kind of equipment were not revealed.

### Council Endorsed

Another development at the operators' meeting was an official endorsement of the activities of the Coin Machine Council. The members appeared to be 100 per cent in favor of the Council and the Guild forthwith became a participating member by sending the Council a check for \$50. Individual members were each urged to contribute \$5 to \$10 as well.

Present at the meeting were prexy Wilson, Tom Greco, Mike Mulqueen, Joe Reich, Nick Nuccitelli, Mike and Nick Kuprych, Ed Rockwell, Eddie Solomon, Mac Douglass, Gertrude Brown, R. Gregory and attorney Lou Werner. Guests were Bob Catlin, Bilotta Distributors; Gordon Howard, Atlantic New York; Frank Greco, local Rock-Ola distributor, and Mr. Hoolihan from the Blue Cross organization in New York.

## John Ruggiero Leaves Jones, Joins Seeburg

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

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

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

Meanwhile, no replacement has been named for Ruggiero at the R. F. Jones Company, a representative of the firm said Wednesday (17). The Billboard also learned that there had been no shifting of titles or change of duties at the Jones main branch in San Francisco. Ruggiero said in Los Angeles that "it all happened fast," and the parting was "very friendly."

Ruggiero has been in the coin machine field for nearly 30 years. He joined the Jack Moore Company in San Francisco in 1932 and remained there until after Moore's death in late 1947. He joined Jones in April of 1948. Ruggiero said that he planned to move his family to this area soon.

### FROM BAD TO WORSE . . .

MEMPHIS—The man who led the drive which cut operators' burglary losses in half was visited by burglars himself last week. Safe crackers broke into Canale Distributing Company, cigarette vending operation owned by Drew Canale, knocked open the four-foot high safe and made off with \$900 in coins.

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<b>MUSIC</b>	Bally Sea Island ... \$375.00	Wms. Top Hat ... \$125.00
<b>ROCK-OLA</b>	Bally Beauty Queen 325.00	Wms. 3-D ... 175.00
Mod. 1442, 50 Sel. \$295.00	Bally Carnival ... 275.00	Wms. Gusher ... 100.00
Mod. 1446, 120 Sel. 275.00	Queen ... 275.00	Genco Showboat ... 125.00
Mod. 1454, 120 Sel. 425.00	Bally Beach Time ... 225.00	Wms. 4 Star ... 100.00
Mod. 1455, 200 Sel. 400.00	Bally Cypress ... 150.00	Arabian Nights ... 30.00
Mod. 1458, 120 Sel. 550.00	Garden ... 150.00	Poker Face ... 35.00
Mod. 1465, 200 Sel. 595.00	Bally Sun Valley ... 125.00	<b>SHUFFLES</b>
Mod. 1468, 120 Sel. 725.00	Bally Target Roll ... 95.50	Bally Official Jumbo
Mod. 1475, 200 Sel. 795.00	Bally Key West ... 50.00	Bowler ... Write
Mod. 1462 ... 525.00	Bally Big Show ... 50.00	Bally Monarch ... Write
Mod. 1546 Wall Bxs. 49.50	Bally Broadway ... 50.00	Chi. Coin Drop Ball, Deluxe (like new) \$299.50
	Bally Night Club ... 50.00	<b>BOWLERS</b>
	Bally Showtime ... 50.00	Bally Strike
	<b>5-BALL</b>	Bowler ... \$275.00
	Bally Carnival ... \$125.00	Bally Pan American
	Bally Ball-a-Poppin' ... 50.00	Bowler ... 695.00
	Gott. Duette ... 90.00	Chi Coin Bowling
	Gott. Double Action 275.00	League ... 295.00
	Gott. Brite Star ... 195.00	Chi Coin King
	Gott. Gondolier ... 190.00	Bowler ... 695.00
	Gott. Race Time ... 245.00	Chi Coin Classic
	Gott. Roto Pool ... 175.00	Bowler ... 345.00
	Gott. Criss Cross ... 175.00	<b>ARCADE</b>
	Gott. Flagship ... 125.00	Bally Heavy Hitter \$295.00
	Gott. Rocket Ship ... 150.00	Jet Pilot ... 325.00
	Gott. Gladiator ... 90.00	Rebound Shuffle ... 45.00
	Gott. Atlas ... 300.00	Skill Roll ... 45.00
	Gott. Super Circus ... 190.00	Skill Parade, Deluxe
	Gott. World Champ ... 100.00	Bowler ... 195.00
	Wms. Super Score ... 50.00	
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## NAMA May Admit Music Ops

