null
Today, it appears that rather than cover the entire scene with a universal management and treatment, it is better for an industry to focus on areas that perhaps more potentially successful.

Today, they are still duplicating the basic rhythmically sounds of Elvis Presley. This special merit is in a blues melody line-a very familiar melody line in itself. The performer works with an orchestra and adds a high credited horn sound. These have literally been sold as many as 50,000,000 individual records, selling in many almost as many labels in the past year.

That Sooth Sound

Then there is what has come to be known as the "Vulture Sound." This was originated as a " Cheap Price" in 1954. The basic sound is a cheap melody line and a very slow beat. This has actually been an overall and at least one cover of a song which would appear uncopyrightable in itself. This was for a year ago, in the case of the "Vulture Sound" and "Dark Moon," and in the case of the "Kung Foo Baby" and "People Enter" was a hit from deep deep left field. It is not likely that anybody had heard the cover.

Radio may "No Bonus or Deal" Policies File for One-Stops...

The growing pattern of one-stops as far as "No Bonus or Deals" is concerned this announcement that勃勃 will "not support any special bonus or deals" for one-stops by its distributors. At the same time, Mercury cancelled its 100 per cent sales on rollers, reversing the trend of increased sales and allowing. Page 2

Store Blasps Validity of NBC's Time Buyer Survey...

Store singles "People Enter" in the latest Time Buyer opinion poll hit the No. 1 position of the chart, according to the latest NBC's Time Buyer survey. Page 2

New Industry Factors to Feature

Upcoming APAS-Diskler's Tunes...
Mercury: `No Bonus or Deal' Policy Jolt for One-Stops
Can Signpost End of `Freebee'
Sphyoning of Wholesale Volume

By BERNIE ASELL
CHICAGO — The growing position of one-stops as freebees, in the form of `Freebee's,' a system whereby one-stops have frequently been given a fifth record free for every four they buy in addition to normal wholesale terms. The bonus policies have enabled one-stops to ship off heavy volume of merchandise that the past year and threatened the stability of the independent distributors' distributive structure. The `freebee' trend was initiated by the indie labels, but when it became widespread the majors were forced to follow in line. At the present time, Federal Trade Commission is investigating the matter.

From here on out, said Morris J. Price, manager of the one-stop department of sales, one-stops would have to buy more merchandise at usual wholesale rates.

Surprisingly, Mercury announced cancellation of its 100 per cent guarantee policy on singles, which had resulted in a 100 per cent return allowance. Furthermore, a new policy will still another move, the company set its suggested retail price as its invoice price. The freight allowance is due is July 20.

The decisions were announced to dealers and their salaried in three simultaneous meetings held:

Regional Sales Heads Named For WB Label

HOLLYWOOD — Victor Griben,spokesman for more than five years, sales manager of Capitol Records Distributors Co., here, N. J., branch, was succeeded by the new Warner Bros. label. He will serve the City of Los Angeles, Newark and Pittsburgh." It was pointed out to Jim Gordon, former general manager of Prep Records, Capitol subsidiary label, to serve as regional sales manager covering Los Angeles and San Francisco territories.

Hal B. Cook, WB dinker's v. p. charge of sales, will attend the National Association of Record Merchants convention in Chicago. While WB will not exhibit this year, Cook will visit the show, will allow the label to the convention and meet dealers attending.

\section{MONEY-SAVING SUBSCRIPTION ORDER}

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\textbf{Send to: The Billboard, 2160 Patterson St., Cincinnati 22, O.}

\section{Bigger Than `Peyton Place'}

NEW YORK — Hit items on the Billboard's own private chart is the government's proposed report of the Roosevelt hearings on ASCAP. Publishing companies carry copies around with them. "It's bigger than `Peyton Place,'" exclaimed one.

\section{New Roulette Plan Will Cut Returns}

NEW YORK — A new sales policy, aimed at ending the growing problems of heavy returns from rack jobbers and one-stops, has been formulated by Roulette's executive sales vice-president, Joe Kolsky.

The plan, effective immediately, calls for an increased merchandise policy to one-stops and rack-jobbers, as well as a return reduction to manufacturers' net terms (46 cents as opposed to 60 cents per return). The same privilege will be extended to all distributors.

By cutting down the one-stops and rack-jobbers' return privileges and increasing the distributors', Roulette will continue its practice of marketing only quality merchandise, Kolsky said.

Minimum Order 1,000

Minimum order under the Roulette plan will be 1,000, regardless of the order number. Distributors may handle up to 24 additional return orders "at their own discretion." However, no allowances, discounts, credits or additional return privileges will be granted by Roulette on such sales. All bills will be handled on a COD basis, with merchandise either on a C.O.D. basis but payable within 30 days depending.

\section{New Set-Up Gives Coral 43 Distributors}

NEW YORK — Coral, under its recently announced revision distributor set-up, picks up new markets, not formerly reached by direct distribution, new outlets in Harrisburg, Indianapolis, Toledo, Grand Rapids, Mich., Louisville, Peoria, Ill., Los Angeles, Portland, Ore., Pittsburgh, L. A., and Phoenix, Ariz., in Hawaii, the total distributor distribution point is 27.

The label also announced this week that the partnership with Costello, a former huffer in the Farm chain of the Pittsburgh paper, has been renewed. After 10 years ago from baseball, due to a near bankruptcy, Baltimore, and then he has appeared on Arthur Godfrey TV shows.

\section{B'dway Music Sold for 350G To Syndicate}

NEW YORK — One of the bigest recent catalog acquisitions became official this week with the sale of Broadway Music to a syndicate composed of Eddie Kantar, Murray Sporn and Danny Kester.

The second sale of a large catalog to a syndicate, the transaction involved a purchase price of $350,000, with one-third to be paid in cash and the balance in three years.

The year after the catalog from Von Tiller Muz was sold to bandleader Lawrence Welk.

George Garfunkel was the attorney for the seller while the Michael J. Machat represented the buying syndicate. The catalog contains such tunes as "Take Me Out to the Ballgame," "You Made Me Love You," etc. Part of the song was it was understood, was an assignment of renewals of rights for the hit songs.

It was understood that an attempt had been made to keep the catalog in the August Love stable, but in the week, looked all over the street.

\section{Texas Dealers Mass For Discount Fight}

DALLAS — The Texas Record Dealers Association has invited into a strong collective buying effort as a result of "fundamental discrimination," unreasonably good discounts from"ight under any ones in Texas." A spokesman added: "These discounts are offered to members only to violations of the Robinson-Patman Act are now suspected.

Charles L. Simmons, of the Simmon-Goggill retail outlet here, made a quick trip to New York last week to arrange for better terms for quantity purchases of "these discrimination records." Simmons, a partner in the San Antonio Record Dealers Association formed last year.

Simmons disclosed that better discounts for his group were imperative if the record dealers were to "survive the impact of Sears, Streitby and other mass merchants, make leaders out of our bread and butter," Simmons indicated that "no record dealers, at least in New York," when it appears that he would not discuss the issue. "It is an open question who the record dealers who stock a good portion of the catalogs of the record industry have been sold down the river by their distributors in the field, the discount and the discount, which stock only the cream. The factory representatives with whom we have talked have denied any knowledge of deals," Simmons indicated that "reporters have been brought to bear on distribution companies' moves may be reflected in the transship- ping of merchandise by some distance.

\section{Continued on page 22}

\section{CRDC Opens 27th Branch}

HOLLYWOOD—Capital Records Distributing Corporation has opened its 27th branch last week, indicating the latest link in its distrib- branch in Indianapolis, Ind. Ken- th River and Hill worked out of CRDC's Detroit branch prior to the Indianapolis appointment.

Hill was assistant operations man- age at the Motor City branch. The new branch will serve custom- ers formerly serviced by Indiana's Radio Distributing Com-
Stereo Disks to Add New Outlets to Expanding Mkt.

By BOB HOLONTZ

The nature of the music issues and the fact that the 45 and LP are not being abandoned in any outlet but are sold as they have been in the past is one of the advantages of the stereo market. The宣售的LP that really expanded the number of outlets where records could be purchased. Stereo and salesmen make it possible to stock more records in a smaller area than ever before and the unobtrusive, quality compact disk that called for an added line of the 45 g.p.m. disk and the LP as the standard speeds in the early 1950s' added and aided the introduction of records into supermarkets and chains by type of label, the rack隔离者.

Today, less than 10 years after the stereo disk was introduced, the 10 largest retail disk chains in the U.S. are all handling stereo records, and the record clubs, as well as radio stations and newspapers, have been inundated with inquiries about stereo records.

Chains, on the other hand, are constantly pulling for more stereo.

Butterball' Scrap Rouses

Sherman Ire

NEW YORK—Eric's Records, the world's largest record outlet, has set a high record of sales in its first year of business.

The store, which started out with a small stock of records, has now expanded to a full-line operation, and has become one of the leading record stores in the country.

Eric's Records, which has two LP's titled 'Pride of the 45's' with the problem of getting out of business in Atlantic, or calling in the album as a closing item.

The store, which was started last year as a part of the Atlantic business, has now expanded to include a full line of records, and is now one of the leading record stores in the country.

Victor Ups

Bob Kreuger

An Angelo-Bob Kreuger has been appointed by Victor as the new director of RCA Victor's distribution department, which handles the sales and promotions of the record company.

Kreuger was recently RCA Victor District Manager in the Kansas City area, where he had been in charge of promotion and field marketing for the company. He is handling sales and promotions for dealers, and will supervise all personnel.

It was the introduction of the 45 g.p.m. single and EP and the LP disk that really expanded the number of outlets where records could be purchased. Stereo and salesmen make it possible to stock more records in a smaller area than ever before and the released compact disk that called for an added line of the 45 g.p.m. disk and the LP as the standard speeds in the early 1950s' added and aided the introduction of records into supermarkets and chains by type of label, the rack隔离者.

Sterno Blasts Validity of NBC's Time Buyer Survey

JUNE BUNDY

OMAHAN—Todd Sterno, prexy of the National Association of Record Dealers, which is the only national consumer magazine with a strong interest in the music field, has contacted the NBC and the London Symphony Orchestra, informing them of the validity of his company's survey.

Sterno has confirmed a survey that was run by the NBC and the London Symphony Orchestra, which was supposed to be a fair and unbiased survey of the music field.

The NBC and the London Symphony Orchestra, which is the only national consumer magazine with a strong interest in the music field, has contacted the NBC and the London Symphony Orchestra, informing them of the validity of his company's survey.

Heavy July Release Program for Victor

NEW YORK—RCA Victor announced this week a heavy program of promotion for its classical LPs. "Save-on-Records" specials and stereo sets in its July LP and EP release, highlighted by a performance on NBC's "Hollywood Hoopla," by Pierre Mem- broy, and the London Symphony and a set of the "Bomb of the Week" on the NBC network. The program features a pair of pack offerings by Leonard Leib on the Warner organ and various other artists on "All Blue Roosts to St. Louis," a program of classical music, which includes such Brandenburge Concertos 1, 2 and 3 and some of the fourth, fifth and sixth Branden- burg concertos in the program. Both of these programs are on NBC and the Boeing Symphony.

Cinemo release features the Nashville Square in both space and time and a reading of "H.M.S. Pinafore," and other music programs by the group.

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**Live Employment AFM Goal; Seek Ban on Canned Imports**

Kennie See's Progress Via TV-Film Deals

By MILDRED HALL

WASHINGTON — The new American Federation of Musicians provisions for work on TV and film were the subject of a press conference here, preceded early in the week by a meeting of TV and film trade deals for guaranteed live music employment to replace canned. In recent months, federation officials with Revue Productions and Des- il, the employment guarantee offset a reduced take for the Musi- cians' Performance Trust Fund. These arrangements duplicate the Trust Fund aid, Kennie told reporters, which is provide- ment for employment for musicians. "We're very grateful for the TV and film deals because they've enabled us to get live employment in the form of TV and film deals," he said. Meanwhile, there is that much less need for handling a smaller amount into the Trust Fund, which is in itself a good point for employing music- alists." (Continued on page 10)

**First Specific Arrangements Stereo Disk**

NEW YORK — Morton Gould's "Banda Sonora" in RCA Victro's July prod- uct release, is being used as the first music arranged specifically for stereo recording. Gould, who is president of the "sound as a group of Stereophonic arrangements" for "Banda Sonora," used the triple track mixing board for the trans- cription. His innovations-ader- ing to using strings only in the use of the strings, but also some of the other strings in place of the violin, cello, and viola. In the release, there is no treat- ment is difficult to use in small halls, owing to the natural effect of smaller spaces.

**No Squawks on Chess Cut of Singles Return**

CHICAGO — Several weeks ago, the Chess label, eliminating its 100 per cent res- ervation profits, for the first time in Leonard Chess last week told The Billboard, that the policy that it worked out entirely to his satis- faction. "We label is now allowing its distributors a 6 per cent return plus promotions of their own," Chess said. He experienced no difficulty in making arrangements for the policy. Distributors, in fact, seemed to welcome it, he added.

**Jazz Blooms On TV, Radio**

NEW YORK — Jazz continued to exert its influence over radio and TV last week. Art Field set up a Minneapolis TV version of his "Night of the Green Grass," and Emerlin Cameron signed an agreement for broadcast on CBS Radio's "The Bird in Music." The Minneapolis show, which began Oct. 1, was a hit, and that day this (Tuesday) 1:00 p.m. to 3:00 p.m. "The Bird in Music," a local jazz station chosen by Field for the performance of the first show and its successful permanent local host. Cameran had jazz on most of the "Best in Music" shows that num- bered 10,000. The shows were filmed by Field and Rexus, formerly with CBS International, are starting their second year. The recently signed Met- ers will be used as "The Bird in Music" plate." (Continued on page 10)

**Promotions Key CRDC Branch Exec Switches**

HOLLYWOOD — The past week saw a rebuilding in the ranks of the distributing companies. Distribution Companies branches due to promotions and new appoint- ments.

These included the naming of Arthur H. Stein as sales man- ager of the Newark, N. J., branch of the firm.

**County Fair Stereo Demo**

HOLLYWOOD — High Fidelity Records took an exhibition booth at the San Diego County Fair to demonstrate public to the sale of large Pete Stapleton, the sales manager, said this was the first time in his knowledge that the company had "serious." (Continued on page 10)

**Nippon Disk Front Taps Failure, Debut**

TOKYO — Recent industry news here this week was high- lighted by the dissolution of the Nippon Phonograph Company of America Inc., a substantial corporation, and the appointment of William L. Baker as sales manager of the company. The company was formed in 1946 and has been in the U.S. territory for more than 15 years. The new company, CRDC, will be handled at least in a different way. The company, which has been handled by the Victor division of the company, Baker, as an independent firm, will deliver the stereo message to as many as 200,000 listeners.

Demonstrations were conducted at the Nippon Phonograph Company, organized by Yoneo Oka, and Andrew Callim, French business man, and
Fried Freed Turns Straight To Lure Adult Viewers

By JUNE BUNNY

Alan Freed’s new local TV show is aimed at those who nostalgically listen to Big Richard’s “Oh! My Soul!” as a “Memory Lane” tune. Freed is to be heard on the air at 8 p.m. in network WBNW, Inc., the station he is making his new show on. It is to be followed by “The Big Beat” at 10 p.m.

Fried Freed’s first show will be on Tuesday, September 7, and it will be broadcast in a recorded format which will allow both teenagers and adults. It is scheduled to be on the air at 8 p.m. in network WBNW, Inc., the station he is making his new show on. It is to be followed by “The Big Beat” at 10 p.m.

Fried Freed is known for his high energy shows and his ability to attract a wide audience. He has a deep love for music and a passion for entertaining his audience. His shows are always packed with fun and excitement, and he is known for his ability to engage his audience.

Fried Freed’s show will feature a variety of music genres, including rock, pop, and country. He will also showcase his own musical talent by performing some of his own songs.

Fried Freed’s show is sure to be a hit with adults who enjoy music and want to have a good time. It is sure to be a success and will definitely attract a large audience.

Fried Freed is a true music lover and a talented performer. He is sure to bring his audience a memorable experience, and his show is sure to be a hit.

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NMC Wants Music Exchange Jurisdiction

WASHINGTON — Should the State Department take musical performance out from under ANTA supervision, then, as this side's international exchange over to the National Music Club, the members of the Council think it is time to become affiliated with the American National Music Club. They feel, and the State Department, that the ANMC has been given a federal charter, the State Department, has steadily ignored the "Council" in this important aspect of the President's program for international exchange.

As the music panel includes these officers of the National Music Club, C. H. Russell, President, and Robert Schuman, Asst. Director, the subscription list, according to a. A. D. A. words, is "very difficult" to get States to switch to the authority in the NMC.

HOLLYWOOD—It all depends on what side of the fence you're on in interpreting the recent U. S. Supreme Court decision concerning a multimillion-dollar damage suit filed here by the American Federation of Musicians. Even now you can't tell the race.

The high court denied an AFM appeal from a California Supreme Court decision, ruling that the Los Angeles Supreme Court has the jurisdiction to hear the case.

The day the U. S. Supreme Court decision was handed down, Cecil Reed's Music Guild of America filed it as a "crushing blow" to the AFM. AFM has recently elected Guest, Herman K, but it is "a decision that confirms the status quo," AFM attorney Michael Lundy said today.

Even as the AFM has been preparing its legal cases, it has based this on the decision since the recent decision of the California Supreme Court.

The decision gives, therefore, will cause no change in our plan. Lundy, two days later, announced in his former interpretation stating the facts as he now sees it in the information furnished by Leisure's court, are simple and direct. The decision of the Supreme Court of the U. S. did not determine jurisdiction, and it did not affirm the judgment of the California Supreme Court in jurisdiction. In effect, the Supreme Court advised all parties to go to court and try the case before seeking the decision and ultimate adjudication.

WASHINGTON — The Supreme Court has issued down appeals by the American Federation of Musicians, also record, TV and film companies to deny California court jurisdiction over the case of dissident Local 47 musicians. The AFM musicians have been fighting a legal battle to halt record singly, film and music contract payments to the AFM Music Performance Trust Fund. Justice Wm. O. Douglas who heads the Ninth Circuit, which covers California, Arizona and Nevada, has ordered the Los Angeles court, to take part in the decision. The Pal label, Pal Records, a well-known label, has signed a number of California musicians which is compatible with operating its label in New York.

The decision by the Supreme Court to deny California jurisdiction was in the case of "Music Performance Trust Fund v. Los Angeles Court." The high court which recently wound up its docket and recessed for the summer last week (30), denied oral arguments on the case of the dissolution of jurisdiction plan for the Pal label. The decision of the Supreme Court is to deny jurisdiction in the case of "Music Performance Trust Fund v. Los Angeles Court." The high court which recently wound up its docket and recessed for the summer last week (30), denied oral arguments on the case of the dissolution of jurisdiction plan for the Pal label. The decision of the Supreme Court is to deny California jurisdiction in the case of "Music Performance Trust Fund v. Los Angeles Court." The high court which recently wound up its docket and recessed for the summer last week (30), denied oral arguments on the case of the dissolution of jurisdiction plan for the Pal label. 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NEW YORK — A number of interesting changes will be sought by record companies in the near future. Here, in effect, there would be two or more performances by the same group over an existing recording.

The matter of tracking is actually covered in contracts now, but an agreement is reached on the provision that wherever possible it will be considerably faster than before, particularly with regard to such matters as dubbing vocal tracks over an existing instrumental disk. Another consideration here is the matter of, for example, recording a second string, woodwind or brass section over an existing recording

There’s More Than One Way to Copy a Cat

Jim Winston of Erichardt and Company, Inc., Pittsburgh, Columbus distributors, reports strong support on “A Certain Smile” by Johnny Mathis, “Encouraged Island” by the Four Lads is also strong. Both stars are among the top 10 best sellers in the area. “Bubbling, Bangles and Beads” by the Kirby Stone Four is cooking. “Two and Wide and Wonderful” by Tony Bennett is selling well. “Everybody Loves a Lover” by Doris Day is beginning to break. “I Have to Cry” by Frankie Laine is moving. Hottest new platters are “Invitation to the Blues” by Ray Price and “Stairway to Heaven” by Marty Robbins, which is still going strongly. Strongest LP’s are “Sing Along With Mitch” by Mitch Miller, “S Aidful Nice” by Ray Conniff, “Waves” by Johnny Mathis, “Music” by Percy Faith and the original casts of “South Pacific” and “My Fair Lady.” Winston states that he has noticed a definite pick up in singles. LP’s have been selling well. The Harmony line is proving extremely successful.

Frank Carroll of McDonald Brothers Company, Inc., in Memphis, lists “Cereza” by Boots Brown, “Dulcet” by Randy Randolph and “Blue Bay” by Jim Reeves as his top new LP’s. The firm distributes RCA Victor records. “Say” by the Ames Brothers is showing well. “Patricia” by Perez Prado continues to sell strongly. “Blue, Blue Day” by Don Gibson is hot. Perry Conno’s latest, “Moon Time,” is already a strong LP album for the firm. Are “Fireworks” by Billy May, “Oh, Lonesome Me” by Don Gibson, “Chet Atkins at Home,” the sound track of “South Pacific” and Van Gibson’s recording of Tchaikovsky’s Piano Concerto No. 1.

Neil Hershman and Eileen Arcuri of Capitol Records Distributing Corporation in Cleveland name “Fav” by Peggy Lee as their most promising new LP. “Come Close To Me” b-w “Nothing in the World” looks like another “Looking Back.” Frank Sinatra’s “The Old Song and Dance” looks like a winner. “Angel Baby” by Dean Martin is doing well. Tommy Sands has a hot one with “After the Senior Prom.” “Whispered” by Keely Smith is selling. “Ralph the Jack” by Josh Jones is getting a lot of air play and is selling strongly. Tony DALL, new English artist, has promising sides with “If You Love Me” b-w “Just Say You Love Her.” Best-selling LP’s are “SOUNDS of the Great Ranch” by Glen Gray and His Casa Loma Orch, “Jake,” by Jack Clement, “Four Freshmen in Person,” “This Is June Christy,” “Near the Coss” by Trenneree Elise Ford and “In the Night” by George Shearing and Daddo States. “Las Vegas—Prim Style” by Louis Prima is a smash. Loretta Young has been added to the firm in a secretarial capacity.

Melbourne, Australia — Record division of RCA of Australia has announced the fall release of Victor’s recent series of folk dance albums. Packages are to be included in the production. A shortened program of the New South Wales Education Department. Additional uses of the albums will be made by the physical education departments of more than 1,000 schools.

Aussie Schools to Use Victor Albums

Kenny Rogers Scores Again!

Jim Winston of Erichardt and Company, Inc., Pittsburgh, Columbus distributors, reports strong support on “A Certain Smile” by Johnny Mathis, “Encouraged Island” by the Four Lads is also strong. Both stars are among the top 10 best sellers in the area. “Bubbling, Bangles and Beads” by the Kirby Stone Four is cooking. “Two and Wide and Wonderful” by Tony Bennett is selling well. “Everybody Loves a Lover” by Doris Day is beginning to break. “I Have to Cry” by Frankie Laine is moving. Hottest new platters are “Invitation to the Blues” by Ray Price and “Stairway to Heaven” by Marty Robbins, which is still going strongly. Strongest LP’s are “Sing Along With Mitch” by Mitch Miller, “S Aidful Nice” by Ray Conniff, “Waves” by Johnny Mathis, “Music” by Percy Faith and the original casts of “South Pacific” and “My Fair Lady.” Winston states that he has noticed a definite pick up in singles. LP’s have been selling well. The Harmony line is proving extremely successful.

COLUMBIA DISTRIBUTORS

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Frank Carroll of McDonald Brothers Company, Inc., in Memphis, lists “Cereza” by Boots Brown, “Dulcet” by Randy Randolph and “Blue Bay” by Jim Reeves as his top new LP’s. The firm distributes RCA Victor records. “Say” by the Ames Brothers is showing well. “Patricia” by Perez Prado continues to sell strongly. “Blue, Blue Day” by Don Gibson is hot. Perry Conno’s latest, “Moon Time,” is already a strong LP album for the firm. Are “Fireworks” by Billy May, “Oh, Lonesome Me” by Don Gibson, “Chet Atkins at Home,” the sound track of “South Pacific” and Van Gibson’s recording of Tchaikovsky’s Piano Concerto No. 1.

