1958 Record Sales Equal 57 Figure

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

By PAUL ACKERMAN and BOB BOLONZ

NEW YORK — Altoh no official tallies have yet been made, indications are that the record industry's 1958 dollar volume was approximately equal to that of 1957. This would peg the figure between $305,000,000 and $400,000,000, predated upon list price.

But even if the figure for 1958 is slightly below 1957 in dollar volume, it is still clear that 1958 was a rough year, particularly during the first six months. The general business recession had its effect and the spring and summer months were tough and go periods for many labels. The package business appeared to hold its own more consistently over the year than the singles business, which fluctuated wildly. During the slack singles period several companies nevertheless managed to continue.

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

Good Omen in Singles 'War'

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

The first version out was on London Records, using the children who sing it in the flick—"It is not from the sound track. Second version was made by Mitch Miller—an old marching song from the Broadway musical "The Flower Drum Song."

Third version on 20th Fox is from the same musical and the reviva-

NEWS OF THE WEEK

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

Stereo, discounted dealers, discounts, the ASCAP/RMI handle and "Top 40" programs were the dominant radio/record headlines this year, with stereo, of course, the big news...

AMF Pushes Live Music...Parade of Strings...Orks

The American Federation of Musicians has formed a National Advisory Committee to assist in the development of two AMF projects, the International Strings Congress, which will provide annual scholarships for young in-

The revival of public dancing to live music in the major cities is from the levy. Tax problems in the postwar years are the basis of trying...

DEPARTMENTS AND FEATURES

Amusement Park Features...Music Festival...Portland Rose Festival...State Fair...Music Festival...Top 100 LPs...Midwest Savings...Remote Control TV...Rock & Roll... "The Billboard's "Hit 100" chart and the Best Selling Pop Single Records charts during 1958 showed 25 per cent gain over 1957. Number of labels on the 1958 charts was 72 compared to 47 in 1957. Capitol had the most singles in the top 50 of the "Hit 100" and best-seller charts, with 22. Columbia was a close second with 20.

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

The year 1958 produced a flock of million or more selling records, many of which had been formerly released in monaural form. Of the albums received, 463 were stereo sets. Only 282 singles were submitted by various labels. The 1958 totals for LP's reveal that over twice as many albums were received for review in 1958 than in 1955 and 1956 and close to onethird more than in 1957. For singles, over 1,000 more than for the years 1955 and 1956 were submitted, and 600 more over the 1957 totals were processed.

Approximately 100 singles and 10 albums per week were received and reviewed. November was the peak month for the LP's with a total of 606. Singles were heaviest in June with 569 submitted for review.

In the major albums categories, 1,172 stereo and 169 stereo pop LP's were received: 670 monaural and 137 stereo classical albums were submitted in and 44 stereo classical and 57 stereo jazz packages were proces-

In the singles categories, a total of 591 disks were spotlighted; 389 reached the top 50. Only 119 records that were not spotlighted were reviewed.

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

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

By JUNE BUNDY

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

Also stereo LP's weren't on the market in any quantity until last fall when the new sound generated more excitement in the trade and on the consumer level than anything above the advent of 45's and LP's. Local broadcasters across the country stepped up regular stereo broadcast schedules, the first stereo phonos and jukes were introduced, and practically every label of consequence began turning out a steady stream of stereo releases.

Discount houses, record stores and record clubs, all of which did a booming business in 1959, were a headache to dealers. Added to their problems was the threat of a national recession. However, singles record sales made a surprise comeback during December; some trademates opined that the unexpectedly big holiday sales helped publishers might permit retailers at least to break even this year.

Dealers Organize

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

The SORD campaigned vigorously for price protection by the music trade during the first part of the year, and the end of the year, the dealers' situation has stabilized, almost to the point that some major labels indicated a growing awareness of the need to improve their dealer relations.

RCA Victor (already in the classical disk club business) launched its pop LP Club in March and the Capitol Records introduced its record club later in January, while Columbia continued its classical and pop club. Meanwhile, record sales in '58 were estimated at $73,000,000—approximately 25 per cent of the disk industry's gross.

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The American Society of Composers, Authors and Publishers announced last week that all of the four major record companies (Capitol, RCA Victor, Decca and Columbia) had executed extensions of their license agreements effective January 1, 1959.

Approximately 30 per cent of the label's sales for 1959, the home country have either signed or extended license agreements with the Society beyond January 1, 1959.

Capitol Issue For January: 6 Packages

The Capitol Issue starts the new year with a release of 16 packages consisting of 16 pop items and four under its Capital of the World banner. Capitol artists making their label's merchandising efforts for primary three have stereo versions.

AMF Pushes Live Music Projects on String and Orks

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

NEW YORK — The formation of a National Advisory Committee to assist in the development of two projects of the National Association of Composers, Authors and Publishers was announced this week by Herman Kunitz, AFM president. The projects are the International Strings Congress, which will provide full scholarships and a visiting conductor for talented young instrumentalists, and the American String Institute to further the revival of popular dancing to live music. Both projects, of course, illustrate the FM's interest in developing live music and musical talent.

At AFM headquarters, Dr. Roy Harris, noted composer-conductor, told a gathering of leaders in music enterprise and industry that orchestra in New York, Trust Fund chief Samuel Rosenbaum and Gerald Daly said.

GAC to Pubs: Same Contract

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PREVIEW OF OUR CHARTS
CARRIED ON AP WIRES

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

The plan calls for the AP's broadcast news wire to transmit to its member stations at midnight the night before information from the following Monday's issue of The Billboard. The initial transmission took place last Thursday night, January 1, and contained data on the top 75 pop singles and the top 30 pop albums of the preceding week.

Information about albums as well as singles records is included in the AP tape. For albums the information includes:

1. The title of the album
2. The record company
3. The name of the recording artist
4. Whether the album is a mono or stereo release

For singles records the information includes:

1. The title of the record
2. The name of the recording artist
3. Whether the record is a mono or stereo release
4. The record company
5. The label number of the record


dates for the release of the particular record

TOP 75 POP SINGLES

NEW YORK — The new page for dealers will provide them with advance release of their material. In explaining the change of policy which made possible this new development, Roger S. Littleford, Jr., publisher of The Billboard, noted that the paper has become a part of an ever-growing broadcasting industry, and that it has become a matter of vital concern to the entire broadcasting business to provide advance programming information as rapidly as possible.

The assistance broker, pointed out that The Billboard moved up to an advance release early in 1958. The change in national distribution on Mondays instead of Tuesdays. But in the shortest of time, he said, dealers were asked to be added to find some way to provide them with authentic music programing material for use on weekends. By speeding up the complete new music charts and reviews in The Billboard arrive on Monday mornings.

The Associated Press, said: "In this era, when news and music are happily merging, we, as so many stations, are especially pleased to be able to provide the disk jockey with up-to-date material framed in complete and authentic music programming service in the nation, to complement the valuable news coverage consistently provided by The Associated Press."

WARNERS IN 2 SPECIAL OFFERS FOR DEALERS

HOLLYWOOD — Warner Bros. Records is kicking off the new year with two new sales pro-For the month of January, Capitol paid
grams designed to help dealers make max-
imal profits from 40 to 49 per cent in pop
music sales. These sales promotions, un-
der the titles of "Feature Presentation" and
"Feature Attraction," and consists of the label picking an album to be issued at studio cost and
opening a special monthly package release for special sales and merchandising treatment.

Dealers will be provided a special display rack for the month and a supplement of the monthly magazine,"Feature Attraction," for each of these five albums purchased, the dealer will receive one of the featured albums free of charge. This one-for-five plan will be applicable to the month's addition 48 per cent profit on the feature albums and is based on the suggested retail price.

Inductive of the type of product to be offered is the addi-
COTILIUS ADTS

COTIPLN ADDS TWO LOW-COST STEREO PHONES

HOLLYWOOD — Capitol is adding two low-cost pho-
neos to its stereo line, priced at $39.95 and $59.95. Both play all record speeds and the one which costs $59.95 and Lariat is equipped with an automatic tone arm and a tone lever with six camera: both have remote channel selector in the lid.

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Capitol adds two low-cost ports-
"Morning Dew" and "The Grass Is Greener." Stern's new line of portables includes a monaural "Rhapsody in Blue." An American in Paris" by recorded by Ray Heint-
COTIPLN ADDS TWO LOW-COST STEREO PHONES

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Bumper Crop of 45 Sold in Millions

NEW YORK—The year 1958 produced a flock of million-seller records. In fact, the total of million-record sellers for 1958-46 indicates that it is quite normal for one or two days to come up with a million sellers a day. Some days it will be less. Than five years ago 19 to 15 million selling disks in one year was considered the average. Today it is more than three times that.

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

Arm and Hammer Million Sellers in 1958
BILLY NELSON (Imperial) "Lonesome Town" "Tell Me, Tell Me, Tell Me" "You Used to Be Mine"

Mercury Ups Adv. Budget, Shifts Agency

CHICAGO—Mercury Records announced appointment of a new ad agency, John W. Shaw Advertising, effective January 1, 1959, and said with Henri Hurst and McDonald Rogers served in that capacity. One of the specific plans, being kept under wraps, is to promote large release (Continued on page 15)

Urania Signs K.C. Symphony

NEW YORK—Urania Records has signed Ham Schwartz, currently the Kansas City Philharmonic. First recordings are scheduled for January. The label has also signed James Rease, composer, pianist, singer, whose record "The Light in the Window," was an Academy Award. Release will be featured pianist in two albums for Urania, and is also making the orchestrations. Marilyn Berinstein has been added to Urania's publicity and promotion staff.

HIT SONGWRITER LIEBER MARRIES

NEW YORK—One of the most successful songwriters in the past seven years, Jimmy Lieber and Marylou Stoller, known as "Lieber and Stoller" (Mike) number one million sellers in December 31. Lieber and Stoller topped off 1958 with "Yakety Yak," which was one more smash hit in their long list of hits. Other chart-busting tunes "Searchin'" and "Young Blood."
Something Wonderful Has Happened!

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

**INGRID BERGMAN**

**AND THE ORPHAN’S CHORUS**

**SINGING**

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

"**THIS OLD MAN**"

(THE CHILDREN’S MARCHING SONG)

20th-FOX #126

b/w THE THEME FROM THE INN OF THE SIXTH HAPPINESS

MALCOLM ARNOLD AND THE LONDON ROYAL PHILHARMONIC

Music from the

**ORIGINAL FILM SOUNDTRACK**

Composed and Conducted by MALCOLM ARNOLD and the LONDON ROYAL PHILHARMONIC

Fox 3011

Another dramatic 20th-Fox Innovation to Soundtrack Albums: Between the music bands in this album are passages of dialogue taken directly from the soundtrack of the film.
CHIPMUNK DEPT.-Chipmunks have been having a ball on deejay shows since the advent of the "Stay-Awake" bra. "An interesting aspect of the stunt is that the trio end up as "human game pins" for a team of scientists (headed by Dr. Louis John V. Speck, consultant in psychiatry to the Surgeon General of the U.S. Army, at Ft. Bсрd). Sleep deprivation studies will play an important part in plans for human studies, scientists say. Fortunately for the trio, they are also important in mental health research. In light of recent sensationalizations of those psychiatric disorders may develop during prolonged wakefulness.

GIANT'S STATION WCCO, Hartford, Conn., is again producing local programs on the metropolitan public radio skating park. The Indiana station's skate park, opened closed circuit, the music during afternoon and evening hours seven days a week during the winter months. Also aired for skaters' benefit are weather and temperature reports, news items and travel messages.

Tom Donahue, WIBG, Philadel-phia, offers a total of $400 worth of trading stamps each week to listeners who identify a "golden record," which is played seven times a week on Donahue's "Dandyskate" show. Another WIBG stunt includes special contra messages to all local residents celebrating their birthday. It will be called a "birthday" station. "Alvin, Theodore and Simon adopted three chipmunks from Seville's best seller "The Chipmunk's Family Day." The deejay has broken the stay-away record of 7 hours 49 minutes. While the grand prize winners were three chipmunks, the first prize winner also named Alvin, Theodore and Simon was Alvin, Theodore and Simon

Artists' Biographies for Jockey Programming

Gorme on Chords With Voice in My Heart

By JUNE BUNDY

Bess-born Eddy Gorme got her first lucky break when, at the tender age of ten, Tommy Tucker heard a demonstration record she had made for a music publisher. Tucker hired her for a two-month tour road with his band. Miss Gorme's next step was a year with Tex Beneke. At the end of that year her manager, Kenneth Madison, felt she was ready to strike out on her own. After following other clubs and dates throughout the country, she took over as front woman in her own program, the Voice of America.

The trumpet was signed as signing star on Steve Allen's "Tonight show. It was there that she met singer Ossie Davis, with whom she married in 1953.

The petite ABC-Paramount star is 5'4", weighs 115 pounds and has black hair and ice blue eyes. Her second album, "Voice in My Heart," was issued in the Hot 100 for the second week.

Creeds Rising High
With '16 Candies

The Creeds, Cornell recording artists, hail from New York City. The quartet is made up of Brooklyn-born Phyllis Myron, Staten Islander Harold Torres and Tommy Gough. All are four to their voices and the group has become a singing group by George Paxton when they came in to demonstrate "Pretty Little Angel," a song which did not come in the "Recent Creeds" of their hit, "Candies" is their first national hit.

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

The Creeds recently appeared at the New York Latin American Fair with the Freed Christmas show. They are currently off on a 30-day tour with Dick Clark.

On the Beat

The pop music business has been aoved under with trends during 1958 and as we enter 1959, no change appears imminent in the trend of the past. Already, it appears that a prediction voiced last week by Dot & the Chief, Bob Thiele, is becoming accurate. This year, a swing toward folk material with pop applications.

Many will credit the trend to the Kingston Trio's hit, "Tom Dooley," based on the Civil War character from North Carolina. The trio's fresh approach to the song helped to focus new attention on folk material, but the trend is not new. Similar efforts by artists like June Carter Cash and her country husband Johnny Cash have not been the first to come. Off the bat, a country chanteur, has stuck close to the folk roots in her offerings. One of Cash's first disks on the Sun label was a speaking record, "In the Garden of Rosy" with a tune, "Saying Goodnight Irene," written by Bob and people.

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

Johnny Cash came thru last week with another great folk music fan in "Don't Take Your Guns to Town." This found a mother pleading desperately against the killing of the plane. Then the Glenn Brothers and Tom-pall voiced a similar message with their rendition of another folk-styled song by the great Broadway Bsnt, titled "Lay Down the Gun," on Decca.

Even "Goodnight Irene," a modern classic folk tune, popularized by The Highwaymen, has had three recent reissues. These have been by Vince Martin on ABC-Paramount, Leon Bibb on Vanguard and the Trenters on Brunswick. Then too, "Yellow Bird," granted its second airing on Billboard, is strongly folkish in its message. The Mills Brothers' version of the tune is getting considerable activity. It was featured last week on an album by the Norman Luboff Choir over a year ago, and a single was released out of the album last month. The tune, incidentally, was written by Luboff. To continue the trend, the Mills Brothers have another idea. Out this week by the group is "Raspberries, Strawberries," back in time.

Ronnie Dee of Backbeat Records, who has "Action Faked," and "Tear Down the House," in current release, will do the Clark show Monday (18). It has joined Williams, a DJ on KCBS, who has "Teens Hear," and the Bulgarians, a DJ on KRON, who has "Rock 'n Roll Radio," on the KVWE show.

THE CRESTS, Cornell recording artists, for their "Christmas Show" with their own version. The group played to a crowd of people during the Christmas festivities.

The Crests, Cornell recording artists, hail from New York City. The" quartet is made up of Brooklyn-born Phyllis Myron, Staten Islander Harold Torres and Tommy Gough. All are four to their voices and the group has become a singing group by George Paxton when they came in to demonstrate "Pretty Little Angel," a song which did not come in the "Recent Creeds" of their hit, "Candies" is their first national hit.

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ROULETTE RECORDS' 2nd ANNIVERSARY GIFT TO ALL DEALERS

10% DISCOUNT ON ENTIRE LP CATALOG

Don't juggle for sales!
RESTOCK DURING THIS PLAN, INCREASE YOUR PROFITS AND SAVE MONEY WHILE DOING IT!

Plus a special offer on these
FIVE BEST-SELLING ALBUMS
(10% discount does not apply to these five LP's)

BUY these Five $3.98 LP's at a REDUCED PRICE
maintain your usual mark-up and...

SELL these Five $3.98 LP's for $2.98 suggested retail price

Limited time only. Offer expires Jan. 31.

And these sales stimulants:
* COUNTER CARDS
* WINDOW STREAMERS
* CONSUMER BOOKLETS
* NAT'L CONSUMER ADVERTISING
* SPECIAL LP SAMPLER TO 4,000 DISC JOCKEYS

Ask your Roulette Distributor for these Free Merchandising Aids
her M-G-M

JONI

sings

SIMPLY BEAUTIFUL!

THERE MUST BE A WAY

ORCHESTRA UNDER THE

MGM K12746
JAMES

sings

THE SMASH HIT OF THE SHOW!

SORRY FOR MYSELF?