• Continued from page 67

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

### Little Effect

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

Actually, the operator would still have to derive the bulk of his coin machine income from merchandise machines to be eligible for NAMA membership. If most of his income were derived from juke boxes, MOA rather than NAMA would be

the trade association that would do him the most good. And, of course, if he has two separate corporations he would likely join both trade groups. NAMA would not concern itself with purely juke box problems.

What is important is that NAMA, with a history of eschewing operators of music machines, is now at least willing to recognize officially the juke box and the vending machine—specifically the cigarette vender—can be operated on the same location by the same man.

If the proposed change goes thru, the Seeburg Corporation, which had been ineligible for membership because of its juke box manufacturing operations, would become eligible.

### Bans Continue

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

Oddly enough, one of the founding fathers of NAMA was the Mills Automatic Merchandising Corporation in New York, a wholly owned subsidiary of the Mills Novelty Company of Chicago. The parent company makes equipment now, as it did then, which would not qualify it for NAMA membership.

Within the last three years the convergence of the coin machine (juke boxes and amusement games) and the vending machine industries has been going on at a rapid rate at the manufacturers' level.

### Acquisitions

In this brief period Automatic Canteen has acquired AMI, Seeburg has acquired four vending manufacturers (Eastern Electric, Bert Mills, Lyon Industries and Choice Vend), Williams has gained

control of IVI (a coffee machine manufacturer), and Rock-Ola has taken over the Fred Hebel Corporation.

But the big news is not being made on the manufacturing level. Juke box and game operators, pinched by decreasing profit margins on street locations, are adding cigarette machines to existing stops in an effort to shore up the profit picture.

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

### No Great Rush

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

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

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

### Not One-Sided

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

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

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

## When It Rains

• Continued from page 73

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

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

But, for the first time, European-made (principally German) juke boxes are to be seen everywhere, altho they don't dominate locations by any means.

## Coast Ops Try

• Continued from page 73

Neel believes that the loss in phonograph revenue in the better spots can be attributed to general conditions. The largest employer in the area has cut its force from 5,700 to 1,600.

"The people affected are those who seem to play the juke boxes," Neel explained. "I had to go back to the old commission deal on 75 per cent of the stereos. I have some equipment that is worth only \$125 that is making as much as stereo. It is the location. If there is a piano bar in the location, then the juke box is dead. Also, when there are layoffs in the area, nearly everyone is psychologically affected. This is the way I think it is working here."

## Stops to Win Prizes in N.Y. Bowl Tourney

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

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

## Mallegg, Coin Exporter, Dies

CHICAGO — O. O. Mallegg, president of the Chicago-based O. O. Mallegg, Inc., export-import firm, died August 8. He was 59. Mallegg dealt extensively in coin machine imports and exports since 1938 and traveled widely in Europe and Latin America.

Mallegg was one of the first to recognize the big part European markets would play in the coin machine world of today. Many of his observations on world markets appeared in these columns.