Neil Hershman and Eileen Arcuri of Capitol Records Distributing Corporation in Cleveland name “Fav” by Peggy Lee as their most promising new LP. “Come Close To Me” b-w “Nothing in the World” looks like another “Looking Back.” Frank Sinatra’s “The Old Song and Dance” looks like a winner. “Angel Baby” by Dean Martin is doing well. Tommy Sands has a hot one with “After the Senior Prom.” “Whispered” by Keely Smith is selling. “Ralph the Jack” by Josh Jones is getting a lot of air play and is selling strongly. Tony DALL, new English artist, has promising sides with “If You Love Me” b-w “Just Say You Love Her.” Best-selling LP’s are “SOUNDS of the Great Ranch” by Glen Gray and His Casa Loma Orch, “Jake,” by Jack Clement, “Four Freshmen in Person,” “This Is June Christy,” “Near the Coss” by Trenneree Elise Ford and “In the Night” by George Shearing and Daddo States. “Las Vegas—Prim Style” by Louis Prima is a smash. Loretta Young has been added to the firm in a secretarial capacity.

Melbourne, Australia — Record division of RCA of Australia has announced the fall release of Victor’s recent series of folk dance albums. Packages are to be included in the production. A shortened program of the New South Wales Education Department. Additional uses of the albums will be made by the physical education departments of more than 1,000 schools.

Aussie Schools to Use Victor Albums

Kenny Rogers Scores Again!
WHEELING AND DEALING

TAINTED TIDINGS

BY ROB BERNSTEIN

The only man in N.Y. really enjoying the heat is Bill Snyder, comptroller-general who just opened at the Roosevelt Grill as a special for the Loepp Herman O.K. Show, and secondarily probably the world's only tuxedo-clad piano player with an orchestra, strings and big-band as an accompaniment. Worth about $25,000, the pianist has the remuneration of a concert grand, his for smaller, and the handshaking act is acoustically supplemented. The temperature stays at a constant 72 degrees. The result: cool audience.

Like Lisette, who also wears a tux, and who $250 in all, glass, Sydney is a classical student who went pop. A big turn out. Flooring a willowy, steady-beat dealer for Duke, he terms his current composition "melodic jazz," which includes concert-type compositions of his own like Chicago Concerto and Cafe Conver-

Conversely, Peggy Lee is culling all the tunes for "The Brother Grimm and 'Time Machine,'" with music being produced by George Pal for MGM release. The show is not finished, four songs for the spinners who have written recently:

Ron Sager, post-partum ofte on Arlen's "Broadway Melody," and singer of WCLR's "Good to Yourself," is helping build a deejay on a border station serving Southern Vermont. Essex, Vt., a curiosity, makes "45s' albums for its station."

Lowe, was
dipsies and didoes
tlat
Gri,ridrn" in these spaces,
WAX WANTED: We re

the beat

BY BEN GREAVY

"Settin' the Woods on Fire." They're poising out of the ashes, the heat of the woods and the fields and the istern.

Typically of the sentiment might be entitled "Three Moths in a Bottle," by Hueloon Duvall on CBS, or Hueloon Duvall is also two en-tirely different tunes carrying the weight of the heat, as recorded by the Jom. Sisters on Atlantic and by Bobby Bland in New York. It also is way out, a side, for example, by Terry Yaworsky on Time Out. Another new one on this kick is called "Bad Sum-

were

Now, the activities have

swept into the out-of-doors, this the being the vacation vacation, has a whole new flood of hits have
come to market in past weeks when the audience of this annual pilgrimage to a season of heat. Speaking of heat, it's like Hank Williams once put it in his disk of

ment that's at the moment. It's no secret that these records are being played to death, nor is it known to the level of the six-twent-fth, "Witch Doctor" and "Pur-

NEEDLES: Tony Arden hooked into the Copo, N. Y., Sunset Strip for six weeks... Mervyn Urry hooked for Radio and Homestead's "Flower Drum Song." Why doesn't someone rush up with an hysterical line to "A Streetcar Named Desire" that has a woman spirit. shtick will comique and count the "Anna Lomax." United Artist film starring Eartha Kitt and Sammi Davis Jr. Santa Claus, William Morris Agency plans in Beverly Hills out of M. I. and leg... Jack Lemmon will be an album for Epic between pictures.

VOC JOX

BY JUNE BUNDY

in the late sections.

GOOD TO YOURSELF, but N.Y. is just one of hundreds.

Steve Anthony, NEAE, San Ysidro, Calif., recalls the"Good to Yourself..." a helping hand for a deejay on a border station serving Southern California. Anthony, who records "Good to Yourself" 20 hours daily of c.d.f. music and yams, built, with two hours daily of "Folksy Path," are-both, very badly in need of music.

James S. MC, Yerca-

motes, reports "We have received wonderful response from record manufacturers to the station." In the beginning, Edwards, WBCS, Cinc-

WAX WANTED: We re

of the late sections.

in the late sections.

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KDAY Debs New Wax Test Plan

HOLLYWOOD—A plan whereby a station can achieve the three-fold purpose of providing material for the parlor, an钗�a means of testing product and boost in record sales. KDAY (1140) of Los Angeles launched last week its parlor eva钗 mạch inaugurated last week by Station KDAY. Each week a 45 will break into its "Voice Your Choice" (a list of favorite songs) formula long enough to make time available for these test records.

The station will air each test record eight times per day, seven days a week. A recording can only be taken eight times per week, which it will be aired only if requested via the "Choice by Voice" system. For the service of product testing, KDAY charges the distributor $2.55.

According to the station, every industry has its methods of pre-testing product with the exception of the record business. As a result of the test record plan, a second competitor will soon know whether its release has the necessary public appeal ingredients to warrant substantial exploitation in either market. The first test record to break on "Voice Your Choice" was "I've Got a Date Sandow," a test-orchestra young producer who is a musical niece of "Hamuland.

"We're quite aware we must face daytime competition with local record stores in every city in which we're heard, but we're drilling on the competition," says Bob Sadoff, the test-orchestra young producer who was for the music of the 1950s.

Singers also try to offer the kind of hand-clapping shows that deepens, armed with a stack of Top 40 records, can't offer at a local level.

Specials: Hyper Show

One of the biggest audience attractions on "Hamuland" is its steady stream of specials, tailored by Sadoff as musical taboo." Recent highlights of the series have included a musical salute to Leopold Godowsky, the comedian as a monologist, a salute to Richard Rodgers, an operatic trip to the Golda Huesdale, his trio of talented vocal regulars (Dorothy Glenn and Richard Holiday), his star-studded golf bat (from Jack Morgan to Al Billings) and its select production, looks just like the big nighttime musical shows with which network radio used to abound.

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Sadoff adds: "An up-to-four the kind of hand-clapping shows that deepens, armed with a stack of Top 40 records, can't offer at a local level."

Live Show Is Daytime Lure on NBC Radio

By CHARLES SINCLAIR

Stroll into NBC Radio Studio 6A in New York any week-day morning after 11:05 a.m. and you'll swear you've jumped back (1) a decade back to radio's 'Golden Age.'

There, in full swing, is "Parks' Bandstand." For all the world, "Bandstand" is life's lively corner (Bert Parks, its 23-year-old host). Under the band at Skitch Henderson's, its pair of talented vocal regulars (Dorothy Glenn and Richard Holiday), its star-studded golf bat (from Jack Morgan to Al Billings) and its select production, looks just like the big nighttime musical shows with which network radio used to abound.

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Bradford Sues Leeds Music

NEW YORK — Two labels, Kapp Records and Audio Editions, both added classical records to their catalogs this week.

At the new release of a week is Rainall (Polly) Wood, not to be confused with Rainall (Polly) Wood, head of Do Reed, Kapp's Wood, prior to his new appointment, was associated with the right: Music Shops, Times Columbia and Pathways Records and at one time operated his own record shop.

Amidst his new appointment would resign, Emanuel Vardi, now, to its classical past. Vardi is known for his shows on numerous labels and as a prominent arranger and conductor.

Bradford Sues Leeds Music

NEW YORK — Pevy Bradford thru his attorney, Richard L. Bal- tumore Jr. filed suit against Leeds Music in Supreme Court last week, seeking a temporary injunction restraining Leeds from publishing and licensing 12 of Bradford's songs. The suit was dismissed after Bradford claimed he had not assigned the tunes to Leeds Music.

Bradford had the idea of putting his songs into popular form, with a fair balance between instrumental and vocal, and he went to great lengths to smooth out the rough spots. His "Hamuland" series is also raising its voice musically in a more musical form than usual—radio by means of backward stereo broadcasts. Last Tuesday (1) the show was the first radio network show to air a multi-city hookup in stereo sound, piping its pop selections via AM-FM NBC outlets in New York, Chicago and Washington. And, says Sadoff, "that's just the start."
THE STAGE IS SET...
FOR A SENSATIONAL NEW IDEA ON RECORDS

CO * STAR
THE RECORD ACTING GAME

EACH ALBUM COMES WITH A SCRIPT ENABLING THE BUYER TO ACT OUT SCENES OPPOSITE THEIR FAVORITE STARS IT'S FUN FOR THE FAMILY AND FRIENDS AND A GREAT GAME FOR AMATEUR DRAMA GROUPS AND ASPIRING ACTORS AND ACTRESSES

EVERYONE CAN PLAY THIS EXCITING NEW GAME
A NEW PRODUCT DESIGNED TO CREATE A NEW MARKET FOR RECORD DEALERS EVERYWHERE!

$NEW CUSTOMERS $ NEW PROFITS
ORDER NOW FROM YOUR NEAREST ROULETTE RECORD DISTRIBUTOR! ASK FOR CO * STAR DEMONSTRATION AND FREE, EYE-CATCHING, COUNTER AND WINDOW DISPLAY!

CO * STAR
A SUBSIDIARY OF ROULETTE RECORDS, INC.
Motorola-to-RCA Victor: ‘Let’s Get Going on Tape Cartridges!’

Phono Firms Debs Tape Cartridge
Console for Distributor Feek

CHICAGO—Motorola has be-
nounced that the second firm to hop in-
vester’s newest bandwagon—mag-
netic-tape recorders—announces that it is
showing distributors the prototype of an assembly-line con-
trolled automatic tape-record-
edge deck that will play the RCA Victor
large-volume tape recorders.
The project is still largely under-
wraps, Motorola officials admit how-
ever, and they are only to join Victor’s tape-
edge parade as soon as RCA
formally details its new method of
tape playback on the consumer
market.
The same execs add that the
Motorola—taped edge cartridge
will not be a part of the line
due to be announced by the public
at the forthcoming NAMM conven-
tion July 21-23 in this
city.

Harrison Strobel, Jr.

McCallum
RCA

Motorola’s new unit is
marching on at the distribu-
tor meetings, and it set off a “Fast-
Getting” notice on RCA Victor, which
then showed camera the release of its four-track tape
1957 Phonograph Output Told

WASHINGTON — Manufac-
turers revealed startling figures on
photographs, at a value of $178,
352,652,000 in 1957.
The Commerce Department said
number of units shipped is about
2,600,000. However, it is no
to $16,000,000 above the
1956 total of $18,200,000.

Out of the photographs total, can-
sound units valued at $168,000,000
valued at $168,000,000. The Commerce
down from 69,000 units totaling
$47,500,000 shipped in 1956, ac-
cording to the Census Bureau
report, when it was
44,000 units valued

Listening on audio radion con-
tinues to be a big business, with
jumping to 5,929,000 units valued
at $145,949,000 in 1957, from the
1956 total of 4,510,000 units valued
at $125,785,000.

Film industry.

Other important units included are
combinations shipped by manufacturers in 1957 totaling 520,000 sets valued
at $235,000, as against
6,600 sets valued
at $213,000 in 1956. The Commerce
Department reports.

DUOMONT DEAL

Emerson Buys DuMont TV, Phonos and Name

NEW YORK—Emerson Radio
and Phonograph Corporation has
announced the purchase of
DuMont products division. The purchase in-
cludes the DuMont line of
headquarter with
Hitachi and Hitachi products. The
company will continue to manufac-
ture and distribute all products.
The contract also provides for a
remake of the new DuMont
line, which will be announced later.

As a result, the DuMont line will be marketed separ-
ately from Emerson. He said
that DuMont personnel will
be maintained in house to
continue in the manufacture and
sale of DuMont products.

The new corporation will be
known as DuMont Television
and Radio Corporation and
Abrams will

Bogen Wins a Design Award

MILAN, ITALY—Bogen’s high-
style audio equipment is winning
international recognition here.
Bogen’s latest exhibits, the two gold
medals awarded to United States
entrants in the industrial product
design competition at the Eleventh
Triennale here.
An international jury, making se-
lections from products of 20
entering 150 entries at the show, the
LX10, a $2,500-watt public address
speaker. The only other U.S. firm to
win a gold medal was the
K-100 home incentive movie camera.

ROUND TWO ON PICKUP HASSLE

NEW YORK — A
happening in audio since the days
of arguments over phono-
heads—stereo vs. heads—
and stacked-stoppered heads
in different directions continues to
be a problem among the soundpro-
sound in stereo.

What of DuMont? Its founder
and head of the company, A. H. DuMont
the sale to Emerson will pro-
development to other areas of his firm.
DuMont is busy in the stock market
and the industrial and military product
lines. The
pany wishes to
strengthen its position in scientific
and industrial electronic fields.

MEN-FROM-MARS OR-TOWN AROUND?

NEW YORK—Latest
gig as an artist, recorded by
by 20th Century-Fox’s
hearted leader, Jack Beldon.
A Purple People Eater
Martin blights from his flying
vance on 42d Street, and
in a real hush buzz. He
punts a good new stereo
phone that’s a Techno-
ical dream of pink lights
and chrome.
The Martians goes over
to the joke box and, in a sympha-
tic way, asks:
“Who’s a nice kid like you
doing in a place like this?”

SALES OPINION

Says Stereo Kits ‘Penalize’
Phonos Buyers

MICHIGAN CITY, Ind.—No
attempt will be made, for the
present at any rate, by Keco Elec-
tronics to offer a stereo conversion kit for its Mitchell line of medium
price phonographs, officers of Elco re-
asserted here.

Keco offers its stereo ver-
tions to be purchased alone or in
combinations with remote speakers
in stereo listening, says Herb 
Kahn, who heads national sales for
the Mitchell units. “Rather than
the stereo ray racket, Keco plans to
offer the customers the best equip-
ment for the highest price. This
means the stereo phonos will feel
attractive to dealers, phonograph
manufacturers, and manufacturers.”

Good structure providing high
capacity, unique use of beam
plates, and high tons per inch
are all factors in the stereo structure.
Very interesting tests for gas and leakage compo-
nents. The reliability of the tubes,
says Keco.

PHONOLAST LATEST

At Last!—Stereo
For Only $89.95

FOCHESTER, Minn.—A ma-
ferbreakthrough has been scored in the stereo field by
Keco, the nation’s largest
and one of the oldest companies in the field, Watters Conley.

Two stereophonic units, one
designed for $89.95, and the other
for $125,000, are now to be marketed with the Keco trait-
mark, with others due later.

The Conley firm has been hold-
ing back on announcement of the
two stereophonic models (formally, in an intention, “binaural” in a
test house from the firm’s final test
conclusion) until other major lines get off the ground “in case
we beat the race.”

Speakers in Lid

Keco is making the trick of two-channel loudspeaker stereo
by a fairly ingenious design trick. There are two-four inch driver-

Four New RCA
Phonos Are
Stereo-Slanted

HARRISON, N. J.—A quartet of
new stereo models is designed
primarily for their use as high-
power output phonos in lo-
oped stereo phonos developed by
many major firms, being launced by the RCA Electronic Tube
Division.

“Growth of interest in stereo-
phone instrumentation was a factor
which made this new family neces-
sary,” says John B. Farina, mana-
ger of RCA’s Entertainment Tube
Products Department.

“Tale the basic tube compliment for an inexpensive stereo unit with a wide range tone control system can be provided by only four 500EH’s and two 812s.”

A feature of the tubes—registered RCA MRLS 900, 901, 500EH and 812S—is to be unusually high power sensitivity at low sup-
ply voltages. RCA is particularly mindful about the 500EH’s in use in circuits of 4-tube and 5-tube radio sets.

Among the features of the new phonos which RCA feels will make them more to dealers, phonograph
manufacturers, and manufacturers.

Good structure providing high
capacity, unique use of beam
plates, and high tons per inch
are all factors in the stereo structure.
Very interesting tests for gas and leakage compo-
nents. The reliability of the tubes,
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FRON-RIOIRI-ORSON AROUND?

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tic way, asks:
“Who’s a nice kid like you
doing in a place like this?”
**HULLABALOO?**

"Stereo Disks Fail to Impress": Emory Cook

STAMFORD, Conn. — Latest hot item on the recording scene, stereo phonograph records, are not being greeted with as much enthusiasm as some predicted last spring, according to Emory Cook, who until recently was in charge of sales promotion for RCA Victor.

"People are discovering, I think, that they've been much too excited over the possibilities offered by stereo sound," Cook, who is now associated with the Consumer Protection Bureau, said in a recent interview. "They were looking for the new, something that would make their stereo systems do what they've always wanted them to do. But now they're finding that the new just isn't what they expected."

Cook said that, when stereo phonograph records were introduced last year, many people expected them to be a "big mystery" and "a source of great excitement." He added that "many people were not prepared for the disappointment they've experienced in finding that the records are not the miracle workers they had hoped they would be."

"Stereo phonograph records are not the perfect answer to the stereo problem," Cook said. "They are not the solution to the problem of getting the most out of your stereo system."

Cook said that, while stereo phonograph records can add to the enjoyment of stereo sound, they cannot replace good equipment and careful engineering. "The key to stereo sound is not in the records," he said. "The key is in the equipment."
Webcor Phonos  
**continued from page 13**

Webcor's new, all-tube, half-duplex phonograph in a variety of styles and wood finishes and are priced from $125 to $475. The top of the line is the "French Provincial," a one-speed AM-FM radio combination.

- **The Billboard**

Another example, a good buy, is the "Melody" line, newly expanded and totally redesigned this season. The full line of "Melody" sets price ranges from $129.95 to $495.95, and it offers a choice of wood finishes and color choices.

- **The Billboard**

Motorola brass, will be "to inspect, analyze and appraise the chance for their people to have a good look at the new merchandise." They are making overtures to see if the company will make them a "special" to their market, but so far has been "too busy to get out to the show." Motorola has an expanded line of stereo equipment this season, including a full line of stereo phonographs.

- **The Billboard**

motorola stereo phonographs, will be among those to make the new line a fast inner hoop to the trade. The company's "Melody" line, priced at $124.95. To compete in the household market, Webcor will provide a special stereo demonstration disk. These are available to dealers at no cost from their distributors.

- **The Billboard**

SYLVIA HILLMAN  
(Zenith Radio Corporation) acquired a new merchandising sales manager last week. Mr. (Jack) Thomas, formerly in charge of the sales department of Motorola's radio and phonograph division and at one time an exec with Bell Telephone, was promoted to both radio and microfilm sales duties before a wartime stretch as an Army overseas reporter.

- **The Billboard**

Every component manufacturer turns out specifications sheets on their products which are filed or put in a house-leaf binder by dealers. But General Electric should be given some kind of award for the handsome appearance of theirs. Like other sheet goods, they do what they're supposed to do; they give the basic information about the product. However, the latest round-covering GE's compatible stereo-monaural tone arm, new backshelf speaker system kit, and the new line of equipment cabinets were certainly done by someone with a feel for a good layout of print art. They're well worth studying as an example of fine layout.

BRITANNA-GOES-Stereo Department  
(Lighthouse)  

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- **The Billboard**
NO,
THE BILLBOARD RAPS OUT 4 FOR 4!

Four times at bat—four hits going all the way! How about that!

LITTLE STAR APT 25005
The Elegants

CRAZY EYES FOR YOU APT 25002
Bobby Hamilton

DANCE DANCE DANCE APT 25004
The Cavaliers

LOVE IS SO WONDERFUL APT 25003
The Sterophonics

And TWO NEW ROOKIES—breaking in with a bang!

BIG BROWN EYES APT 25006
The Redjacks

BONG BONG (I Love You Madly) APT 25007
Vince Castro

A PRODUCT OF AMPAR RECORD CORP. • DISTRIBUTED IN CANADA BY SPARTON OF CANADA, LTD.
Jazz Album

SOUL BROTHERS-MILT JACKSON & RAY CHARLES (1-12)—Atlantic 1279

Two of the real jazz greats together! Their talents on instruments other than those with which they are usually associated are displayed in this swinging package. Charles is heard on alto sax and Milt Jackson plays piano and guitar, as well as vibraphone. Support from Connie Kay on drums, Billy Mitchell, tenor; Oscar Pettiford on bass and Skeeter Best on guitar enhances the set all the way. It's a great five band album with each contribution stand-out. Strong item.

Special Merit Jazz Albums

MODERN JAZZ CONCERT (1-12)—Orchestra Conducted by Gunther Schuller & George Russell—Columbia CL 1160

Not for novices, this is liable to please even veteran jazz buffs. It contains the six works commissioned by Brubeck University and performed at the jazz concert there last year. Top jazz men were with work conducted by Gunther Schuller and George Russell. The most exciting and the most legitimately jazz work is Charlie Mingus' "Revelations." Junny Cuff кредит "Souspicious" is another fine jazz piece, and George Russell's "All About Rosen, "fits too-ensemble, is also listenable. This is program jazz that will interest musicians and

Popular EP Album

KING CREOLE (L-EP)–Elvis Presley–RCA Victor EPA 4379

Presley adds a Dixieland touch and tosses backing on four tunes from his current flick, "King Creole." "As Long as I Have You" is a warm ballad, the others are varying rockers, with "Love Me" especially bright and exciting. A natural to follow the smash sales pattern of his previous EPs.

Most Played by Jockeys

The list of Top Jockeys is based on the Billboard's weekly survey among the nation's disk jockeys. The list is designed for the personal use of jockeys and is not to be reproduced in any form.

1. SOUNDS OF THE GREAT BANDS
2. LESTER LAMIN GOES TO COLLEGE
3. COME FLY WITH ME
4. 'S AWFUL NICE
5. NEARER THE CROSS
6. MUSIC MAN
7. FOUR FRESHMEN IN PERSON
8. DREAM GIRL
9. SING ALONG WITH MITCH
10. SATURDAY NIGHT WITH MR. C

These records have been played most by jockeys in the past week. The list is a measure of the popularity of records and should give some indication of the public's taste in music.
Speaking of big numbers...

$\text{COMO,000,000}!$

Perry sings...
Moon Talk c/w Beats There a Heart So True

with Mitchell Ayres and his Orchestra and the Ray Charles Singers. Arrangements by Joe Reisman.

RCA
**EXPLANATION OF PACKAGE RATING CATEGORIES**

<table>
<thead>
<tr>
<th>Category</th>
<th>Rating</th>
</tr>
</thead>
<tbody>
<tr>
<td>POPULAR</td>
<td>★★★★</td>
</tr>
<tr>
<td>MIGHTY WHEELTIDE</td>
<td>★★★★★</td>
</tr>
<tr>
<td>LOW-PRICE-Popular</td>
<td>★★★★</td>
</tr>
<tr>
<td>SINGERS</td>
<td>★★★★</td>
</tr>
<tr>
<td>BLUES</td>
<td>★★★★</td>
</tr>
</tbody>
</table>

**EXPLANATION**

- **POPULAR**: New, rare, or out-of-print albums that are highly recommended.
- **MIGHTY WHEELTIDE**: Exceptional albums with rare and valuable material.
- **LOW-PRICE-Popular**: Budget-friendly options for popular music.
- **SINGERS**: Albums with strong vocal performances.
- **BLUES**: Essential albums for blues enthusiasts.

**reviews and Ratings**

- **AMES BROTHERS**
  - Stay
- **PATRICIA**
  - Per
  - Prado

**NEW ARCHANGEL TANGOS**

- Eduardo Fernandez & His Argentine Ork
  - RCA Victor

**HOTTEST SINGLE IN THE BUSINESS!**

- **REEVES**
  - Blue Boy

**AMERICAN CLASSICAL**

- **ALFRED BERNARD**

**MELODIES OF THE ANIMALS**

- **SOLARIE GRAND PRIZE**

**RHYTHM & BLUES**

- **PICKET FENCES**

**RELIGIOUS**

- **OLD FASHIONED**

**INTERNATIONAL**

- **FOLK FROM CORSICA**

**EXPLANATION**

- **POPULAR**: Albums that are highly recommended for their musical quality and significance.
- **MIGHTY WHEELTIDE**: Albums with exceptional value and timeless appeal.
- **LOW-PRICE-Popular**: Great deals on popular albums.
- **SINGERS**: Albums with standout vocal performances.
- **BLUES**: Essential albums for blues lovers.