(From the Broadway Musical "Whoop Up")

DIRECTION OF ACQUAVIVA

MGM K 12746

Records
Big Crop of Million Sellers

- Continued from page 4

**JIMMY CLANTON (Ace)**
- "Just a Dream"
- "Take Me back"
- "Fever"

**PERCY COMO (RCA Victor)**
- "Catch a Falling Star"

**DANNY AND THE JUNIORS (ABC-Paramount)**
- "At the Hop"

**BOBBY DAY (Class)**
- "Rockin' Robin"
- "Slop" "Splish Splash"

**FATS DOMINO (Imperial)**
- "Whole Lotta Love"

**THE DIAMONDS (Mercury)**
- "The Stroll"

**THE ELLENTINS (AFL)**
- "Little Star"

**TOMMY EDWARDS (M-G-M)**
- "It's All in the Game"

**DUANE EDDY (Juke)**
- "Rebel Rouser"

**CONNIE FRANCIS (M-G-M)**
- "Who's Sorry Now?"

**BUNNY HOLLY (Coral)**
- "Ferry Sue"

**THE KINGSTON TRIO (Capitol)**
- "So Long, It's Been Good"

**LITTLE ANTHONY & THE IMPERIALS (Soul)**
- "Tears On My Pillow"

**TOM DOLLEY**
- "Oh, If I Were a Rich Man"

**THE McGUIRE SISTERS (Coral)**
- "SugarBaby"

**DOMENICO MODUGNO (Decca)**
- "Volare"

**Vickey**
- "Let's Make It Happen"

**PEREZ PRADO & HIS ORCHESTRA (RCA Victor)**
- "Latin Twist"

**MARTY PAUL (Capitol)**
- "On the Avenue"

**THE PLAYMATES (Roulette)**
- "Golly"

**JIMMY RODGERS (Roulette)**
- "Secretly"

**HUTCH SMITH (Ace)**
- "Don't You Just Know I"

**CONWAY TWITTY (M-G-M)**
- "It's Only Make Believe"

**THE TEDDY BEARS (Dore)**
- "Don't You Just Know It"

5 New Artists On Kapp Issue For January

**NEW YORK** — "Great entertainers and true hit-makers are in the theme of the 10-LP Kapp Records release for January. The release, which introduces five artists new to the label, will get the backing of the heavy promotion and advertising drive "directing the consumer to the dealer," in the words of label pres Verne Kapp.

Bowling on the label will be the latest from Carmen McRae, with "The Carmen McRae Book of Ballads," and pianist Barbara Carroll with her interpretations of tunes from "Flower Drum Song," and the Gallic Francois Chopin Trio in a new title "Champagne Cocktails." Vera Lynn in a program of "Russian and Gypsy Folk Songs," and Alan Lomax in "Talk Song Saturday Night."

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

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

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

M-G-M's 31 Pkgs.

- Continued from page 3

The classic album of the Broadway musical, "Whoopee Up," plus two other versions of the show score, by David Rose and Dick Hyman. Other albums will feature Jerry Lewis, Rita Lee, and the Osbourne Brothers with Rich Allen. There will also be six from previously released Van Williams items.

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

To Know Ilim Is In His Hands"

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

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

the
MORGAN BROTHERS
SING
THE FIRST VOCAL VERSION OUT!

"NOLA"

Orchestra Conducted by LeRoy Holmes

MGM K12747

MGM Records
1488 Broadway, New York 36, N.Y. (PHONE 5 5000)
NOW... A Dynamic New Merchandising Program To Help Dealers Sell Now and For Months Ahead!

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

*FEATURE ATTRACTION PRESENTATION*

Our January selection is the newly recorded “Rhapsody In Blue” — “An American In Paris” by Heindorf, the definitive recording of these immortal Gershwin classics.

A beautiful display rack and header for both the monaural and stereo albums are provided to sell this package on sight.

TWELVE NEW EXCITING RELEASES—AVAILABLE IN VITAPHONIC

---

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

**THE ORIGINAL JAZZ PERFORMANCE**
“FLOWER DRUM SONG”
Merrie Melodies Trio
H 1256  BS 1256

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

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

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

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

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

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To enable dealers to earn added profit: For each five albums you purchase on either monaural or stereo, you will receive one additional album at no charge. You earn a margin of profit of 48% based on suggested selling price.

As a participant in Warner Bros. Feature Attraction program, we will be pleased to send you each month’s Feature Attraction album directly to your home for your listening pleasure and your own record library. Ask your Warner Bros. salesman for all details.
RECORDS... The First Name In Sound

SOUND TODAY!

NEW SOUND . . .
NEW LOOK . . .
NEW PROFITS!

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

STEREO AND MONAURAL LONG PLAY!

STEREO CENTER:

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

Your Profit . . . A Full 40%

SPECIAL DATING TERMS AVAILABLE FROM YOUR WARNER BROS. DISTRIBUTOR.

ORDER TODAY!

NEW SOUNDS, NEW REPERTOIRE . . . BACKED BY A POWERFUL ADVERTISING CAMPAIGN, EXTENSIVE POINT-OF-SALE PIECES, SPECIAL DISK JOCKEY DISTRIBUTION
The Billboard dialled Munn bad muck

Sonny Burke, Ms ersimaNa

Patti Page

Marty Robbins

David Allen

Rey Reindorf

DRIFTING Thom’ from “Amino Nome

‘Vitaphonic Stereo? Why does

HOLDING ‘CORPORATION

MUSIC

14

Warner Bros. insist

such

MUSIC PUBLISHERS

say,

67,000 ACTIVE BUYERS

"AUNTIE MAME"

TRUST IN ME

HIT* REMINDERS

RCA Victor IPM 1885

AT. RECORD HIGH

M -G -M Pacts

J. P. Morgan

NEW YORK—Jay P. Morgan, the diole-tvonished towh who has

scored many hits on RCA Victor, has signed with M-C-M. Her kin,

the Morgan Brothers, have also signed with the M-G-M label. First

record by the latter was issued last month. Miss Morgan was first put on record by Larry Newton, now sales chief at ABC-PARAMOUNT, when he owned the Derby label. Her first M-G-M record will be released at the time she opens at the Latin Quarter in New York next month.

Bluebird Sets Three Albums

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

The new Bluebird albums include Walt Disney’s “Bambi,” narrated by Shirley Temple, “Popeye’s Favorite Sex Charities,” and “Ira Gersh Win Fables.” Singles include sides by

World’s First Advertisement

Warner Bros. Records, the first name in sound... the first name in stereo. All Warner Bros. stereo records were originally recorded live in multichannel stereophonic techniques. The World’s largest popular stereo cata-
IN VITAPHONIC STEREO!

Cool it, Sidney. Warner Bros. is like the first name in stereo... like the whole catalog is in stereo... so natch the ads should be in stereo too. Dig?

Did ya' know they put two hours of engineering into every minute of music on wax? That's a tough gig man. That's Vitaphonic Stereo.

Bigger Issues
By Metrojazz;
2 Sets Arrive

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

For January, the label is releasing "New Faces at Newport," with the Randy Weston Trio and Leon Wilkerson, plus "Keeping Up With the Joneses," featuring the Jones Brothers playing music of Thad Jones and the late Eliahu Jaremm. Upcoming is a de luxe two-LP set, "The Seven Ages of Jazz," with Bill Holiday, Maximiliano, Coleman Hawkins, Buck Clayton and Dick Hyman deploring as a director player. Willie the Lion Smith is on piano. This is a disc of live performance by Feather's group at the Wallingford (Conn.) tent theater last summer.

Other projects involve Sam (the Man) Taylor in his debut on a jazz disk; a new set by trombonist; Mike Sullivan; and "I Want Somebody" by Little Willie John on King is strong, "The Real Thing" by the Five Royales is building. "Rainbow Riot" by Bill Doggett on Vee Jay and "Delilah" by Enoch Light on Imperial and "I Want to Be Happy Cha Cha by Enoch Light on Kapp, "You Be My Love" by Chuck Willis on Atlantic, "Ricky Sings Again" by Ricky Nelson and "I Told You, Baby" by Jimmy Reed on Vee Jay and "Delilah" by Little Willie John on King is strong, "The Real Thing" by the Five Royales is building. "Rainbow Riot" by Bill Doggett on Vee Jay and "Delilah" by Frankie Ford on Ace, "Pretty Girls Everywhere" by Eugene (Blue) Bland on Duke, "Cotton Candy" by Minnie Ruth Sullivan and "Get the Faas" by the Randy Weston Trio.

Mercury Budget

scale demonstration of stereo by dealers.

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

The Mere budget will include $250,000 for advertising in consumer magazines. The account will be handled by Ray O'Keefe, vice-president, and Big Seman, account executive. Seman was formerly ad manager of Webcon and now handles that account in the Shaw agency.

O'Keefe and Seman are planning a tour of Mere distributors and key dealers for groundng of their merchandising plans.
YEARE OUT...

THE HITS ARE

Smoke Gets In Your Eyes
THE PLATTERS

The Wedding
JUNE VALLI

Big Bopper's Wedding
THE BIG BOPPER

Come Prima
TONY DALLARA

the big hits in '58 were on

Mercury RECORDS
YEAR IN...

ON MERCURY

Trust In Me
PATTI PAGE

She Say
From The Bottom Of My Heart
THE DIAMONDS

I Got A Wife
THE MARK IV

Again
How About Me
THE GAYLORDS

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

the big hits in '59 are on
By J. FORMBY

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

In making this statement, Mr. Lawrence means exactly what he says. In fact, Lawrence Hi-Fi Center employees have been from a physical standpoint, he indicated, out of place on the floor when entering customers seek what they want, for example, the last when they leave. Only by intensive promotional effort which emphasized Hi-Fi better living, longer enjoyment, and other factors which are put to work after purchases of connect record accessories can the usual customer be made "accordant to his wishes," he said.

Alton Lawrence is proud of the excellent diamond needle which his store has achieved since it was first created in late 1955. He is especially proud of the fact that, whereas the average percentage of record accessory sales in most record shops is less than 2 per cent of their volume in sales, in Lawrence Hi-Fi Center, this figure is 5 per cent that his store makes these sales of as much as $10 worth of merchandise, one accessory display on the first floor where the customer enters the store, and a second display on the second floor, Lawrence has also made use of an extensive use of display covers for accessory items, which are improved to the customer in the next few days.

Without question, the extensive use of explanatory signs accompanying the display was given to an accessory that he has been unable to point out to the customer in the store.

A point which helps considerably to make the accessory section of the customers out of one section of the store is the more than 2000 audiophiles who have already made up from components, are sewed on the customers by the Lawrence Hi-Fi Center employees, the extent of dust, surface noise and other troubles. Lawrence has noted 1 instances in which one of these was given to an accessory, but all the currycbs, and as a result, the curiosity of the customer is satisfied. The curiosity is satisfied.

The curiosity is satisfied.

Naturally, the goal here is to get the customer in the next few days.

Mr. Lawrence says, "We actually introduced record accessories to the public in 1955. When we began to sell them, we were creating a worthwhile market for such merchandise."

We actually introduced record accessories to the people in this area, it was pointed out. "Free to the public," Mr. Lawrence said. "This was done some time before the 1955-56 season, that there had been little effort to introduce record accessories. Most people seemed content to get their friends a record for Christmas, and to use the "old reliable" throughout the year.

Bicycle articles, things that are not easily carried, are not easily sold, and the people who buy these things get people to their records purchased new sets to start listening to Hi-Fi, a better quality of sound reproduction than was possible with ordinary 45-rpm records. Mr. Lawrence was impressed with the extent of dust, surface noise and other troubles. Lawrence has noted 1 instances in which one of these was given to an accessory, but all the currycbs, and as a result, the curiosity of the customer is satisfied. The curiosity is satisfied.

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TURN UP YOUR VOLUME!

Sell Capitol's new low-priced complete stereo

LOOK! Quality stereo ... big name brand ... volume prices!
For every dealer — and every customer — who has ever said,
"I'll wait until there is a good low-priced stereo phonograph,"
here is the perfect answer, from Capitol.
These new traffic-building portables are easiest to promote
and display ... easiest to demonstrate and sell! Call your
Capitol distributor today, and get into the stereo business
in volume.

BOTH SETS have two complete sound channels, with second
channel speaker in lid. NOTHING TO ADD. FOR STEREO,
detach lid; set it several feet away (ten feet of connecting cable
included). FOR MONOPHONIC records, just lift lid; leave it
attached; both speakers operate to give new clarity and depth.
Two volume controls for balancing stereo channels. Pressure-
adjustable tone arm will track with only six grams' force. Im-
ported turnover stereo cartridge. Red-and-white or turquoise-and
white washable cases.

CAPITOL MODEL 923 Manual 4-speed stereo portable • Two 4-inch speakers • Built-in retractable insert for 45 rpm records

3995*

CAPITOL MODEL 925 Automatic 4-speed stereo portable • Two 4-by-6-inch speakers • Automatic internix changer

6995*

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

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

### Pop Albums

**THE MILLER SOUND**
The New Glenn Miller Ork., Directed by Ray McKinley—RCA Victor LPM 1852

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

**THE MUSIC FROM "PETER GUNN"**
Henry Mancini Ork.—RCA Victor LPM 1956

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

### Pop Special Merit Albums

**THE STORY OF THE BLUES**
Della Reese with Sy Oliver Ork.—Jubilee JLP 1095

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

### Classical Albums

**OFFENBACH: GATE PARISIENNE; KHACHATURIAN: THE MUSIC FROM "PETER GUNN"**
The Boston Pops Orch. (Fiedler)—RCA Victor LSC 2267

STEREO & MONOURAL

The stereo version of one of the label's best selling monaural items is almost danceable and listenable for the stereo market. The haunting modern jazz background music from the TV private eye film series, "Peter Gunn," is served up with taste and striking effectiveness by Mancini (who also wrote the themes) and a group of new jazz musicians.

### Reviews and Ratings of New Popular Albums

**POPULAR**

The group which had several No. 1 hits played during the past week includes some of their best albums. It's fine fodder for all fans. Album title is quite apropos. Selections include "Rockin' Robin," "Honey," "Somebody Loves Me," "The Ol' Drifter," and "The Sporting Life."

**ALMOST SEVENTEEN**

Diane Maxwell—Challenge CHL 497

Listen, lighthearted mood music played in warm fashion here by Diane and her orchestra. Made this album an appealing one for mood music fans. Titles include "I'll Always Be In Love With You," "Rocky Road," "What Are You Doing New Year's Eve?"
The fastest, most complete and most authoritative evaluation of packaged records

BRAHMS: PIANO CONCERTO NO. 1
Gary Graffman, Piano, with the Boston Symphony Orch. (Munch)—RCA Victor LSC 2274
STEREO & MONOURAL

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

----- Opera Albums

MOZART: LE NOZZE DI FIGARO
Hilde Gueden, Soprano; Lisa Della Casa, Soprano; Cesare Siepi, Bass; Various Artists, the Vienna State Opera Chorus and the Vienna Philharmonic Orch. (Klieber) (4-12")—London OSA 1402
STEREO & MONOURAL

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

RENATA TEBALDI OPERATIC RECITAL
With Orch. of the Accademia Di Santa Cecilia, Rome (Erede)-London OS 25020
STEREO & MONOURAL

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

----- Spoken Word Albums

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

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

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

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

EXPLANATION OF PACKAGE RATING CATEGORIES

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

POPULAR

** THE GEENIA BOY
Sire Records, EAP 1-998
The score for the current Jerry Lewis short has earned periodic package. The descriptive background vocals should please the live movie fan. For, in all, a problem and there are no vocals by Lewis.

** CONFESSIONS OF LOVE
Mary Lee Fisk, a Detroit singer, turns herself to a group of tear-jerking readings having to do with various aspects of love. There is a certain amount of variance generated in these selections which have more or less 'catchy' appeal in certain areas. Lacks the Hereford, etc., featuring background harmonies that are no vocals by Lewis.

CENTER

*** TED BROWN SINGS
Vogue EAP 9
Brown is a competent folk singer. Accompanied by his guitar, he sings such well-loved songs as "John Henry," "St. James Infirmary," "I Dreamed A Dream," withistrar "The Texas," etc. Interesting background features harp and various instruments.

ALBUM COVER OF THE WEEK

JAZZ BEGINS, Atlantic 1397, a wonderful characterization of a loose band and its recording sessions is given in a cover painting by the late Ben Shahn. Martylimestriat's early 1940's album that breathes the spirit of the swing era and will certainly appeal to the jazz listener. Life magazine recently featured the painting in an article.

Best Selling Pop EP's

FOR SURVEY WEEK ENDING DECEMBER 27

The information given in this chart is based on actual sales to customers in a scientific sample of the nation's retail record outlets. During the week ending on the above date, the following manufacturers led the field in sales of all retail outlets of all sales. The information is classified in alphabetical order and is published in the interest of the nation's retail music retailers.

1. MERRY CHRISTMAS—Tennessee Ernie Ford, Capitol EAP 1-1071
2. MERRY CHRISTMAS—Johnny Mathis, Columbia EPB 11951
3. MERRY CHRISTMAS—Pat Boone, Dot 1095
4. CHRISTMAS HYMNS AND CAROLS—Robert Shaw, RCA Victor ERA 1-2319
5. KING CREOLE, VOL. 1—Elvis Presley, RCA Victor EPA 4519
6. KING CREOLE, VOL. 2—Elvis Presley, RCA Victor EPA 4521
7. MERRY CHRISTMAS—Tennessee Ernie Ford, Capitol EAP 1-1095
8. KING CREOLE, VOL. 2—Elvis Presley, RCA Victor EPA 4519
9. SING ALONG WITH MITCH—Mitch Miller, Columbia EAP 11901
10. MERRY CHRISTMAS—Bing Crosby, Decca ED 547
**The Billboard**

**Music Charts**

January 5, 1959

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**Reviews and Ratings of New Popular Albums**

*Continued from page 2*

- Radio networks (ABC, CBS, NBC) are using license agreements with the Society of Authors, Composers, and Lyricists (S.A.C.L.) to protect their interests and minimize the possibility of legal disputes. The agreements, the first of their kind, are designed to prevent the unauthorized use of copyrighted works.

- The American Federation of Musicians (AFM) is planning a series of nationwide strikes to protest what it calls "unfair labor practices" by the recording industry. The federation has tentatively set a March 1 deadline for negotiations, with a strike date likely to be announced shortly thereafter.

- The American Federation of Labor (AFL) and the Congress of Industrial Organizations (CIO) are forming a new alliance to strengthen their bargaining power with employers. The new coalition, known as the "AFL-CIO," is expected to begin operations in the spring.

- The National Association of Broadcasters (NAB) is launching a new campaign to promote the use of radio in the classroom. The campaign, which is scheduled to begin next month, will feature public service announcements and educational programs designed to increase the visibility of radio in the classroom.

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**Stereo Discounts and 'Top 40'**

- The stereo discount program continues to be popular, with many retailers offering deep discounts on new and used albums.

- The 'Top 40' chart has been updated, with new entries and replacements.

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**Classical Reviews**

- "The 'Oliver' and 'Carmen,'" by Richard Strauss, are reviewed, with praise for the performances of the Berlin Philharmonic and the Vienna Philharmonic.

- "The 'Carnival of Venice,'" by Giovanni Pacini, is reviewed, with praise for the vibrant and colorful performances of the New York Philharmonic Orchestra.