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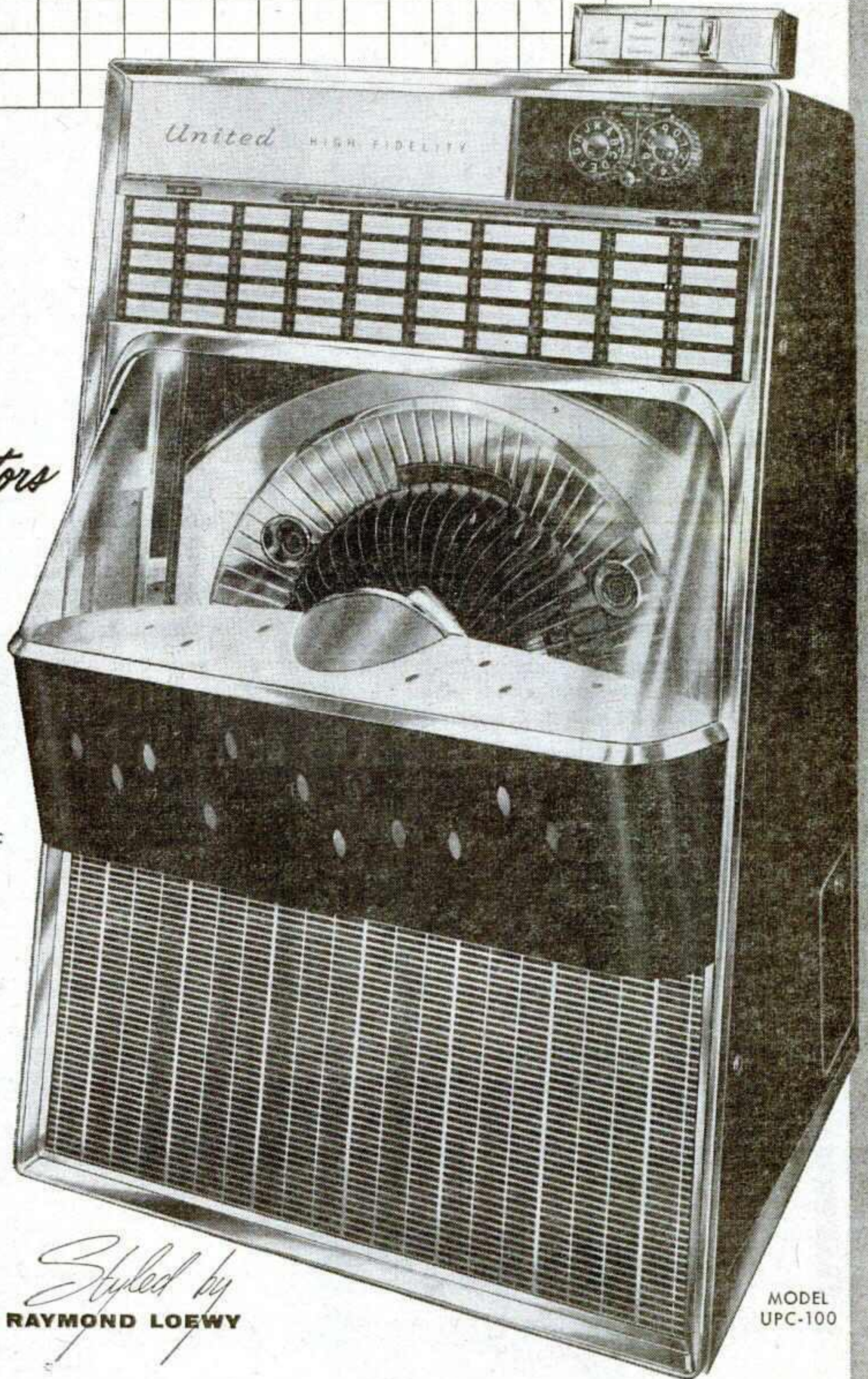
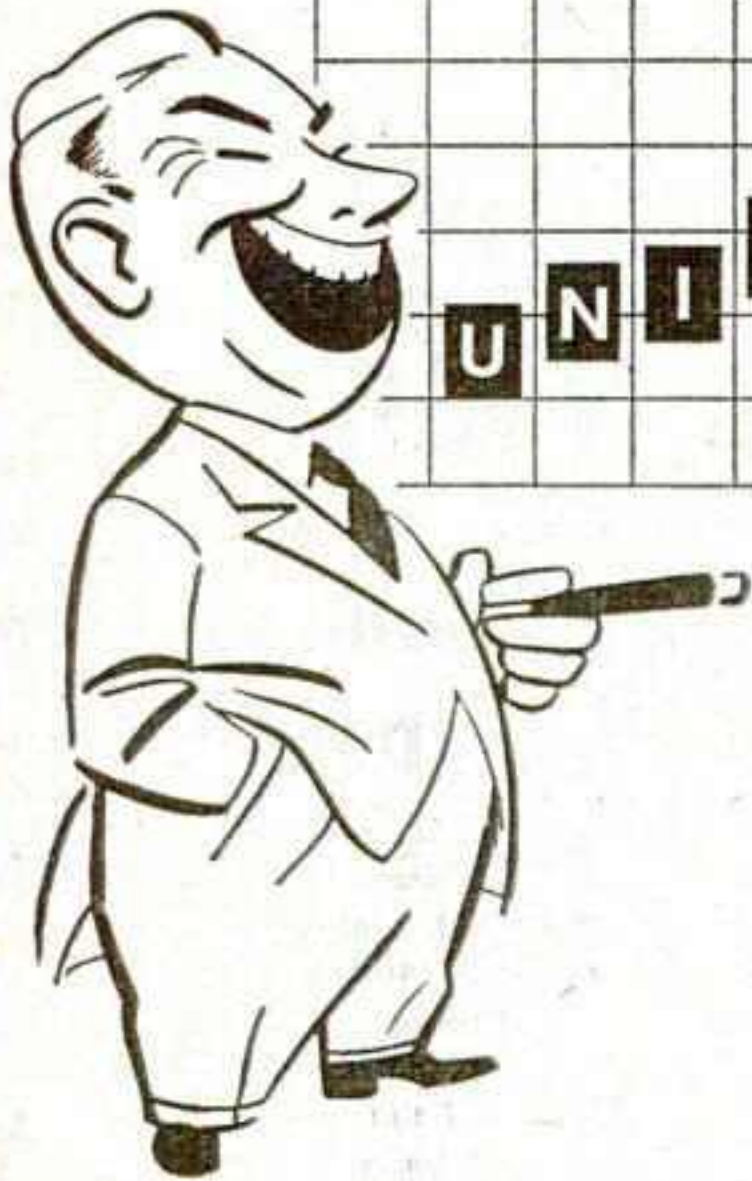
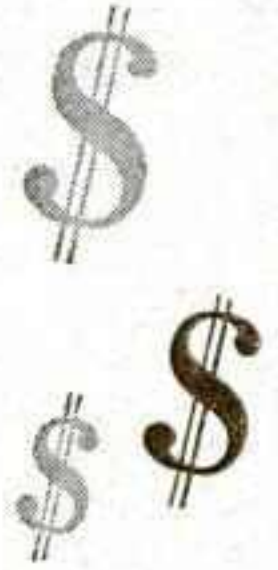
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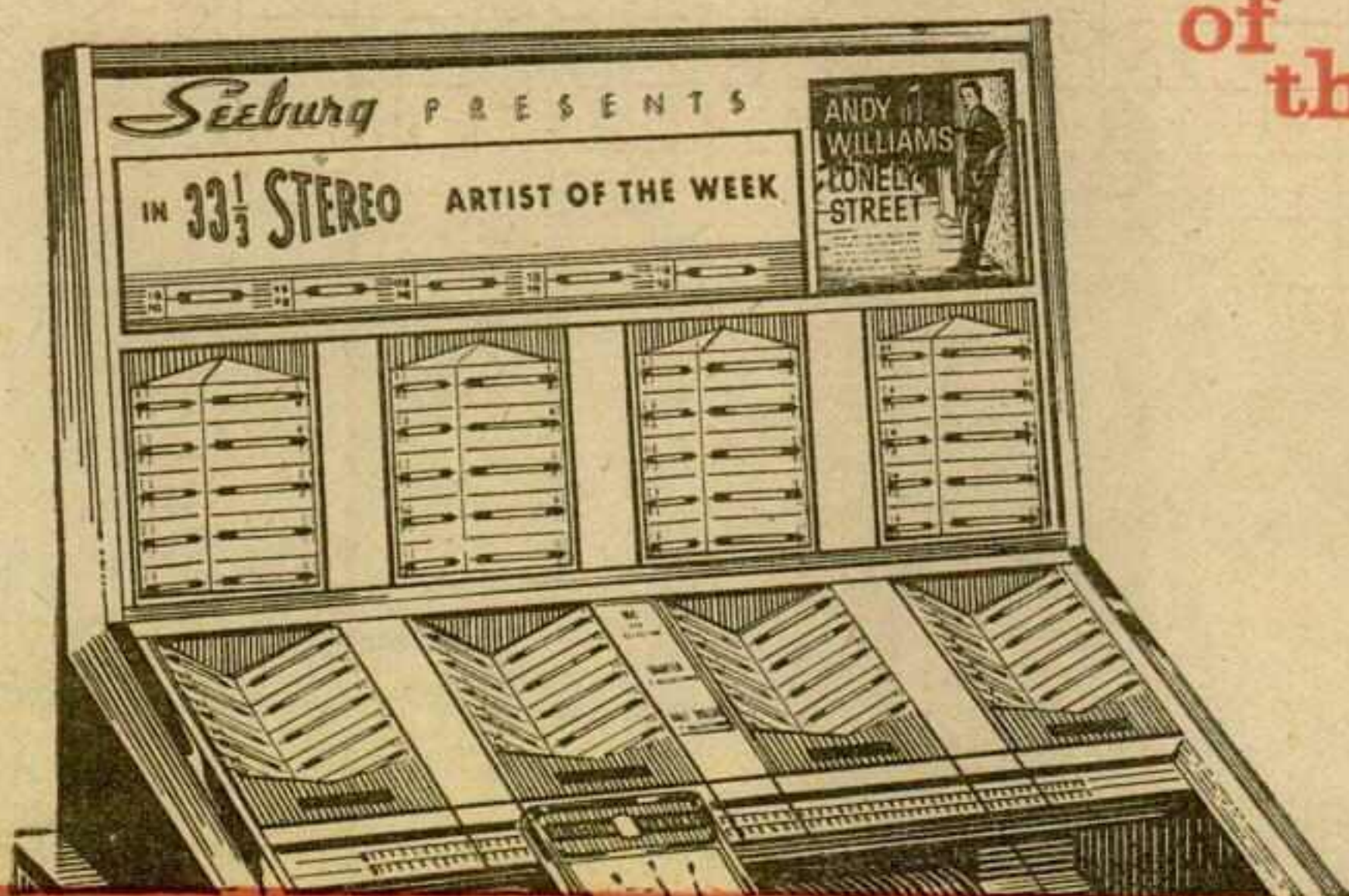
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PLAN!



### COLUMBUS, OHIO, Reagan's Cafe

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

### BROOKLYN, N. Y., Baby Grand

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

### DETROIT, MICH., Castle Bar

"Over a 75% increase according to Bill Campbell, owner, with an AQ-160." Operator: Willens Music.

### SAN DIEGO, CALIF., Jet Center

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

### GULF SHORES, ALA., The Beachcomber

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

### KENT, OHIO, Stag Bar

"A 'Q' converted to the 'ARTIST of the WEEK' in a super, top-income location is taking in 12% more. Every 'A-O-W' record 'hit the peg'." Operator: Canal Amusement.

### DALLAS, TEX., Club DeVille

"A top location where an AQ-160 replaced a 222 and accounted for a '33 1/3' increase. Location requested ALL 33 albums and two additional 'Stereophones'." Operator: W. R. Williford.

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