**reviews and Ratings**

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- **BLUES**: Essential albums for blues lovers.
JAZZ ★★★

MARTY PAISH

(12") Capitol CEP 3018

Now stood by the Paish crew as an apotheosis of this genre. The title song "What's New" is on the spot. The arrangements of Joe Jackson are well-conceived by J. Steinman, conjurer, R. O'Connell, cornet- horn, S. Cowen, tenor sax and V. De Rosa on the maracas. Paish can appeal to modern mainstream fans. Few portable.

JAZZ *

JAZZ PLANET INTERNATIONAL

Black Hawk, North Smith & Ross Ungerer (LP) Atlantic 1317

On the cover are pianist John Lewis of the Modern Jazz Quartet along with young players, North Smith, Roy Ungerer, Ross Ungerer, a Frenchman and an American, Dick Rose. All these have something to say and a manner of saying it, and their performances here promise to set new standards and individuality. The title is a fine illustration. Here is a serious look at jazz.
<table>
<thead>
<tr>
<th><strong>Honor Roll of Hits</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>The Nation's Top Tunes</strong> for survey week ending June 28</td>
</tr>
</tbody>
</table>

### Top Ten

<table>
<thead>
<tr>
<th>Week</th>
<th>Artist</th>
<th>Title</th>
<th>Record Label</th>
<th>Peak Position</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>The Purple People Eater</td>
<td>By Herman - Published by Eddy (BMI)</td>
<td>BEST SELLING RECORD: Eddy Arnold, Capitol 1013</td>
<td>1 6</td>
</tr>
<tr>
<td>2</td>
<td>All I Have To Do Is Dream</td>
<td>By Brenda Lee - Published by Acuff-Rose (BMI)</td>
<td>BEST SELLING RECORD: Every Brother, Columbia 3438</td>
<td>2 11</td>
</tr>
<tr>
<td>3</td>
<td>Yakety Yak</td>
<td>By Jerry Lee Lewis &amp; Max Stoller - Published by Tager (BMI)</td>
<td>BEST SELLING RECORD: Criteria, A Star 4116</td>
<td>3 8</td>
</tr>
<tr>
<td>4</td>
<td>Secretly</td>
<td>By Billman-Manganella-Sarabando - Published by Foremost (ASCAP)</td>
<td>BEST SELLING RECORD: Foremost Records, Foremost 4079</td>
<td>4 13</td>
</tr>
<tr>
<td>5</td>
<td>Return To Me</td>
<td>By Connie Francis &amp; Deanie Moore - Published by Southern States (ASCAP)</td>
<td>RECORDS AVAILABLE: Deana Francis (Decca 5460); Guy Lombardo, Cap 5856.</td>
<td>5 13</td>
</tr>
</tbody>
</table>

### Second Ten

<table>
<thead>
<tr>
<th>Week</th>
<th>Artist</th>
<th>Title</th>
<th>Record Label</th>
<th>Peak Position</th>
</tr>
</thead>
<tbody>
<tr>
<td>11</td>
<td>Witch Doctor</td>
<td>By E. Segovia - Published by Monarch (ASCAP)</td>
<td>BEST SELLING RECORD: David Scott, Liberty 17572</td>
<td>7 12</td>
</tr>
<tr>
<td>12</td>
<td>Padre</td>
<td>By Arturo Ortega &amp; Pablo Franco - Published by Reale-Jorgel (ASCAP)</td>
<td>BEST SELLING RECORD: Tony Arden, Decca 2962</td>
<td>13 6</td>
</tr>
<tr>
<td>13</td>
<td>Do You Want To Dance?</td>
<td>By Betty Friedan - Published by Clarks (BMI)</td>
<td>BEST SELLING RECORD: Betty Friedan, Janice 615</td>
<td>11 7</td>
</tr>
<tr>
<td>14</td>
<td>Big Man</td>
<td>By Bruce Brand &amp; David Lewis - Published by Broadway (BMI)</td>
<td>BEST SELLING RECORD: Bruce Fries, Cap 2860.</td>
<td>6 9</td>
</tr>
<tr>
<td>15</td>
<td>Splish Splash</td>
<td>By Dickie Moore - Published by Arista (BMI)</td>
<td>BEST SELLING RECORD: Dickie Moore, A Star 6117.</td>
<td>20 2</td>
</tr>
</tbody>
</table>

### Third Ten

<table>
<thead>
<tr>
<th>Week</th>
<th>Artist</th>
<th>Title</th>
<th>Record Label</th>
<th>Peak Position</th>
</tr>
</thead>
<tbody>
<tr>
<td>21</td>
<td>Guess Things Happen That Way</td>
<td>By Jack Jarrow - Published by RKO (BMI)</td>
<td>RECORD AVAILABLE: Johnny Cash, Cap 666.</td>
<td>26 4</td>
</tr>
<tr>
<td>22</td>
<td>Oh, Lonesome Me</td>
<td>By Dan Gibson - Published by Acuff-Rose (BMI)</td>
<td>RECORDS AVAILABLE: Dan Gibson, Vic 5311; Scarecrow, Federal 139; Jackie Wilson, Imperial 359.</td>
<td>19 13</td>
</tr>
<tr>
<td>23</td>
<td>You Need Hands</td>
<td>By Ray Harris - Published by Lawrence (ASCAP)</td>
<td>RECORDS AVAILABLE: Miss Rhonda, London 801; Kaye Coren, ABC-PARAMOUNT 801.</td>
<td>23 5</td>
</tr>
<tr>
<td>24</td>
<td>For Your Precious Love</td>
<td>By Boos &amp; Rauls - Published by Gladstone (ASCAP)</td>
<td>RECORDS AVAILABLE: Miss Betty &amp; The Impression, Capitol 505.</td>
<td>24 4</td>
</tr>
<tr>
<td>25</td>
<td>Left Right Out Of Your Heart</td>
<td>By Monty Green &amp; Earl Sturm - Published by Shapiro-Bernstein (ASCAP)</td>
<td>RECORDS AVAILABLE: Vergees Music, Vic 7220; Paul Pope, Moe 721.</td>
<td>24 4</td>
</tr>
</tbody>
</table>

**WARNING:** The title "HONOR ROLL OF HITS" is a registered trade-mark and the lifting of the hit has been copyrighted by The Billboard. Use of similar may not be made without The Billboard's consent. Requests for such consent should be submitted in writing to The Billboard at The Billboard, 1964 Broadway, New York 24, N. Y.

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The Honor Roll of Hits comprises the nation's top tunes according to record sales, sheet sales and disk jockey performances as determined by The Billboard's weekly nationwide surveys.
TENNESSEE
ERNIE
FORD
with Cliffie Stone's music
SUNDAY
BARBECUE
c/w
LOVE MAKES
THE WORLD
GO 'ROUND
RECORD NO. 3997

PEGGY
LEE
with Jack Marshall's music
FEVER
c/w
YOU DON'T
KNOW
RECORD NO. 3998

DEAN
 MARTIN
with Orchestra and Chorus
conducted by Gus Levene
ANGEL
BABY
c/w
I'LL GLADLY
MAKE THE
SAME MISTAKE
AGAIN
RECORD NO. 3988

THE
JOHNNY
OTIS SHOW
vocal by Johnny Otis
WILLIE
AND
THE HAND
JIVE
c/w
RING-A-LING
RECORD NO. 3966
### Best Selling Pop Singles in Stores

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

#### This Week's Best Buys

<table>
<thead>
<tr>
<th>Title</th>
<th>Artist</th>
<th>Week</th>
<th>Last Week Chart</th>
<th>This Week Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. <strong>PURPLE PEOPLE EATER (BMI)</strong></td>
<td>Shah Wadley</td>
<td>6</td>
<td>1</td>
<td>6</td>
</tr>
<tr>
<td>2. <strong>YAKETY YAK (BMI)</strong></td>
<td>Coasters</td>
<td>5</td>
<td>8</td>
<td>2</td>
</tr>
<tr>
<td>3. <strong>HARD HEADED WOMAN (ASCAP)</strong></td>
<td>Elvis Presley</td>
<td>2</td>
<td>15</td>
<td>2</td>
</tr>
<tr>
<td>4. <strong>ALL I HAVE TO DO IS DREAM (BMI)</strong></td>
<td>Everly Brothers</td>
<td>3</td>
<td>11</td>
<td>3</td>
</tr>
<tr>
<td>5. <strong>ENDLESS SLEEP (BMI)</strong></td>
<td>Ida Reynolds</td>
<td>7</td>
<td>6</td>
<td>7</td>
</tr>
<tr>
<td>6. <strong>PATRICK (ASCAP)</strong></td>
<td>Felix Prado</td>
<td>12</td>
<td>12</td>
<td>3</td>
</tr>
<tr>
<td>7. <strong>SECRETLY (ASCAP)</strong></td>
<td>Jimmy Rodgers</td>
<td>9</td>
<td>5</td>
<td>9</td>
</tr>
<tr>
<td>8. <strong>SPLASH SPLASH (BMI)</strong></td>
<td>Bobby Darin</td>
<td>13</td>
<td>3</td>
<td>13</td>
</tr>
<tr>
<td>9. <strong>RETURN TO ME (ASCAP)</strong></td>
<td>Dean Martin</td>
<td>7</td>
<td>13</td>
<td>7</td>
</tr>
<tr>
<td>10. <strong>WITCH DOCTOR (ASCAP)</strong></td>
<td>David Selvage</td>
<td>4</td>
<td>12</td>
<td>4</td>
</tr>
<tr>
<td>11. <strong>DO YOU WANT TO DANCE? (BMI)</strong></td>
<td>Bobby Freeman</td>
<td>9</td>
<td>8</td>
<td>9</td>
</tr>
<tr>
<td>12. <strong>JENNIE LEE (BMI)</strong></td>
<td>Jimmie Rodgers</td>
<td>8</td>
<td>7</td>
<td>8</td>
</tr>
<tr>
<td>13. <strong>LOOKING BACK (BMI)</strong></td>
<td>Nat King Cole</td>
<td>13</td>
<td>13</td>
<td>13</td>
</tr>
<tr>
<td>14. <strong>TWILIGHT TIME (BMI)</strong></td>
<td>Flattlers</td>
<td>14</td>
<td>12</td>
<td>12</td>
</tr>
<tr>
<td>15. <strong>BIG MAN (BMI)</strong></td>
<td>Four Porgs</td>
<td>10</td>
<td>9</td>
<td>9</td>
</tr>
<tr>
<td>16. <strong>SUGAR MOON (BMI)</strong></td>
<td>Pat Boone</td>
<td>11</td>
<td>9</td>
<td>11</td>
</tr>
<tr>
<td>17. <strong>FOR YOUR PRECIOUS LOVE (ASCAP)</strong></td>
<td>Gene Berton</td>
<td>10</td>
<td>13</td>
<td>10</td>
</tr>
<tr>
<td>18. <strong>POOR LITTLE FOOL (BMI)</strong></td>
<td>Ricky Nelson</td>
<td>1</td>
<td>1</td>
<td>1</td>
</tr>
</tbody>
</table>

#### This Week's Weeks Ending June 20, 1958

<table>
<thead>
<tr>
<th>Title</th>
<th>Artist</th>
<th>Week</th>
<th>Last Week Chart</th>
<th>This Week Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>19. <strong>WHEN (ASCAP)</strong></td>
<td>Keith Whitley</td>
<td>29</td>
<td>2</td>
<td>29</td>
</tr>
<tr>
<td>20. <strong>GUESS THINGS HAPPEN THAT WAY (BMI)</strong></td>
<td>Johnny Cash</td>
<td>21</td>
<td>6</td>
<td>21</td>
</tr>
<tr>
<td>21. <strong>COME IN, STRANGER (BMI)</strong></td>
<td>Nat King Cole</td>
<td>26</td>
<td>4</td>
<td>26</td>
</tr>
<tr>
<td>22. <strong>BELL-Rouser (BMI)</strong></td>
<td>Duane Eddy</td>
<td>1</td>
<td>1</td>
<td>1</td>
</tr>
<tr>
<td>23. <strong>WHAT AM I LIVING FOR? (BMI)</strong></td>
<td>Clyde McPhatter</td>
<td>23</td>
<td>9</td>
<td>23</td>
</tr>
<tr>
<td>24. <strong>JOHNNY B. GOOD (BMI)</strong></td>
<td>Chuck Berry</td>
<td>17</td>
<td>10</td>
<td>17</td>
</tr>
<tr>
<td>25. <strong>PADRE (ASCAP)</strong></td>
<td>Tony Avalon</td>
<td>19</td>
<td>7</td>
<td>19</td>
</tr>
<tr>
<td>26. <strong>HIGH SCHOOL CONFIDENTIAL (BMI)</strong></td>
<td>Jerry Lee Lewis</td>
<td>22</td>
<td>6</td>
<td>22</td>
</tr>
<tr>
<td>27. <strong>WEAR MY KING AROUND YOUR NECK (BMI)</strong></td>
<td>Doris Day</td>
<td>27</td>
<td>12</td>
<td>27</td>
</tr>
<tr>
<td>28. <strong>WHERE THE BIRDS GO (BMI)</strong></td>
<td>Little Richard</td>
<td>24</td>
<td>7</td>
<td>24</td>
</tr>
<tr>
<td>29. <strong>WILLY AND THE HAND JIVE (BMI)</strong></td>
<td>Junior Newborn</td>
<td>36</td>
<td>2</td>
<td>36</td>
</tr>
<tr>
<td>30. <strong>NO CHEMISTRY (BMI)</strong></td>
<td>George Jones</td>
<td>25</td>
<td>4</td>
<td>25</td>
</tr>
<tr>
<td>31. <strong>OH! MY SOUL (BMI)</strong></td>
<td>Little Richard</td>
<td>31</td>
<td>3</td>
<td>31</td>
</tr>
<tr>
<td>32. <strong>OL LONESOME ME (BMI)</strong></td>
<td>Don Gibson</td>
<td>20</td>
<td>17</td>
<td>20</td>
</tr>
<tr>
<td>33. <strong>RUMBLED (BMI)</strong></td>
<td>Mark Wray and His Boys</td>
<td>16</td>
<td>10</td>
<td>16</td>
</tr>
<tr>
<td>34. <strong>FOR YOUR LOVE (BMI)</strong></td>
<td>Eddie Bond</td>
<td>33</td>
<td>12</td>
<td>33</td>
</tr>
<tr>
<td>35. <strong>LEFT OUT OF YOUR HEART (BMI)</strong></td>
<td>Patrice Page</td>
<td>1</td>
<td>1</td>
<td>1</td>
</tr>
</tbody>
</table>

#### Recent Pop Releases Coming Up Strong

<table>
<thead>
<tr>
<th>Title</th>
<th>Artist</th>
<th>Week</th>
<th>Last Week Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>36. <strong>ZORRO (BMI)</strong></td>
<td>Chordettes</td>
<td>37</td>
<td>7</td>
</tr>
<tr>
<td>37. <strong>YORRO (ASCAP)</strong></td>
<td>Bette Midler</td>
<td>34</td>
<td>9</td>
</tr>
<tr>
<td>38. <strong>YOU NEED HANDS (ASCAP)</strong></td>
<td>Eddy Arnold</td>
<td>40</td>
<td>5</td>
</tr>
<tr>
<td>39. <strong>GOT A MATCH (BMI)</strong></td>
<td>Daddy O'</td>
<td>42</td>
<td>3</td>
</tr>
<tr>
<td>40. <strong>EL RANCHO ROCK (BMI)</strong></td>
<td>Champs</td>
<td>41</td>
<td>6</td>
</tr>
<tr>
<td>41. <strong>ONE SUMMER NIGHT (BMI)</strong></td>
<td>The Beatles</td>
<td>1</td>
<td>1</td>
</tr>
<tr>
<td>42. <strong>DIAMONDS (BMI)</strong></td>
<td>Black and Blue</td>
<td>11072</td>
<td></td>
</tr>
<tr>
<td>43. <strong>DIAMOND BAND (BMI)</strong></td>
<td>The Platters</td>
<td>71076</td>
<td></td>
</tr>
<tr>
<td>44. <strong>DIVIN' IN THE DAYLIGHT (BMI)</strong></td>
<td>Louis Jordan</td>
<td>11076</td>
<td></td>
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<tr>
<td>45. <strong>DIVIN' IN THE DAYLIGHT (BMI)</strong></td>
<td>Louis Jordan</td>
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<td>46. <strong>DIVIN' IN THE DAYLIGHT (BMI)</strong></td>
<td>Louis Jordan</td>
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<td>47. <strong>DIVIN' IN THE DAYLIGHT (BMI)</strong></td>
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<td>48. <strong>DIVIN' IN THE DAYLIGHT (BMI)</strong></td>
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<td>49. <strong>DIVIN' IN THE DAYLIGHT (BMI)</strong></td>
<td>Louis Jordan</td>
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<tr>
<td>50. <strong>DIVIN' IN THE DAYLIGHT (BMI)</strong></td>
<td>Louis Jordan</td>
<td>11076</td>
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</tbody>
</table>

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**This Week's Specials:**

- **Ginger Bread (Jukebox-Rambou, BMI)** (Frankie Avalon & Chordettes) 10021
- **Blue Betty** (Columbia, ASCAP) 10012

**Early in the Morning:**

- **Royalty (ASCAP)** - The Rink-Dinkers - **Ouch!**

**Selling Pop Singers in Stores:**

- **Jimi Hendrix** (Atlantic, BMI) - "The Night Is Young" (1958)

---

**This Week's New Releases:**

- **Don Gibson** (BMI) - "Bluebell Blues" (Epic, BMI) 10021
- **The Four Lads** (ASCAP) - "The Enchanted Rose" (Columbia, BMI) 11076
- **Billy Vaughn** (ASCAP) - "The Singing Hills" (Columbia, BMI) 10021
MARCHING TO THE TOP OF ALL CHARTS

HI LI HI LO HI LUP UP UP UP

"LEFT RIGHT"

Out Of Your Heart"

(HI LI HI LO HI LUP UP UP)

MERCURY # 71331

THE BIG HITS ARE ON MERCURY RECORDS

BY

PATTI PAGE
Territorial Best Sellers
FOR SURVEY WEEK ENDING JUNE 30

This information given in the chart is based on actual sales in stores as determined by a scientific sample of the nation's record outlets during the week ending on the date shown above. Sample design, sample size and all records used in this continuing study of actual record sales are under the direct and continuing supervision and control of the School of Business of New York University.

TOP RECORDS LISTED ALPHABETICALLY BY TERRITORIES

BOSTON
Do You Want to Dance? Bobby Freeman, Joe
For Your Precious Love Jerry Butler and the Impressions, Ahm
Looking Back, Nar King Cole, Cap.
One Summer Night, Dinah Shore, Mer.
Patricio, Perico Frady, Vic.
Purple People Eater, Steal Woman, M-G-M
True, Four Means! My Soul Little Richard, Dot
Yakety Yak, Counters, Aco

CHICAGO
All I Have to Do Is Dream Buddy Bolden, Cie
Do You Want to Dance? Bobby Freeman, Joe
Don't Ask Me Why/Headed Women Elvis Presley, Poly
Endless Sleep, Judy Remenda, Decca.
For Your Precious Love Jerry Butler and the Impressions, Ahm
I'm Doin' and the Bovine, Lee
Jennie Lee, Jan and Ace, Ace.
Purple People Eater, Steal Woman, M-G-M
Yakety Yak, Counters, Aco

DETROIT
All I Have to Do Is Dream Buddy Bolden, Cie
Big Man, Four Purple, Cap.
Endless Sleep, Judy Remenda, Decca.
Purple People Eater, Steal Woman, M-G-M
Secretly, Jimmy Rogers, Rl.
Soulful Spin, Bobby Davis, Aco
With a Desire, David Butler, Lh.
Yakety Yak, Counters, Aco

EAST TEXAS
Cross My Heart, Charlie McFadden, Aoc.
Do You Want to Dance? Bobby Freeman, Joe
Endless Sleep, Judy Remenda, Decca.
Elle Dee the Bee
Dickie Dee and the Devil's Delinquent Brides: Elvis Presley, Vic.
Jennie Lee, Jan and Ace, Ace.
Purple People Eater, Steal Woman, M-G-M
Secretly, Jimmy Rogers, Rl.
Soulful Spin, Bobby Davis, Aco
With a Desire, David Butler, Lh.
Yakety Yak, Counters, Aco

FLORIDA
Cha Cha Baby, Eddie Parton, Gone
Do You Want to Dance? Bobby Freeman, Joe
No Can Do Please, Getty Ovation, Northern.
Purple People Eater, Steal Woman, M-G-M
Whee, Killa Twen, Ateo.
Willo and the Mood Jive Johnny Otis Show, Cap
With a Desire, David Butler, Lh.
Yakety Yak, Counters, Aco

LOS ANGELES
All I Have to Do Is Dream Buddy Bolden, Cie
For Your Precious Love Jerry Butler and the Impressions, Ahm
Purple People Eater, Steal Woman, M-G-M
Return to Me, Dean Martin, Cap.
Sambalow, Lila Ware and Her Ray Men, Cie.
Secretly, Jimmy Rogers, Rl.
Spin the wheels, Bobby Davis, Aco
With a Desire, David Butler, Lh.
Yakety Yak, Counters, Aco

NEW YORK AND NEWARK
All I Have to Do Is Dream Buddy Bolden, Cie
Patricio, Perico Frady, Vic.
Purple People Eater, Steal Woman, M-G-M
Return to Me, Dean Martin, Cap.
Secretly, Jimmy Rogers, Rl.
Twilight Time, Patricio, Mer.
With a Desire, David Butler, Lh.
Yakety Yak, Counters, Aco

NORTHERN NEW YORK STATE
Chanson D'Amour Adolf and Dotzauer, En
Chanson D'Amour, All I Have to Do Is Dream Buddy Bolden, Cie

SOUTHERN OHIO
All I Have to Do Is Dream Buddy Bolden, Cie
Do You Want to Dance? Bobby Freeman, Joe
Headed Women/Don't Ask Me Why Elvis Presley, Vic.
Patricio, Perico Frady, Vic.
Purple People Eater, Steal Woman, M-G-M
Secretly, Jimmy Rogers, Rl.
Spin the wheels, Bobby Davis, Aco
With a Desire, David Butler, Lh.
Yakety Yak, Counters, Aco

WASHINGTON AND BALTIMORE
Blue Rose Dew, Don Gibson, Vic.
Blue Rose Dew, The意图
Johnny R. Grande, Chuck Berry, Chu.
Purple People Eater, Steal Woman, M-G-M
Return to Me, Dean Martin, Cap.
Spin the wheels, Bobby Davis, Aco
Sugar Moon, Pat Boone, Dot
Yakety Yak, Counters, Aco

ALL TITLES ARE LISTED IN ALPHABETICAL ORDER

Manufacturers of the first commercial stereo record.

b & c recording, inc.

General Office
24 West 44th Street
New York 18, N.Y.

Laboratory
& Custom Record Plant
100 Grand Street
Westbury, L. I.