---

**Stereo Monaural Albums**

- A review of "The 'Carnival of Venice,'" by Giovanni Pacini, is included, with praise for the performances of the New York Philharmonic Orchestra.

---

**Low Price Classical**

- "The 'Carnival of Venice,'" by Giovanni Pacini, is reviewed, with praise for the performances of the New York Philharmonic Orchestra.

---

**Classical Album of the Week**

- "The 'Carnival of Venice,'" by Giovanni Pacini, is reviewed, with praise for the performances of the New York Philharmonic Orchestra.

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**GAC to Pubs**

- A review of "The 'Carnival of Venice,'" by Giovanni Pacini, is included, with praise for the performances of the New York Philharmonic Orchestra.

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**Low Price Classical**

- "The 'Carnival of Venice,'" by Giovanni Pacini, is reviewed, with praise for the performances of the New York Philharmonic Orchestra.

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REWARD

$$$$$

IN HARD CASH

Will be paid by the U.S. Record Buying Public for

JOHNNY CASH'S

Big new hit recording

"DON'T BRING YOUR GUNS to TOWN"

b/w "I STILL MISS SOMEONE" 4-41313

On high-fidelity records by

COLUMBIA
## The Billboard's Music Popularity Charts

### POP RECORDS

#### For survey week ending December 27

**The Nation's Top Tunes**

<table>
<thead>
<tr>
<th>#</th>
<th>Title</th>
<th>Artist/Musician</th>
<th>Label</th>
<th>Weeks on Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Lonesome Town</td>
<td>By B. Knight—Published by EMI, Ltd.</td>
<td>Imperial 5545</td>
<td>6</td>
</tr>
<tr>
<td>2</td>
<td>Problems</td>
<td>By P. Bennett &amp; R. Brown—Published by Aust-Ren (BMI)</td>
<td>Aust-Ren</td>
<td>7</td>
</tr>
<tr>
<td>3</td>
<td>My Happiness</td>
<td>By Peter &amp; Pam—Published by Peter &amp; Pam (BMI)</td>
<td>Peter &amp; Pam</td>
<td>14</td>
</tr>
<tr>
<td>4</td>
<td>Beep Beep</td>
<td>By Tommy Dorsey—Published by H.A.L. (BMI)</td>
<td>H.A.L.</td>
<td>8</td>
</tr>
<tr>
<td>5</td>
<td>A Lover's Question</td>
<td>By Hank Williams—Published by Decca (BMI)</td>
<td>Decca</td>
<td>9</td>
</tr>
</tbody>
</table>

**The Billboard's Honor Roll**

**Second Ten**

<table>
<thead>
<tr>
<th>#</th>
<th>Title</th>
<th>Artist/Musician</th>
<th>Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>10</td>
<td>Queen of the Hop</td>
<td>By Woody Harris &amp; Bobby Darin—Published by Delta (BMI)</td>
<td>Delta 4217</td>
</tr>
<tr>
<td>11</td>
<td>The Little Drummer Boy</td>
<td>By Harry Sayer—Published by A&amp;R (itempty)</td>
<td>A&amp;R</td>
</tr>
<tr>
<td>12</td>
<td>Donna</td>
<td>By Ritchie Valens—Published by RCA (RCA)</td>
<td>RCA</td>
</tr>
<tr>
<td>13</td>
<td>Lonely Teardrops</td>
<td>By Barry Goetz &amp; T. Tennis—Published by Reprise (BMI)</td>
<td>Reprise</td>
</tr>
<tr>
<td>14</td>
<td>16 Candles</td>
<td>By Dionne Warwick &amp; Billy Steinberg—Published by ABC (BMI)</td>
<td>ABC</td>
</tr>
</tbody>
</table>

**Third Ten**

<table>
<thead>
<tr>
<th>#</th>
<th>Title</th>
<th>Artist/Musician</th>
<th>Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>26</td>
<td>I'll Wait for You</td>
<td>By Maxwell-Dalager—Published by Brunswick (BMI)</td>
<td>Brunswick</td>
</tr>
<tr>
<td>27</td>
<td>Manhattan Special</td>
<td>By Billy Eckstine—Published by Columbia (BMI)</td>
<td>Columbia</td>
</tr>
<tr>
<td>28</td>
<td>Philadelphia, U.S.A.</td>
<td>By Artie Shaw &amp; Billie Holiday—Published by Brunswick (BMI)</td>
<td>Brunswick</td>
</tr>
<tr>
<td>29</td>
<td>Topsy II</td>
<td>By Barbra Streisand—Published by Capitol (BMI)</td>
<td>Capitol</td>
</tr>
<tr>
<td>30</td>
<td>World Outside</td>
<td>By Sidekick—Published by Coral (BMI)</td>
<td>Coral</td>
</tr>
</tbody>
</table>

**The Honor Roll of Hits**

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.
ON ITS WAY TO A MILLION AND #1

FIRST BIG BALLAD OF '59

THANKS, DEE JAYS, DEALERS AND DISTRIBUTORS, FOR ESTABLISHING COED AS A RECORD COMPANY AND NOT JUST A LABEL

'16 CANDLES'

by THE CRESTS

COED RECORD #506

Published by JANUARY CORPORATION
1650 Broadway, New York 19, New York
### The Billboard HOT 100

**January 5, 1959**

**FOR THE WEEK ENDING JANUARY 11**

<table>
<thead>
<tr>
<th>Title</th>
<th>Artist, Company, Record Number</th>
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<tbody>
<tr>
<td><strong>5</strong></td>
<td>10</td>
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<td><strong>9</strong></td>
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<td><strong>2</strong></td>
<td>10</td>
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<tr>
<td><strong>1</strong></td>
<td>10</td>
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**THE STRONG PERFORMANCE STANDS above the outstanding weekly charts of January 11th. The top 40 of the 100 chart (below) is all based on statistical information within Billboard's system of sales and rental, which is headed by Edmondo, Imperial 99, and the rest...**

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## THE BILLBOARD’S BEST BUYS

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

### POP

**THE BLUEBIRD, THE BUZZARD AND THE ORIOLE**
- Bobby Day (Records, BMI) Alone Too Long (Records, BMI) Class 241
- LET'S LOVE
- Johnny Mathis
- You Are Beautiful
  - (Cathy, ASCAP) (Williamson, ASCAP) Columbia 41304

Don’t You Know, Yokomo
- Huey (Piano) Smith
- (Ace, BMI) Well, I’ll Be John Brown (Ace, BMI) Ace 553

The above are previous Billboard Spotlight picks.

**WIGGLE, WIGGLE**
- The Accents (Ringway, ASCAP) Dreamin’ and Schemin’ (Playersville, ASCAP) Brunswick 55100

**C&W**

NO SELECTIONS THIS WEEK.

**R&B**

NO SELECTIONS THIS WEEK.

### THE BILLBOARD’S MUSIC POPULARITY CHARTS... POP RECORDS

<table>
<thead>
<tr>
<th>#</th>
<th>TITLE</th>
<th>ARTIST</th>
<th>COMPANY</th>
<th>RECORD NUMBER</th>
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<td>Archie</td>
<td>Brunswick</td>
<td>55100</td>
</tr>
<tr>
<td>2</td>
<td>THE BLUEBIRD, THE BUZZARD AND THE ORIOLE</td>
<td>Bobby Day</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>3</td>
<td>COME PRIMA</td>
<td>Tony Bennett</td>
<td>Mercury</td>
<td>57102</td>
</tr>
<tr>
<td>4</td>
<td>SING, SING, SING</td>
<td>Tea for Two Cha Cha</td>
<td>Tommy Dorsey</td>
<td>57104</td>
</tr>
<tr>
<td>5</td>
<td>THE FOOL AND THE ANGEL</td>
<td>Bobby Day</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>6</td>
<td>DANCE WITH THE TEACHER</td>
<td>Osmas</td>
<td>Brunswick</td>
<td>55100</td>
</tr>
<tr>
<td>7</td>
<td>LA BAMBA</td>
<td>Ritchie Valens</td>
<td>Del-Fi</td>
<td>4110</td>
</tr>
<tr>
<td>8</td>
<td>YELLOW BIRD</td>
<td>Eddie Fisher</td>
<td>Capitol</td>
<td>4070</td>
</tr>
<tr>
<td>9</td>
<td>LET’S LOVE</td>
<td>Johnny Mathis</td>
<td>Columbia</td>
<td>41304</td>
</tr>
<tr>
<td>10</td>
<td>THE GIRL ON PAGE 44</td>
<td>The Four Lads</td>
<td>Columbia</td>
<td>41204</td>
</tr>
<tr>
<td>11</td>
<td>MAY YOU ALWAYS</td>
<td>The McGuire Sisters</td>
<td>Coral</td>
<td>62051</td>
</tr>
<tr>
<td>12</td>
<td>PRETTY GIRLS EVERYWHERE</td>
<td>More Brothers</td>
<td>Dot</td>
<td>19200</td>
</tr>
<tr>
<td>13</td>
<td>LITTLE SPACE GIRL</td>
<td>Johnny Otis</td>
<td>Coral</td>
<td>62051</td>
</tr>
<tr>
<td>14</td>
<td>PUSY CAT</td>
<td>Ames Brothers</td>
<td>RCA Victor</td>
<td>7512</td>
</tr>
<tr>
<td>15</td>
<td>ONE ROSE</td>
<td>Tommy Dorsey</td>
<td>Columbia</td>
<td>41204</td>
</tr>
<tr>
<td>16</td>
<td>TEACH ME TONIGHT, Cha Cha</td>
<td>In Mono Offering, ABC-Paramount</td>
<td>3901</td>
<td></td>
</tr>
<tr>
<td>17</td>
<td>MR. SUCCESS</td>
<td>Frank Sinatra</td>
<td>Capitol</td>
<td>4070</td>
</tr>
</tbody>
</table>

### COMPLETE PROGRAMMING AND BUYING GUIDE

These 100 sides are listed in order of their national POPULARITY, as determined by weekly local studies prepared for the Billboard in markets representing a cross-section of the United States. These studies reflect sales registered for each disk up to press time.
VANGUARD RECORDING SOCIETY, INC., 154 W. 14 St., New York 11, N. Y.

MUSIC
THE BILLBOARD
JANUARY 5, 1959

VANGUARD

"Sweeping The Nation!

"AUNT RHODIE"
by THE WEAVERS

America's Best Loved Folk Singers!
c/w "BURY ME BENEATH THE WILLOWS"

45 rpm VRS-35005

SANGA MUSIC INC. (BMI)
RUSH YOUR ORDERS TO YOUR LOCAL VANGUARD DISTRIBUTOR

The Billboard
HOT C&W SIDES
FOR WEEK ENDING JANUARY 11

<table>
<thead>
<tr>
<th>WEEK Ago</th>
<th>NOW Ago</th>
<th>TITLE</th>
<th>Artist, Company, Record Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>1</td>
<td>1</td>
<td>CITY LIGHTS</td>
</tr>
<tr>
<td>3</td>
<td>3</td>
<td>4</td>
<td>COUNTRY MUSIC</td>
</tr>
<tr>
<td>2</td>
<td>5</td>
<td>3</td>
<td>BILLY BAYOU</td>
</tr>
<tr>
<td>4</td>
<td>2</td>
<td>2</td>
<td>PICK ME UP ON YOUR WAY DOWN</td>
</tr>
<tr>
<td>5</td>
<td>4</td>
<td>5</td>
<td>LIFE TO GO</td>
</tr>
<tr>
<td>6</td>
<td>6</td>
<td>7</td>
<td>GIVE MYSELF A PARTY</td>
</tr>
<tr>
<td>11</td>
<td>7</td>
<td>6</td>
<td>TREASURE OF LOVE</td>
</tr>
<tr>
<td>8</td>
<td>10</td>
<td>9</td>
<td>SQUAWNS ALONG THE YUKON</td>
</tr>
<tr>
<td>7</td>
<td>12</td>
<td>12</td>
<td>WHAT DO I CARE?</td>
</tr>
<tr>
<td>10</td>
<td>11</td>
<td>11</td>
<td>YOU'RE MAKING A FOOL OF ME</td>
</tr>
<tr>
<td>9</td>
<td>8</td>
<td>8</td>
<td>ALL OVER AGAIN</td>
</tr>
<tr>
<td>17</td>
<td>22</td>
<td>19</td>
<td>COME WALK WITH ME</td>
</tr>
<tr>
<td>13</td>
<td>15</td>
<td>13</td>
<td>ALONE WITH YOU</td>
</tr>
<tr>
<td>30</td>
<td>19</td>
<td>15</td>
<td>I'VE RUN OUT OF TOMORROWS</td>
</tr>
<tr>
<td>27</td>
<td>27</td>
<td>15</td>
<td>DARK HOLLOW</td>
</tr>
<tr>
<td>12</td>
<td>13</td>
<td>14</td>
<td>MY BABY'S GONE</td>
</tr>
<tr>
<td>24</td>
<td>21</td>
<td>22</td>
<td>PROBLEMS</td>
</tr>
<tr>
<td>26</td>
<td>22</td>
<td>25</td>
<td>I'D LIKE TO BE</td>
</tr>
<tr>
<td>15</td>
<td>9</td>
<td>10</td>
<td>WHICH ONE IS TO BLAME!</td>
</tr>
<tr>
<td>15</td>
<td>2</td>
<td>20</td>
<td>SO MANY TIMES</td>
</tr>
<tr>
<td>22</td>
<td>22</td>
<td>22</td>
<td>GOTTA TRAVEL ON</td>
</tr>
<tr>
<td>23</td>
<td>23</td>
<td>23</td>
<td>WHAT AM I LIVING FOR?</td>
</tr>
<tr>
<td>24</td>
<td>24</td>
<td>24</td>
<td>THAT'S WHAT IT'S LIKE TO BE LONESOME</td>
</tr>
<tr>
<td>25</td>
<td>25</td>
<td>25</td>
<td>THAT'S WHAT IT'S LIKE TO BE LONESOME</td>
</tr>
<tr>
<td>16</td>
<td>20</td>
<td>20</td>
<td>HALF A MIND</td>
</tr>
<tr>
<td>27</td>
<td>25</td>
<td>25</td>
<td>AIN'T I THE LUCKY ONE</td>
</tr>
<tr>
<td>29</td>
<td>24</td>
<td>24</td>
<td>ONE NIGHT</td>
</tr>
<tr>
<td>28</td>
<td>28</td>
<td>28</td>
<td>FINALLY</td>
</tr>
<tr>
<td>28</td>
<td>28</td>
<td>28</td>
<td>BLUE MEMORIES</td>
</tr>
</tbody>
</table>

"Second best song of the week"

"Sweeping The Nation!"
ARTISTS OF THE MONTH

NEW ALBUM! FRESHMEN FAVORITES VOL. 2 T-1103

THE FOUR FRESHMEN

THE FRESHMEN CATALOG OF STEADY TOP SELLERS

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

BARBARY COAST RECORDS, INC.
LOS ANGELES 29, CALIF.
The Ames Bros
Red River Rose

with Hugo Winterhalter's Orchestra and Chorus

47/7413

RCA Victor writes big profits for you!

Neil Sedaka's
The Diary

47/7408
One in a Series of Industry Personality Statements

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

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

And speaking also for his V.-P.-Managers, Grover Sayre and Dave Coleman, he adds: "We don't hesitate to credit Billboard with a strong assist in the steady growth of our operations. Its inventorying and merchandising aids, and its phono product information, are invaluable. Audition is another feather in its cap. We and our customers use it often for new album purchases and promotion."
How Do You Follow Up
A Smash Like "THE END"

EARL GRANT

DOES IT WITH

"EVENING RAIN"

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

9-30819
**Best Selling Sheet Music in U. S.**

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

<table>
<thead>
<tr>
<th>This Week</th>
<th>Last Week Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. TOM DOOLEY (Beelwood)</td>
<td>3</td>
</tr>
<tr>
<td>2. TO KNOW HIM IS TO LOVE HIM (Wizman)</td>
<td>1</td>
</tr>
<tr>
<td>3. THE CHIPMUNK SONG (Monarch)</td>
<td>5</td>
</tr>
<tr>
<td>4. COME PRIMA (AMC)</td>
<td>2</td>
</tr>
<tr>
<td>5. THE WORLD OUTSIDE (Chappell)</td>
<td>11</td>
</tr>
<tr>
<td>6. LONESOME TOWN (Eri)</td>
<td>4</td>
</tr>
<tr>
<td>7. SMOKE GETS IN YOUR EYES (Harms)</td>
<td>6</td>
</tr>
<tr>
<td>8. THE DAY THE RAINS CAME (Gaidol)</td>
<td>8</td>
</tr>
<tr>
<td>9. IT'S ONLY MAKE BELIEVE (Marivale)</td>
<td>14</td>
</tr>
<tr>
<td>10. NON DIMENTICAR (Hoffa)</td>
<td>7</td>
</tr>
<tr>
<td>11. PROBLEMS (Anfidi-Boos)</td>
<td>14</td>
</tr>
<tr>
<td>12. ONE NIGHT (Travis-Penley)</td>
<td>8</td>
</tr>
<tr>
<td>13. LOVE IS ALL WE NEED (Shelby)</td>
<td>9</td>
</tr>
<tr>
<td>14. I GOT A FEELING (Eri)</td>
<td>10</td>
</tr>
<tr>
<td>15. IT'S ALL IN THE GAME (Remick)</td>
<td>12</td>
</tr>
</tbody>
</table>

**Best Selling Sheet Music in Britain**

(for week ending December 27)


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

**Best Selling Pop Records in Britain**

(for week ending December 27)

<table>
<thead>
<tr>
<th>This Week</th>
<th>Week Ending</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. IT'S ONLY MAKE BELIEVE—Connie Twitty (MGM)</td>
<td>11 months of 1958 totals 178,900</td>
</tr>
<tr>
<td>2. MOTHER MINE—Lionel Hampton's 21 (Decca)</td>
<td>166,100</td>
</tr>
<tr>
<td>3. TOM DOOLEY—Lonnie Donegan (Pyke-Nina)</td>
<td>151,100</td>
</tr>
<tr>
<td>4. TEA FOR TWO CHA CHA—Terry Dorey Ch (RCA)</td>
<td>138,100</td>
</tr>
<tr>
<td>5. THE DAY THE RAINS CAME—Jude Morgan (London)</td>
<td>136,400</td>
</tr>
<tr>
<td>6. TOM DOOLEY—Kingston Trio (EMI)</td>
<td>134,600</td>
</tr>
<tr>
<td>7. LOVE MAKES THE WORLD GO 'ROUND—Perry Como (RCA)</td>
<td>133,800</td>
</tr>
<tr>
<td>8. HIGH CLASS BABY—Cliff Richard (Columbia)</td>
<td>131,400</td>
</tr>
<tr>
<td>9. IT'S ALL IN THE GAME—Tommy Edwards (MGM)</td>
<td>130,100</td>
</tr>
<tr>
<td>10. SOMEDAY—Ricky Nelson (MGM)</td>
<td>127,900</td>
</tr>
</tbody>
</table>

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

**Flood of Disks Hit '58 Peak**

1958 Record Sales

*Continued from page 1*

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

The number of pop platters that made the top 50 during the first 11 months of 1958 totals 178,900 different c.d.w. items appeared on the C&W Best Selling chart, and the Best Selling R&B chart showed 126 items.

**HEAR EVEREST**

breaking in all markets

"sermonette" della reese

jubilee 5345

jubilee records

1721 b'way, new york 19, n.y.

breaking in all markets

Fastest Selling Hit We've Ever Had!

**THE CHILDREN'S MARCHING SONG**

from

The Inn of the Sixth Happiness

#1811

A)

LONDON

39 west 6th street, new york, n.y.

seeco

1958 record sales

*Continued from page 1*

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

**DO YOU REMEMBER?**

L.C. COOKE

CHECKER 903

Anchors Aweigh!

Copyrighted material
MITCH MILLER and his "Sing Along With Mitch" Chorus...

"THE CHILDREN'S MARCHING SONG"
(Nick Nack Paddy Whack) 4-41317
From the 20th Century-Fox Production "THE INN OF THE SIXTH HAPPINESS"

ON HIGH-FIDELITY RECORDS BY COLUMBIA
THE NATIONAL ACADEMY OF RECORDING ARTS AND SCIENCES

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

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

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

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

To represent all interested members of our industry

To bring recognition to its creative men and women

To present annual awards on a special network telecast...

the Recording Academy Awards show. First annual program is already planned for early 1959

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

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

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

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

The Stars—The Date—The Network Will Be Announced Soon
THE KINGSTON TRIO

NEW HIT RELEASE
"RASPBERRIES, STRAWBERRIES"
CAPITOL RECORD NO. 4114

STILL RED HOT
"TOM DOOLEY"
CAPITOL RECORD NO. T998

THANKS, D.J.’s
You sure helped us in ’58!
DEAN MARTIN

CRUDE Made for Love
CAPITOL 4138—Country-west-noise is mixed with the chorus's country style. Radiant and lovely singing back the winning vocal. (Ednor, ASCAP)

GEORGE GIBBS

Better Loved You'll Never Be
BURETTE 4746—Tone adapted from an old standards hit, song is handed a strong chorus support. Could be a hit if given airplay. (Ednor, ASCAP)

MARIO LANZA

For the First Time (Cosmopolitan, EMI)

HENRI RENE

It's a Stranger to Me
RCA Victor 7411—Stranger is a poignant ballad that is handed a rani number with Fats Domino-type backing in support of the artist's fine vocal. (M. G. C., ASCAP)

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

DON GIBSON

WHO CARES? (Acruff-Rose, BMI)

A STRANGER TO ME (Acruff-Rose, BMI)

These contenders could put Gibson back on top. "Who Cares" is a blues number with Pat Domino-type backing in support of the artist's fine singing. "Stranger" is a poignant ballad that is handed a heartfelt rendition. Both sides should also click in c&w, mmts. (A.M. C., ASCAP)

JONI JAMES

THERE MUST BE A WAY (Valando, ASCAP)

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

PEGGY LEE

ALRIGHT, OKAY, YOU WIN (Minson, ASCAP)

MY MAN (Feist, ASCAP)

The trump has two swingin' sides that appear strong bets to go all the way. "Alright" is a sock revival of the hit of a few seasons ago with mildly driving rhythm support. "My Man" is presented in Berry flavor and is a share. Mercury 71494

GORDON MACRAE

FLY LITTLE BLUEBIRD (Artist, ASCAP)

LITTLE DO YOU KNOW (Artist, ASCAP)

MacRae follows "The Secret" with two potent sides. They're a bit of a switch for him, and they have the hit sound. "Fly Little Bluebird" is a charming ditty with bright, cleverly built backing. "Little Do You Know" is given a multi-track treatment. Tune is a ballad. (A.M. C., ASCAP)
THE BROWNS
PETIT FLEUR
(Hill & Range, BMI)

The Wilber crew has a carbon copy cover of the tune that is currently going well for Chris Barber on Laurie. Both are strong versions, and if the tune clicks, both will be strong contenders. Several other versions are forthcoming. Flip is "Atlas No. 1." Metro 5921.

TAB HUNTER
APPLE BLOSSOM TIME
(Vogel, ASCAP)

The young flick star had a fair hit with "Jealous Heart," and his embellished working on this ditty can also catch on with the kids. Right track backing is in the cha cha style. Flip is "My Only Love." (Winstead, ASCAP.) Warner Brothers 5032.

THE BROWNS
THE LOUVIN BROTHERS
C&W Records

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

SUNSHINE (Pee Wee King, BMI)

A HOUSE OF LOVE (Kellem, ASCAP)

NOLA (Sam Fox, ASCAP)

Flip, is it? It's nicely backed by light rhythm of other earlier versions, this should also move well. (Coral, BMI.)

The brothers have a really fine reading of "Knoxville Girl," a haunting folk ballad. Those who appreciate this type time that is handed over by listeners. Sparkling ork backing is in unison by the duo. It's a small wonder that this hit makes so much money. The MOI"TOW" is also gone well for Chris Bather and his group. The Wilber crew is also giving a bright vocal reading in "House of Love." (Drake, BMI.)

Billy Williams has a chance. His reading of so-so has a chance. Like Wood, Briscoe, and the Italian originated tune, gets an English version. (Argo, BMI.)

The follow' records, also reviewed recently going well for Chris Bather and the MOI."TOW." An equally well rendered gospel with similar spiritual quality. (Argo, BMI.)

--- Pop Disk Jockey Programming ---

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

The Morrow crew scores up a treat, doing rock-a-pong that should go well with audiences. Both sides are danceable, and the kids can have a ball dancing to the well-kept items. RCA Victor 7434.

BILLY WILLIAMS
NOLA (Sam Fox, ASCAP)

An ingratingchant by which Williams marks this up-dated version of the oldies. The lyrics are same, and the artist is at his best. (Coral, BMI.)

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

THE MORGAN BROTHERS
NOLA (Sam Fox, ASCAP)

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

--- Pop Talent ---

SCOTT GARRETT
SO FAR SO GOOD (Kellem, ASCAP)

A HOUSE OF LOVE (Kellem, ASCAP)

A great debut disk, "House of Love" is an inspirational type of tone that is handed a meaningful vocal by a fine group. The MOI."TOW." is also gone well for Chris Bather and his group. The Wilber crew is also giving a bright vocal reading in "House of Love." (Drake, BMI.)

The IVIES
COME ON (Walnut, BMI)

SUNSHINE (Peek Aug-Walnut, BMI)

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

--- C&W Records ---

THE LOUVIN BROTHERS
KNONVILLE GIRL (Acuff-Rose, BMI)

I WISH IT HAD BEEN A DREAM (Acuff-Rose, BMI)

The brothers have a really fine reading of "Knoxville Girl," a haunting folk ballad. Those who appreciate this type time that is handed over by listeners. Sparkling ork backing is in unison by the duo. It's a small wonder that this hit makes so much money. The MOI"TOW." is also gone well for Chris Bather and his group. The Wilber crew is also giving a bright vocal reading in "House of Love." (Drake, BMI.)

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

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

--- R&B Records ---

NO SELECTIONS THIS WEEK.

---.popup---
72 Labels Landed on Charts

• Continued from page 3

First its sales position in the instore girls market. A label with three records that each sell a million better sales-wise than a label with ten chartsmakers that sell 100,000 each. But obviously, the more records a firm can get into the top 50 the more chances it has

for a record to break loose and enter its own sales area. And a separate box on "Home Run"—millions.

In perusing the records and the artists that made the top 50 during the year it is interesting to find that there were many artists that made the single most single re- lease during 1958—at least a dozen—and at least another dozen that hit the top 50 three out of four times last year. This refutes the claim that there is greater change among con- stituent artists as in the old days. It also indicates that the indie labels can keep in the public with lists by the same artists, since many of the established artists are on in- dividuals.

Artist Leaders

Artists who had five records on the top 50 in 1958 were Pat Boone and Connie Francis. Four artists, four were: Frankie Avalon, Chuck Berry, Jerry Comos, Johnny Cash, Nat "King" Cole, Johnnie Mathis, Elvis Presley, and George Shearing. Art- ists with three in the top 50 were: The Chordettes, Sam Cooke, Dickey-Boy, The Everlys, Fats Domino, Richie Nelson, The Playmates, Patti Page, The Flatters, Four Tunes, Toots, and the Maytals.

The Roulette fieldmen have now been designated sales districts and compensation areas, and they will be in much closer touch with Roulette distributors who take up to now. The Roulette field- men attending the meet were Harry Hill, Paul Kern for Mercury, and Harold Schein for Columbia, Sam Yeman for Victor, Ken Raines and Harvey

Capitol Offer

• Continued from page 3

sales manager of Capitol Records Distributing Corporation. Callison’s letter also informs dealers that the new policy, which went into effect January 1, will automatically cover catalog purchases made under prov- isions of Capitol’s December plan, which would give full retailean- nual albums ordered from a spe- cial trade list. Furthermore, one of these 43 is included in the 118 monaural catalog albums showing backed up by the new

100 per cent exchange policy.

RIAA Protests

• Continued from page 4

Warrner’s Two Special Offers

• Continued from page 3

use by or on coin operated machin- es. Report would have rec- ommended that the coin operated ma- chines be charged different rates than records in- tended for public consumption. Mayer stated he felt the bill is based on a misconception that there is a specific times卖给 juke boxes only and others for the public. He says this is not true.

Mansfield of the Roulette division has pointed out that all records are bought from recording firms and that there was no way to tell which records will be bought by juke operators, but that the label’s position in the sin- gle field. It also indicates that the indie labels can keep in the public with lists by the same artists, since many of the established artists are on individual labels.

NRC-5004

N.R.C.’s Latest

“Loved Her the Whole Week Through”

By JIMMY INMAN

NRC-5004

NATIONAL RECORDS CORP.

Atlanta 19, Georgia

Coming Up Strong!

JOHNNY CASH

"IT’S JUST ABOUT TIME"

Sun 309

$2.98 for the month of January. A special hit album LP with ex-

tailed album LP with exclusive cuts from each of these five best-

ing songs is, being sent to jockeys this week.

January release will be loaded with the original film score of “Auntie Mame” and the first jazz treatment of Rodgers and Hammerstein’s “Flower Drum Song” recorded by the Martin Morris Trio. Backup will be the first of its kind on-sale pieces including film—strip displays, radio promotions with displays, sales merchandising kits and mounted record covers. In ad- dition, a special press kit will be placed in national consumer magazines.

A Great New Star!

Margie Bowes

“ONE TIME TOO MANY”

w/t

“VIOLENTS AND CHEAP PERFUME”

KICX 1067

DON’T BE ILLUSIONED

MARTY MARKER’S

“TEAR DOWN THE HOUSE”

“TELL ME THAT CHEAP PERFUME”

Back Seat 5313

BACH BEAT RECORDS

2095 Armona St. Houston, Tex.

RAINBOW RECORDS

Parts 1 and 2

BILL DOGGERT

King 5159

KING RECORDS

LOVE YOU A THOUSAND WAYS

Bob and Ray

Nasca 6023

NASHBO ROUGH RECORDS

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Chappie 2215

MINTSTREL COSTUMES & ACCESSORIES

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"Excellent sales results—record buyers like to read AUDITION cover to cover."  
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AUDITION helps the store in buying merchandise.  
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—Cardinal Export Corp., New York 5, N. Y.

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Our customers look forward to each new issue of AUDITION. —Pastonow Music Co., Rockville, Ind.

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POP  RHYTHM & BLUES  JAZZ  CLASSICAL  FOLK  MOVIES & SHOWS  RECORDED TAPES  SEASONAL  CHILDREN'S  BAND  SACRED  SPOKEN WORD  SPECIALTY  INTERNATIONAL

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AUDITION, Billboard Bldg., Cincinnati 22, Ohio

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Order my monthly order for AUDITION or returns.

NO. OF COPIES  MY COST  MY PROFIT
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(4) 20 copies  $2.80  $3.80
(5) 10 copies  $3.00  $4.00
(6) 25 copies  $3.50  $4.50
(7) 20 copies  $3.70  $4.70
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(9) 10 copies  $4.10  $5.10
(10) 5 copies  $4.30  $5.30
(11) 4 copies  $4.50  $5.50
(12) 3 copies  $4.70  $5.70
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AUDITION: 60 cents per copy in stamped envelope, prepaid.  
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Please allow time for mailing.

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NEW YORK—Al Dobritch has announced that he was engaged in horse shows for the first time. He was also a producer of shows, both in New York City and Philadelphia. He was a member of the Castellanos-Miller-Canfield group, which is now being produced by Ray Newton. He also produced shows in Philadelphia and New York.

The show is scheduled for the first week of the fair, and will feature the famous American Fireworks, which will be presented for the second year. The show will be produced by Bill Hennemann, who is also the producer of the American Fireworks.

In addition, the show will feature a new act by the famous American Fireworks, which will be presented for the first time. The act will be produced by Bill Hennemann, who is also the producer of the American Fireworks.

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New Ideas... 

draw bigger crowds, make bigger money

Mine Trains • Antique Cars • Bus Cars • Steam Train

Be sure to get information on Arrow unusual rides. Special attention to children.

ARROW DEVELOPMENT CO.
523 Market Blvd., Mountain View, Calif.


Wises - kiddie 00 Mt. teen-age 1.0

JANUARY 5, 1959

Brandon Ex
Maps 2826
Plant Plan

BRANDON, Man.—Plant for a five-year renovation and expansion program to cost more than $800,000 has been announced by E. O. Meighen, president of the Provincial Exhibition.

Two phases of the project, a $130,000 renovation of exhibition park toilet facilities, which have to be completed before next summer's fair, and primary work on remnants of the exhibition electrical services, will be started forthwith, Meighen said.

It was considered a wheel for your plan to


When a program of rehabilitation will be made to the city. Ratepayers for a few weeks ago rejected a money by-law which would have provided an annual grant to the city. By a 12 per cent over 1957, and the grandstand figure was 15,122, an increase of 3,093.

The meeting accepted the resignation of Director E. A. Tinker, a director for 22 years, an honorary life member of the Western Canada Fair Association.

Lewis H. Lewis, director, presented the report for the year.

With blazing flash and high capacity, the Allan Herschell 18-car Caterpillar has always been a tremendous money-maker. And now comes the 1959 model with fluid drive and blender. The new model, like the old, is a great thrill for the rider and a terrific attraction for any park or carnival. Easy to erect and take down... Orders for the 1959 Cat are now in production. Can accept additional orders if received promptly.

There will be no greeting at the annual meeting of Lethbridge and District Exhibition shareholders.

President, W. L. McGillivray, announced the annual meeting of Lethbridge and District Exhibition shareholders.

JANUARY 5, 1959

Moffett Blvd.

Dark Cars

TIIEEL MFG. CO.

Lewis H. Lewis

Phone: EMpire 6-6060

Phone: 4-6362

PHAN: 4-16362

H. R. Donsemblad. All other retiring directors were re-elected.

Lethbridge, Alta., Plans 500G Fair Stock Pavilion

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

President, W. L. McGillivray, said it will house 400 head of cattle, sheep and swine. The new building, McGillivray said, will be designed for the show's field, and the building will be located near the south entrance.

The 1959 exhibition will again be held at the exhibition grounds, and the building was in the spring. Meighen said the time had come when a program of rehabilitation could not be delayed any longer.

One of the main items in the program is the exhibition pavilion. It will be completed after next summer's exhibition.

The financial statement showed a profit of $5,645 on the year's operations. Operating profit was $17,124, but $11,479 was spent on plant improvements. Skylar's Wheel. end Chairplane.

KIDDLE RIDGES

42 P. Ferris Wheel
36 P. Ferris Wheel
70 P. Giant Swing
16 P. Child Swing
FLYING SAUCER

N possibile the rodeo will be presented for the four days in 1959, he said.

Hillbrand Bros.' Circus and Car-

nival has increased for the middle

way, but a grandstand show has not been held since the last one. It will be the third season at Lethbridge for the Hillbrand Shows.

The financial statement showed a profit of $5,645 on the year's operations. Operating profit was $17,124, but $11,479 was spent on plant improvements.

High Quality

KIDDIE RIDDES

4089 WHIP—KIDDIE WHIP—SPeed BOAT—POiny CARR...S

BRADENTON MEYERS CARROUSILS

Illustrated Circulars Free

W. F. MANGELS CO., Coney Island, Brooklyn 24, N. Y.


With blazing flash and high capacity, the Allan Herschell 18-car Caterpillar has always been a tremendous money-maker. And now comes the 1959 model with fluid drive and blender. The new model, like the old, is a great thrill for the rider and a terrific attraction for any park or carnival. Easy to erect and take down... Orders for the 1959 Cat are now in production. Can accept additional orders if received promptly.

KIDDIE RIDDES

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FERRIS WHEELS

PORTABLE ROLLER COASTER

SHOOTING GALLERIES

FUN HOUSES

Sale today for complete catalog.

EASY TERMS. 3% down, three months.
ANA DIVIDENDS

Principal Ice Shows Enjoy
Banner Season, New Highs

By TOM PINKERSON

The nation's principal ice shows are continuing to regist-
historic high attendance figures this season and are
"showing up" with "Holiday on Ice" all have registered major gains in many stands.

Ice Follies enjoyed especially big business at such places as De-

Mr. Charlie Chalfen, president of "Holiday on Ice," states that this has been a period of high business figures, especially after a non-competitive season, but that none of the "Holiday" stands has been down from last year.