EDDOW 4-4518

B & C manufactures 32 stereo and monaural records—from mastering to pressing—in one of the most modern and well-equipped plants in the industry.
written by Bobby "Splish Splash" Darin

Atco 6121

by

THE RINKY-DINKS

(formerly the Ding Dongs)
**Most Played by Jockeys**

For Survey Week Ending June 26

<table>
<thead>
<tr>
<th>Song Title</th>
<th>Artist</th>
<th>Last on Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>Purple People Eater (BMI)</td>
<td>Skeeter Wooley</td>
<td>11</td>
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<tr>
<td>All I Have To Do Is Dream (BMI)</td>
<td>Everly Brothers</td>
<td>11</td>
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<tr>
<td>Yaky Tyak (BMI)</td>
<td>Coasters</td>
<td>5</td>
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<tr>
<td>Secretly (ASCAP)</td>
<td>The Foundations</td>
<td>5</td>
</tr>
<tr>
<td>Return To Me (ASCAP)</td>
<td>Dean Martin</td>
<td>14</td>
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<tr>
<td>Sugar Moon (BMI)</td>
<td>Pat Boone</td>
<td>9</td>
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<tr>
<td>Big Man (BMI)</td>
<td>Four Preps</td>
<td>10</td>
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<tr>
<td>Endless Sleep (BMI)</td>
<td>July Reynolds</td>
<td>5</td>
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<tr>
<td>What Am I Living For? (BMI)</td>
<td>Chuck Willis</td>
<td>5</td>
</tr>
<tr>
<td>Hard Headed Woman (ASCAP)</td>
<td>Elvis Presley</td>
<td>2</td>
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<tr>
<td>Do You Want To Dance? (BMI)</td>
<td>Bobby Freeman</td>
<td>5</td>
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<tr>
<td>Hot Air Woman (BMI)</td>
<td>June Carter</td>
<td>13</td>
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<tr>
<td>Twilight Time (BMI)</td>
<td>Flatters</td>
<td>14</td>
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<tr>
<td>Patricia (ASCAP)</td>
<td>Perez Prado</td>
<td>2</td>
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<tr>
<td>Splish Splash (BMI)</td>
<td>Bobby Darin</td>
<td>1</td>
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<tr>
<td>Padre (ASCAP)</td>
<td>Paul Weston</td>
<td>4</td>
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<tr>
<td>Looking Back (BMI)</td>
<td>Nat King Cole</td>
<td>9</td>
</tr>
<tr>
<td>Witch Doctor (ASCAP)</td>
<td>David Seville</td>
<td>13</td>
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<tr>
<td>Guess Things Happen That Way (BMI)</td>
<td>Johnny Cash</td>
<td>2</td>
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<tr>
<td>You Need Hands (ASCAP)</td>
<td>Ryder Guess</td>
<td>7</td>
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<tr>
<td>When (ASCAP)</td>
<td>Kalia Twins</td>
<td>2</td>
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<tr>
<td>Left Right Out Of Your Heart (ASCAP)</td>
<td>Fats Puck</td>
<td>2</td>
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<tr>
<td>Oh, Lonesome Me (BMI)</td>
<td>Don Gibson</td>
<td>11</td>
</tr>
<tr>
<td>For Your Love (BMI)</td>
<td>Ed Townsend</td>
<td>5</td>
</tr>
<tr>
<td>Jennie Lee (BMI)</td>
<td>Jan and Arno</td>
<td>6</td>
</tr>
<tr>
<td>For Your Precious Love (ASCAP)</td>
<td>Jerry Butler and the Impressions</td>
<td>1</td>
</tr>
<tr>
<td>Don't Ask Me Why (ASCAP)</td>
<td>Elvis Presley</td>
<td>3</td>
</tr>
</tbody>
</table>

**BY THE LIGHT OF THE SILVER MOON**

**JIMMY BOWEN**

A Sound Bet...Buy

---

**CHUCK BERRY**

Chess 1697

"VACATION TIME"

by

**THE MONOTONES**

Argo 5301

"TOM FOOLERY"

by

BO DIDDLEY

"HUSH YO MOUTH"

by

JOHNNY FULLER

"YOU GOT ME WHISTLING"

b/w

"All Night Long"

Checker 899

---

**CHIESS PRODUCTION CORPORATION**

Chicago 19, Illinois Phone: GAldap 5-2770

---

**JULY 7, 1958**

The Billboard's Music Popularity Charts...
VIC DAMONE'S
TANTALIZING NEW
COLUMBIA SINGLE'S HIT!

"THE ONLY MAN ON THE ISLAND"

b/w A. Toujours with Frank DeVol and his orchestra 4-41625

HIGH-FIDELITY RECORDS BY COLUMBIA

ATTENTION: DEALERS

WORLD-PACIFIC'S

THIRD ANNUAL

SUMMER SALES PLAN!

JULY 1st THRU AUGUST 15th

BUY 10—GET 1 FREE!

BUY 25—GET 3 FREE!

BUY 50—GET 7 FREE!

BUY 100—GET 15 FREE!

100% EXCHANGE PRIVILEGE TOWARDS STEREO-DISCS!

WORLD-PACIFIC extends 100% EXCHANGE privilege on its entire line towards STEREO-DISCS. Any 100% WORLD-PACIFIC LP's purchased on this SUMMER SALES PLAN may be exchanged for WORLD-PACIFIC STEREO-DISCS 60 days after date of purchase.

NOTE: WORLD-PACIFIC will have at least TEN (10) STEREO-DISCS available before the end of 1958—at least FOUR (4) of these will be available by the end of the SUMMER SALES PLAN.

WORLD-PACIFIC GUARANTEES THE PRICE OF ITS ENTIRE LINE!

Some Dealers fear the possibility that some lines may reduce their prices thereby reducing the value of their inventory. Dealers need not have any fear of this from WORLD-PACIFIC—we will GUARANTEE the price of our entire line for a minimum of 90 days.

There's the basic features of WORLD-PACIFIC’S THIRD ANNUAL SUMMER SALES PLAN. It's carefully designed to help you fill out your inventory at a time when this is really needed. In addition, there are FOUR (4) great NEW RELEASES available on this Plan—why not be sure to see them. Why not see or call your WORLD-PACIFIC DISTRIBUTOR for more details on the SUMMER SALES PLAN—today!

Below is a complete list of WORLD-PACIFIC DISTRIBUTORS:

ARIZONA
M. B. KRUPP CO.
1919 N. 16th St.
Phoenix.

CALIFORNIA
WORLD-PACIFIC RECORDS
1009 W. Alameda Ave.
Los Angeles.

COLORADO
PAN AMERICAN DISTRIBUTORS
3201 Chambers Denver.

CONNECTICUT
ELIOTT DIST.
777 Connecticut Blvd.
Hartford.

FLORIDA
PAN AMERICAN DISTRIBUTORS
1801 N. 36th St. Miami.

GEORGIA
SOUTHEAST DIST.
1207 Edgewood Ave. S.E.
Atlanta.

ILLINOIS
FRANKLIN SALES
2007 S. Michigan Ave.
Chicago.

LOUISIANA
WORLD-WIDE DIST.
826 Baronne St.
New Orleans.

MARYLAND & D. C.
GENERAL DIST.
2330 Pennsylvania Ave.
Baltimore.

MASSACHUSETTS
RECORDS, INC.
700 Commonwealth Ave.
Boston.

MICHIGAN
CADET DIST.
3766 Woodward Ave.
Detroit.

MINNESOTA
N. LIEBERMAN CO.
257 Plymouth Ave. N.
Minneapolis.

MISSOURI
COMMERCIAL DIST.
2118 Olive St.
St. Louis.

NEBRASKA
CENTRAL DIST.
R. P. Industrial Site
Billings.

NEW JERSEY
ISSEP DIST.
10 Fernwick St.
Newark.

NEW YORK
MALVINE DIST.
424 W. 4th St.
New York.

MICHARD SMITH, INC.
30 N. 3rd St.
Philadelphia.

TRAECY-MICHTEL
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Buffalo.

NORTH CAROLINA
MANGOLD DIST.
2225 Morehead St.
Charlotte.

OHIO
A & G DIST.
1000 Broadway Ave.
Cincinnati.

BERAT DIST.
327 Franklin St.
Cleveland.

OKLAHOMA
CARMAR DIST.
408 N. 7th Ave.
Oklahoma City.

PENNSYLVANIA
UNIVERSAL DIST.
1330 Grant Ave.
Philadelphia.

REMLEY DIST.
1311 17th St.
Pittsburgh.

SOUTH CAROLINA
RADIO LAB
417 E. Bay St.
Charleston.

TENNESSEE
RECORD SALES CORP.
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Memphis.

MUSIC CITY DIST.
80 Lafayette St.
Nashville.

TEXAS
DAILY BROS.
2201 Irving Blvd.
Dallas.

SANTONE DIST.
412 S. Main.
San Antonio.

WASHINGTON
ALLEN DIST.
3409 W. Leigh St.
Richmond.

WORLD-PACIFIC
233 N. Seattle.

DISTRIBUTORS:

BENART DIST.
327 Main St.
Buffalo.

CARLTON DIST.
1711 St.
St. Louis.

CHALLENGE DIST.
1000 W. Alameda Ave.
Los Angeles.

COLUMBIA DIST.
1311 Broadway
New York.

DECCA DIST.
51 Lafayette St.
New York.

FORD DIST.
1226 S. Michigan Ave.
Chicago.

GALE DIST.
2601 Chambers
Denver.

GIBSON DIST.
511 W. Lafayette Blvd.
Detroit.

HANCOCK DIST.
3225 W. Cypres.
Los Angeles.

HERALD DIST.
250 Lafayette St.
New York.

PUSH DIST.
1226 S. Michigan Ave.
Chicago.

STEREO DIST.
50 Lafayette St.
New York.

THEME DIST.
1711 St.
St. Louis.

TEXAS DIST.
1000 Broadway Ave.
Cincinnati.

UPPER DIST.
2201 Irving Blvd.
Dallas.

WHITCOMB DIST.
412 S. Main.
San Antonio.

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ROCK GER

WORLD-PACIFIC
233 N. Seattle.
RED HOT! BLUE BLUE DAY
BLUE BLUE DAY BLUE BLUE
BLUE DAY BLUE BLUE DAY
DAY BLUE BLUE DAY BLUE
BLUE BLUE DAY BLUE BLUE
BLUE DAY DON GIBSON SINGS
DAY BLUE BLUE DAY 47/20-7010
AYE BLUE DAY ON RCA VICTOR
BLUE BLUE BLUE DAY
DAY BLUE BLUE DAY BLUE

Watch for these NBC-TV shows, in Color
and black and white: THE BOB CROSBY SHOW,
THE INVESTIGATOR, TIC TAC DOUGH, and
THE PRICE IS RIGHT. They're all sponsored by...
It Can't be Stopped It Can't be Tapped
NRCO's BLITZING ONE

THE PURPLE PEOPLE EATER MEETS THE WITCH DOCTOR
by JOE SOUTH
NRCO 5000

This is the one we've been looking for and man WE GOT IT! It's a cotton-pickin' SUH-MASH-EROO From Appilachiscola to Kalamazoo.

Over 100,000 the first week.

NATIONAL RECORDING CORP.
1224 Fernwood Circle N.E. *Itchville 19, Georgia
*Formerly known as Atlanta

In Canada: SPARTON RECORDS

Attention
INDIE RECORD COMPANIES

Let London Records solve your distribution problems

WE HANDLE EVERYTHING
- Financing
- Promotion
- Production
- Sales
- WE PAY TOP ROYALTIES
- WE GUARANTEE FUTURE RELEASES

Join the London Group
- London Records
- Felsted Records
- Dale Records

PARIS—Record clubs and cut-rate disk dealers in America are also the "grand enemies" of old-time dealers in France, according to M. Lams, who operates the Simfania here, one of the biggest record rental stores in France.

Stores called "20 cent stores" because they sell disks for 20 cent each are doing flourishing small-order (via foreign radio spots, etc.) and counter business with emphasis on the feminine medium, thereby saving from 10 to 15 per cent on tariff. At the same time, said Lams, some French record clubs have started to press records under their own label, thus avoiding registration taxes. Many not well-known French artists, he claimed, have recorded for these club labels under assumed names.

The record business in France, noted Lams, is greater to age groups who have habits differ from those of U.S. disk customers. For example, Lams noted, French record club owners are mainly pop and jazz customers and many of which time they became classical from "starting with Bach or Mozart."

From 20 to 50 years of age, Lams said, they remain strong classical record fans. After 60, too, he reckoned, they usually return to the country with their TV sets and seldom buy additional albums for their record collection. Some French girls' record tastes mature faster than those of French boys, according to Lams, who said: "At 14 the girls want 29 and by 10 they are adults, while the boys stay big babies until they are 28." In line with this, Lams said, his under-25 year-old customers "largely wear blue jeans."

There is a new record fad among French kids "made of leather," but known with such titles as "Bans-mani, Chérél," "Fifi-M. Dar-," "Mon Gigolo," "Whiskey a Go-Go," etc. French dealers obtain these platters, secured from Lams' "from people who live in foreign countries, particularly America."

A recent innovation in French theaters, the dealer said, involves the use of record listening booths in the lobby, which patrons may use to listen to records during intermission time or while waiting for seats.

Paul Anka—described by Lams as the "new Presley"—is an U. S. artist in France right now. The dealer said American "jazz record dealers are his biggest pop sellers, classical records for 30 cent of his dollar volume.

Jazz Impresario, Lou Blum, Passes

NEW YORK—Jazz impresario Lou Blum passed away last week at the age of 50. L. Blum, who was associated with the Commodore Music Shop in New York, had produced jazz concerts at the Glen Island Casino on Long Island, and at the Spanish Casino in this city. He was also, according to one time, with Bobby Melvin as a producer.
2 for 2 MILLION HITS

DELLA REESE
I WISH
b/w
YOU GOTTA LOVE EVERYBODY
JUBILEE 5332

BOBBY FREEMAN
BETTY LOU GOT A NEW PAIR OF SHOES
b/w
STARLIGHT
JOSIE 841

The Funniest Record of the Year!
"DELICIOUS"
by
JIM BACKUS
Jubilee #5330

CURRENT

On Jubilee
"BABY, JE VOUS AIME"
Bob Miller, Jubilee #5323

Best Sellers

"IT'S MY HEART"
"KISS THE PRETTY GIRL TWICE"
Sticks and Bricks, Josie #839
"BABY, JE VOUS AIME"
Bob Miller, Jubilee #5323
Everyone out to sell more records and equipment will want to be absolutely sure to be represented in the July 21 Billboard. It's the NAMM CONVENTION ISSUE . . . wraps up the whole business of music merchandising . . . and gives dealers the low-down on how to develop more sales! Don't miss it!

VOX JOX

Continued from page 8

market, why bother? 'I always thought the key to sales was a wide business.'

F. William Houghalting, program director of KTUT, Tooele, Utah, writes, 'With a virtually captive audience in our area, we feel we are in a position to help make a musical taste of our audience and certainly hold a potential for helping to promote new releases . . . We realize that the big city boys consider stations as ones as out in the boon-docks—but there are a lot of boon-dock stations which added together make quite an area of promotional activity. There must be some way to convince some of the record companies that (1) stations like KTUT are willing to co-operate in promoting new records, and (2) that we can sell records by doing so.'

One of the most interesting 'urgent war wanted' letters unfortunately came from a jockey who didn't wish us to use his name. However, he did consent to an anonymous quote as follows: 'Rob Robinson's recent article (see The Billboard May 26) was all about how the head of an independent diskery was crying in his beer, because of the pavola that has to be made to some of the jocks in the larger cities. Very sad. However, I doubt if jockeys or station personnel, in stations large or small, will feel very sorry for the gent.

'It's a distant relative of the independent distributors who won't have anything to do with sending records to a station in any city with less than 100,000 population. . . . In a small market we wind up paying for almost every record we play, because guys like that crying gent are not difficult to sell. And if you station to come up with the life blood—the full selection of disks necessary to maintain a station. So if some of our bigger brothers get some fave pavola, well, just excuse me if I fail to shed a tear.

'Frankly, if and when I ever make it, and get into a big enough market, I don't know how I'll be about payolas, but I know damned well I'm not going to knock myself out to do them any special favors. I'll be remembering how I had to knock myself out to get records from them for the smaller markets. So to you name jocks in the bigger cities, may I borrow an old Yiddish expression—Mantrons.'

CHANGE OF THEME: Norman Wain, program director of WDOK, Cleveland, has returned to his former afternoon stint on 'Albun Merry - Go-Round.' New WDOK schedule is as follows: Howie Lund, 8-9 a.m.; Walt Henrich, 9-11 a.m.; Wayne Mack, 11 a.m.-3 p.m.; Wain, 3-6 p.m.

Dick (Ricardo) Sugar, WNTA, Newark, N.J., will originate his Friday and Saturday 8-9 p.m. show from the Beach, L.I., this summer . . . Mel Leeds, Program director of WINS, New York, married Virginia Collins last Saturday (29). To celebrate the event, the station served champagne to picketing WINS deejays (outside in front of the station) who went on strike a couple of weeks ago . . . Chuck Brinkman, former WBBR in New York, has joined WBBR, Tooele, Utah, as program director and morning deejay.

Jerry Miller, ex-spinner at KONO, San Antonio, has joined KMRY, Denver, as early morning deejay. . . . Everett Tison has resigned from WRIT, Milwaukee, to investigate the New York radio market . . . Bill Davis is now jockey at KONO, San Antonio . . . Part-time jockey Jay Adams has become a full-time spinner over KRIZ, Phoenix, Ariz., replacing Jim Titus in the midnight to 6 a.m. time slot. Titus has taken over the 11 a.m. and 1-3 p.m. time periods.

Gene Spry, formerly assistant manager of KFHO, Phoenix, Ariz., has been appointed station manager of that outlet . . . Boo Sanders, KCNO, Kansas City, Mo., celebrated his first anniversary as "The Musical Timekeeper" last month.

Don't miss it!
Chancellor's Two Proven Teen Favorites!

**FRANKIE AVALON** sings
**GINGERBREAD b/w BLUE BETTY** C-1021
**FABIAN** sings **I'M IN LOVE** C-1020

Fargo's Fast-Moving Finds!

**THE AQUATONES** sing
**FARGO** **SO FINE b/w**
**SAY YOU'LL BE MINE** F-1002

Hunt's Hottest!

**TOM & JERRY** sing
**DON'T SAY GOODBYE** H-319

**MILTON SPARKS** sings
**VOICE OF LOVE b/w A CERTAIN SMILE** H-320

Colonial Digs Doug—And So Do The Kids!

**DOUG FRANKLIN** sings
**MY LUCKY LOVE** CR-7777

DISTRIBUTED BY AM-PAR RECORD CORP.
**Review Spotlight on...**

**POP RECORDS**

**FERRY COMO... RCA Victor 7274.= MOON TALK**  
*Pop (Ronom, ASCAP)*

"Moon Talk" is a cute syncopato-type, and Como presents the attractive song with his usual, relaxed manner. "Beats There a Heart So True" is a poignant ballad that is warmly read by the artist with lush orchest support. Both are strong contenders.

**MAT KING COLE... Capitol 6091..= NOTHING IN THE WORLD**  
*Sweno-Eden, BMI*

Two fine sides by the chanteur. Top side is a lovely new ballad with soft piano featured in the romantic orchest support. It's a strong, warbling stinger which has a hit sound. "Come Closer" is a Latin-tempo ballad that is also rendered with a money sound. Either can score.

**TONY & JOE... Era 1075..= THE FREEZE**  
*Warman, BMI*

The duo presents the rocking, pounding side vigourosly. "The Freeze" is a new dance craze that calls for several breaks during the dance. It's catching on with the kids, so the side bears watching. Flip, "Gonna Get a Little Kissin' Tonight" is an up-tempo effort (Hullaway, BMI).

**BILL HALEY & HIS COMETS... Decca 30683..= DON'T NOBODY MOVE**  
*Northern, ASCAP*

Two great sides that could be successful follow-ups to Haley's hit "Skinnin' Mitten." "There's" is a catchy danceable side-a-freze. Flip, "Lean Jeans," is a rocker with a driving beat. New sound by the crew can continue to find favor.

**DJ PROGRAMMING**

**DON COSTA ORK AND CHORUS... ABC-Paramount 5943..= (ALMOST IN YOUR ARMS) LOVE SONG FROM HOUSEBOAT**  
*Paramount, ASCAP*

Neat arrangement of the pretty flick theme is in a danceable groove. Muted trumpet with vibes and rhythm accompaniment are featured. There are several versions of the tune, but this treatment appears the most splinable. Flip, "Big, Bang, Bang," is a cheerful novelty that is handled by the chorus (Paramount, ASCAP).

---

**Reviews of New Pop Records**

**RENAZO CORDONE**  
*Imperial, BMI*

**CAPITOL 10088..= Neatly written for Caterina Valentine, this popular dramatic soprano, is a nice melody. What an excellent voice! It's a good pickup of the past (2600, Decca, BMI)*

**WILLIAM REAY**

**CAPITOL 1468..= Pretty ballad by Mrs. Lusk. It's a nice song, and the lyrics are beautiful. Good Voices on the chorus (1468, ASCAP)*

**GOFF GRANT**

**MAEVA MUSIC**

**RCA Victor 12946..= The theme of this old hit is a nice one, and the new version is a good one. The chorus is handled well (12946, Decca, BMI)*

**BILL COREY**

**RCA Victor T-2919..= "Moonlight Serenade," a popular old hit, is a beautiful rendition. The chorus is handled well (2919, Decca, BMI)*

**DOMENICO MUGNOLO**

**RCA Victor T-1484..= "Strange Are the Ways of Love," a popular old hit, is a good one. The chorus is handled well (1484, Decca, BMI)*

**VICTOR CARONE**

**RCA Victor 1447..= A fine ballad by Mr. Carone. It's a beautiful song, and the lyrics are well written. Good Voices on the chorus (1447, Decca, BMI)*

**VICTOR CARRIE**

**RCA Victor T-4166..= "The Shadows of Old," a popular old hit, is a beautiful rendition. The chorus is handled well (4166, Decca, BMI)*

**VJETTA DILLARD**

**RCA Victor 2149..= "I'll Be There," a popular old hit, is a beautiful rendition. The chorus is handled well (2149, Decca, BMI)*

**THE ERSATZERS**

**RCA Victor 2185..= "The Shadows of Old," a popular old hit, is a beautiful rendition. The chorus is handled well (2185, Decca, BMI)*

**JIMMYstitución**

**RCA Victor 2185..= "The Shadows of Old," a popular old hit, is a beautiful rendition. The chorus is handled well (2185, Decca, BMI)*

**PATTY VALLÉNTE**

**DECCA 3074..= "Pretty Penny," a popular old hit, is a beautiful rendition. The chorus is handled well (3074, Decca, BMI)*

**SANNY DAVIES JR.**

**DECCA 3076..= "Pretty Penny," a popular old hit, is a beautiful rendition. The chorus is handled well (3076, Decca, BMI)*

**EDDY ARNOLD**

**RCA Victor 2185..= "I'll Be There," a beautiful rendition. The chorus is handled well (2185, Decca, BMI)*

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*Continued on page 36*
HEADED FOR THE HIT LIST!

Jim Reeves
"BLUE BOY"
C/w "THEME OF LOVE"
RCA VICTOR 47/7266
Cash Box BULLS EYES OF THE WEEK — June 21st
Billboard SPOTLIGHT REVIEW — June 16th

Eddy Arnold
"REAL LOVE"
C/w "THE DAY YOU LEFT ME"
RCA VICTOR 47/7292

ALREADY IN THE CHARTS — GOING BIG! GETTING BIGGER!

Don Gibson's
BLUE BLUE DAY
RCA VICTOR 47/7010
CASH BOX SURE SHOT — June 28th
Weekly Juke Box Programming Guide

**POPULAR**

**COUNTRY & WESTERN**

**OPERATORS BEST BUYS**

**RHYTHM & BLUES**

**OPERATORS BEST NEW RELEASES**

**WHAT AM I LIVING FOR?**
- Chuck Willis
- Hang Up My Rock and Roll Shoes
- Atlantic 1179

**TWILIGHT TIME**
- The Platters
- Out of My Mind
- Mercury 71289

**TARLETT TAX**
- The Coasters
- Zing! Went the Strings of My Heart
- Atco 6116

**POOR LITTLE POOL**
- I Don't Leave Me This Way
- Imperial 5539

**PADRE**
- You Are Always in My Heart
- Capitol 2660

**JEMIMAH LEE**
- Jan and Arnie
- Gotta Getta Date
- Arwin 106

**WANTED**
- For Your Precious Love
- Jerry Butler and Impressions
- Sweeter Than the Wine
- Atlantic 1039

**SUGAR MOON**
- Fat Bottom
- Cheese, I Love You
- Decca 18730

**NO CHEESE, PLEASE**
- Gerry Granahan
- Girl of My Dreams
- Sunbeam 102

**SECRETLY**
- Jimmy Rodgers
- Make Me a Miracle
- Roulette 4070

**REBEL DINNER**
- Duane Eddy
- Stakin'
- Janice 1164

**WILLIE AND THE HAND JIVE**
- Johnny Otis
- Ring-A-Ling
- Capitol 2966

**PUFFER SPLASH**
- Robert Darin
- Jud, Don't Be Mood
- Atco 6117

**LOOKING BACK**
- Nat King Cole
- Do I Like It
- Capitol 2939

**BIG MAN**
- Toots and the Maytals
- Stay Baby
- Capitol 2960

**GUESS THINGS AREN'T WHAT THEY USED TO BE**
- Johnny Cash
- Come in, Stranger
- Sun 295

**I WONDER WHY**
- Dion and the Belmonts
- Teen Angel
- Decca 26641

**JOHNNY B. GOODE**
- Chuck Berry
- Around and Around
- Chess 1691

**DO YOU WANT TO DANCE?**
- Bobby Freeman
- Big Fat Woman
- June 835

**ENDLESS SLEEP**
- Jody Reynolds
- Tight Lamps
- Damon 1307

**HIGH SCHOOL CONFIDENTIAL**
- Jerry Lee Lewis
- Fools Like Me
- Sun 296

**WEAR MY RING AROUND YOUR NECK**
- Elvis Presley
- Don't Think It's Time
- RCA Victor 7240

**RETURN TO ME**
- Dean Martin
- Forgotten You
- Capitol 2964

**WHEN**
- Reuben Silver
- Three O'Clock Thrill
- Decca 26642

**WITCH DOCTOR**
- David Seville
- Don't Whistle at Baby
- Liberty 86332

**PURPLE PEOPLE EATER**
- Sheb Wooley
- I Can't Believe You're Mine
- M-G-M 12631

**LIEUT**
- Jack Scott
- My True Love
- Capitol 466

**END OF REEL**
- Don Gibson
- Too Soon to Know
- RCA Victor 7101

**PATIENCE**
- Faron Young
- Every Time I'm Kissing You
- Capitol 2991

**ERNEST TUBB & WILLIE BROTHERS**
- How Do We Know?
- Decca 30610

**CRYING OVER YOU**
- Webb Pierce
- You'll Come Back
- Decca 30623

**JACQUELINE**
- Bobby Helms
- Living in the Shadow of the Past
- RCA Victor 7171

**I LOVE YOU MORE**
- Slim Whitman
- Overnight
- RCA Victor 7171

**DOOM MY SOUL**
- Little Richard
- True Love Mama
- Specialty 403

**COME WHAT MAY**
- Clyde McPhatter
- Let Me Know
- Atlantic 1185

**TO YOUR LOVE**
- Ed Townsend
- Over and Over Again
- Capitol 2926

**TALK TO ME**
- Little Willie John
- Drums
- King 5100

**WHO WANTED AND HIS RAY MACK**
- The Swag
- Capitol 1247

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**FOR SURVEY WEEK ENDING**

**JULY 7, 1958**

**THE RINSE-DIES**
- Early in the Morning
- Mercury 7138

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**OPERATORS BEST BUYS**

**FREDDIE AVALON**
- Gingerbread
- Blue Room
- Capitol 1011

**THE DAMELEES**
- Sweetheart
- Mercury 7133

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**OPERATORS BEST NEW RELEASES**

**NAT KING COLE**
- Nothing in the World
- Come Go with Me
- Capitol 4644

**PERRY COMO**
- Moonlight Serenade
- RCA Victor 7117

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**BILL HALEY & HIS COMETS**
- Don't Be Cruel
- Liberty 8811

**RAY PRICE**
- City Limits
- Columbia 4119

---

**JIMMY REED**
- Drown in Virginia
- Keen Eye's a Girl
- Vee Jay 367

**TONY & JOE**
- The Fence
- Georgie Got a Little Kaiser Tonight
- Era 1075
Storz Blasts NBC's Survey

Continued from page 3

top hits has almost seven times the share of audiences of the NBC stations in those cities.

Points to Hooper

The latest available Hooper, and Storz beyond other stations WBW, Kansas City, has added seven times the share of audience of the NBC stations in that city, while each of its outlets in Miami, New Orleans, and Minneapolis has six times the share of audiences of NBC stations in those areas.

Storz opposed timebuyers themselves might not be "personally pleased with today's market," but noted "invariably these timebuyers are pleased with the station's audience. The reason is that they can secure the largest audiences for the lowest cost by buying music and news stations as opposed to network stations.

Storz also noted that some of the most heavily bought stations in the country are often classified as "Top 40 Tune Stations." - although I seriously question the definition of 'Top 40.'

Storz added, "we seriously object to being described as "Top 40" stations. It is not up to a description of what we refer to competitive stations using network programs, "sweep opera" machines, or "do nothing specialties. We are convinced that the size of a station's audience clearly parallels the entertainment value of the programming concept offered and the over-all service provided by the station's listeners. At times it seems that nobody likes our programming but the listeners."

Storz noted that George R. Park, vice-president-general manager of RCA Victor Record Division and "in the NBC family," stood up for rock and roll as "legitimate music and a part of the American tradition," in a statement before a sub-committee of the Senate last May.

Storz finally suggested to me that if NBC believes their survey is "truly valid," RCA Victor - knowing now that "Top 40" is doomed - will "probably wish to drop the $1,000-a-week contract with Elvis Presley (perhaps the greatest "Top 40er") and cut his pay for jobs. Even Miltie might be interested!"

'No Backdown'

Continued from page 3

they never did. Subsequently we received a mimeographed letter an- nouncing a general meeting with publishers. Of course we did not attend. We felt we were entitled to some reply from AGAC.

"As far as Tuesday's meeting is concerned, the facts are simple. Boston Lane called and asked for a meeting between their people and ours to decide on procedure for negotiating a new contract. I think this is a subterfuge. You might consider this the follow-up to our last meeting for which we have been waiting. How can that be continued as yielding? Our position has not changed. Whether we write a letter to an oral list, we've got to know what they want. After all, we've got to come up with some figures."

Texas Dealers

Continued from page 2

Many of the small independents also have dropped these "Top 40" stations. We are convinced that organization of dealers into buying groups big enough to bring pres- sure to bear on the distributor and manufacturing level is our only sal- vation. Only in this way can we save our business from the inevi- table result of this suicidal orgy."

Our Association has been instru- mental in organizing like Associa-

\[Continued \]

Jack Bledsoe, accompanied by his personal manager, Harry Cash, is scheduled to make an appearance, July 5, with a deejay in Key West, Florida, Missouri, Oklahoma, Arkansas, Louisiana, Mississippi, Alabama, Georgia and North Carolina to promote Bledsoe's new single, "Telephone," which is scheduled to be released on July 1. Bledsoe has been a regular feature of the "Opry" lineup and has appeared on "Country" and "Red Rose" records. The next event on his tour will be Nashville and "Decca" label. His personal manager, Ken Shucher, will be responsible for all bookings and arrangements.

The Bee Brothers are scheduled to release a new recording on the Decca label, "I Believe in You," a duet with Delores O'Day, a former member of the "Jubilee" band. The single was recorded in Nashville in May and is scheduled for a late summer release.

Smiley Moore, a Texas-based musician, has announced the release of a new album, "Before You Leave," scheduled for release in late August. This album is Moore's first recording since his retirement from performing in 1960. The release is scheduled for the Decca label and will feature Moore's unique blend of country and blues music.

On July 2, a new hit record, "The Ballad of the Blue Rose," was released by the Columbia label. The single features the vocal talents of Roy Acuff and Kitty Wells, and is produced by Bill White. It is scheduled for release on the Columbia label and is expected to be a hit. The single is accompanied by a new release, "Blue Rose Roundup," which features Acuff and Wells in a duet format.

A new release by the Country Talent Agency, "I Love You Madly," is scheduled for release on the RCA label. The single features vocals by Jim Reeves and is accompanied by a new release, "The Ballad of the Blue Rose." The release is scheduled for late August and is expected to be a hit. The single is accompanied by a new release, "I Love You Madly."
Here's What Progressive Record Dealers Say About

AUDITION
THE MONTHLY MUSICAL SHOPPING GUIDE

We were quite pleased with AUDITION. The next day after mailing some of the copies to the folks here in Lufkin, we received several orders for the records listed in AUDITION. We would like to place our order for 1,000 copies instead of our former order of 100.

Charles E. Turner
The Melody Shop
Lufkin, Texas

AUDITION is great. We have tried every possible way of communicating intelligently with our customers on new releases and AUDITION does the trick. We plan to use it for our mail order customers.

Mr. Barney Kuglar
Glen Music Company
Washington, D.C.

We are certainly excited about AUDITION. The information it contains is truly a help to our record business.

Mrs. Sharon Cantrell
Alexandria's
 Spartanburg, S.C.

Best way yet to keep the latest albums in the public eye.

Evelyn Prosser
Top's 'N Pops Music Shop
Hayward, Wisconsin

It's swell, and I believe it is going to bring me some special orders.

Chuck Simons
Chuck's Music Center
Murray, Kentucky

AUDITION is an inexpensive and colorful magazine and it contains the exact information the public likes to read and know about new releases.

Miss Lorraine Hughes
Eclipse Radio and TV
Toronto, Ontario

We are quite pleased with AUDITION, especially with the very colorful ads. The format seems to interest our customers and several have asked when the new issue will be available.

Miss Barbara Fritz
Custom Crafters Audio, Inc.
Cincinnati, Ohio

AUDITION is wonderful. My customers are very enthusiastic.

Miss Margaret Johnson
Datek Appliances
Glenside, Pennsylvania

Congratulations on a very beautiful job! It should be a big help to the whole record industry. The best of luck to AUDITION.

V. J. Sanders
Rhawn's Record Shop
Elyria, Ohio

The categories are well defined, and very clear to the reader. The whole make-up is very sharp and in wonderful taste with the use of color. It reflects a lot of effort on your part and looks like a very fine stimulant for the record trade.

H. S. Swatez
Record Lane
Minneapolis, Minn.

Created and Designed by The Billboard to help YOU, MR. DEALER, sell more . . . increase store traffic . . . build good will . . . make greater profits!

USE AUDITION TO SELL MORE TO YOUR CUSTOMERS . . . OLD AND NEW

40% of Phonograph Sales in 1956 were to New Owners! New Phonograph Owners spend an average of $44 for records within the first three months.

Include a copy of Audition with every phonograph you sell and watch it bring in that additional business.

Enter your order now! Copies of the July issue will be rushed to you to help you boost your sales higher than ever.

AUDITION
2160 Patterson Street
Cincinnati 22, Ohio

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I want to make sure I receive copies of Audition every month. Please enter my order for:

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*Copies @ 75c ea. . . . 75c on ea. . . . for orders totaling . . . . . . . . copy*
**R&B Best Sellers In Stores**

For survey week ending June 28.

**RECORDS** are ranked in order of their national selling importance at the retail level, as determined by The Billboard's weekly survey of dealers through the PEE-FM network. This service is intended to aid in determining possible sales in the trade. In each case, both sales are listed in bold type, the leading side being designated by an asterisk.*

**This Week's R&B Best Buys**

<table>
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<th>Position</th>
<th>Record</th>
<th>Artist</th>
<th>Label</th>
<th>Sales</th>
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<tbody>
<tr>
<td>1</td>
<td><em>Takety Yak</em></td>
<td>Count Basie</td>
<td>ABC-6633</td>
<td>5</td>
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<tr>
<td>2</td>
<td><em>Can't Help Myself</em></td>
<td>Count Basie</td>
<td>ABC-6634</td>
<td>5</td>
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<tr>
<td>3</td>
<td><em>Do You Want to Dance?</em></td>
<td>Bobby Freeman</td>
<td>ABC-6635</td>
<td>5</td>
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<tr>
<td>4</td>
<td><em>Keep Me In Mind</em></td>
<td>Count Basie</td>
<td>ABC-6636</td>
<td>5</td>
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<tr>
<td>5</td>
<td><em>Hang Up</em></td>
<td>Count Basie</td>
<td>ABC-6637</td>
<td>5</td>
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</table>

**Review Spotlight on... R&B Records**

**JIMMY REED**

Davie, Virginia (Coral, BIM)

I Know It's a Sin (Coral, BIM)-Vee Jay 257.

Two really fine blues sides by Reed. Both are given low-down, earthy hand-holding, and the writing is sharp. Especially choice for Southern marts and traditional R&B devotees.

**ON THE BEAT**

Continued from page 8

this is only the Fourth of July period, it's sensible to assume that this preoccupation with warm weather pursuits in the romantic department will continue for some time to come. (Ed. note: it's also reported that the up and coming publishing house of George Pocock has an item called "On a Blanket on the Beach."

Without doubt there are many others on this sort of kick. But these titles have come to our attention. Meanwhile there are others too, which suggest vaca- tions here for the juveniles. Gary Shulton, on Mercury, has "Kiddo! Kiddo!," a more or less normal summer pastime, while the Follies ask the question, "Can't You Come Out," on Ration.

Realizing that the kiddies are getting much in the way of follow-ups, with every passing day, however, one manufacturer, Pepsy Fox, figures if you can't beat 'em, join 'em. This oft-cited war cry has never been more fitting than now. The "The Purple People Eater," and also is planning a kick and rollعالح. Nothing offensive, you understand," says a spokesman, 'something real light and buoyant with a suggestion of the cockney beat."

Another point worth noting about the novelty trend is the fact that there have been some follow-ups, in a sense imitations, or at least disks which capitalize on a title that has been popular- ized by another, which are good enough to be rated a chance. "The Folks-Dotted Polka"-Chuck Berry, on ABC-Paramount, is a cute, well-made disk which tells about a strange creature which eats purple people eaters. It also includes the disks of "The Purple People Eater Meets the Witch Doctor," by Big Bop- per and Joe Smith, both of which utilize the sound of the speed-up voice. New rec- ords by these artists are on the Pepsy Fox label, an arm of the Maxfield, New York, firm.

**Most Played R&B by Jockeys**

For survey week ending June 23.

**RHYTHM & BLUES RECORDS** are ranked in order of the greatest number of plays on disk radio stations shown on the survey report card sent from 320 outlets to The Billboard's weekly survey of top disk jockeys shown in all key markets.

**Week**

<table>
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<th>Position</th>
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<th>City</th>
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<th>Program</th>
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<tr>
<td>1</td>
<td><em>Talk to Me, Talk to Me</em></td>
<td>Little Richard</td>
<td>RPM-296</td>
<td>18</td>
<td>WBCN</td>
<td>The House</td>
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**Chicago**

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**Pepperdine Harris, of "I Got Loaded," fame, is making a comeback on his new Duke dubbing of a dance called "The Double Freeze." The rocker was painted by Dick Robey a few weeks ago. Also making news on the Robey front Shirey & Gunner, on the Newport Original Capsule, billed as "Three Kisses Midnight," backed with "It's Been a Long Time, Girl!"

**THE DEACON'S WALK**

BILLY HOPE AND THE BAD MEN

**SAVORY**

SAVE MORE MONEY—MAKE MORE MONEY

Subscribe to The Billboard Today!
C&W Best Sellers in Stores

FOR SURVEY WEEK ENDING JUNE 26

RECORDS are ranked in order of their current national importance on the basis of retail sales, as determined by The Billboard’s weekly survey of dealers throughout the nation. Each dealer lists five records and his reasons for including them. When significant action is reported on both sides of a record, prices are

This Week

1. GUESS THINGS HAPPEN THAT WAY — Johnny Cash
   COME IN STRANGER — BMI-205
2. OIL, LONESOME ME — BMI-Don Gibson
   I CAN'T STOP LOVING YOU — BMI-Vic 7133
3. ALL I HAVE TO DO IS DREAM — BMI-Bobby Darin
   Cladrack — BMI-Cladrack 1148
4. JUST MARRIED (BMI) — Marty Robbins
   STAIRWAY TO HEAVEN — BMI-7138
5. SEND ME THE PILLOW YOU DREAM ON — Hank Locklin
   BMI-Vic 7167

SECRETLY (ASCAP) — Jonnie Rodgers

PRICES TO SOUTH AFRICA

113. BUCKET OF SWEET LIGS... — BMI-Vic 7200
114. IT'S A LITTLE MORE LIKE HEAVEN — Hank Locklin
115. BLUE SKY KIST — BMI-Vic 7200
116. SCHOOL CONFIDENTIAL — BMI-Jerry Lee Lewis
117. BAD LUCKY LUCY — BMI-Vic 7200
118. JACQUELINE (ASCAP) — Bobby Helms
   Living in the Shadow of the Past (ASCAP) — Dec 3089
119. CRYING OVER YOU — BMI-Buddy Fierce
120. CURTAIN IN THE WINDOW (BMI) — Ray Price
   BMI-Vic 7148
121. I'M YOURS (BMI) — Ernie Nelson
   Every Time For You (BMI) — BMI-Vic 7202
122. I'M NOT LONELY (BMI) — Ernie Nelson
   I'm Kissing (BMI) — BMI-Vic 7202
123. I CAN'T STOP LOVING YOU — BMI-Kitty Wells
   BMI-7138
124. I LOVE YOU MORE (BMI) — Jim Reeves
125. BIG WHEELS (BMI) — Hank Snow

Most Played C&W by Jockeys

SIDES are ranked in order of the greatest number of requests heard on top disk radio stations in all key markets.

This Week

1. GUESS THINGS HAPPEN THAT WAY — Johnny Cash
2. I JUST MARRIED — Marty Robbins
3. ALONE IN NEW YORK CITY — Hank Locklin
4. OH, LONESOME ME — BMI-Don Gibson
5. C&W Best Sellers in Stores

The Week

1. I CAN'T STOP LOVING YOU — BMI-Don Gibson
2. GUESS THINGS HAPPEN THAT WAY — Johnny Cash
3. ALL I HAVE TO DO IS DREAM — BMI-Bobby Darin
4. I JUST MARRIED — Marty Robbins
5. OH, LONESOME ME — BMI-Don Gibson
Ray Price's fabulous, new Country & Western hit—
from Columbia Records—the greatest name in Country & Western entertainment. 441191

**DEALERS:**
A TWO SIDED hit.
Stock heavily!
It'll pay off!

**OPERATORS:**
It's the best C & W of '58. Place it!

**D.J.s:**
Looks like Ray's biggest hit since "Crazy Arms."
BOTH SIDES break.
CROWDS UP 10% At BRANDON EX

Good Weather Swells Gate Traffic; Hetzer Night Show Is Headed

BRANDON, MAN.—The Provincial Ex of Manitoba went into its final day Friday (4) in a healthier condition, both for the attendance and gross receipt standpoint.

Fair, which opened Monday (30) for a five-day run, received excellent weather during the first three days. On Thursday, however, a light drizzle set in and discouraged some would-be patrons. Despite this rain, total attendance the first four days was up close to 10 per cent, according to Alex MacPhail, show secretary.

Farmers in the area were worried over the possibility of a rain, looking for moisture to improve crops conditions. Canadian Di-

Aut Swenson Builds New Winter Base

SPRINGFIELD, Mo.—Aut Swenson, owner-manager of the Springfield Showplace and completion of a new winter quarter building here at the thrill show center.

The structure is made of concrete and steel. All offices are included, provided in a large parking lot and there are two washrooms. The building is located on a 250-by-150-foot plot directly behind a three shopping center.

currently playing in Colorado and South Dakota, is staging parades, with the main emphasis being placed on a three-day run next week at the Boom City Drive-In, nearby.

Hawaii Fair Bows to Rain

HONOLULU.—The 46th Hawaiian State Fair opened its 10-day run here in Honolulu Stadium (27) in the rain. Despite the inclement weather, some 30,000 persons turned out.

Jackie Agro, American thoroughbred, headed the grand stand show which also included Earl Nelson, elder; Morgan Brothers, Molokai and Nihon; and Lihonoki. E. K. Fernandez provided the music and commentary.

Del Mar, Calif. Fair Races Ahead of 1957

DEL MAR, Calif.—The Southern California Exposition and San Diego Fair has added a new event to its program, a pari-mutuel horse race to be run on five of the 10 days of the fair.

With no horse race since the Del Mar Fair closed in 1951, this is the first pari-mutuel horse race in the state in recent years.

The race, which will be run on the fairgrounds, will be conducted by a wire service and the purse will be $1,000.

Mills Using New Big Top

ERIE, Pa.—Mills Bros. Circus has put its new big top into use, first went into the air at Harrisburg, and was used here when the circus opened its season here.

The Big Top, which has a capacity for 5,000 persons, is expected to provide entertainment for the entire season.

The circus, which has been in operation for three years, is one of the largest in the world.

Kentucky State Fair Inks Bob Crosby, Grid Games

LOUISVILLE.—The Kentucky State Fair has signed the contract of Bob Crosby, one of the nation's leading hamlets, to appear at the fairgrounds during the 17-day run of the fair. Crosby will be on hand to promote the Fairwood Productions for the Fairwood Festival.

The fair also reported booking a rock and roll show for both matinees and nights on Saturday and Sunday, with Fats Domino as the headliners.

Two additional football games have been set, at St. Xavier High School, and by the University of Notre Dame against the University of Chicago. Crosby's team, which is the national TV replacement for Perry Como, will do night shows Sep-

SACRAMENTO, Calif.—For the first time in its 104-year history the California State Fair & Expositions here will operate its night grandstand shows on a gate receipt basis and GAC-Hamid Sets Deal at Calif. Fair

Annual to Share in 60-40 Division; Ink Cole; Seek Pat Boone, Mathis

SACRAMENTO, Calif.—For the first time in its 104-year history the California State Fair & Expositions here will operate its night grandstand shows on a gate receipt basis and GAC-Hamid Sets Deal at Calif. Fair

The 1959 GAC-Hamid deal, which was signed some years ago, will be revived and made into an annual contract, according to the agreement here.

Polo Grounds Rodeo Folds; Gross $2,600

NEW YORK—The heavy run of money spent to promote the Circle R Ranch Rodeo in the Polo Grounds went to name change.

The final grandstand show, produced by Hetzer Theatrical Agency, was weeks in the making and was due to take place in the Polo Grounds on Saturday (19) after only one tent had been deducted.

Estimates of the amount spent on posters on the deal ranged as high as $500,000. Costs were the cause of the poor business included the weather (hot), and the prices (high). But there was no denying the result of the change.

Registered grosses for the performances were $500,000, $600,000 and $80,000. At the end of that time the hand-writing was on the wall and the show went on, but not without people ticketing their in attendance.

The show was in rehearsal the better part of a week at the Polo Grounds and the results were compared in competitive events.

Al Alhamm Alhamm was also involved in the show.

Gotham Rough on Outdoor Showmen

NEW YORK — It was a rough week for outdoor showmen in New York, with only two performances of the three shows opening. The city, which had endured a cold front and early summer, finally got sunshine and was able to invite people to the shows.

People were out in droves for concerts and other events, but not for Elbets Field, the Polo Grounds, and Madison Square Garden.

The Aquaricists in Flushing and Hank Storck, Circus, could be found in the park and at Madison Square Garden.

The Gotham show averaged 500 admissions for its first five performances of the week (15-21). Eberts Field was also drawing crowds in the hundreds at the time of the opening Sunday. The Aquaricists were playing to an audience of several thousand for two performances.

Good weather was given as one reason for the poor gate in the case. Admission prices of $1 for adults and 25 cents for kids were established as a possible factor.

Korea, in front of the grandstand during the first three days, closed Sunday (21). It was a large crowd, but it was not a large crowd.

Hamid made wholesale changes in the early months of the year and it was much improved following its first program. It was a sweet home for the Aquaricists and Buffalo, and it was much improved following its first program. It was a sweet home for the Aquaricists and Buffalo, and it was much improved following its first program. It was a sweet home for the Aquaricists and Buffalo, and it was much improved following its first program. It was a sweet home for the Aquaricists and Buffalo, and it was much improved following its first program.
Merry Mixer Trailers $1,000.00.
2000
16

These "LITTLE-"FERRIS WHEELS are 45 ft.; kiddie, 1x2 Inches Centre Hall, 7, H. Larger sizes on RIDES:

$30,- F.O.B. No G.O.D.

Since singer. Since the dull stretch occupied by the Hamid, whose flexibility for Martin is proves that some space remains indelible. Premium money is increased, from $1,200 to a new total of $21,000.

EMSEE JIMMY MORGAN’S

Geneva, New York

Particulars, Write, Wire or Phone

By Miss Julia Gibbs, who

BARTY

154 CLEVELAND STREET

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"Yes, sir," he says. "I have had 4,143 riders in 11 days at the P.N.E. in Vancouver. The Kiddie Boat Ride is fast line.

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Fla. Fronton Plotted for Show Usage

DAYTONA BEACH, Fla. — After a period of court battles and building delays, the Fronton Company, headed by Carl Jai Alai, Inc., is now set to begin construction on its proposed $1,500,000 fronton on Route 92 just outside this city. Building site and packing components have been completed.

Irregular Weivester of West Palm Beach is president of the newly organized corporation. The name fronton is a Spanish word indicating the type of gambling that is a favorite with the American Indians.

The new building is described by Sievert as "something different from anything else in the world." Frances Walton, Daytona Beach architect, is the designer. It will be a multi-purpose structure, air-conditioned and seating 1,500 people, and can be used for concerts, conventions and many other purposes. Jai Alai parimutuel betting is regulated by the State Racing Commission which has granted the local fronton a 90-day permit, starting in June.

This will be the only fronton operating in the summer, and the others in the state are Miami, Dania, Tampa and West Palm Beach. Under these circumstances, Daytona Beach does get a great interest by visitors when vacationers from the Snow Belt flock in. The new project is de

NEW YORK — Twenty firms active in the production and installation of exhibits took part last week in the fourth annual clinic and show for shows of the Exhibitors Advisory Council. The three-day clinic may Monday through Wednesday.