WHAT'S BEHIND THIS better business? Chalfen reasons that the public "wants out of the house." He believes that the peak appeal of TV is gone and that more people are ready to go out and see the "real thing." This is a field that once was given a maximum of 10 years' existence and already has more than doubled that. Ice shows now are more a permanent entertainment with a limit to the popularity of their enterprise.

Despite this there seems to be little likelihood that additional units will be framed or revised. A couple of years ago "Holiday," discontinued its second unit, a smaller show to play smaller places. Immediate reason was the weak business done at that time. But the costs are about the same for the second feasible. But while the costs are about the same for the two shows, there was more money up for both. And the audience was much better. The design of the show, playing in buildings with less capacity and less drawing area, new shows. As he saw it now, it is just the same for the second unit.

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

MELFORT, Sask. — Walter J. Schmid, president of "Holiday on Ice," announces that he will resign as president of the Melfort company effective immediately.

Prior to joining the Auditorium-Arena staff in 1956, Walther has been assistant manager of the Milwaukee Auditorium-Arena, has resigned his positions as director of the Galveston Convention Center, was named manager of the Galveston Convention Bureau, Inc., in Galveston, Tex.

Prior to joining the Auditorium-Arena staff in 1956, Walther has been assistant manager of the Milwaukee Auditorium-Arena, has resigned his positions as director of the Galveston Convention Center, was named manager of the Galveston Convention Bureau, Inc., in Galveston, Tex.

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Belva MAY-James L., Dustin-William T., Erickson-Hazel, McGarry-Charles H., attack. Burial December 20 in Memorial Hospital, Toledo. She was the wife, Grace.

Musician and radio performer, Tom Mix, 101 Ranch and Wild West Attractions.

Kan., of throat cancer. In past seasons, December 18 in St. Louis, 80, former Ringling Bros. Circus performer, died.

She was the wife, Grace.

Clyde Beatty shows.

His father was on tour with the Barnum and Bailey Circus.

Hagen circuses. He had been with the Barnum and Bailey Circus.

She had been on the staff of several shows.

She was the wife, Grace.

Survivors are her husband, who has been with the Barnum and Bailey Circus.

Forrest Page Combined: (Fair) Date City, State.

W. E. (Shotgun) Page, President and General Manager OF THE RURAL'S SHOWMAN INK. Phone: S3121-1-5914

THE SHARKFISH INK INC.

follow the leader

THE SHARKFISH INK INC.

THE SHARKFISH INK INC.

THE SHARKFISH INK INC.
Havana Business Scoars for Packs

Crowds Increase Over Light ’57; Attendance Records Established

Havana—Tom Packs Circus reported big business for its annual holiday engagement at the Coliseo Nacional de la Ciudad de Havana.

Show sources made no mention of tension or conflict in the city as a result of interest in the action between the national and rebel forces in Cuba.

Business for the circus has been as much as 40 per cent above last year at some performances, and all performances showed some increase, the circus said.

Opening performance, December 19.

TELEPHONE SALESMAI...
ROLLER RUMBINGS

Broad Steps Taken At RSROA Bd. Meet

MIAMI BEACH, Fla.—Prepara-
tions for international competi-
tion at the 27th annual meeting of the National Skating Congress in New Orleans this year, were
highlighted this week at the semi-annual Board of Control meet-
ing of the Roller Skating Rink Ope-
erators' Association of America
here.

The American team was slated
to leave San Francisco December
25 and be away for 30 days, mark-
ing the most ambitious tour of this
type in the history of the organiza-
tion. Special exhibitions and
shows will be included, with the
train as guest of the New Zealand
Roller Skating Association.

Representatives of Japan, In-
dia, Australia, and England are
scheduled to participate in the
Congress, whose prospects were
evaluated by Charles E. Cahill, RSROA secretary-treasurer, as fol-
lowing:

"Although the field looked good for
the American team, they were
without peer—there was some ap-
prehension as to the quality of the
opponent. The New Zealand team
had its baptism of the two years
ago and the English team was
held in Richmond, Va. It is as-
suming that knowing what they are
to face next month, they have
worked doggedly ever since."

The board at its meeting here
approved a new roller skating
registration, including provision of $25,
000 for the cost of sending the 19
American team members who were
raised directly by the 30,000
registered amateurs of the associa-
tion, plus promotional activity
money in the sale of booster buttons in the past year.

HOLLYWOOD—Roy Rogers is
expected to tour Florida following his
February engagement at the State Fair in Tampa to find a loca-
tion for the Western ghost town, valued at more than $400,000,
that he recently purchased near Las
Vegas, Nev.

Rogers purchased the Last Fron-
tier Village from Doby Doc Can-
dini and is now considering moving
the entire ghost town to a new site.
When this is done, it is estimated that
it will take 40 railroad cars to transport
the equipment, which includes three old-time railroads,
complete with track and rolling stock, mechanical pianos, guns,
printing equipment and 2,000 tons of
antiques.

(Continued on page 53)

New York—George C. Til-
you, president of Steeplechase
Park of Caney Island, died Friday.
He had been ill for some time.
Funeral services were held
at St. Francis Xavier
Church in Brooklyn.

Tilyou was the son and name-

of the founder of Steeplechase
Park, and the family name is one
of the most famous in the amuse-
ment park business. Associated
with him in operation of the family
park was his brother, Frank S.
Tilyou, and his sisters, Marie H.
Tilyou and Eileen Tilyou McAllis-
ty.

Other survivors include his
wife, Mrs. Adele C. Tilyou; his
son George C. 3rd, John and
Paul, and a daughter, Mrs. Joan
Dobbs of Long Beach, Calif.

Tilyou was born in Caney Island
five years after his father founded the
park. The family house was a
block away from the park until 1917, when
they moved to a new home on the
park grounds. In later years the
park has become his home, Frank S.
Tilyou, and his sisters, Marie H.
Tilyou and Eileen Tilyou McAllis-
ty.

One of the most famous in the amuse-
ment park business. Associated
with him in operation of the family
park was his brother, Frank S.
Tilyou, and his sisters, Marie H.
Tilyou and Eileen Tilyou McAllis-
ty.

Piece by piece, part by part, we have put our
grown-G-16 Miniature Train inside this
g cheering superstructure, on "1865" loco-
motive. The same big Wisconsin engine,
the same rugged drive, and the same precision
trucks . . . a powerful locomotive which can
pull as heavy a load as a G-16. It's an appeal-
ing bit of Americana for those who want some-
thing different with time-tested performance.

HOLLYWOOD—Roy Rogers is
expected to tour Florida following his
February engagement at the State Fair in Tampa to find a loca-
tion for the Western ghost town, valued at more than $400,000,
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it will take 40 railroad cars to transport
the equipment, which includes three old-time railroads,
complete with track and rolling stock, mechanical pianos, guns,
printing equipment and 2,000 tons of
antiques.

(Continued on page 53)

CopyRighted material
STATE SURVEY

Iowa Events Buy At State Meeting

DES MOINES—Seventy-three per cent of Iowa county fairs that buy grandstand attractions purchase them at the annual State convention here, 18 per cent are bought after the convention and 20 per cent buy no attractions of any kind.

This information was gathered in a survey conducted by Eugene Moore, secretary-treasurer of the Fair Managers Association of Iowa, in which 100 questionnaires were sent out and 82 returned. The questions asked in the survey were provided by some 61 fair secretaries throughout the State.

The survey pointed out that 22 per cent of all Iowa fairs have a free gate and free grandstand and that 26 per cent have a free gate and charge at the grandstand, indicating that 33 per cent of the Iowa events have a free gate. Twenty per cent of the fairs have one charge at the outside gate and a free grandstand and 40 per cent have one charge at the gate and grandstand.

In the survey Moore pointed out (Continued on page 54)

FAIR MEETINGS

TULSA, Okla.—Executives of the Tulsa State Fair have recommended that gimmicks make the fair wheels go around.

Nothing is too out of the ordinary for the Tulsans to tackle but one question asked before any new gimmick is tried: How many people will it involve in the fair?

Getting people involved means ticket sales.

It has worked, too, because in 10 years the Tulsa has topped its gate from 195,000 to 640,000. What are the gimmicks Tulsa uses to pull in the crowds?

1. An FFA Children's Barnyard. It has worked, too, because in 10 years the Tulsa has topped its gate from 195,000 to 640,000. What are the gimmicks Tulsa uses to pull in the crowds?

2. Square Dance Jubilee, a four-day square dance which featured regular dances and visitors who hadn't been coming regular before.

3. Square Dance Jubilee, a four-day square dance which featured regular dances and visitors who hadn't been coming regular before.

4. Outdoor cooking and corn-bread cooking contests for both men and women. Lots of fun and music added for non-competitive events.

5. Oklahoma Turn Woman of the Year contest this year drew 77 entries. Makes for good public relations for the fair.

These gimmicks were used to back up the fair's three national $10,000 cattle shows and the Southwest's top junior livestock show, notably, "Ice Capsule" grandstand attractions and all the regular features which go to make up a top-notch State fair.

Tulsa, meanwhile, is looking for more gimmicks it can use to keep the crowds coming.

WINTER FAIRS

Arizona

Phoenix—National Cattle Fair. March 30-April 4. Hours 10 a.m.-9 p.m.

California

Chico—Chico Junior Livestock Fair. Feb. 13-19. Hours 10 a.m.-9 p.m.

Obispo—Dennis Rodeo. Feb. 14-15. Hours 8 a.m.-9 p.m.

Sacramento—Sacramento County Show Feb. 15-18. Hours 10 a.m.-9 p.m.

Bakersfield—Bakersfield Junior Livestock Fair. Feb. 25-26. Hours 10 a.m.-9 p.m.

Pasadena—Pasadena Junior Livestock Show. Feb. 26-March 3. Hours 10 a.m.-9 p.m.

Riverside—Browns Hotel, Riverside, Feb. 23-25. Hours 10 a.m.-9 p.m.

Los Angeles—Los Angeles County Fair. Jan. 17-20. Hours 10 a.m.-9 p.m.

San Francisco—Municipal Auditorium, March 15-18. Hours 10 a.m.-9 p.m.

San Diego—San Diego County Fair. Feb. 14-24. Hours 10 a.m.-9 p.m.


Springfield—Springfield Junior Livestock Fair. Feb. 16-24. Hours 10 a.m.-9 p.m.

St. Louis—American Field Show. Feb. 27-March 10. Hours 10 a.m.-9 p.m.

Dayton—Dayton Junior Livestock Fair. Feb. 15-17. Hours 10 a.m.-9 p.m.

Sells Tickets

(Continued on page 54)

DUE TO AN OVERSIGHT

The dates for the 1959 NEW JERSEY STATE FAIR, TRENTON, were inadvertently omitted from our ad on page 63 of The Billboard's Cavalcade of Fairs Edition. These dates will be:

SEPTEMBER 20 TO SEPTEMBER 27, 1959

We cordially invite ALL EXHIBITORS to get in touch with us IMMEDIATELY for available space at this Great Eastern Event.

GEORGE A. HAMID, President

ANTHONETTE L. JENIMSON, Secretary

CANADIAN AID TO FAIR TOTALS MILLION DOLLARS

OTTAWA — A million dollars was spent on agricultural fairs last year by the Federal Department of Agriculture. The report has 24 Class A fairs, 70 Class B fairs and eight winter fairs, plus dozens of smaller events, not getting federal support. The classifications are department labels and do not necessarily apply to the amount of booking circuits.

Under Exhibition Grants Regulations there were 111 fairs to benefit from the money last year used for premiums and grounds improvements. The total disbursed was $83,693 over the last 10 years.
TampE Calls Elects Earl Maddox, Prez

Tampa Club Elects Earl Maddox, Prez

Tampa — Earl Maddox, veteran member of the Tampa Showmen’s Association was elected 1959 president of the organization at its annual election here last week, who served as first vice-president during ’58, succeeded C. C. (Specks) Gossow in the top post.

Dick Gishlar was elected first vice-president, Paul Fontana, second vice-president and C. J. Sollm, Jr., a past president, was named third vice-president. Vernon Kohr and Harry Julius were re-elected secretary and treasurer, respectively.

Named to the board of governors were Jack Scannell, Jno. Scannell, W. M. Clais, George Banglin, Max Britton, Harry Goughn, Eddie Yeager, Jack Newman, T. W. Kelly, President, was named superintendent.

The fair was hit by an injunction which prevented its continuation on its original site, but an agreement was reached

The penning of the Maple Park Dairy

With 30 concessions, 125 property, yielded revenue which exceeded $7500, 100 between Butler and New Castle. It is understood the society has

The Georgia State, Athens, was 14 days later in the week of the North Carolina State Fair, Raleigh. Next year it will follow Baltimore, and it is reported. Strates will move from Butler to Clearfield, then into New York for the big fair he plays there in Hamburg.

Two rides, Rock-A-Plane and Ostrich, are being added for the coming season, bringing the entertainment to eight masters and six kilos. A Merry-Go-Round was added.

Seven new rides, Rock-A-Plane and Ostrich, are being added for the coming season, bringing the entertainment to eight masters and six kilos. A Merry-Go-Round was added.

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Louie and Frances Berger recently marked a milestone when they became great-grandparents. Their daughter, Kelly Ann Allen, was born to Mrs. Berger’s grandparents. They are playing farmers markets locally and recently marked a milestone when they became great-grandparents. Kelly Ann Allen was born.

For Palisades Park, N. J., want to build a bigger building. Why? To make more money. Why not stay where you are? The demand is greater.

AN INDEPENDENT OFFICIAL OF THEового MUNICIPALITY was appointed by the Miami Showmen’s Association. President Murray named Theodore Underwood, Merle Smith, and William Silber to the board of directors. An independent official of the club was appointed by the Miami Showmen’s Association. President Murray named Theodore Underwood, Merle Smith, and William Silber to the board of directors.

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A WELCOME . . . postcard from yet sheet writer Big Al Hanic. Above: the word that was working Southern football games to good business in excellent weather. Al Hanic's North-South game at Miami Saturday (27) and the big New Year's Day Oklahoma, Syracuse Orange Bowl triple in the same town. Recently during his ramblings he met the "king of evil workers," Jack Anthony, and his wife, Ruth, Keith the per worker and Harry Ward, working auto polisher.

OLD-TIMER . . . Frank Shank, who put 54 years in the business, writes that he didn't have been able to work the last two Christmas and will shortly go into the hospital for leg surgery, will be currently located at 3000 Confederate Street, Little Rock, would like to receive mail from friends, particularly from some of the old-timers with whom he formerly worked, such as James Miller, John Hodman, Fred Hudd, Sid Hunt, George Negar, Henry Stiper, Pop Adams and Bert Coomer.

CLENN C. REEVES . . . sends us word that a number of members of the fraternity have been working in and around St. Louis recently, including George Bogan, jewelry, Ray Bonse and A. P. Pettin, Novelty House, E. E. Vanderpool and Don ald crafts, E. E. Vanderpool and Donald, kitchen utensils, Mo and Mrs. Melvin Dutrow, cameras, Mrs. Fred Cummings and Mrs. E. E. Vanderpool, jewelry, Mrs. Norman Hutcheson, jewelry.

Mr. Leo Smith, Smith, cameras, Davis, performing Florist Florist game; Fred Baze, pine scroll, Abner Hawkins, Paul Wein, porch, trc slaves. All seemed to be getting their share of the motion. Reeves informed.

MAGICAN . . . Leon Pinter, vet of vase and med shows and currently working in Alice, Tex., has been making dates with the Tommy Scott Ozark coun try show, along with a few holiday dates. Beginning in early January, his magic show booking will take him thru much of Southern Texas.

Five Years Ago

In Pitchfork

Jim Stutz worked a balloon and a novelty concession to good business in San Francisco, Mrs. K. M. McKelson and daughter, Charo, who was starring with their jewelry, jewelry, Howard George, and watch, of Arkansas, as a blank at the Austin (La.) Tour of Fine, and Trade Festival, but things picked up for him at the Houston Shrine Circus.

Fair Meetings

--Continued from page 59--

--Continued from page 59--

conducted an open-book ex-aminations with a passing grade of 90 required. Higher level tests will be closed book examinations.

10. Authority to appoint com-mission judges as stated earlier was given to Frank J. Bartik, Newark, N. J., chairman of the American Indians Commission, and to Robert Eber, Chicago, chairman of the Dublin, S. C., commission.

Sitting In

Among the attending the board meeting were M. M. Shutt, back, president; Jack Dalton, Vic-tor Under, Thomas B. Moore, Joe Spillman, John W. Suzuki, board member; Charles E. Calhoun, secretary-treasurer; Ralph H. Tolin, George E. Bergo, Roy Parker and Charles E. Sanders, vice-president; Kenneth B. Jeter, Robertson Street, secretary; Victor J. Brown, Ford A. Martin, Howard B. LaVenter, representing the advisory committee.

Rudy G. Tisdale, honorary mem-ber, and representatives of the skating supply industry and risk operators.

reconstruction in its original place. Campisi, who sold the village outskirts, is described as a wealthy rancher and a man of the Old West. He gathered the various buildings and curios over a period of years.

Florida is being given first consideration because of the present economic conditions, which the state's climate would afford. California is more on the west coast, but the Los Angeles area where they are located Donil, Knolls' Berry Farm and other attractions with a lot whickered flavor.

COLUMBIA SALES CO.

1630 Main St., Wheeling, W. Va.

COLUMBIA SALES CO.

1630 Main St., Wheeling, W. Va.
that 80 per cent contract for curtail,
and 60 per cent of the fair
meters in the third month of August,
which is one reason to a shortage of
midway attractions. Of the 62
fairs that attract entries, 85 per
cent had their contract on the curtail
date. Mr. Moore said: "I do not believe that
will find the liability policy you
were mentioning. But I will protect you
if you should be sued along with
the executive. You are insured on a ride.

Ad Budgets
Twenty-nine fairs reported they
spend from 4 to 10 per cent of
each dollar sales for advertising.
Newspapers ranked No. 1 in order of
total dollars spent by 48 of the
69 fairs surveyed. The average
for this group was $11,700. Three
fairs ranked television first and
two ranked radio as No. 1.
Thirty-five fairs use radio as an
adjunct medium in their advertise-
tion. Of the 41 fairs that advertised
in the premium catalog, only 25 make a profit
on and above the cost of printing.
In effect, Mr. Moore said that there has been a
good deal of discussion over implement
of the principle of no charge to
fairgoers. But contrary to what was
thought, 26 fairs are not reporting
having machine exhibitors.

54 MERCHANDISE

12 x 16 (192 Sq. Ft.). Each
TODAY.
CATALOG.

*S Simple fuming° peahens
* Can be used anywhere
* Heeds no battery or electricity

GIFT BOXED
NEVER

Free Easter A Cran-A 5:,44r.
Vani, ii, fr:rglit...t Mel
Chenille Chick.,
SS. Plglii.revinli

$24.00 De-p-vpaid

LAMPS

ONE DUCK BAND
SEND

ACETE TOY

You Can't Beat

BRODY

for Merchandise

-大会上 Electrical-Apparatus

- Merchandise

- Apparatus

- " Big Bargain Catalog Free!

- Big Bargain Catalog Free!

- Illustrated Bargain Catalogs.

- Send for Your Copy

- Send for Your Copy

M. K. BRODY
1014 S. Wabash Ave.
Chicago, Ill.
In Business in Chicago for 37 Years

TARPALINS

10 ft. Wide. Pleated.
6 ft. 8 in. (48 Sq. Ft.). Ea.
$ 5. 30
10 ft. 12 in. (72 Sq. Ft.). Ea.
$ 7.80

INTERIORly, Individually, Ruffled.

J & H COOK, Inc.
101 W. Taylor Street
U.S. F. Merchants Ameri-

Can Be Cut to Fit Your

J & H & COOK, INC.
B # 3.

AMERICA'S FAVORITE "FABULOUS"
HOT & COLD CUP COOK. OUR

FREE WHOLESALE CATALOG

CONTAINING

Exquisite & Photo Ideas

Aluminum Chain Links

Pins & Fasteners

Classics, Etc.

Send for a Free Copy Today

FRISCO PETE ENTERPRISES, INC.

Copyrighted materi
THE MARKET PLACE FOR BUYERS and SELLERS

REGULAR CLASSIFIED ADS

Set in usual wanted style, one paragraph, no display. First line set in 5 pt. caps, balance in regular 5 pt. upper and lower case. RATE: 25¢ a word, minimum $4 CASH WITH COPY.

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

DISPLAY CLASSIFIED ADS

Almost twice attention and produce quicker and greater results than the use of larger type and white space. Type up to 12 pt. permitted. No illustrations, reverse, or other decorative matter. One pt. rule below on ads of 3 inches or more. RATE: 55¢ per word line, 54¢ 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.

TEMPORARY OFFICE JOBS

With the world's fastest firms. Customized Business, General Offices and Bookkeeping, Secretarial, Clerical, Quality Control, Production, Sales, and Administration.

Animals, Birds, Snakes

FLORIDA TOURIST ATTRACTION

FLORIDA, 1500 Squaws, Indian Boys, Girls & Indians, 10,000 Reptiles, 8,000 Birds, 6000 Wild Animals. 200.000 Taxidermy Pieces, 15.000 Specimens of Fossil & Crystal, 200,000 Natural History Books. 10,000 Indian Artifacts. 1500 Native Indians. 100,000 Employees.

BAY FARM, 250 Ac., near S. Dak. City, - Just a few miles from San Francisco, Calif., 10 years established. 100,000 Sows, 100,000 Chicks, 100,000 Hogs, 100,000 Cattle. 100,000 Turkeys.

Magical Supplies

NEW PAGE ILLUSTRATED CATALOGUE, 24 PAGES, 250 ILLUSTRATIONS, 125 FAXES, 3000 PRINTED TEXTU. Send $1 for your copy.

MISCELLANEOUS

PAINTING, WOODWORKING, MASONRY, ELECTRICAL WORK, PLUMBING, CARPENTRY, LANDSCAPING, GARDENING, SHINGLING, PARKING, PAINTING, CARPETING, FURNITURE, HARDWARE, TOOLS, WOODS, STEEL, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLASS, GLAS...
LETTER LIST

New Coaster Being Built At Rocky Glen

SCRANTON, Pa.—A new roller coaster is being constructed at Ben and Max Sterling's Rocky Glen Park at Moosic, Pa. Sterling indicated the world's longest coaster project, which he is in a "discreet" area, will be up by next year.

The coaster is being installed by C. Frank Robinson Company, with Frank Hoover as engineer in charge.

A school for boys by Wilkes-Barre has named the Sterling's to receive its awards of the year. The park operations were honored because of their contributions of entertainment equipment to the school and for hosting the school boys at the park.

Unity, Sask.—Fair Plans Unsettled

UNITY, Sask.—Decision as to whether or not a fair will be held in this community in 1959 will be made at a meeting of the Unity Agricultural Society January 17. A motion for a proposed move is said to be a shortage of workers.

Ken Broadlove was elected president at the annual meeting, with Don Wallace and Bob Jack as vice-presidents. John Colford is honorary president and secretary-treasurer for Mrs. C. Carthoof.

Lloydminster, Sask., Fair Is Financial Success

LLOYDMINSTER, Sask.—The year has been financially successful for the Lloydminster Exhibition according to the report of Ross Robertson, secretary-treasurer, presented at the association's annual meeting. Gross receipts for the season were up 16 per cent over 1957, said to be on the upswing last fall. Lott's up and this helped to increase interest in the agricultural aspect of the show while it felt, may have affected grandstand and midway revenue.

Dunsmore Leaves Neepawa, Man.

NEEPAWA, Man.—Nelson C. Dunsmore, president of the Beautiful Plains Agricultural Society. Consequently, Dunsmore indicated he will retire and a nominating committee has been appointed to suggest a successor to the post.

James Dension was re-elected vice-president and Jack Yealey continues as secretary-treasurer. Dick McKeown was named head of the sports committee for its 23rd term. Financial conditions of the society were reported sound.


**Profile of Yeoman in Salesman.**

Wanted "ads 'in a local newspaper, as well as property. Mercier has fared well, too. He started his own vending, devoting full time to it, and approximately 100 units for," keeps only a simple set of books and music to operate the operation of peanut and pistachio machines. The combination operation took more time and energy than Mercier wanted to expend. Competition was growing brisker as World War II started in 1944, so he sold out. His next job was with the government, which he held until 1949 when he returned to vending, devoting full time to it, and approximately 100 units for. His hobbies include stamp collecting and oil painting.

**Stock With Vending**

Mercier has stuck with vending during all its time in the coin-operated field. In 1935 he branched out with his own vending, devoting full time and approximately 100 units for. "Penny venders are very good-lucrative. You can make 100 per cent profit in them," keeps only a simple set of books and music to operate the operation of peanut and pistachio machines. The combination operation took more time and energy than Mercier wanted to expend. Competition was growing brisker as World War II started in 1944, so he sold out. His next job was with the government, which he held until 1949 when he returned to vending, devoting full time to it, and approximately 100 units for. His hobbies include stamp collecting and oil painting.

**Merchants with Vending**

Mercier, who is known in the business as "The Gentleman Operator," keeps only a simple set of books and music to operate the operation of peanut and pistachio machines. The combination operation took more time and energy than Mercier wanted to expend. Competition was growing brisker as World War II started in 1944, so he sold out. His next job was with the government, which he held until 1949 when he returned to vending, devoting full time to it, and approximately 100 units for. His hobbies include stamp collecting and oil painting.

**Vending Machines**

The operation today has come about mainly through the purchase of other routes and selling, sometimes parts in the coin-operated field. Mercier sells profitably. When he buys a route and sets up a calendar that enables him to service his machines weekly, every two weeks, which he feels is a slow pace, every three weeks. If a machine takes six weeks for service, he keeps only a simple set of books and music to operate the operation of peanut and pistachio machines. The combination operation took more time and energy than Mercier wanted to expend. Competition was growing brisker as World War II started in 1944, so he sold out. His next job was with the government, which he held until 1949 when he returned to vending, devoting full time to it, and approximately 100 units for. His hobbies include stamp collecting and oil painting.

**Purchasing Routes**

The operation today has come about mainly through the purchase of other routes and selling, sometimes parts in the coin-operated field. Mercier sells profitably. When he buys a route and sets up a calendar that enables him to service his machines weekly, every two weeks, which he feels is a slow pace, every three weeks. If a machine takes six weeks for service, he keeps only a simple set of books and music to operate the operation of peanut and pistachio machines. The combination operation took more time and energy than Mercier wanted to expend. Competition was growing brisker as World War II started in 1944, so he sold out. His next job was with the government, which he held until 1949 when he returned to vending, devoting full time to it, and approximately 100 units for. His hobbies include stamp collecting and oil painting.

**Buying and Selling in Vending**

The operation today has come about mainly through the purchase of other routes and selling, sometimes parts in the coin-operated field. Mercier sells profitably. When he buys a route and sets up a calendar that enables him to service his machines weekly, every two weeks, which he feels is a slow pace, every three weeks. If a machine takes six weeks for service, he keeps only a simple set of books and music to operate the operation of peanut and pistachio machines. The combination operation took more time and energy than Mercier wanted to expend. Competition was growing brisker as World War II started in 1944, so he sold out. His next job was with the government, which he held until 1949 when he returned to vending, devoting full time to it, and approximately 100 units for. His hobbies include stamp collecting and oil painting.
CAVA Fights Double Taxes

Continued from page 57

...快樂以至超出預期。“然後他們會再進一步，努力於其他地區和城市，以及更多和更多的地方。”

Out of T.V. Westerns

*The Company can torn items.

Answering California
corporate argument that the Los Angeles Su-
city of Los Angeles.

An appeal has been taken by

an unreasonable

a L A ordinance permitted the

for the

CIGO: the Reed skins,

the city of Los Angeles, defendant

and the city to seal

an unreasonable
discrimination and a denial of equal protection of the law.”

The CAVA attorney said that the
court argued that one section of the L A ordinance permitted the

city to seal all vending machines when the

was located

an unreasonable
discrimination and a denial of equal protection of the law.”

are offered. Most of them use standard stands,

have people buying equipment—principally penny

most operators

are concerned

with upgrading their

they are trying to get the most out of what

they have, but at the same time

looking for new types of locations

in areas other than those now

area.

Batteries of machines are con-
dered to be the area with the

fewer machines. But Lally's added

penny units as it was in the

company, for example. About 25 per cent of

the operators are adding 3-cent

machines. The dime and

quarter units have not yet created

any action in this area.

Sugar Deliveries Up

Deliveries of sugar for U. S.

consumption then December 7 in-
tailed 8,322,000 tons, 224,000 tons

above those at the same time last

year, according to Agriculture

Department. For the calendar year

through December, the spot

tone of raw sugar, duty paid, at New

York has averaged 62 cents per

pound, as compared to 8.25 cents

for the same period a year earlier.

Shaffer

CIGARETTE SPECIALS

Coroisi, 30 Col. . . . . .285.00

Eastern Mark II

22 Col. . . . . .225.00

Du Gerenier

12 Col. . . . . .159.50

Rowe Commander

11 Col. Console . . .139.50

Eastern, 8 Col. . . . . .49.50

S H A F F E R

CIGARETTE SPECIALS

Coroisi, 30 Col. . . . . .285.00

Eastern Mark II

22 Col. . . . . .225.00

Du Gerenier

12 Col. . . . . .159.50

Rowe Commander

11 Col. Console . . .139.50

Eastern, 8 Col. . . . . .49.50

IMMEDIATE DELIVERY!

The 4-UNIT BI-LEVEL STAND

VICTOR VENDING CORP.

YM-04-13 W. Grand Ave., Chicago 39, Ill.

849 North High Street

COLUMBUS 8, OH

Phone: AX 4-6414

VICTOR'S Sextette

A terrific money-maker in those

street car lots. The New Modern Key to Successful

Clicking...

THE BILLBOARD

January 5, 1959

Shaffer Music Company

2191 Armstrong St., Morris, Ill.
<table>
<thead>
<tr>
<th>State</th>
<th>Capsule</th>
<th>Share of Gross Value of Stamps</th>
<th>Machine</th>
</tr>
</thead>
<tbody>
<tr>
<td>California</td>
<td>15,000,000</td>
<td>15.00%</td>
<td>Stamp</td>
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<tr>
<td>Oregon</td>
<td>1,000,000</td>
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<td>Tab</td>
</tr>
<tr>
<td>Colorado</td>
<td>750,000</td>
<td>0.75%</td>
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<tr>
<td>Montana</td>
<td>500,000</td>
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<tr>
<td>Nevada</td>
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<tr>
<td>Utah</td>
<td>125,000</td>
<td>0.12%</td>
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<tr>
<td>Arizona</td>
<td>100,000</td>
<td>0.10%</td>
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<tr>
<td>Idaho</td>
<td>75,000</td>
<td>0.07%</td>
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<tr>
<td>Wyoming</td>
<td>50,000</td>
<td>0.05%</td>
<td>Tab</td>
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<tr>
<td>Washington</td>
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<tr>
<td>Oregon</td>
<td>1,000,000</td>
<td>0.10%</td>
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<tr>
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<td>0.00%</td>
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**Package Brands**

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<th>Machine</th>
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<td>0.00%</td>
<td>Tab</td>
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</table>

**Legend**

- **Stamp Machine**: Machine for stamping dolls and figures.
- **Tab Machine**: Machine for creating tab rolls.
- **Machine**: General classification for various machines.

**Notes**

- Figures above may not reflect the exact share of each state due to rounding and changes in distribution methods.
- **State** column indicates the primary state of operation for each machine brand.
- **Capsule** column represents the number of capsules sold in each state.
- **Share of Gross Value** indicates the percentage of the state's total gross value contributed by each machine brand.
- **Machine** column specifies whether the machine is for stamps or tabs.

**Further Reading**

- Further details and prices can be obtained from the distributor or manufacturer.

**Contact Information**

- **Vendor Name**: American Chewing Products
- **Address**: 175 N. Broadway, N.Y.
- **Phone**: 894-2550
- **Fax**: 894-2551

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** mailing address:**

American Chewing Products
175 N. Broadway, N.Y.
Phone: 894-2550
Fax: 894-2551
### Coin Machine Price Index

#### How to Use the Index

**HIGHs AND LOWs.** Equipment and prices listed below are taken from advertisements in *The Billboard* for the period shown. Listings are based on the highest and lowest prices on all equipment advertised or at least 5 times together with a computation based on average prices.

(For 10-week period ending with issue of December 22, 1958)

#### PRICES given in the Index are in no way intended to be "standard," "national," "set," or offer an authoritative reflection of what prices should be on used equipment. Prices which are not used prices, however, to be a handy guide for price reflecting, what most of your advertising is dependent on the condition of the equipment, age, time on location, the territory and other related factors.

#### MEAN AVERAGE. The mean average is a computation based on all prices of which prices were advertised for the period indicated and reflects the down average and reflect. Thus, the mean average between the "high" and "low". High and low indicate price range; mean average indicates the price level at which most of the equipment is advertised for. Therefore, when the mean average is nearer the "high," it indicates the "low" is a unique price probably for "as is" or "second-hand" equipment.

#### MUSIC MACHINES

<table>
<thead>
<tr>
<th>Model</th>
<th>High</th>
<th>Low</th>
<th>Mean</th>
<th>Avg.</th>
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<td>$130</td>
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</tr>
<tr>
<td>AM-2</td>
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<td>AM-8</td>
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<tr>
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<td>AM-10</td>
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<td>$380</td>
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#### SHUFFLE GAMES

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<th>Low</th>
<th>Mean</th>
<th>Avg.</th>
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</thead>
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<td>$175</td>
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<tr>
<td>Air Exxon</td>
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<td>$195</td>
<td>$190</td>
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<td>$220</td>
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<tr>
<td>Air Pastry</td>
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<tr>
<td>Air Plane</td>
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<td>$270</td>
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<tr>
<td>Air Plane 5</td>
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<td>$350</td>
<td>$365</td>
<td>$360</td>
</tr>
</tbody>
</table>

#### ARCHIVE TOWERS


*THE BILLBOARD WEEKLY* January 5, 1959

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*Copyrighted material.*
United to Ship Wall-Box Stereo Production Next

CHICAGO — United Music Cooperation will begin shipments this month of a new wall-box phonograph. Production facilities have already been set up for the units, and distributors are expected to receive deliveries during the early part of August.

United is also expected to go into production on some form of a coin-operated unit about the first of the year, according to Mr. Sternfeld. Details on the new equipment have not been announced yet by the firm.

JUKE HEARINGS TO BE TELEVISIONED

NEW YORK — The all-delivery, all-feature prize meetings on allegedly racketeering in the juke box industry are now scheduled to be held in Washington this month. Latest report is that the hearings will be televised.

Chester C. Mathews, the Committee of the Senate and House on racketeering, said that the investigations will deal largely with the relationship between the International Brotherhood of Teamsters and juke box manufacturers.

Chief MacDonald, a member of the three-man beer license commission, said flatly he is opposed to giving the chief the power to approve the beer license of operators in such places.

In an interview with The Billboard, MacDonald indicated his feeling ran back to seven or eight years ago, when some so-called musicians playing in beer joints were not paid by the management and collected money from customers with numerous fights and other kinds of entertainment.

The case developed when a place or establishment was found to have some musicians and live musicians didn't mix.

Mathews' view is that the juvenile operator has no business in the beer business and the live musicians don't mix.

The Branding Iron was sentenced to 30 days in the end distributors are expected to receive.

The union is demanding Chief MacDonald's veto yet, the matter is still before the board.

Rather than take an action to be held at an early date to vote on the proposal, the next regularly scheduled meeting will be held in April, but it is not likely the firm will have time to do it. It is a well-known fact that AMI is willing to let the board and it is generally likely that approval will be voted by the shareholders very shortly.

Chief MacDonald, a member of the Committee of the Senate and House on racketeering, indicated that the merger will be a full package deal as far as AMI is concerned. That it will take AMI International, holding a firm on AMI Enterprises Limited, a holding firm on AMI Enterprises Limited, a holding firm on AMI Enterprises Limited.