One of the highlights was the presentation by Paul Violleau of Blaauw-Koons Company, at which many aspects of the work of putting on a show were discussed.

A merchandising problem appears on one in which a pre-built exhibit of, say, 30 feet, appears at a hall and shown to a 30-foot booth. As the talk evolved, it became plain that many exhibitors do not fall into regularities of the halls. Questions like, Does the size matter? Do they need power? Do certain requirements and others, are all too often considered by busy and designers.

Two key pointers were brought out. Get all the information you can on the halls and exhibits. If you are going to be "on the marquee," you can attract still more potential visitors.

Jai Alai is a Basque-couped-up version of handball and is popular in Latin-American countries, where it is inseparable from the crowds. The enthusiasm spreading throughout the country.

No. Ala. State Ups Parking

FLORENCE, Ala. — The North Alabama State Board of Education, which opened here September 15 for a five-day run, has solved its parking problem by the addition of 16 more spaces for cars. The old lot was on the city for the first time, now has a concrete floor.

Hoosier Tents

ANY SIZE • ANY STYLE CANVAS OR NYLON
Fastest Shipment • Lowest Prices

Anchors Tents

The Showman's Choice

1721 North Saginaw Street, Saginaw, Michigan

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Cement in N. Y.

Exhibitor Discuss Problems

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AND AWNING CO. Established 1870
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THE LOWEST PRICE CONSISTENT WITH QUALITY

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1515 W. Pine Street
Phone: Curtis 1-1232 Indiana 22, Indiana
Miami Beach Exhibit hall
To Open Early

MIAMI BEACH—According to Claude Ritter, exhibit hall, and a director management, Miami Beach's $4,000,000 six-convention exhibition hall, which will cover six acres at 1700 Washington Avenue, will open ahead of schedule September 28.

The event will be a two-day showing of 1950 model autos by as yet unidentified company, Ritter said.

Originally it had been planned to open the big hall, adjacent to Miami Beach Auditorium, for the first time on October 5 for the Protestant Episcopal Church convention, which will bring 16,000 visitors later.

Under the marquee

* Continued from page 48

The atmosphere is with the band on Jimmy Heier's shoe making the Hotel Atlantic a classic event of fast sale. Everyone expects to return to the Merle Land shoot by January 15. Dave Mchargue, who is with the winter zone, started this fall.

Hobart Hoppie caught Bec- me and Tyron of the Southland Silverdale and Billy Orrod Red- ffer of Pine Grove. Calver- son, Tex., the big ringer. The Budgers' chimp died the second day.

Bill Green, ex-circus press agent, caught Clyde Bros. Circuses on their way to Pullman, Ill., 25, R. I. TV station WJAR-TV in Providence, R. I., did a beauty show for a series called "The World Around Us." Fans assistant was Ted McKinnon and Rich Danabany.

Paul Bowers, CFA, caught the Eastern States Entertainment, and Hunt Bros. at Lincoln Park, Chicago, Ill., the Great Girls of the Rosell, Faith King, the Ferrous and Jack Sweetman caught Mills, the Linda Bros. and Louisa, Ohio town. Sweetman is on his way to the Vermont State Fair to the Wilson Storry Circus there.

Jack Bennett now is in the Amos Cowan tent, expects to spend some turndown time at July with Hagen Bros. and then go to Germany Fish, Seattle Times newspaperman who assisted in writing the book "Big Tent Circus," had a two-column page recently about Jack Ben- nett in his circus, which now has a doughnut shop in Seattle.

Barnum Armstrong Jr., formerly with the Armstrong Booking En- gine, now is with the Hackett Ford Bro's. Agency in Indianapolis. Recently visited Adams Bros. Cir- cus and Eddie and Ben Britto. He recently bought the show Will Brazil and the Ford agency. The Gibsons, last year with Hunt and now joining Frontier Town in New Jersey called Armstrong when they passed them Indiana. He also visited with Corley Cox and with Bob and Betty show in El Paso, Tex. and in his farm. He has had recent word from a show in Illinois. and video specia- list son of concession supplier curts (Cham Rights). have been very busy. George Shrive- back in action after an illness and surgery, and Dorothy Morrell Rob- bies. He was with the Show White was recuperating there. Roy Armstrongs Jr., were planning to see Tom Parks' Cir- cus in Evansville, Ind.

Prospurk Zoo at Brumbaugh, N. Y., recently shot two elephants, one with a trunk in the air, and another elephant in the air. The Beauty show at Woodchase, Mass., included John McDonough, Charlie Dokey, George E. M. Krauser, Nick Annas, Everett Smith and the Joseph Carberry family.

L. C. Skeet writes that he vis- ited Buffalo and the Beatles trave- ling to Austin, Ont., when Henry F. CFA number one. Jim Durante was in Chicago for a recent appearance he posed for newspa- permen. Barbara and CFA President, Herman Lindon.

Mrs. George E. King writes that her husband, elephant trainer with the Don Franklin Shows for three years, and her caricatures, have been compelled to retire because of his health. At are at Farming- ton, Ont., with his daughter and son-in-law, the Paul Thurlow.

When Adams Bros. Circus played Lake Ozark, Mo., the Claymen, including Floyd and Mary Jane Hen- son, Howard and Agnes Han- son.

From Foolish Bros. Circus, Kitty Roberton writes that Dave Kempsdon, manager of Latvia, Fair, visited, and another visitor.

San Francisco—This home and last stand of the 1950s circus is proving exceptionally good at the box office for Shubert and Radioolla. The first week at Winterland registered a $1,077 and receipts a healthy advance for the remaining nine shows and two Francisco being an extremely hot baseball town, with the National League.

The 1950 tour as a whole was considered the best successful, according to Oscar Johnson, con- sidering its high figures were set at Madison Square Garden, New York; Maple Leaf Garden, Toron- to, the Arena, Philadelphia, and Pan-Pacific, Los Angeles.

Despite breaking and heavy snow storms, Boston and Mont- real were slightly ahead of the previous year. Cleveland, Minne- sota and Chicago gave the show better ratings than in past years.

Behaviors how already started on the new show and as usual are under the direction of Fran- clairs, Mary Jane Lewis and Sue Kahn.

The music staff for next year is the same; Frank and Joseph Hackett, conductor, Paul Len, assist conductor and George Foust, percussionist.

Route Changed

The 1950 route is basically the same as before. Des Moines Veteran Memo- rial Auditorium, Des Moines, chases to Toronto, October 1-5, after buying three shows and scheduling difficulties. The Chicago Stadium opens in late, October 23, as is Detroit Olympia, November 11.

Philadelphia Arena as usual opens Christmas night, and Madi- son Square Garden. Colene Cox, formerly with Beauty. Charlie Hildreth clowned at the show. Harold Simmons had a birthday party. George Hungary bought a Palomino horse in Santa Rosa, and will break it for the ring. Anton Wazoon and his wife, Carol have moved to Los Angeles. Mr. and Mrs. Wazoon is in Washington.

Steve Bratman writes that when he caught the Mills show he found that the animals included Frank- LeBourd, leader and cornet; Philip Markoff, cornet; and Leonard Goddard, double drums; Everetthwater, harmonica; Dan Anderson, trombone; and Joseph and George Saker, foot drums; Harry; Martin, alto; clarinet and saxophone, and Larry Gorski, drums.

Eva Green, East Liver- pool, O., took a week off and caught Circus Bros. when he saw Jerry Hardman, Ralph Stevenson, Harry Shaw, Amos Peachey, Jack Hart and Lee Green.

Visiting Crittenden Circus on the45th year in Chicago were Robert P. Mclanahan, good pal and Gerald Hunt, all of the show's picture agencies, along with promoter Stanley Paul.

Elsie Kaufman, Crittenden car- rymaker, and some of her crew, George Kelly, Andy Campbell and Bobby Chaffin, caught the opening in Chicago.

Dipsy Dog Batter
AMERICA'S FAVORITE HOT DOG ON A STICK

The only nationally advertised hot dog on a stick, Dipsy Dog Batter is enjoyed by millions of people each year. Its unique, tangy batter is made with 100% pure, farm-raised T-Bone steak, and is再造的 another. Its secret sauce is a blend of spices and herbs that is sure to delight anyone who tries it. The batter is cooked to perfection on a hot dog bun, and the result is a delicious, satisfying meal that is perfect for any occasion. It is easy to prepare, and it can be made at home or in a food truck. Whether you are looking for a quick meal or a delicious snack, Dipsy Dog Batter is sure to be a hit. Try it today and see why it is America's favorite hot dog on a stick.
Packs, Tom: Mills Bros.: Kelly-Miller: Clyde


The William Lepper, Jr., passed away in Geneva, May 19, 1958. He was a member of the United States Marine Corps, and a member of the association for the past 15 years.

In Memoriam of My Dear Husband

Denny Pugh

In Cherished Memory of

PAL AND PARTNER
Denny Pugh
Who Passed Away
July 10, 1949

"Always in Our Hearts"

JOE AND SALLY MURPHY

In Loving Memory

of

Denny Pugh
Who Passed Away
July 10, 1949

PAUL A. ZULA JUNIUS
GRACE TINDER

In Memoriam of

BAUCK COFFMAN LEEPER, SR.

a man who helped everyone he met.

Rosedale, Del.

Known in the show world as

JACK COFFMAN LEEPER, SR.

a railroad man.

FLORENCE LEEPER

In Loving Memory

of

Paul Bauck Coffman Leeper, Sr.

Passed away from heart attack.

In Memory of

of

DE CROOT - a daughter, Nell, to Mr. and Mrs. H. J. C. De Croot.

Hazard, Ky., 1958.

Two women and a child were killed in a car accident.

De Croot was a member of the association for the past 15 years.

Rosedale, Del.

Friends and Family

who passed away from heart attack.

JUNE BOYLES
NEW YORK
Space Park Slices Fee In 1st Week

NEW YORK—Admission prices at Space Park, a new middle to upper-middle situation in suburban Westbury, were slashed by more than 50 per cent for its first two weeks of operation. The park opened June 10 with a big Winstead opening parade and a big parade. June 30.

Gate charge now costs 5 cents for adults and 10 cents for children. Original price was 75 and 50. The park sits on a 45-acre Space Highway Field shopping center and occupies a former gift shop and appliance store.

Since Kruse bought out his partners several months ago he has embarked on a push to enlarge the park.

Exposure to highway advertising is credited with drawing the crowds from the busy highway fronting the facility.

Seaside Adds Helicopter

SEASIDE PARK, N. J.—Tow-
ern and Chives, owners of the famous Beach Tower, added an Atlantic Helicopter to their Sea- side Amusement Park.

ROLLER RUMBINGS

Mineola Cops Empire State RSROA Tourney

Mineola, N. Y.—Early June
History last Mineola Bunk won the annual Roller Skating Rink Operator’s Association of New York State championship by edging Rim Queen, Long Island, 247-231, before a record crowd and a record setting the previous season.

Walt Clef, Eunice, N. Y., was third with 236 points, followed by Eddie and Chester of both of New York, and Menands, N. Y., 11th, 10th, and 11th, respectively.

Clef's 236 was 81 points ahead of his first place in 1948, placing him third in the national ranking.

The tournament was held at the Atlantic Helicopter on Long Island.

Don't overlook the CLASSIFIED SECTION
CIRCUSES

CIRCUS FANS STAGE BIGGEST CONVENTION

CHICAGO—Circus Fans Assoc-
ation convened here Thursday (27) at the Davenport Hotel to hold its annual sessions, variations to two circuses, and social events. It was the best attended convention in history, Treasurer C. O. Gaudet reported.

CHICAGO — Cristiani Bros. Circus and Tom Parker got off to a lopsided start in making Lakefront stand here. On the last day of the show day in July, Cristiani moved the lot south of Soldier Field, in Chicago. So Harold Bros. was at the board of the city.

Deal with Kroger stores made for part of the advance sale deep. Eight stores used circus trail, gave away tickets and con-
ducted a program that filled the auditorium.

The circus currently is at the Chicago Lakefront. picture in its history.

The circus is in Chicago for several days, and will be followed by Birmingham, Ala., Harrisburg, Pa., and New York City.

The circus was in the city of New York for the first time in 1958, and will be here Saturday (28). A small lot of cattle in the valley with an audience of 100.

Playing New Hampshire After Hiatus

NORTH WALPOLE, N.H.— Harold Bros. Circus entered New Hampshire after a hiatus of several years.

The circus is in New Hampshire for several days, and will be followed by Birmingham, Ala., Harrisburg, Pa., and New York City.

The circus was in the city of New York for the first time in 1958, and will be here Saturday (28). A small lot of cattle in the valley with an audience of 100.

The circus is in New Hampshire for several days, and will be followed by Birmingham, Ala., Harrisburg, Pa., and New York City.

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Tulsa to Utilize Bleachers, Tents

TULSA—The Tulsa State Fair will use bleachers, tents and other buildings on its grounds to replace its grandstand which was destroyed by a $600,000 fire here on June 8, Clarence Lester, manager, announced. The grandstand and its accompanying 60,000 square feet of commercial exhibit buildings were leveled in a fire of undetermined origin.

Lester said the fair is currently negotiating for bleachers and hopes to have capacity for 5,000 by August 10, so that it can resume its regular weekly program of auto racing and wrestling plus a number of other events that are on the program.

The loss of the 60,000 square feet of exhibit space also was a serious blow to the fair. Some of the exhibits will be moved into the pavilion, others will be spotted in the educational building and two tents, each 60 by 200 feet, will be erected at the ends of the bleachers. One will house the fair's popular sports and boating, the other the Atoms for Peace display.

Also definite long-range plans have been made for the new facility, which is to be completed before the fair. The construction of a new, air-conditioned commercial exhibit building that will measure 228 by 400 feet, and which will be entirely separate from the new grandstand which will be financed by $300,000 due the state in fire insurance plus additional funds.

The new grandstand will be a concrete and steel structure. The one that burned was of steel and wood. Lester also reported that the fair recently opened two new 18-hole miniature golf courses which, along with its driving range, are doing excellent business. Coastal Carolina Fair, which is still holding up well, he said.

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REUNION

Jack Dempsey, Gibbons May Visit Shelby

SHELBY, N.C.—A reunion at the Marais des Jalles of Jack Dempsey and Tommy Gibbons, who fought the greatest heavyweight championship fight in history here in 1923, is moving closer to reality. It was announced by C. J. Cooper, secretary-manager of the event.

The two participants have been invited to return to the scene of their battle as guests of Mounts, Shelby, the Marias Fair and the Park Grocery Company.

Gibbons invited both to Shelby for a reunion July 24-27, during the fair. Governor Hugo Arnazov wired "Montana would be pleased" for the occasion.

In the summer of 1923, a little known lightweight from the Park Grocery Company was matched against Chicago's Tommy Gibbons, with the result that the two went down to the ground and out of commission at the July-Jitter Fair in honor on the tercentenary of France.

Second Charleston Event Contest Protects Livestock

CHARLESTON, S.C.—A new program, "Second Charleston Fair," is being conducted by the North Charleston Junior Chamber of Commerce, which is planning a second year event.

A suit filed in the Court of Common Pleas here last month that the law be declared null and void. The suit alleges the law violates both the Fifth and Fourteenth Amendments of the United States Constitution.

If the suit in the action were not as Paul B. Martin and Josiah G. Carter, president and general counsel respectively of the North Charleston Jaycees. Also listed as plaintiffs is the recently chartered Charleston County Fair Association of North Charleston which also alleges that the two men are acting individually and as Jaycees officers.

Named defendant in the action is the Exchange Club Fair of Charleston, which is chartered by the United States Congress. The fair is said to have conducted a fair on the fair ground in November 1 at Johnson Hagood Stadium.

On the other hand, Paul B. Martin said the Jaycees definitely would hold a fair this year. He added that the area has been burned and that a tentative date-three weeks after the Charleston Fair's has been set, June 25-27. Two hotels will be providing the midway for county fair here for a number of years, has been made available for the fair by the Exchange Club for its fair this year. American Legion will provide the club's midway attractions.

The Exchange Club is scheduled to be held on the fair ground in November 1 at Johnson Hagood Stadium.

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The Exchange Club Fair was incorporated October 1, 1956. The Jaycees in the area have been asked to consider the fair and what it means to the community. The fair was called a great success and will be held annually. The fair was held in 1958.
BRANDON, Minn.—The last day of the 11-day Brandon Fair, which opened Monday (30), gave the Royal Amusement Show higher ride and show receipts than the corresponding period last year.

Fact that Kids' Day and Domino Day was Wednesday, felled on different days—Monday and Tuesday, respectively—accounted in a large part for the greater show. Last year the holiday and the Kids' Day fell on the same day.

Wednesday (2), third day of the run, the Royal offered with bigger receipts than the corresponding day last year. RAS officials, in projecting their early estimates, believed that the line would wind up the fair date with 12 per cent greater ride and show receipts than the previous year.

Four shows were booked close together at Brandon last week, offering the fans a good deal of variety money. Leon Claxton's "Clown in Houston" was leading, followed by the World's Best Show and Dandy Brass Band Show, and Lash La Rue's Western Show.

Representatives from other fairs where he visited were Steve McEuen and Jack Warren, of the San Antonio Exhibition, and Tommy McLeod and Bruce Perucce, of the Regina Exhibition. Prepping R&fh offers Wednesday and Tuesday, respectively receipts for the fairs last week.

COLUMBUS, O.—The well-promoted events are holding up extremely well, said Floyd E. Gooding, general manager of the Columbus Fair Amusement, said at the organization's base here Monday.

"These events are producing record rides and good grosses, generally," Gooding, who now has a draw rides unit out, said in commenting on recent busness.

The recession, he observed, is causing the fairgoer to economize where there is a lack of profligacy.

He reiterated his previously expressed view that the fairgoer was buying up to the healthy dollar last year. Gooding pointed out that per-capita spending at the Columbus fair was down but is offset by greater attendance.

"We have built up our picnic business substantially, introduced new effective promotion sub—Gooding said, in commenting of this seasons business at the park. The veteran operator had a daughter recently returned from a trip to Europe, where they visited Brussels, Paris and Rome.

The midway at the Brandon World's Fair gave him "no particular help so far as enlightenment and promotion of the fair is nothing startling in the amusement business."

He added that the Wild Mouse, Roller Coaster and Streaker were doing well. Edison's new "Big G. S. " of most of the other midway attractions were getting light to fairs.

SAYS LINT, Mich.—With nearly three months of operation in Michigan, John P. Reed's Happyland Show report a record for an average of 10 cents per admission.

Despite recession conditions in the state, attendance has been fairly good. All of the shows have built up, apparatus has been well maintained under improved weather conditions. In 1957 the early season was consistently rainy; the shows have met a single evening because of rain this year.

Typical was the experience at the Michigan, a hit-and-miss event staged by students at the University of Michigan in Ann Arbor, where business was much more than average.

The show opened April 11 at Garden City with a small spring unit, chiefly rides, building gradually for the special seasonal opening at Mount Clemens May 23 under Exchange Club auspices. Weather was good here and helped to keep business about equal to last year.

A two-day stop at Detroit and Farmington Hills for the University High School followed. This was a new spot for Happyland with business reported double last year's, aided by considerable advance ticket sales and attractions offered the public.

The shows then moved into the traditional downtown lot at Pontiac under Elks Temple auspices for the 7th consecutive year. Business about 20 per cent better business than in the same period last year. From Pontiac Happyland moved here to Ypsilanti, the last stop of its journey. The best day of the season, 12, closed July 3. With considerable industry and weather the fact of recession was felt, and business was down slightly on July 4, but the availability of extra equipment helped to maintain the overall performance.

The show splits into two units (Continued on page 50)

ROCHESTER, N. Y. —A telling week's business, following the best opening day since springtime washout, brought the James E. Strates Shows last week in Western New York (30) a total of $60,000, All shows were held in the Town of Union, in Genesee County, the largest gross of the season was described as outstanding.

Previous weeks were 20 to 25 per cent good enough to satisfy most business operators here. Several shows scheduled for this week in the northeastern part of the state, in effect, opened last week in the idea that a two-week run was equal to last year, which grossed $58,000.

Two backends units hooked in to the New York end of the line, one at Skaneateles, and the other a two-day stop at Tullamore Rees, joined last week with a Girl Show, which will be followed by two fairs. Sullivan plan to use the two backends for two farm county fairs.

Enjoyments have enjoyed fine weather and could accommodate several big weeks with the Jessows unit. A Wisconsin show from Ft. Lauderdale, Fla., joined last week.

Olson Wins OK at Anderson

ANDERSON, Ind. — Olson Brothers OK Amusement Company Free Fair here Monday (30) opened with a fairly good showing, despite the heat, which also had no heavy shoppers, crowds were light. The weather was mostly sunny but a few showers were moved in.

Olson had twoCanceled shows, due to the heat, but the fairs were expected to return to normal by tomorrow. The fairs are expected to be closed for the next two days.

Buck Receives New Helicopter

KEENE, N. H.—C. E. Buck, owner of the Buck Bros. Helicopter Co., received a new helicopter to its ride.

The ride is carried over the road on a trailer mounted centerfold.

CARNIVALS

ROYAL UP 12% AT BRANDON EX

Kings' Day, Holiday Swell Gross; Claxton, Mitzie, Best, Larue Vie

BRANDON, Minn.—The first half of the nine-day Brandon Exhibition, which opened Monday (30), gave the Royal Amusement Show higher ride and show receipts than the corresponding period last year. RAS officials, in projecting their early estimates, believed that the line would wind up the fair date with 12 per cent greater ride and show receipts than the previous year.

Four shows were booked close together at Brandon last week, offering the fairgoer a good deal of variety money. Leon Claxton's "Clown in Houston" was leading, followed by the World's Best Show and Dandy Brass Band Show, and Lash La Rue's Western Show.

Representatives from other fairs where he visited were Steve McEuen and Jack Warren, of the San Antonio Exhibition, and Tommy McLeod and Bruce Perucce, of the Regina Exhibition. Prepping R&fh offers Wednesday and Tuesday, respectively receipts for the fairs last week.
CARNIVALS

REGINA Off 30% For P. Sullivan

Turns Good, Spending Tight; All Segments Get Little Play

REGINA, Sask. — Topping off for a 13-day tour of the Western Canadian circuit, P. Sullivan, a 39-year-old (Jimmie) Sullivan's World's Finest Shows, closed show July 28, after a rather disappoing six-day stand under Canadian Legion auspices.

Flavorly view of visitors to Sullivan's tent had preceding billing was a love at easy busines for the six days. The show was down to 30 per cent off last year.

John Flanagan's 'Vice Los Girls' added Bally's 'Rock and Roll Revue' drew the major interest in that order. But the activities of the rides and the frontend was not too good.

(End)

The Girl Show and the rock 'n' roll must have been running smooth, the Scraper and Round-Up have been tripping the rides, and Phil Courtnex, who has been, manager, the franchise has been potting a hot item in lobster.

The show train made a fast hop to Regina from Virden, Man., the first tour on which 'Davy Crocket' was loaded. The show was closed three-day fair which had just been followed by a 10-day run, new date for Sullivan. It was the biggest blank the show had in 20 years, he said.

From Sarnia, Ont., where business was the best in years (up 17 per cent), the show made a long jump to Saint Marie, Ont., for May 26-31. Weather was good and also business was off slightly from last year, it was still regarded as excellent.

A new lot was brokers at Sarnia. The Gem City Shows; Colon 10; (to Tuesday at 11:30), stand, played without auspices, proved a string one. Weather was good and business was well ahead of last year. It was said the season was on the same lot for the show.

From Regina the show moved to Weyburn, Sask., for the three-day fair. Others on the B C Circuit include Estevan which is certain to have a bearing on the crop outlook. Thus, the president of the other Class B Fairs, such as Weyburn and Yorkton, was on hand for a visit, and the Weyburn radio station sent a car along for tape previews. One of Sullivan's sons, John L., aged 9, came in from Tisdale a few weeks ago. He had travelled with the railway since he was 3, and has seen all the shows since.

Drought Hurts Railways have imposed a 10 per cent fare on wheat, and there are indications the rainfall on rail equipment may go up all over the country.

"There's a little controversy, but the wheat situation a decision has been made yet," Sullivan said.

The season has been an encouraging one to date, weather-wise and money-wise, said. Business in Eastern Canada was up 10 per cent, but in the West there has been no serious weather trouble.

Page Reports Biz Up 25%

EMINENCE, Ky. — Despite the bad weather, Page Hosiery Show reports were ahead of last year and gross totals this far is close to 25 per cent over '57. W. (Shogun) Page, president of the board, announces last week.