As a result of the AMI merger, MacDonald said the board is expected to receive a market for sales. The record manufacturers have not issued any new equipment have been under consideration for years. That doesn't mean that the record manufacturers are not aware of the potential for 45 stereo singles in the market. It is an interesting fact that the sale of stereo singles would have been made.

Anyhow, the position was established that the most operators do not want to make this clear and I don't think the position is very clear.

The advantages of stereo to music operators have been well known, but it has many new uses for stereo. That doesn't mean that the sale of stereo singles would ever be sold.

For its part, the executive committee of the National Association of Music Makers, Chicago, one of the nation's largest manufacturers and distributors of phonographs, said the merger was approved at a joint meeting of the executives of both firms Tuesday (30).

The proposal calls for Automatic Canteen issuing 25,000 shares of its stock for each of 10 shares of AMI common. All told, the transaction has an estimated value of about $20 million, according to Arthur F. Silbert, vice-president of the Standard Canteen Corporation.

MacDonald stood and the matter is still before the board.

February 10, according to Arthur F. Silbert, vice-president of the Standard Canteen Corporation. The proposal calls for Automatic Canteen issuing 25,000 shares of its stock for each of 10 shares of AMI common. All told, the transaction has an estimated value of about $20 million, according to Arthur F. Silbert, vice-president of the Standard Canteen Corporation.

MacDonald stood and the matter is still before the board.

By NICK BIRK

CHICAGO — Big Box, Inc., a new juke box manufacturer, will merge with Automatic Canteen, Inc., of Chicago, one of the nation's largest manufacturers and distributors of phonographs.

The merger was approved at a joint meeting of the executives of both firms Tuesday (30).

The merger has been under consideration for years, involving a merger of two companies, Rowe and Canteen, both recognized as the nation's largest juke box manufacturers.

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Unconditionally Guaranteed

The Record Mechanism contained in the Model UPB-100 United Phonograph is UNCONDITIONALLY GUARANTEED for one full year from date of delivery by an authorized United Music Corporation distributor in a new and unused condition. Each United Phonograph is delivered with a "Certificate of Warranty" outlining United's complete guarantee.

UNITED MUSIC CORPORATION

AMAZINGLY Simplified MECHANISM

Insures dependable continuous operation

TRUE Hi-Fidelity Stere Sound

Finest quality matched components provide greater listening pleasure.

BY FAR WORLD'S FASTEST RECORD-CHANGING MECHANISM means More Coins per hour.

CORNER, CEILING and WALL SPEAKERS plus ACCESSORIES

- ULTRA-COMPACT WALL BOX
- HEAVY-DUTY CLAMP-ON BAR GRIP
- UNITED'S Exclusive PLAY STIMULATOR
- HIDEAWAY UNIT
No other phonograph in existence today can match the spontaneous appeal, the stimulating beauty, or the rich tone quality of the new Model UPB-100 Phonograph by United. Nothing has been overlooked in the mechanical-electrical simplicity of this amazing new instrument to insure constant, dependable operation for long-life and fast, steady profits. It contains all the important differences that make the UPB-100 so much better. With built-in play-appeal, the UPB-100 is designed to keep operators financially healthy for many years to come. NOW is the time. See it at your nearest United Music distributor at once.

* * * 

RAYMOND LOEWY

UNITED MUSIC CORPORATION, 3401 N. CALIFORNIA AVE., CHICAGO 18, ILL.
A HALF CENTURY OF MUSIC SERVICE

1909-1959

AMI JUBILEE

AMI Incorporated
is still your best buy

Look over the field and you can reach but one conclusion. Wurlitzer gives you the most for your money in phonographs with proven earning power.

Right now your Wurlitzer Distributor is offering the greatest values of the year in current Wurlitzer Models — all easily and quickly convertible on location to play Stereophonic Music.

SEE HIM TODAY

There is a right place and a time to install Stereophonic Music. Don't be rushed into it. Analyze the investment required. Inventory the locations on your route that you feel would pay a profit on that investment. And, most important, be sure you are getting TRUE STEREO for your money. Your Wurlitzer Distributor will gladly help you appraise the potential of Stereophonic Music as applied to YOUR operation.
Tina and Vic Bray, successful husband and wife operating team in Miami, tell what records they are putting out on the route this week.

the picks

Smoke Gets In Your Eyes, the Platters (Mercury)

"Our locations cover a good part of Miami and Homestead, resort type spots, and we've had many calls for this record. A few test numbers got good play, so we're going to put it out. One thing, any time you get an old favorite with new artists, it's usually good with our type of crowd."

Lonely Teardrops, Jackie Wilson (Brunswick)

"Here is one that seemed to be a sleeper, but we are getting requests on all our stops, and from our tally, it seems to be climbing fast. This is the sort of disk that might just take off. You never know until you try."

the buyer

Tina and Vic Bray have been operating in Miami since 1948, and have a two-man maintenance crew. Actually, Tina does most of the disk buying while Vic is the service and mechanical head of the outfit. However, the two still work together, even scheduling a black book route together, with pertinent collection information, recorded preferences and other details. Specific attention is paid to requests, which the Bray's think is very important.

Rounding out the Bray's operating company is their 12-year-old son, Terry, who, according to Bray, is the best watchdog the business has. "He watches our truck while we service a location."

The team works an average of 15 hours a day, and besides their route, they handle many local public relations and charity works.

Vic is a machinist by trade, a big asset in servicing his machines. But perhaps the most unusual former occupation ever held by a juke box record buyer is Tina's. She was a semi-professional basketball player in Memphis before devoting herself to the music business here with her husband. The pair have a daughter, Ann, 18, who is working for a brokerage firm in New York.

"Tune Talk" is a special feature for juice box operators. Each week The Billboard interviews a different juice box operator or route record buyer to find out what records they are putting out on their route that week and why.

Interest Rates

- Continued from page 61

hours discounting money to music manufacturers and distributors may file their rates by 1/4 or 1 percent. This increased cost, Silbert adds, will not be passed on to the operator in all cases, but in some cases it will.

DOES YOUR ONE-STOP SERVICE MAKE MONEY FOR YOU?

Here you have savings on wholesale for your one-stop service, here you have best business because of delay in your one-stop service. It's your luck to have a prompt party service simply because your one-stop service has an inventory and service for you.

SWITCH TO MUSICAL SALES AND GET BACK ON THE PROFIT ROAD!

Music NALES offers a SPECIAL INTRODUCTION FOR ALL new operators who have been around the industry for a while and are seeking a new outlet.

MUSICAL SALES sells to you at regular distribution warehouse. Nothing like a free shipper plus a prompt party service at no extra charge.

Remember, solely because Musical Sales prices and prices both Musical Sales service because Musical Sales is the oldest and largest one-stop service in the nation with the widest distribution.

Call us or write your order today.

THE MUSICAL SALES CO.
Musical Sales Bldg., Baltimore 1, Md.

Bay State Ops
Postpone $150
Juke Fee Fight

BOSTON — Music Operators' Association of Massachusetts have postponed plans to continue fighting the City and State combined $300 juke box fees until a later date.

Meanwhile, both MOAM President Sol Robinson and attorney Arthur J. Baker appear to be resigned to sharing the fees (The Billboard, December 15).

The case, which was divided into two separate suits—the constitutionality of charging a fee for entertainment medium and the constitutional free speech of permitting the use of prior censure—has received national publicity and a number of sizable contributions.

It's a defeat for a set-back, but one only for Massachusetts operators, but for operator groups throughout the country many of whom have been unable to use a favorable Supreme Court verdict upholding the fees (The Billboard, December 15).

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START THE YEAR RIGHT WITH THE ONLY ALL NEW PHONOGRAPH...

THE "TEMPO"

ROCK-OLA

The Complete Line for 1959

All New Styling
"All Location" Stereophonic Sound
Finest Monaural Hi-Fidelity
Focal Point Programming
Smallest in Size
200 and 120 Selection Models

See them—hear them at your ROCK-OLA Distributor's today

Manufacturing Corporation
800 No. Kedzie Ave., Chicago 51
Op Installs Custom-Built Jukes in Special Locations

By BOB LATIMER

PHOENIX, Ariz. — Building novel, custom-designed juke box installations to fit into specific locations has paid handsomely dividends for Ben Spalding, head of one of the city's largest juke box operations here.

Spalding, together with his mechanic, Bob Irvine, go a step or two farther, too, than most operators in defining the word "custom built."

To them, it's not a custom installation unless the entire phonograph has been stripped down, a new cabinet built (specially designed to match location decor), speakers built into walls and cabinets, mechanism remotely located in some other part of the location, and selection system alone being installed into the customized cabinet.

Unique Design

Chief distinction of the Spalding installation is unique design of the cabinet to house the selection unit. In all cases there is little resemblance to a traditional juke box.

The enclosures resemble for places, wall separations, planters and the like. The whole idea is to satisfy a location owner who, "... doesn't want anything that looks like a juke box in his spot."

Instead of background installations, Spalding says, we've been able to serve the purpose with our customized installations and, of course, the added advantage to locations is keeping the customers paying for the music.

The Spalding installations, which incidentally are all creditable to the talent of his Irvine's talents, have to be seen to be fully appreciated.

In all cases they form the focal point of the location. "There's little resemblance to a juke box," Spalding notes, "but we never have to worry about the customers not knowing there's a juke box around or not finding it."

Prime Example

A typical example is Jim's Steak House on East McDowell Avenue. The restaurant specializes in $1.29 all-you-can-eat steak dinners served cafeteria style. Decor is primarily blasted plywood in deep rose colors. The owner, however, shied away from a juke box, feeling it would detract from his furnishings.

Irvine solved the problem by constructing a musical bar at the front of the restaurant, built of a combination of masonry, two-way fireplace and plywood enclosure at the top matching the room. Twin selection consoles are mounted side by side on the top of the unit. Buttons and coin entry plate adjust.

A lightweight iron superstructure above the unit suspends a Musical Bar sign. All space within the top of the unit not occupied by the two consoles is filled with artificial foliage, planter style.

The phonograph mechanism is removed elsewhere in the location with wall and ceiling speakers furnishing the sound.

Hotel Spot

Another installations, this one in the San Carlos Hotel in downtown Phoenix, features two masonry fireplaces back to back and an island fixture extended out from the bar about four feet.

The two fireplaces are topped by a flagstone enclosure with a chute adjoin.

"Live Music"

- Continued from page 61

job to keep order in all 1,700 places that serve beer in Memphis.

We don't have enough men and cars to do it, I am trying to keep an eye on this. If someone else can do it, it's fine. I just want to keep an eye on it.

Q. Have you any juke box people talking to you about this?

A. No, they have not, and it wouldn't make any difference if they had. We wouldn't give them any more consideration than we give anyone else. In fact, we sometimes take jube boxes out of places where we find it constant trouble which the location owner does not take measures to prevent.

Q. Would you define what you refer to as a "beer joint."

A. To me a "beer joint" is a place that depends on beer for its principal source of revenue. I don't consider a hotel or restaurant that serves beer on the side a "beer joint." In principle, I am not saying that live music is worse than juke box music, but I speak from experience.

Some seven or eight years ago we had some musicians playing in 'beer joints' who were not paid by the management. They had to scrape up some sort of management to collect money from the customers. This is not right. These musicians were not members of the musicians' union. It was these type of places where there were fights and other kinds of trouble.
AMUSEMENT MACHINES

TORONTO — The outlook for the Ontario Coin Machine Distributing Company, Ltd., for the next 20 years, after a 20-year presence of converting juke boxes, games and vending machines, is a 25-cycle electrical power supplied by the Ontario Coin Machine Distributors Commission, has the province all but completed a full switch to the state of the art in coin-operated machines. The change over began 10 years back.

The switch-over will take the form of converting the juke boxes, bars, and vending machines. The 25-cycle electrical power is expected to supply the majority of the game route.

Per-Location Costs

Siegel said it has been very difficult to get enough of the new equipment and for the 25-cycle conversions, it has cost from $200 to $300 per location to make the conversion, Siegel estimated. Now, at last, he said, the Toronto area, and most of the rest of the province, is on 25-cycle.

Siegel stated that his firm did most of its own converting, in some cases with help from companies in the machine factoriery. The firm also did some work for the Hydro-Electric Power Commission, supplied with 25-cycle pieces in some cases.

The switch from 25 to 60-cycle frequencies is expected to be completed throughout the province in a few months. The new 25-cycle system is expected to cost $250,000 per location, as well as industrial and commercial locations, involving 7,000,000 pieces of electrical equipment ranging from fans to power plants.

Gottlieb Ships Double Action, 2-Player Pin

CHICAGO — Double Action, a new coin-operated game from Gottlieb, was shipped to distributors last week. Gottlieb, Dist. Co., Ltd., Toronto, the machine distributor with branches in Montreal, Vancouver, and Winnipeg, the coin trade has been making big moves in the machines to the Ontario-type 25 cycle frequency for 30 years.

Thugs Sock, Rob Arcade Manager

WASHINGTON — George Bueh, manager of the Florida City Warehouse, was shot out of a part of the game route. Bueh told the police that the thieves had taken the grinding machine late into the night until there were no customers around.

Murray Cohen, one of the men, bought a pop bottle and took off from his friend, Mike Hulekome.

Bueh told the police that the machine was a good description of the thieves, and the police broadcast the information.

Bally Schedules Carolina School

COLUMBIA, S. C. — Peach State Trading Company here will open its Carolina School Monday, October 10, according to Paul Calamari, of the Bally engineering staff, will conduct the class and have four full-time players for distribution at his full line.

N. Y. State Guild Sets Plans for Annual Banquet

POUCHKINES, N. Y. — The New York State Operators Guild, Inc., met at the Shamrock House here, discussed plans for the organization’s 1959 banquet, which will probably be held at a Catskill Mountain resort in the latter part of the year.

The complaint was issued by Seymour Tupper, Long Beach, L. I., who claimed that in September, he had been served by Tupper in 15 games in various New York locations.

According to Tupper, Siegel signed a statement attesting to the violation. Siegel, however, claimed that Tupper had an off-duty, that he had not lived there for three years.

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Former N. Y. Game Op Charged With Larceny

NEW YORK — Sidney Slater, a former New York game operator, is being held on $4,000 bail pending arraignment on charges of fencing a Long Island home for $5,000 in the sale of a game route.

Slater, 35, who gave his address as 118 W. 75th St., New York, was arrested in the address in no way involves the local association.

Kaye Ready on New Shuffle, 2 Pool Games

BROOKLYN — Irving Kaye, local game manufacturer, this week introduced a new shuffle, a 2-unit shuffle and two pool tables.

The new shuffle is a substated shuffle on the playing surface, with a high ball and low ball, which will be cut to that of deck shuffle. The eight-foot game has gutters on each side, with a roll-off, with the eight of the fielding 35 inches.

Players get eight shots to hit a pair of balls on the playing surface for five, six, seven or eight frames. Price has not yet been determined.

Pool Games

The other two new games—Competition and Baby Table—will be the first pool game. Both games have removed front areas which allow the player to clean the game without removing the ball, and both have predrilled holes which reduce shanking and give the table a full-line look.

Also, each game has a rubber band which makes for faster play, and a forensics law enforcement.

The table itself has a mahogany and gold finish.

The junior table will list for $430, while the competitor will list for $525. The baby table, which will continue in production, will have 96 inches by 48 inches, while the latter is 74 inches by 48 inches. The baby table is a full-line look and a full-line look is the price.

Pool games have been played in Dennys Wild and on the Hockey Games. He said that some areas of the country have problems with the present fielding of the new shuffle, but his full line.

Bowllette a Smash; Rosenthal Plans 2d

ST. LOUIS — After one month of operation, Jack Rosenthal terms his new bowllette a big success. He’s elected as many as 750 patrons in a single week.

Bowllette, opened November 22, is said to be the first featuring play on coin-operated bowling games, including the lines of a bowling alley, rather than an arcade. Rosenthal is said to be looking for additional bowllettes under his own management. They’ll be an added impulse to the already vast pealess plans to sell a Bowllette “package” to interested outside parties. Under this plan, Rosenthal would not sell directly, but could merely handle the sales efforts and call for the greater number acceptance of the game route.

Whether or not a change will come, when it will, or what it will be, is left to the discretion of the local association, in this point.

But local game operators, perused for years over an archaic ordinance and over-zealous enforcement of that legislation, that any change made can be but an improvement on the present situation.

The City Collector’s office and the Corporation’s office have heard of a likely change, and look for one within the next few weeks. But they won’t say what it might be.

In the meantime, local operators are still rigidly enforced on the licensing regulations. New laws have been passed, certified to; but many enforcement officers still maintain that the ID card must be placed, along with the license, on itself, on the game at the location. Currently, many operators simply keep the ID card, with the license, in the windows of the police station.

The association chairman is not sure of his information, which is not known.

Half-Year Basis

More important is the possibility that the ordinance might be allowed a for a change during the licensing period, rather than a full year period. This would provide operators with a chance to make new purchases and to make new purchases without losing the location to bottlers. Currently, the 25 percent city tax must be paid in the next six months, which is located in Jacksonville or late in the year.

Also a possibility is a more lenient city viewpoint on keeping more of the same type of coin games. As of now a special city game ordinance is in effect, allowing coin games introduced by manufacturers at a certain point, which is allowed.

Using the old “Baggutte” ordinance as a guide, many operators have a legal basis for operating these machine-type games at baseball machines.

Atty. James A. Brown, counsel for the new Amusement Machine Association, said that he had written a letter to city authorities last month, hoping that the city would allow the machines to operate.

McClellan predicates that continuing the results probe will show that many more of the former plans have been made.

McClellan told the Senate committee on Rackets that the committee had received 825 applications, which were not available at press time.

In preliminary hearings held last month, the committee heard illegal allegations levied on the Bowlette machine operators, which the state police by use of the investigation of racketeering in the coin and vending industries.

The probe will run about three weeks, according to the committee, that undercover agents have tried, along with ten thousand officials, to get hold of the game and vending industries. Names of the witnesses were not available at press time.

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He said, however, that he did not have a lead on the Bowlette.

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Gotham Operators Hail Newspaper Strike End

NEW YORK—Local game and music operators breathed a bit more easily this week as the 19-day delivery union strike, which had closed the city's daily newspapers, was settled, and the papers resumed publication.

The strike cost the city an estimated $50,000,000 in payroll losses, retail sales losses and declines in entertainment spending. Just how much of this loss was sustained by coin machine operators can never be measured, but it was enough to hurt most downtown operators substantially.

Hardest hit were operators with locations normally patronized by newspaper employees—some 15,000 of the city's 20,000 newspaper workers were unemployed for 19 days, and the taverns near the newspaper plants were virtually deserted.

Fewer Shoppers

Retail store sales were off some $10,000,000 during the strike, which meant that fewer shoppers came to town, and they spent less time in taverns and restaurants, and hence less money in coin games and juke boxes.

New York playboys, who usually make a fair contribution to bar business and juke box play, were unable to read reviews and ads, and hence stayed home. Attendance at sporting events, despite sellouts at the last three pro football games, was off 23 per cent, and the sports fans are among the best patrons of coin games and music at taverns.

Actually, only 2,000 union members were out on strike, but that was enough to play havoc with the city's economic structure. With the strike just ended this week, it's too early to tell how much collections have risen. But the taverns and restaurants appear to be doing better than last week, and some of this improvement is bound to rub off on the operators.

Colo. Ops Sweat Out $50-Per-Unit Tax Bill

DENVER — Operators throughout Colorado are faced with the prospect of a $50 across-the-board State tax on amusement machines in 1959. A tax bill which calls for a boost in coin game taxes is pending in the Legislature.

Currently, the status of pinball and other games in Colorado is described by "at a standstill" by operators and distributors.

In line games disappeared from Colorado locations about three years ago and have never made a reappearance. This has been traceable to the District Attorney's enforcement action. The D.A., Harry O'Keane, has enforced rather obsolete statutes to eliminate such machines altogether.

O'Keane, described as "somewhat overzealous" by most of Colorado's game operators and distributors, has managed to throw such a scare into location owners that it is difficult even to place completely legitimate machines, they say.

Restrict Teen Play

Colorado statutes hold that five-ball pins which award only free games are legal, but the State holds that no one under 18 years of age may play the games at any location other than amusement parks or bowling alleys, when they are accompanied by an adult. This has sharply limited play and made such machines problematical from an income standpoint.

There remains an excellent demand for used machines, a large percentage of which are being shipped out of the State. Operators in small towns throughout the State are apparently finding used pin games all they can afford and are continuing to operate them in small taverns, pool halls, restaurants, and other spots without problems.

Denver's four largest distributors report that new pin games have been difficult to sell because of the highly indefinite legislative picture. The imposition of a $50 tax on a State-wide basis would be enough to cancel all profit from the pin game operating picture for at least $75 per cent of the State operators, it was indicated.

Almond, Filbert Supply

Agriculture Department estimates the 1958 crop of almonds in California at 20,000 tons, 47 per cent smaller than last year and approximately half the 10-year average. Filbert production in Washington and Oregon is estimated at 7,150 tons, 43 per cent below last year and 5 per cent below average.

SPECIAL INTRODUCTORY TRIAL SUBSCRIPTION

Order Blank

The Billboard
2160 Patterson St.
Cincinnati 22, Ohio

Please enter my SPECIAL INTRODUCTORY TRIAL SUBSCRIPTION for 6 issues for ONLY $2 which saves me $1 from the single copy value.

Name

Company

Address

City__________________Zone______State______

Type of Business__________Title________

SOMETHING OF THE VAST SIZE of the discount house, the heavy traffic and the popularity of the rides is shown in this photo. Total cost of complete installation is more than $25,000, according to Ed Burg, who is in charge of Runyon Sales of New Jersey's operating division, operator of Playland.
Coinmen You Know

St. Louis
By JOHN HICKS
Funeral services for Sam Rosenfeld, father of Jack Rosenfeld, of J. Rosenfeld Company here, were held December 12.

Special Sale! BOWLERS
11, 14, 16 ft. $295.00

By JOHN HICKS

Write Wire Phone Today
David Rosen

Special Sale! BOWLERS
11, 14, 16, and 20 ft. $295.00

DaviS

GUARANTEED PHONOGRAHS
LOOK-OPERATE LIKE NEW

Seeburg M100C $375
Seeburg 100w $450
Seeburg HF100C $475
Seeburg HF100R $575
Seeburg HVL200 Hideaway $595
Seeburg V200 with VL Receiver $650
Seeburg L100 $682
Seeburg K5200H $725
Seeburg KD200H $775
Wurlitzer 1900 $495

Phone Sales

Cable Address: Davis

DUNIS DISTRIBUTING CO.
100 Elliott Avenue West, Seattle, Wash.
(Inquiries accepted now for local distributors)

BY JOHN HICKS

The old location was destroyed by a spectacular five-alarm fire, which caused damage estimated at $100,000 to the four-story building and $200,000 to the contents. The old location stood. (Billboard, October 20 and 27.)

Write for Prices on

Wurlitzer 20006

Seeburg 1100s

Wurlitzer 1100

Phonograph Companies

(Continued on page 72)

ITS RED HOT! chicago coin's REBOND SHUFFLE And We Have It... First Coin Machine Exch.

Dunfield C. O. V. M. - St. Louis.

WERNHER 20006

SEEBURG

SEEBURC

SEEBURG

SEEBURG

Special Sale!

Write Wire Phone Today
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Phonograph Companies

(Continued on page 72)
the revival the group could carry

this was the second of the year agrs be trapped in

E. P. Arnot, who was one of the first phonograph opera
tions in this area, died on November 12, following a
heart attack at his home in Chewin, New York. The Stanley Bennett, phono
graph prominent from Dunk Co., recently slashed in distributors' showrooms in Denver.

Buying new phonograph and amusement machines in Denver, the gain of Sall Music Company, Pueblo, and J. C. Hall, of Rocky Mountain Coin Machine Company, of the same city.

Miami

Paul Daniel

Matty Force, in free New York, played host to the cigarette opera
tors in the area at Crandon Hotel. Buddy Kaufman fol
lowed the footsteps of hia father, Jack Kaufman, who was
founder of the Broadway Amuse
ment Company. John H. Kaufman, who started cigarette vending in the area, greeted visitors from Long Island Tobacco Company.

Lou Golden, of Ace Ciga Rette Service, in town from Cleve
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At Kalin, of Music Service, returned home from the hospital after an accident caused by a reckless driver, who hit Al when he was on the curb. ... The area is feeling the Eastern Airlines strike, but in spite of everything the spirit of the area is evident.

Little Rock

By ELTON WISENHEIM

At Hot Spots Phil Marks, Phil Marks Amusement Company, re
ports his project is underway to reach each rock for concrete for a big highway expansion program. He bought 600 acres, which is a prac
tically a huge mountain rock, and has the mining plant set up now. ... W. E. Lewis, Lew Novelty Company, bagged a four-point buck recently.

Duane Faull, Faull Amuse
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pany, reports business good. He recently bought a small plane.

Edward Wilcox, owner of Wil
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is putting out a lot of long shelf

deals and meeting with suc

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Luther Davis is the new
manager of Pine Bluff Amuse
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Milwaukee
By BENN OLLMAN
Hilltop Coin Machine Company staffs enjoyed a fine Christmas party at the Hickory House. According to Doug Opts, the holiday period is responsible for a strong boost in Hilltop's coin receipts. Nate Victor, S. L. Lodewes Music Company front office boss, reports that the new stereo equipment is "the biggest thing we've ever had."

Also very pleased with the trade's reaction to stereo juke boxes is Sam Cooper, Pastor Distributing Company. He claims operators are buying a heavy quantity of the new stereo units. "Most of the joker boxes are in big city locations—the smaller towns haven't taken to them yet," says Cooper.

One-stopper Joe Hoffman reports that music operators shopping in for their Christmas disk needs heavily preferred the old reliables such as Bing Crosby's "White Christmas" and the Andrews sisters recordings. Those stopping in for holiday sales included Eddie Cronsowki, Red's Novelty, West Alin, Eddie Ray, Mitchell Novelty, Milwaukee, and Art Vaillencourt, Racine.

How to boost 10-cent play?
"Put a lot of EP's in your juke boxes," advises Eddie Furia, Triple A Amusement. Use of the extended play disks have not only helped maintain the number of dime play spots on his routes, he claims, but they have also boosted takes. Nick Novacek, Century Vend- oers, notes that industrial vending locations have held up strong this winter.

Harry Jacobs Jr., head of United, Inc., is sending out invitations to State operators to attend the unveiling of the new Wurlitzer juke boxes. Trademakers will be asked to stop in at any time during the week of January 19th to see the new unit and hear the sound. "Stretching the showing out during the week of the 19th will give us a chance to spend more time with each operator who stops in," says Jacobs.

J. P. Hering, Sparta, Wi., jobber and merchandise vend- er, who retired three years ago, died recently while visiting his son back East. A number of the State's larger cigarette venders are planning to attend the testimonial din- ner January 7 for retiring operator Harry Jacobs Sr., of the Hilltop Coin Machine Company. The group of operators stopping in for the Tobacco and Beverage Tax protest will include Eddie Gronowski, Red's Novelty, Ford. Dave Frichard, He is being succeeded by Ellsworth Jones.

WANT TO BUY
A.M.I. 1958, 7310, 65105.
A.M.I. 1958, 75105, 65105.
A.M.I. 1958, 25105, 35105.
A.M.I. 1958, 45105, 55105.
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FOR QUICK RESULTS
The Billboard
CLASSIFIED
ADVERTISING
COLUMNS

January 3, 1959

"World Famous Exporter"
— Inquiries Invited—
Waiting Rooms and others.
A.M.I. Head Phones (special) $2.00
A.M.I. Head Phones $3.00
A.M.I. Head Phones $4.00
A.M.I. Head Phones $5.00
A.M.I. Head Phones $6.00
A.M.I. Head Phones $7.00
A.M.I. Head Phones $8.00
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A.M.I. 1958, 85105, 95105.

WANT TO BUY
A.M.I. 1958, 7310, 65105.
A.M.I. 1958, 75105, 65105.
A.M.I. 1958, 25105, 35105.
A.M.I. 1958, 45105, 55105.
A.M.I. 1958, 65105, 75105.
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A.M.I. 1958, 85105, 95105.
COIN CALENDAR
Association Meetings scheduled. Check for changes.

January 5 - California Music Merchants' Association, Oakland Division, 311 Broadway, Oakland.
January 5 - United Music Operators of Michigan, monthly meeting, Fort Wayne Hotel, Detroit.
January 6 - Washington Music Merchants' Association, monthly meeting, Seattle, Wash.
January 7 - Summit County Music Operators' Association, monthly meeting, Akron, O.
January 8 - Music Operators' Association of Massachusetts, monthly meeting, Beverly Field Hotel, Boston.
January 8 - California Music Merchants' Association, San Diego Division, monthly meeting, U. S. Grant Hotel, San Diego, Calif.
January 10 - Tri-County Box Operators' Association, monthly meeting, Fremont Hotel, Fresno, Calif.
January 10 - Automatic Phonograph Owners' Association, monthly meeting, 1011 Traction Building, Cincinnati.
January 11 - California Music Merchants' Association, monthly meeting, Fremont Hotel, Fresno, Calif.
January 14 - California Music Merchants' Association, Bakersfield Division, Bakersfield Inn, Highway 99, Bakersfield.
January 14 - Western Massachusetts Music Guild, semi-monthly meeting, Chalet Restaurant, West Springfield.
January 14 - Music Operators' Society of St. Joseph Valley, monthly meeting, offices of Elson Music, Manistee, Ml.
January 15 - Eastern Ohio Music Operators' Association, semi-monthly meeting, 310 Rush Boulevard, Youngstown, Ohio.
January 15 - Phonograph Merchants' Association, Cleveland, semi-monthly meeting, Royal Garden Hotel, Cleveland.
January 16 - Los Angeles Division, California Music Merchants' Association, 2932 West Pico Boulevard, Los Angeles.
January 19 - Western operators' Guild, monthly meeting, American Legion Hall, White Plains, N. Y.
January 21 - Automatic Equipment & Owners Association of Indiana, monthly meeting, 550 Broadway, Gary, Ind.
January 2 - New York State Operators' Guild, monthly meeting, Palace Hotel, Newburgh, N. Y.
January 26 - Central States Phonograph Operators' Association, monthly meeting, 805 Main Street, Pontiac, Ill.
January 27 - Western Vending Machine Operators' Association, monthly meeting, Unique Restaurant, Figueroa & Washington, Los Angeles, Dinner, 7 p.m., meeting, II.

YOUTH WANTS AND NEEDS (Continued)

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FULLY REBUILT SHUFFLE BOWLS

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Diversifies With 3 Separate Firms

MILWAUKEE—Juke boxes, games and cigarette machines are still and all his business says veteran operator Doug Opitz. But, as of November 1 when his firm moved into new, shiny quarters at 22,641 St. Germain St., there were plenty of changes made. Opitz now heads up three separate firms; it is solidly in the refrigeration and tavern equipment business along with the original wide-operated juke boxes and games that gave him his start several decades ago.

IFR Refrigeration Machine Company, the original name Opitz established when he started his first business, now covers only the juke box phase of his expanding enterprises. All juke boxes and cigarette machines under the revamped setup are operated by Weatherite Novelty Company, Inc., and the recreation center for Lor-Ann, Inc., centralizes the handling of the refrigeration equipment line.

Opitz recently became exclusive distributor in this area for McQuay Crystal Tips Ice Coolers and the Sherer-Gillett line of bottle coolers. This type of equipment is designed for use in taverns and dining spots. According to Doug Opitz, the many contacts he and his, representatives have in the tavern and restaurant field, now covers only the juke box phase of his expanding enterprises. All juke boxes and cigarette machines under the revamped setup are operated by Weatherite Novelty Company, Inc., and the recreation center for Lor-Ann, Inc., centralizes the handling of the refrigeration equipment line.

Several months back Doug Opitz and his long-time partner Ken Kuow, suddenly dissolved their partnership. Kuow now heads the Ken- doo, Inc., firm which operates music, games and cigarette routes as well as the Avenue Arcade.

Stereo Jukes Lag

Admit that sooner or later they will have to buy stereo for their top locations and upgrade their other equipment all down the line. Most of them feel, tho', that they would rather wait until the competitive situation forces them to do so. Collectors have been rough during the last few months, and operators are seeking reasons to refrain from spending $100 or more on new equipment.

Degree Unknown

The consensus among operators is that stereo will not take play, and that it will be tried on the best spots first, then down the line. Just how much it will increase play, and just how far down the line the replacement process will go are the two great unknowns.

Working in the operators' favor is the tremendous push the local phonograph manufacturers are giving stereo. Right now, virtually every home set being made is for $100 or more, while stereo, and the operators don't have to sit up interest in stereo—such interest already exists.

Then too, the LP stereo releases, while of no direct benefit to the operator, help him indirectly in that they whet the public's appetite for stereo, and hence stimulate juke box play.

The man caught in the middle of the stereo impasse is the juke box manufacturer—and, of course, the distributor. The manufacturer is convinced that stereo will boost juke box play, and, as a result, make more room for available or equipment for automatic phonograph purchasers.

Waiting Game

But he can sell only a limited amount of stereo boxes—soon the pop hits are available on 45 stereo, and the record manufacturers are waiting until he sells more units before they pull out the stopper on stereo disk production.

It's a case of the supplier waiting for the market to materialize, and the market waiting for the supplier to cranking. At this point, it appears as though the market hasn't long to wait.
JANUARY 5, 1959

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KS 200 H. 725.00
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HF 100 C. 475.00

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Refinished-Reconditioned
Including VL Receiver — Speed
Read Program. Also available
as “200” or “120.”

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HIF 100R $475.00
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E-120 $295.00
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WALL BOXES

Seeburg 3 WI $39.50
Wurlitzer 5210 (200 Sel) 99.50
AMI W-200 (200 Sel) . 99.50

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PHONE: AX 4-4614

FTC CHARGES Vs. 2 FIRMS

FTC Charges Vs. 2 Firms

• Continued from page 75

chances will be located only upon
payment of from $3 to $25 per
machine, FTC alleges, and even
then virtually all locations are un-
profitable, the complaint states.

Purchasers must engage in exten-
sive selling and soliciting to estab-
lish and maintain a route, the com-
plaint further charges, and his in-
come is less than claimed. The

concerns have consistently re-

fused to relocate unprofitable ma-

chines so that the claimed profits
could be realized.

FTC further alleges that the

purchaser’s investment is not se-
cured by the machines and mer-
chandise, that the prices paid are
several times the open market
value of the machines. In addition,
accompanying merchandise is sim-
larly overpriced, and some of this
merchandise is perishable.

Parties are granted 30 days to
file an answer to the complaint.
A hearing is scheduled February
24, 1959, before an FTC hearing
examiner in Washington.

WANTED

Seeburg M100 A’s
Seeburg M100 B’s
Guns of all types
Bally Bingos

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Exclusive Gottlieb, Williams and Seeburg Distributors

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PROFIT HORIZONS For Bowling Games!!!

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BOWLER

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BOWLER

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BOWLER

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CHICAGO 14, ILLINOIS

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with

NEW SECTION SCORING

2 NUMBERS IN A SECTION
MAY ACTUALLY SCORE
AS 5-IN-LINE

Player may play for in-line scores...combination in-line and section scores...or section scores only.

Before shooting 4th or 5th ball, player may shift card patterns back and forth for greatest scoring flexibility in pinball history.

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LUCKY SHUFFLE
STAR SHUFFLE
SPOOK GUN
WESTERN EXPRESS
MODEL T
SPEED QUEEN
TOONERVILLE TROLLE
THE CHAMPION

$Hifting
$peed $kill

INSURES CONTINUOUS REPEAT PLAY ON
SPEED-BOWLER
new HIGH-SCORE puck-bowler

by Bally

Match-Score Model
WHIZ-BOWLER

SLOW SHOTS
MEDIUM SHOTS
FAST SHOTS

SPEED-BOWLER is not another "play-the-middle-for-top-count" game. Players must vary speed of shot in each frame for maximum scoring. Continuous "change of pace" insures continuous play-appeal...top earnings...long life on location. Get SPEED-BOWLER working for you now.

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NEW, AUTHENTIC TYPE
GUN SIGHTS

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TARGET VIEW

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SHOOT AGAIN FEATURE
(OPTIONAL)

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Entire Mechanism Easily Accessible. Complete Target Unit Easily Removed.
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