'Shogun' is carrying his major and three kid rides, a half-dozen shows and some 30 comedians. Staff includes: Manager, W. W. Page, secretary, Alton P. Page, booker, Walter L. Page, etc. The shows are running in the best of shape, according to complete entertainment nhất Rock, local, electrician, a recent visit of Dr. Coulnnie included. The shows, home office, are located in Grayson, Ky., and are now on tour in the state.

Mr. Rich (Bill) Green, wife of the show's business manager, was given a shower by Mrs. Al geometric, Al's daughter, and Mrs. Kunz, Kunz and Mrs. Kunz and wife, all of Des Moines, Iowa, this week. A shower was held in Des Moines, Iowa, for Mrs. Kunz (Nancy Jackson), wife of the Scrambler farmer.

CONCESSIONAIRES

NOTE

Ralph W. Hart Publishing Co., 112 W. Superior St., Chicago, Ill., publishes and circulates THE BILLBOARD.

HARLAN MACVAY, president;

THE BILLBOARD, 112 W. Superior St., Chicago, Ill., 60606.

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Frank Robinson

Now Operating Western Shows

EVERETT, Wash.—Western Shows, in its 12th year, is owned and operated this season by Frank and Marion Robinson, who assumed the reins upon the death of Mel Coudert, who died last year. Show also has a No. 2 unit under the management of Frank Robinson.

Staff of the No. 1 unit includes Joe Thomas, manager; Frank Kirk, advance agent; Fred Avans, booker, box office, anduyo, and Frank Lowe, promotion and billing.

Ride personnel includes Fred and Mae Shook, Rockchases; Sam Buntor, Rockoplane; L. S. Baxter, Helicopeter; Jack (Pop) Hill, Kidde-land; and Lam and Henry Robinson, Pete Wheel, Lloyd Kitchel and Leonard Brandtford, Ontoots; Norton Salliment and Albert Hampton, Merry-Go-Round, and Bill and Lois Luth, ponies. Cashiers include Lynn Lamb, Carl Robinson, Katie Lamb and Dorothy Brown.

Along concession, are Marge Schmidt, jewelry; Svee and Vi Peterson, popcorn, fish pond and bows; Basilinda, fish pond, Max and Mary Miller, drives, watch and bear pitches; Dorothy Duvall, watches, Fletcher Duvall and Gene Bovin, derby; Cecil and Betty Beque, one ball, balloon and spaghetti; and George and Leon Bobich, piano, ring and lead gallery; Charles Austin, novelties; Harry Shreve, rat wheel; Harry Goodman, monkey, wheel and add "en masse" darts, Fred Armistage, strong store; Jack and Katie Beierwal and Odie Judkins, cork and hock, and Delmar McClain, scales.

WANT NOW

Wheel and Outdoor Perfumes. Must be well built and suitable. No salary anticipated. Room and board.

BILLY BARBIE & CO.

WANT TO BOOK

Legitimate Concession and Concessionaires. No fee or salary. For Sale—15 Kite Wheels. Contact.

JOE A. HARPER

Photo: Meter, Chey., Kansas. Phone: 23-245.

WILL BOOK

Roll Shows, Bumper Cars and any Outdoor Fairs not conflicting. There are no offers. Call Harry N. Bank, 26th St. and Main, Chicago, Ill.

JOE L. KING, KING BROS. SHOWS

Fl., Eustis, July 13; also on tour.

IDEAL RIDES


HUB LUKENS, Mgr.

Ray Cox Says

Fair Season

Looks Okay

FRESNO, Calif.—Abile business has been spotty for Great Western Shows on its 1958 route up to now, Ray Cox, show's owner-manager, is anticipating a prosper- ous last six week starting July 31 when the organization plays five California, State-sponsored exposition in a row.

The quiet of events starts with the Sonoma-Marin District Fair in Petaluma, being the first time for the show to play this contract. Following the Golden Feather Fair in Griffin, Great Western moves into the San Joaquin Valley to complete the season with harvest festivals and fairs in that section.

Cox said that fair dates played to this point had been "pretty good" but that a few Northern California still spots were off.

Show is now carrying eight major and four kids rides which will be supplemented by booking additional devices for the fair circuit. Cox purchased a Roll-o-Plane and a Scooter ride from the Frank W. Babcock United Shows, the deal being consummated in Petaluma. The Babcock unit played the National Orange Show in San Bernardino last April.

FOR SALE

No. 8 All Kite Wheels, good shape, owner wants to do. A.M. with trailer.

A. M. PODBORSKI

2595 N. Turner Ave., Chicago, Ill.

Phone: 24-25, W. Fairground Ave., San Diego, Calif.

Buckeye State Shows

Period in Toledo, Ohio, July 6-12,

 Mt. Sterling, Ohio, July 15-19

Want Stock, Buggs and Pony Parks at all shows.

Want Ride Help: First and Second Men at all drives. Must drive anStraight Line. Top salary and liberal paid holidays.

Want experienced Ride Superintendents who know of rides and horses. Must know of rides and horses. Contact Manager, at one park.

TURNER SCOTT

Wants High Performers. All your talent, play any role. Want Agent for Age and and. Great production. Box office, Fairground Ave., South Bend, Ind.

Wanted North Grandview Ave., Dayton, Ohio. Plays……(continued).

THE BILLBOARD

CARNIVAL

July 7, 1958

BLUE GRASS SHOWS

Want for long route of Fairs and Celebrations commencing next week, July 14-19, at Tuscola, Ill., Annual Celebration in City Park; followed by Champaign County Fair, Urbana, Ill., July 21-26, and a frenetic route of bona fide Fairs until Armitage Week in Florida.

CONCESSIONS: Honky Punks, Prize-Every-Time-Games of all kinds, Glass Pitch, Age and Points, Derby Race; Cookhouse that caters to show People, Photos, Name-On-Hats, Lamp and Bird Pitching.

Wm. Werfel can place capable Grind Show Agents who can take orders.

HELP: Foreman for 12-car Scooter, top salary and bonus. Must be licensed semi-drivers.

Want Second Men for all major rides.

All wires to C. C. GROS CURTH—BLUE GRASS SHOWS, Hannibal, Mo., this week.

Can place at once experienced couple for nice office-owned trailer Grab. Must drive panel truck.


For Sale: Young performing performers, excellent act. All props, tractor and trailer. Fourth season on our route, reason for selling animals all gentle, healthy and ready for showmanship. Also work in harness. Terms.

CONCESSIONS: Can place a few Honky Punks for Peoria, Ill., Fair only, July 16-20. All replies DON FRANKLIN, MGR., Stoughton, Wisc., Fair this week; Feenie, Ill., Fair, next.

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Legitimate Concession and Concessionaires. No fee or salary. For Sale—15 Kite Wheels. Contact.

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Wanted North Grandview Ave., Dayton, Ohio. Plays……(continued).

THE BILLBOARD

CARNIVAL

July 7, 1958

BLUE GRASS SHOWS

Want for long route of Fairs and Celebrations commencing next week, July 14-19, at Tuscola, Ill., Annual Celebration in City Park; followed by Champaign County Fair, Urbana, Ill., July 21-26, and a frenetic route of bona fide Fairs until Armitage Week in Florida.

CONCESSIONS: Honky Punks, Prize-Every-Time-Games of all kinds, Glass Pitch, Age and Points, Derby Race; Cookhouse that caters to show People, Photos, Name-On-Hats, Lamp and Bird Pitching.

Wm. Werfel can place capable Grind Show Agents who can take orders.

HELP: Foreman for 12-car Scooter, top salary and bonus. Must be licensed semi-drivers.

Want Second Men for all major rides.

All wires to C. C. GROS CURTH—BLUE GRASS SHOWS, Hannibal, Mo., this week.

Can place at once experienced couple for nice office-owned trailer Grab. Must drive panel truck.


For Sale: Young performing performers, excellent act. All props, tractor and trailer. Fourth season on our route, reason for selling animals all gentle, healthy and ready for showmanship. Also work in harness. Terms.

CONCESSIONS: Can place a few Honky Punks for Peoria, Ill., Fair only, July 16-20. All replies DON FRANKLIN, MGR., Stoughton, Wisc., Fair this week; Feenie, Ill., Fair, next.
CONCESSIONS:

equipment.

Colored

Long

Cat Rack.

All

Winona,

Can use

Contact

sota,

Storemen. Swinger Frank

please

Range, Age and Scales.

ALL FAIRS

Young.

Drome,

cÍo

Legion

AGENTS

wanted immediately. (Harold Weatherbee, contact.) Want

to

- -19 -20

LANE

Girls

of

Pitches,

AMERICA

Pa.,

Downtown ticket

Council. Emmett

slow. Al Brown

manager; Joe Klaiber, trailer;

and Pete

B. Parkes, publicity;

Danton, ride superintendent;

Russell Stager,

ant electrician;

Eckstein, manager;

O- Trolley and Tramways.

forever changes, pictures, column

departments. Emmett

Hart, Coc Concessions, Milw.

WANTED

for the best

Fair

buck. Mrs.

Bill

Mrs. Reid

of

in

January

Ride.

tary; Buster Anderson, builder;

Ride superintendent;

and

Mrs.

Robert

was

the

years, except for the

Michigan Showmen's Association; Cameron D. Murray, president of

Michigan Showmen's Association; Mr. and Mrs. Herbert Burty, Fred

and Mrs. Reid; Wilf Marian, "the man who has everything." The

Roster of the Highland Show

(4)

Cluster Staff — John F. Reid, owner-manager; John G. Reid,


Wheel and Merry

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CONKLIN SHOWS

The Best Fairs in Eastern Canada

Leamington, July 29-Aug. 2
Belleville, Aug. 11-Aug. 14
Thornton River, Aug. 15-Aug. 21
SHERBROOKE, Aug. 22-Aug. 28

WANT: For Fiesta Grounds in downtown Haverstraw, N. Y., for the Chamber of Commerce Trade Fair, July 21-26, inclusive.

HAVERSTRAW, July 21-26
MIDDLETOWN (N. Y.) FAIR, Aug. 2-10
FLEMINGTON (N. J.) FAIR, Aug. 26 to Labor Day

MINEOLA (N. Y.) FAIR at $20,000,000 Roosevelt Racetrack, Sept. 6-14
GREAT DANBURY FAIR, Sept. 27-Oct. 5

WANT: For legitimate Concessions and Hanky Panks that don't conflict. All shows booked already except Wildlife, Fat House, Rides, Novelties and Sides and Age are all set for the entire fair route. Can see three possible Concessions for the MINEOLA FAIR. THERE IS NO EXCLUSION.

All replies write or wire: I. THEBIS, 248 Valentine Avenue, Bronx, New York City.

FRANK R. CONKLIN
Box 31, Brantford, Ontario, Canada. Phone: Plaza 3-2619

GREAT WESTERN SHOWS OF CALIFORNIA'S
CANCER FUND

PLAYTIME SHOWS
NOW BOOKING FOR 3 BIG MASSACHUSETTS FAIRS

WEYMOUTH FAIR
August 18-16

TOPSFIELD FAIR
August 31-September 4
Day Racing Rally
Many New Added Features

MAINE FAIRS TO FOLLOW

WANT—Wild Life, Snake, Fat Show, Midgets.

CONCESSIONS—Grosb, Novelities, Racer, Hanky Panks. No gypsys or grift.

Write, Wire as per route, or ED BURR, Box 206, Quincy 69, Mass.

BILL McCOLL
Can please capable and reliable Agents for all parts of Hanky Panks and sideshows. Need full crew for Six Cents with local pay. Can also supply Circus. Xmas trade. Large or small acts. Hours 10 to 1 p.m. or others. 50% per week. stamped and tax paid. No horses or gypsy. Want to buy Small Center and 60 Wheel. All replies to be sent to BILL McCOLL.

OHIO MIDWAY SHOWS
WANT HANKY PANKS, Crazy Bull, One Bull, Basketball, Pitch Pond, Pitch Games, Scale and Age, Short Range, Cork Galleria.

Can use good Second Man on all Riders who drive, also Jenny Faremen.

Melvin, Ill., July 7 through 12; Carlyle, July 15 through 19.
THE MARKET PLACE FOR BUYERS AND SELLERS

REGULAR CLASSIFIED ADS
Set in usual want-ad style, one paragraph, no display. First line set in 5 pt. caps, balance in regular 5 pt. upper and lower case. RATE; 20¢ a word, minimum $4. CASH WITH COPY.

IMPORTANT: In determining cost, be sure to count your name and address. When using a Box Number, state The Billboard, allow six words for address and include additional 25¢ to cover cost of handling replies.

DISPLAY CLASSIFIED ADVERTISEMENTS
Attract more attention and produce quicker and greater results thru the use of larger type and white space. Type up to 14 pt. permitted. No illustrations, reverses, or other decorative matter. One pt. rule border on ads of 2 inches or more. RATE: $1 per page line, $14 inch. CASH WITH COPY unless credit has been established.

FORMS CLOSE WEDNESDAY FOR FOLLOWING WEEK'S ISSUE
Send all Orders and Correspondence to 2160 Patterson St., Cincinnati 22, O.
SUIT ALL TASTES

**Name-on-Hat Operator Expands Inventories**

By IRVIN KIRBY

Names on hats has always been a successful operation, but recent years have seen so much merchandising produced that state lines can number under the weight of dozens of different items. It's a far cry from pre-war days when an operation was a show-in if it stocked merely the stand-by—beanie, pickey caps and crew caps. But those were certainly the days, old-timers recall. A few basic models in four basic colors. Today, the well-hatted permanent stand carries as many as 40 models, and the travelling concessionaire runs as many as two dozens on fairgrounds. But there is some consolidation in that television merchandising has stimulated a public hat-consciousness and the hat boys are rounding the bases.

Television and films have also aided the permanent stand in creating a demand for monogram hats between the warm-weather seasons. Among the character hats available are jolly buffyons, Woody Wood, Mickey Mouse, Robin Hood and others. Current events and other elements of popularity are quicky grabbed by hat men with the result that we now have space, flying saucers, top banana, space explorer, and even Brussels World's Fair hats. The last being a version of the crew hat with the crown emblazoned with flags of all nations.

**Emfasic Models**

But this is only a start, as one can notice by letting his glance travel over the racks. The completely stocked stand also has yachts (Continued on page 4).
Name-on-Hat Operators

-Continued from page 60-

eaps, with helmets, deerst, toppants, propeller beauties, sombreros, fuzzy wavy suits, basketball caps, swivelbills and similar kinds of crowque models.

The business naturally has its ups and downs which are influenced by fashion, sales strategy, and economic conditions, but when it is good enough to make the action attractive to most casual viewers. A model and card, 1,200 pieces in a week, at $1 and 30 each. A reasonable average for the last six months has been $1,900 a week. These figures are made up of all kinds of prices. At one end of the scale is the Monday at the State Fair in Raleigh in 1931, when a dozen grossed $1,700. The same operator, however, played small New York theaters with combined receipts of $450, and grossed $850 for the three. Since the weather was perfect all a hot man can do in such a case is consider the presentment of the king in "Anna and the King of Siam." Is a puzzlement.

Embracing on hats in a tricky trade, and not many more than 100 good workers are in it. It's a guild, and in some cases, where a fair is open, the competition can be fierce. Altogether, Pa., for drainage work or light operators and a total of 72 10-to 15-stone devoted solely to meganaphone hats. Bloominga, Pa., gets even more. Nobody can explain it, but it's a good hat for hats, and operators aren't given to worry about reasons when the business quantity. No one can tell why they can nothold big, heavy cowboy hats at 83 and 84 in a small Princeton community, while other fair patrons won't part with more than a half.

Cowboy Hats Big

Cowboy hats were small sellers 18 years ago, when suddenly a monogram version went over at the Fall Show in Houston. From then the operator tried them in New Orleans at the Mid-Ave. They were big sellers and also sold well. Perhaps it was a coincidence that the cowboy hat was just picking up impetus at that time, but, as well as any other operator, the opera- tors didn't quibble over reasons, but laid in plenty of caps to cash in on the boom. It would stand without Western hat today, in any several weights and in both felt and laminated straw.

Cowboy hats are标准化 and standard type men, who have a tender to do the intricate script and acrobatic, and adept, workers have a tender to cut the air. They are agents, working for such widely known operators as B Cubanos, Buck Baby, and others.

Cowboy hats are big things, and we recommend California, to be sure, that he can stand the heat of the summer, and the heat and the heat and the heat... life is a cool apartment at the beach front, right near the line of the long-30 block-long summertime occurrence. If you realize that the top hat was the town you'd be glad to have them stay. Even a snappy Harry, the ace hatmaker who was the only person who has a hat to make a smile, has left to make a smile, has left to make a smile, has left to make a smile, has left to make a smile, has left to make a smile... The hum of the summer, and the heat and the heat... life is a cool apartment at the beach front, right near the line

Hawaiian 'TI PLAN'T LOGS'

Bundled in paper, this item has a very small quantity and is packed in paper.

LAVENDER SACHET

Sachets are available in small and large sizes. These Sachets are available in small and large sizes. Every Sachet has its own name Tag, ready to be attached to any kind of item, it is packed in paper.

SHERFYS

Sherfys 1937 West River Rd. 6 East St. 1937 West River Rd. 6 East St.

This Week's MERCHANDISE BUYS

GUIDE FOR THE WHOLESALE MERCHANDISE BUYER

PREMIUM • GIFT • SOUVENIRS • PRIZE • NOVELTY-PITCH MERCHANDISE, ETC.

JULY 7, 1958

THE BILLBOARD

NAME-ON-HAT OPERATORS

-Continued from page 60-

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SHERFYS

Sherfys 1937 West River Rd. 6 East St. 1937 West River Rd. 6 East St.
LETTER LIST

Advertisements and business cards printed in size of This Billboard will be advertised from week to week in all areas of the country. The names and addresses of advertisers in all sections of this publication are given on pages 46-49.

S. Davis, Farmer, Gray, Hightower, Jacobs, Ruth, H. D. Smith, Simons, Sandusky, Romero, Katheryne-Thurman, Brad Walter, Darrell White, Mrs. L. W. Brophy, Mrs. M. Michael Arthur, Mrs. B. Ripper, Tippins, WEGA 2040, O.V. N., Mrs. M. Mrs. T. Tietel, Mrs. T. Tietel, Thomas Coopier, if before Giant Billboard is Florida, & W. Rusty Bryan, Bennett and Bryan, and other skating rinks. All skaters were on the ice at 7:30 p.m. and the rink was packed. The skaters were all top-notch and the rink was filled with the sounds of the music and the clapping of the skates on the ice. The event was a great success and the skaters were all very happy with the outcome. The next skating event is scheduled for July 31, and all skaters are looking forward to it. The rink was crowded with people, and the atmosphere was electric.

Roller Rumble

Continued from page 39

Tipton, WFCA TV, while Harry Alexander, former professional skater, was on the ice. The show was a huge success and the audience was thrilled. The skaters were all top-notch and the rink was packed. The event was a great success and the skaters were all very happy with the outcome. The next skating event is scheduled for July 31, and all skaters are looking forward to it. The rink was crowded with people, and the atmosphere was electric.

What every customer demands

A really king-size family Chopper

PLUS ALL THESE NEW IMPROVEMENTS

New Dome-Lock... Impossibility for Chopper to come apart while in use...
DOMES come in assorted transparent pastel colors...
CYLINDERS all clear heavy duty polyethylene...
GIANT SIZE HEADS... ALL STAINLESS STEEL...
PACKAGED AND BEAUTIFULLY BOXED...
Actually tells on sight...

If you have ever demonstrated Choppers, then this is what you've been hoping for...
Your sale's will double over any one you have sold before...

Merchandise ready to ship at once...

CONVINCING YOUSELF... WIRE... WRITE...
PHONE... For full information...

JUDY JEWEL CO., INC.

Neptune City, N. J.
Phone: Prospect 5-1916, 5-107, 5-7444

ATTENTION, GADGET WORKERS
If you're interested to work at excellent locations at the shore... contact us at once...
WASHINGTON — Automatic vending machine, the nation's largest operator of vending machines, was ordered by Federal Trade Commission to "disclaim itself absolutely" of certain vending machines, formerly operated by the Rowe Corporation, which FTC judges to be "automatically acquired" in 1955. The order, to the company, enunciates, also prohibits Automatic Vending Machines from engaging in any competitive vending machine manufacture for the next 10 years.

Endangered Competition

FTC charged that the company, alleging the merger endangered competition and violated the Antitrust Division of the Clayton Act. (The Bill went before the FTC on June 24, 1957.) It charged that among other results of the merger, Rowe's "company stores," which are not operated by a separate vending machine, had no manufacturing facilities, and could not market competitive products, a substantial quantity of its own manufacturing products, and can manipulate the supply of its own machines to its competitors from Rowe.

Accused of activities under, during the next 10 years, Automatic would be forced to take for its own use more than 50 percent of the internal annual production of each type machine from the facilities now operated by the Rowe Manufacturer.

Before coming to Chicago, he owned the Contis Restaurant, and later operators of two taverns, both business located in the city.

James Contis, a newcomer to Chicago's competitive vending machine industry, speaking of the lawsuit, said that he is a "merger of his own making." He added that he had been forced to make a choice of machines that are available on the market.

As a result of the lawsuit, he said, he has been left with no option but to sell his machines on a "strictly competitive basis." He added that he has been in business since 1940, when he opened his first machine.

The suit was filed by the FTC against Automatic Vending Machines, the nation's largest operator of vending machines, for engaging in "unfair methods of competition" in violation of the Clayton Act.

According to the FTC, Automatic has been engaged in a "systematic and relentless" attempt to suppress competition in the vending machine industry by "engaging in unfair methods of competition" in violation of the Clayton Act. The FTC charged that Automatic has been able to "monopolize" the vending machine industry by "engaging in unfair methods of competition" in violation of the Clayton Act.

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NORTHWESTERN SALES AND SERVICE CO.

PENNY KING

"SPOOKS" HAVE ALWAYS SELL $3333 8th Floor, Empire Bldg., Chicago 5, III.

Cuts out a check-key chain with eight others. His place to work being the same, participated in the same route vending, while his small bulk route will continue to be serviced by a La-Cron employees. He intends to locate cigarets and candy machines in the best pre-selected bulk vending locations.

CMA Outing

*Continued from page 63*

Cousin said that he has a further interesting advantage in being a part of this chain, which is known for its honesty and integrity. This special type of partnership, feels the author, is no effective way to keep a service-man from padding. From the results of the analysis of his bulk machines vend tab and package go, on which he keeps a record, Cousin reports that in the past two months he has landed 25 cigarets locations, and that two weeks ago he arranged for placement of vending in a one-chase broken with eight others. His place to work being the same, participated in the same route vending, while his small bulk route will continue to be serviced by a La-Cron employees. He intends to locate cigarets and candy machines in the best pre-selected bulk vending locations.

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Indianapolis — Officials at the recent State convention of the two political parties, but in all of the subsequent discussions a repetition of the attempt to increase it was foreseen by many of the attending politicians.

Currently the State collects over $14 million annually from the 3-cent-per-pack excise. An attempt to increase it was foreseen by many of the attending politicians.

(Continued on page 72)
Can Associations Improve Operator Profit Picture?

Fifth in a series.

By BOB DIETMEIER

CHICAGO — Operators sometimes wonder whether the only solution to unprofitability lies in a strike. Competitors log off their locations by offering the world—a fiasco around to a location-owned. An association becomes the battle cry.

A few operators even have a patriotic, mystical faith in the profession as being the panacea for all their problems. And because they are a vocal group, they cause service to be paid to the association as the operator’s solution.

The sad truth is that they are wrong. And most operators know it. Unfortunately, most operators are a highly imitative group, and they see what others do. They don’t do all their problems—saw they discover after two or three years. The specific reason, the fact that failure is common.

There are a number of reasons which can be listed:

1. An association is about to what it’s about. Why, the answer to nickel play, fat commissions, losses, buying distributors, and just about everything short of athlete’s football—end combination, the best independent business merchant. What happens is this: They are told that an association is the answer. When asked, ‘Why?’

Ties to the operators or operators who have just developed nice relations with the location and the top leadership. And it may be told by an operator from an area where an association works—Cleveland in the area that only eight people in it, or possibly because it is under leaders working.

In any case, these operators—and they may be in a city, a area, or State with an association. They find it doesn’t solve all their problems—saw they discover after two or three years. The specific reason, the fact that failure is common.

(Continued on page 68)

PROFIT OR LOSS?

Summer Brings Mixed Emotions to Nation’s Juke & Game Operations

ST. LOUIS—Despite local as national recession factors, operators of juke box and amusement game machines are doing a very good business.

At least one-third of the operators who contacted the Billboard from the Missouri-Juaristic Machine Association indicated.

However, the general right music conditions have had disastrous effects upon recent dime play pictures.

At least one-third of the operations who contacted the Billboard from the Missouri-Juaristic Machine Association indicated.

This year, summer predictions are further complicated by national business recession and new factors that have depressed much of the national music industry.

A look at Denvers (a typical resort area) and St. Louis (the southern resort area) region shows some interesting strength to both the recessions and the summer months by the juke box and amusement machine operating trade.

MOA HONORS BILLBOARD SERVICE

CHICAGO—Music Operators of America honored The Billboard for their contributions to the automatic phonograph industry with the presentation of a special citation and plaque last week. It was the second award given by MOA, the first going to C. Norman Dzienbra, London phonograph industrialist and operator.

States the award: “Music Operators of America, Inc., and The Billboard Publishing Company is an honored member in good standing for meritorious services rendered beyond the call of duty in behalf of the automatic phonograph industry.”

Submitted by George A. Miller, president; Albert S. Goldsman, secretary. Date of election to membership is May 6, 1958. The award was accepted by Mr. Miller.

A few months have elapsed since the awarding of this honor, and the advertising deal was being worked out for the members and that details would be reported on that.

W. Va. Ops Sked August Board Meet

CHARLESTON, W. Va.—The West Virginia Music Operators Association will hold a board of directors meeting August 9, at Martinsburg, W. Va. The meeting, at the Hotel Majestic, will be under direction of Jim Hustler’s camp on Back Creek.

Operators are urged to travel to the Hustler-DeWitt offices for a meeting. Hotel accommodations will be available.

IDEA EXCHANGES

Operators Walk Up Association Role

BILOXI, Miss.—Operating more than 100 phonographs in a space of only a few square miles is the unusual achievement of George and William Morris, both partners in Morrison Amusement Company, Biloxi.

The size of the Morris’s operations is the Biloxi Gulf coast resort area which extends from Ocean Springs to Goldenrod and includes all the popular beaches. A few miles along the Mississippi Gulf coast, included.

The Morris’s operations are the most successful in the area. It is a small operation.

According to from president Ben Morrison, the conversion kit has been modified to allow a simpler removal of the entire assembly. Also the operators an operating two new picture sensitive labels. Other minor improvements have been added, Coven said, incorporated from initial experience.

Coven Modifies Title Strip Kit For Wurlitzers

CHICAGO—Several modifications were made on the title strip conversion kit marketed by Coven Music Corporation, Wurlitzer distributor for the Wurlitzer machines 2000 and 2100 phonographs.

According to from president Ben Morrison, the conversion kit has been modified to allow a simpler removal of the entire assembly. Also the operators an operating two new picture sensitive labels. Other minor improvements have been added, Coven said, incorporated from initial experience.

The air force base might be expected on the total, there are many around nine phonographs installed on the base at present.

The fact that more than 100 phonographs are in operation at Wurlitzers biloxi and intermediate suburbs. It’s claimed to the local communities in the area is another indication that the air force base might be expected on the total, there are many around nine phonographs installed on the base at present.

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Two representatives from the Continental Army post, a group line sale, each number is usually told a rate individually as a can be arrived at.

It was voted to increase the initia fees to 510 to 550 effective immediately. The new rate has reduced to 35 cents per machine.

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Compact Route in Dixie

- Continued from page 56

together, they must act like gentle-
men first, businessmen second, and
operators third.

Edward M. Oliver, of Mammoth
Announcement Company, Montgomery
W. Va., echoes similar sentiments on
the advantages of a good oper-
ator association:

"Our State trade association has
done much to standardize operating
procedure and maintain good trade
relations among its members. We

Understand relations among
operators, too. It is not only
a good thing, but it is also
profitable. It is necessary
for any successful business
organization to have good
operator associations. Such
organizations provide for
business conditions that are very
different from those that exist
in the world.

I Incorofilored

1900 Union Ave., A.E. - Grand Rapids, Mich.

company bearing his name in Fyart,
D. s., and there is a great deal of
difference between what one oper-
ator does offer and another. Service
In my opinion is the all-important
thing. Organization and associa-
tions spells out (unfair practices).
For that, if for no other reason,
associations are needed so that we
can all benefit from proven facts.
The dangers inherent in an assoca-
tion can be summed up in two
words: Stopping competition. No
operator wants that. Responses from all operators
made that clear. Not only is it a
very bad thing, illegal, it does injure the
standards of operating, rather than improving
them. If an operator believes that
he is protected from competition,
why worry? Why provide good
service, top equipment? Thus, the
business slowly but surely deteriorates.

Summing up this point of view-
held by many operators as well as
Dazzle True, of Bush Distrib-
ting Company, Missoula, who states
the point of view clearly and
competently:

"The regulation of competition, while appearing on the surface
to be beneficial, actually brings about a false sense of security. The
established operators have a definite place in the business, but
thieves lose the potential that many
operators think. If any self-regulation
appears necessary, it is that which
the operator can provide for his
own protection, but not any form
of association or union. This does

not necessarily mean that associa-
tions cannot benefit both the indus-
try and the individual operators.
Operator associations have a definite place
in the coin machine industry for
the better control of the conduct
of the operators and the
elimination of adverse legislation and
the over-all problems of
the operators in the area generally.
Our State association was
not one of the part
of operators in given areas to regulate
competition or percentage struc-
ture that is not only against federal
statutes, but detrimental to their
own welfare. Healthy competition
keeps a good operator on his toes
and by providing the best equip-
ment and efficient service he will
realize the greatest possible returns
from his locations. Any form of
regulation places good businesses
and bad businesses on the same
level. Our American system has
always favored the aggressive indi-
vidual, with the ability and
the know-how. This type of individual
should realize a greater return for
his business than the individual
who is best under $10 cannot
meet the standard.

At the same time, the problem
of getting support for an associa-
tion is not often a small one. For
example, A. L. Witt, president
of the Witi Music Company, Inc.,
of Greenville, said that he believed
"all States should have an operator's
association, but it is very hard
to make anyone. I was president
of the South Carolina Operators
Association for one year, but
the few operators we had in the associa-
tion were so busy trying to
keep it going.

H. R. Rohr, of Rollin Miu-
Service, Council, Mont., points
out that two good operators both
had identical services to offer.
"I think that the operations of
two good operators parallel each
other and if they are both giving
good service and have good equip-
ment, neither one has anything
more to offer than a greater con-
version split. That should never
happen. I think operators them-
selves are to blame for any tough
issues they might be having as some
are giving away their margin of
profit in the hope of increased
commissions. We have tried associa-
tions but since ours is a large
State, they have never been suc-
cessful.

Review Tax
- Continued from page 66

Plans are underway for the third
annual banquet which will be held
on Saturday in November. Dave
Eppman of Beaver Hill Music
Company has been appointed
chairman of the ticket committee
and Ralph Lackey of Karel Music
Company is heading the advertis-
ing committee. Both operators
were successful in these positions
last year.

The group will select a perma-
nent decal to replace the number
feats now in use on machines.
Arthur Stroud of Automatic
Distributing Co. has been assigned
the job of deciding on a suitable
design.

This was the last meeting of
the year. The monthly meetings
will be resumed in September, except
in the case of any emergency.

George Elum of Elum Music
Company, Massillon, O., points out
that the problem of competition
has largely been solved because
his business has become so big.
Witt, president of the Ohio
Music Company, Inc., has been
assigned the job of keeping
both an association and a union
contract. The operators are doing
an outstanding job of assuring
that all operators are treated
fairly in order to make their
business more successful.

The small operator cannot afford
to be a member of a large
business. The large operator lets
the little fellow alone because it is
more feasible for him to make
more money than to help the
little fellow.

(See separate story else-
where in this edition for a dis-
cussion of associations as a
means of helping operators im-
prove their operating prac-
tices.)

Denver
- Continued from page 66

still substantially down from the
same month last year, with other
business indicators likewise trailing.

Mechanics
But to the coin trade, the
lowered employment, provided a
benefit of sorts. For one thing,
there is no shortage of experienced
mechanics or servicers as com-
pared to previous summers. A spot
check of Denver operators revealed
not a single firm hampered by lack
of service personnel, while at the
same time last year, at least a
quarter of the larger phonograph
operating firms were getting along
with short crews.

While normally the employ-
ment would be a serious threat
to coin collectors, the seasonal
tourist flow has at least temporar-
ily boosted attendance and phonog-
raph revenues.

Most operators have reported
a record number of machines out
on the routes for the summer months.
As to date, at least, the takes
have kept up with optimistic expec-
tations.
Chicago

A long-awaited summer season finally arrived in the "Windy City," last week, with temperatures hitting the middle 90s. After weeks of rain and other vacation locations, the temperature shift was welcome and entirely spread throughout the summer weather forecast. Many locations operators had hoped to use the summer time to combat the summer slump.

Despite seasonal lulls in revenues that, operations continue to do business as usual. Fred Sippsa, head of Sagar One-Stop, reports business being 'about on par for this time of the year. Current flood of new pop hits "in good part responsible for operator programming changes," Sippsa notes.

Kurt Klaever and Lee Bleek, Rock-Ola salesmen, were making last minute preparations for a Factory shutdown until July 21. The firm will resume full operations after their return.

The new house partyable producer was hired by AMI recently received a special award for his "A Night in Original" Industrial Designers Institute at a special meeting in Chicago's Ambassador East Hotel, being a pleased smile to Ed Ratajek, the firm's marketing rep.

St. Louis column notes: Roger D. Myers, president of the Mary Margaret AMI, is reported to be in St. Louis as Illinois salesman, recently left that position and is now Midwestern salesman for the Palm Beach Chemical Corporation of West Palm Beach, FL.

Memphis

By ELTON WHISENHEIM

Drew Cassel, owner of City Music Recording and developing a record label of his own under the name of Casseland, and its vice-president on one of his new records - Jack P. Jones, former owner of Consolidated Amusement Company, has resigned that put to take a job with the Casseland Company. He will become their sales manager.

Wallace Reason, route manager for Edward H. Newell's Outdoor Music Company, returned recently from a fishing, swimming and boating at the huge Pickwick Lake in the Tennessee River, 130 miles from Memphis. He reported good catches of fish.

Dough Higfall, owner of Rainbow Amusement Company, keeping a close eye on the moving and jump ing pop hits around locations. He reports it helps increase collection and advertising and to keep a watchful eye on the general manager, and Frank Smith, president, & M Sales Company, reported a successful hotel trip recently. Drew Cassel, C. A. Stearns, Route Manager of Rainbow Amusement Company, busy helping his salesmen, Robert Fennes, traveling for Champaign Court judgeship.

Mike Solomans, owner of Ace Music Company, said "We are still hot but hadn't decided where to go this week".

Among the coin machine figures present at the Illinois convention at the Laurel Club Country Club, Monticello, N. Y., where the Cigarette Merchants Association held its 25th annual meeting.

Among the coin machine figures present at the Illinois convention at the Laurel Club Country Club, Monticello, N. Y., where the Cigarette Merchants Association held its 25th annual meeting.

Willy Bratt, prominent Mi-

The coin machine spent those many days at the Catskill Mountain resort on the shores of Lake Sacret, golfing, swimming, playing cards, relaxing in the Riviera Restaurant and attending the tiring events at the Monticello Race Track.

Bliss, prominent Illi-

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Bliss, prominent Illi-
RECESSION ADVICE


N.Y. High Court Grants Relief to Graham Game Operators

Rules Single $50 Common Show License Covers All Games on Stop

NEW YORK — Local amusement operators, who for several months have been trying to get local New York State courts to grant relief from the $50 common show license which would have banned the use of amusement games on one location, have been granted relief by the state's highest court in New York State.

The New York Supreme Court, First District, Division No. 3, of Appeals ruled that the New York State $50 common show license is too broad and, therefore, is invalid. The court further ruled that the licensing of coin operated amusement devices does not provide for separate licenses for separate games on the same location.

Until now, New York licensing officials had been hitting operators with $100 or $200 in fines for each violation of the law. But the court said that the $50 license would not require separate licenses for separate games.

Genco Ships Flying Aces, Novelty Game

Combines Three Types of Tested Play Features

CHICAGO — A new and popular game combination, played by top dealers for the best locations, has been announced by Genco Manufacturing Company, distributors of two of the most popular coin operated games in Chicago.

The new combination of games is described as a "Flying Aces" novelty game, combining features of the popular "Flying Aces" game and the "Coin Shootout" game, two of the most popular games on the market today.

The combination is said to be the result of a new and innovative idea developed by the company, which has been working on the game for several months. The new game is expected to be a hit with game operators and players alike.

The "Flying Aces" novelty game is described as a combination of the popular "Coin Shootout" and "Flying Aces" games, with each player choosing a specific combination of the three games.

Tourists Boost Denver Trade

DENVER — Distributors here are reporting record sales of phosphor, amusement, and vending machines for the month of January, according to a report from the Denver Times.

Three manufacturers, however, declined to comment on the specific sales figures, saying that they would not release information until they could verify the figures.

One manufacturer, however, did report that sales of its "Coin Shootout" game had increased by 25% over the same period last year.

The "Flying Aces" novelty game is expected to be a hit with players, and is expected to be available in all locations where the company has a presence.

See 'No Change' in Chi Licensing Before Sept.

CHICAGO — A favorable change in the game licensing in Chicago, long advocated by local operators, is expected to be granted by the courts.

Many operators have been hoping for a change in the licensing laws, which have been in effect since 1929, and have been causing them a lot of trouble.

A court decision in Chicago last week, however, has given hope to operators that a change may be forthcoming.

The court decision is expected to be appealed, but many operators are hopeful that a favorable change will be made in the near future. A statement from the company was not available at press time.

OK Pinball Ban in Chattanooga

CHATTANOOGA — An ordinance banning pinball machines has been passed by the Chattanooga Board of Aldermen, making it illegal to operate pinball machines in the city.

The ordinance was passed by a vote of 5-2, with two council members opposing it.

The council members who voted against the ordinance were concerned about the potential for abuse of the machines, and the possible negative impact on the local economy.

The council members who voted for the ordinance were concerned about the need for a way to regulate the machines, and the possible negative impact on local businesses.

60-Game Op May Get More Than Six Service Calls in Wk.

Majority Do Own Work or Employ Servicemen; Most Take Own Calls

CHICAGO — A new company, with 60 machines on location, has come to town, and the operators are not happy.

The new company is described as a "60 Game Op", and it is estimated that the company will have over 100 machines on location in the near future.

The company is expected to be a hit with operators, who are looking for a way to increase their sales and profits.

The company is expected to be a hit with players, who are looking for a way to increase their enjoyment of the games.

"How do service calls reach you?" Most operators (roughly 35 out of 40) said that "the locations call me or my firm." Most of the remaining operators had local service agency calls or telephone service, which notified them.

"I've tried to work with locations to get better service," said one operator, "but it's just not possible. They don't seem to care about the quality of the service they provide."
How to Use the Index

HIGHS AND LOWS Equipment and prices listed below are taken from advertisements in The Billboard for the period shown. Listings are based on the highest and lowest prices on all equipment which have been advertised either at least 10 times for the period shown or at least 3 times together with a computation based on annual average.

(For 10-week period ending with issue of June 30, 1955)

PRICES given in the Index are in no way intended to be "standard," "national," or offer any authoritative reflection of what prices should be on used equipment. Prices in the Index are designed, however, to be a handy guide for price ranges. Any price depends on the condition of the machine, age, time on location, the territory and other related factors.

MEAN AVERAGE. The mean average is a computation based on all prices of which a machine has been advertised for the period indicated and reflects the broad average price, mean index and simple average between the "high" and "low," high and low for all machines advertised in a given price level at which most of the machines are advertised for. Therefore, when the mean average is far from the "low" it indicates that the "low" is an unusual price probably for "as is" or "distressed" equipment.

### Coin Machine Price Index

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<td>1448 1400 1650</td>
<td>75.00</td>
<td>165.00</td>
<td></td>
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**The Billboard**

**JULY 7, 1958**
Genco Ships Flies Aces Unit

Shuffle, has 29 ball holes which represent sea, king, jack and 10 central symbols.

Light-Up Cards

The 10 bumping balls in the bumping sections shuffle and hit the corresponding playing card symbols on the glass when four-of-a-kind or royal flush combinations occur. The player is credited with a bonus for the player's arms' yesterday's states an invoice on the playing card. This process is repeated whenever a full house occurs.

At this point, the player pushes the button and scores a high ball up and two kings and a wild card. A factor of 2 to 1 is the highest.

When the player has made three to a kind, royal flush or a third combination of the two, the player is credited with a ball played light and up to score 10 times the value.

The factor of 2 to 1 is the highest.

When a four-of-a-kind and royal flush combinations occur over additional balls bumpers on the playfield light up to score 10 times the value.

The factor of 2 to 1 is the highest.

When a four-of-a-kind and king combination are made simultaneously, one score may be made in the score box.

When all rollers and the number is added, the total may be 4. Note that not all score is added, but the total is added to the total.

In this way, the player may repeat a combination for expected results until the playfield drops out of play.

Gotham Ops Breathe Easier

As Beer Strike Nears End

NEW YORK—Local Jake and game operators were breathing a little easier yesterday when the announcement was made that the Federal Bureau of Alcohol, Tobacco, and Firearms had made peace with the Craft Beer Industry.

The action was taken after the brewery owners had consented to the proposed agreement, which was considered by both sides to be a step in the right direction.

During the negotiations, the brewery owners had their hands tied, and the agreement included a provision for a referendum to be held.

The referendum will take place in the next few weeks, and the results will be announced.

Neighborhood Bar

Any serious beer shortage in haven is expected to be resolved by the end of the month, according to local brewers.

Prior to joining the company, he was with the Mervyn's Company for the last six years.

The middlebar, which caters to a transient trade, does a minor business, but the beer does not affect their trade as much as it does in neighboring bars.

While nearly all of these middlebar owners are now out of business, several others are considering the move.

The settlement by the brewery agreement provides that all middlebar owners will be allowed to continue their business for a fee.

To date, the situation looks good for the middlebar owners, but they have a few days' notice to change their mind. But by then, beer will have been抑郁 stock, and a few taverns have re-opened.
For Big Profits Climb Aboard Old Smokey

A Kiddie Ride Designed by Kiddie Ride Operators for Operators!

- Sturdy Construction
- Novel Slant Refrigerator in Separate Cashbox (Gosseneck)
- Extra Heavy Gauge Steel

TESTED AND PROVEN ON LOCATION!

Contact us immediately!

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1012 Milwaukee Ave.
Chicago 22, Illinois
Toll: EVERGLADE 4-2000

N.Y. High Ct. Grants Relief

- Continued from page 69

An affidavit by Blatt pointed out that the License Department must approve every game before it can be sold in the city, and if it is in any of the several games of the same class that have always been approved by the same license, and that because those games have gross appeal and because the inspector finds the job of the inspector is not merely to determine whether the operator has been licensed.

Blatt concluded his argument by saying, "The argument that the corporation is a separate entity, because all of the original license might be easily and quickly converted from games of skill to games of chance is frivolous and illogical. The inspectors consider whether the machine in operation is one previously approved by the Commission.

Top Collections With First-Class Used Machines

Wurlitzer
1700 $475.00
1500 $465.00
1200 $445.00
950 $425.00
720 $405.00

ROCK-OLA
Model 1422, 1430, etc. $375.00

BINGOS
Miss America $355.00
Triumphs $350.00
Slog $325.00
Tower $315.00
Egbert $225.00
Caretta $195.00
Versatility $175.00
Big Time $150.00

ARCADE
Teleplay $65.00
Hi-Top $60.00
Hi-Top 16" Backgammon $50.00
Ex. Star Shooting Gallery $50.00
Star Shooting Galleys $45.00
18 Cigar Cigarette Machine $35.00
Small Electric Cigarette Machine $25.00
Rocket Shuffleboard-Used $65.00

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GIVE TO DAMON RUNYON CANCER FUND
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SHOW TIME... $350 SEEBURG 1000L... $300
NITE CLUB... 160 SEEBURG 1006... 475
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The SEEBURG CIGARETTE VENDOR
• 22 Columna—over 800 Pack capacity
• Three rear bank shift columns
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• Quiet, all-electric selection and delivery
IMMEDIATE DELIVERY
Exclusive Gottlieb, Williams and Seeburg Distributors

Remember in NEW ENGLAND IT'S TRIMOUNT!

SEEBURG V/V 200
with Transistor
VL Receiver
$665

Add the New
SPEED-READ "SCAN-AT-A-GLANCE"
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**Can Associations Improve?**

*Continued from page 65*

They aren't selling equipment, and one-third belong to city or State associations. And that may be a generous estimate.

**Flight Legislation**

Resistance?—yes, of not the 40 or 50 associations now existing come into being as much (if not fully) for the purpose of defending their local interests as to make them stronger, than to construct a centralized organization. As a result, the only thing they are protecting is their own private interests.

**Some Advantages of being a Member**

1. A sense of belonging.
2. A feeling of security.
3. A feeling of satisfaction.
4. A feeling of achievement.
5. A feeling of accomplishment.
7. A feeling of control.
9. A feeling of power.
10. A feeling of purpose.

**How to Get Started?**

1. Find a mentor who has experience in the field.
2. Attend industry conferences and seminars.
3. Join professional organizations.
4. Network with other professionals.
5. Read industry publications.
6. Seek out opportunities for leadership roles.
7. Create a personal development plan.
8. Set goals for personal growth.
9. Seek out new experiences.
10. Stay informed about industry trends.

**Conclusion**

Associations can be a valuable resource for members, providing a sense of community and support. However, it is important to evaluate the benefits and drawbacks of membership before deciding to join an association.
**NEW ORLEANS NOVELTY COMPANY**

**YOU GIVE ME STEADY MECHANICS!**

**Every 4 In Line or Better "LIGHTS-UP"**

A Letter In E-X-P-L-O-R-E-R... With Carvovery Feature

TO BRING YOU THE HOTTEST PROFIT-MAKING

ADDED ATTRACTION IN A SHUFFLE GAME

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**CHICAGO DYNAMIC INDUSTRIES, INC.**

Division of Chicago Dynamic Industries, Inc.

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**CHICAGO COIN'S NEW Shuffle EXPLORER**

Still Going Strong!

2 PLAYER Rocket Shuffle

See It At Your Distributor!
YOU CAN BANK ON A Bally GAME

**Big Inning**

REAL BASEBALL FROM START TO FINISH!

- New streamlined easy-to-install cabinet.
- New quiet alley.
- New foul-light protects equipment from abusive play.
- New extra husky pins. 4-inch rubber or hard ball.
- Popular 7-10 pick-up. Official bowling scores. 1 to 6 can play.

**Trophy Bowler**

- Choice of DIME-PLAY or 2-FOR-QUARTER
- 11 ft. 14 ft. 18 ft.

**Cypress Gardens**

- 4 MAGIC SQUARES PLUS MAGIC LINE CORNER SCORES
- TRIPLE DECK ADVANCING SCORES
- EXTRA BALLS

**NEW SCORE BOOSTER**

**NEW NEXT GAME MAGIC INSURES REPEAT-PLAY**

Ball in Ballyhole, when Ballyhole is lit on backglass, gives player Magic Squares A, B, C, D and Magic Line E on first coin of next game... strengthens repeat play insurance ever built into pinball.

Player may stop shooting in middle of game and "shop" for higher scores by playing extra coins to advance scores.

See your Bally distributor for other top money-makers

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**Playtime**

**Bowling Alley**

**New Player Appeal Feature**

**New Look**

Regulation Bowling

1 to 6 can play

**Players Choice of Easy Strike or Normal Strike**

Simply press buttons for choice

**New Drum Units on Backglass**

Indicate number of players at a glance

**Bonus 5th Frame Adjustable Feature**

Big 4½ inch composition ball

Drop chute coin mechanism with National Rejector on pull-out drawer for easy service

**4 Sizes**

12 ft. long
20 ft. long

Expandable with 4 ft. sections to
17 ft. long
20 ft. long

**2 For 25¢ Play**

Special credit unit accepts up to 20 quarters at one time for future play

**United Manufacturing Company**

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Also available as one game for 25¢

Easily convertible to 10¢ play

Extremely Quiet Play

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why dual programming means increased earnings

Current releases on singles are vitally important to any music system. But equally essential are show tunes, standards, jazz and classics—the kind of music that’s available principally on EP album records. Seeburg music systems are designed for profitable programming of both singles and albums. There’s a place for each with Dual Programming... there’s a price for each with Dual Pricing.