Canteen AMI Move Will Spur Change

Provides Basics for Biggest, Strongest National Juke Box Operation in History

By BOB DIETMEIER

CHICAGO—A formal step is being taken toward completion of an important corporate combination that is expected eventually to have great effect on juke box operating.

A legal formality paving the way for the merger of AMI, Inc., into Automatic Canteen Corp., or America is being initiated this week.

AMI will file with the Securities and Exchange Commission information the company plans to use in soliciting proxies for stockholder approval of the move. Boards of directors of both companies ratified the transaction December 30. See The Billboard, January 3.

SEC will then have 14 days in which to inspect the statement in accordance with this legal requirement before a new conference. The latter move makes way for Canteen to set up a new company to be operated as a wholly owned subsidiary.

As a practical matter, most stockholders do not get to meetings. This is fine. The merger is inevitable. The standing, together with information.

Juke Output Low Ebb in ’58

CHICAGO—The appearance of Automatic Canteen in the juke box manufacturing field at the end of the two poorest years the industry has experienced in nearly a decade.

Juke box production for 1957 and 1958 are down from previous-year figures. For its fiscal year ended September 27, it reported 56,176 machines. Dowd has estimated that in 2959 Canteen lost about 80,000 sets since that time.

In addition, it is basically a vending machine operating company, the nation’s largest. It owns Rowe Manufacturing Company, a full-line vending machine manufacturer and operator. Thru Rowe, Canteen is estimated to have more than 30,000 cigarette machine locations.

Canteen has some 100 franchised distributors (Continued on page 80)

MUSIC TO JOIN IN HEART FUND DRIVE MESSAGE

NEW YORK — The New York Heart Association’s campaign for funds for heart research moves into high gear shortly, with Frank Felton, chairman of the executive committee of the Radio Corporation of America, spearheading the drive. Felton, who is chairman of the campaign, which will continue through the month of February, will enlist the aid of dealers and radio and TV program directors in order to approve the public of the necessity of maintaining heart research at its present high level.

At a reception in his home on January 30, Felton will outline campaign plans and progress of the Heart Association in eliminating cardiovascular ailments from our mortality lists.

For use during the month of February, the Heart Association is making available to dealers a sparkling array of jubilees calling attention to the campaign. These have been selected by Carl Tubbs, director of AMI’s present 240 station promotion policies.

Despite this, the announcement of the approval of the move by directors of both firms at 1958 closed touched off considerable speculation among members of both industries.

Excitement for this expected discussion can probably be traced to two facts—the size and nature of Automatic Canteen itself and the fact that thus far the vending machine industry has worked to keep the box and vending machine businesses separate and distinct.

Canteen is a national corporation or sales racket with the largest U. S. corporations. For its fiscal year ended September 27, it reported 56,176 machines. Dowd says that in 2959 Canteen lost about 80,000 sets since that time.

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Canteen has some 100 franchised distributors (Continued on page 30)

NEWS OF THE WEEK

1959 at Diary A.B. List. Pace, Cohen, Kraft, Brennan, Exit

Paul Cohen fired a six-man crew at Coral; Motty Kraft, pop d.j. at MGM, and Joe Brennan, national director at RCA Victor, exited their posts at their respective firms this past week.

Stereo Remoting Technique Still Puzzling Dudez

Now that stereo recording has really arrived, both pop and classical, d.j.s are trying out techniques to be used for stereo remoting. What’s the status? (Page 3)

Censorship Exam on Aid

Lyrics as Acceptance Criteria

The public is becoming more broadminded and censors are becoming lemmings about the lyric content of songs aired over radio and TV, both local and network, according to a survey of network continuity acceptance charts and record librarians with key local stations...

Varied Fare On LP Chart

NEW YORK — Deejays in search of LP programming material today find a wide choice of talent on the best-selling album charts. Packets on the Billboard’s current best-seller LP chart range from Van Cliburn to rock and roll guitarist Dana Eddy’s new jam LP. “Have a Twangy Guitar. Will Travel” hit the chart this week as No. 25 less than a month after its release. However, Broadway and Hollywood show tunes still dominate the chart, with 12 show-song packets currently listed—six featuring Rodgers and Hammerstein scores. R. & B. artist’s newest song, “Flower Drum Song” moved into the No. 5 slot, taking only its second week chart position.

Wherever You Are...
Censorship Eases on Aired Lyrics as Acceptance Grows

Trend Toward Increased Tolerance At Both Local to National Levels

By JUNE BUNDY

NEW YORK — The public is becoming more broadminded and open-minded toward becoming more tolerant about the lyric content of songs aired over radio and television (both local and network) every year, according to a survey of network consultants, record librarians with key local stations.

This trend toward increased tolerance — first spotted by The Billboard in 1954 (see July 25, 1954 issue) — has made such rapid progress in the last few years that NBC’s consultant in the field, Stockton Helfrich, said his department constantly checks back to see why decision was made to change a lyric and in many cases decides the original lyric is now acceptable for today’s TV and radio audiences.

For example, the line in Cole Porter’s “I Get a Kick Out of You” — “and when a kick from below” — once changed to “and when a kick from above” some years ago would now be heard on NBC in its original form. Helfrich has also okayed the telecasting in recent months of such sophisticated musical comedies as “Kiss Me Kate,” which would have been deemed too risqué for the stage and screen only a few years ago. The exec reports not

Cap to Unveil 12 Classical Jan. Pkgs.

Hollywood — Capitol will unveil a dozen classical packages this month, four under its former S & H tag under the name “Victor.” The pattern of using well-known pianists solo, debut albums and debuts indicates that Arturo Benedetti Michelangeli will be released by an album featuring the late conductor Arturo Benedetti Michelangeli and the Chicago Symphony. The debut soloist is Leanore Lustig, who is doing a post at the Metropolitan Opera and Paris Opéra. The release is expected soon.

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The Billboard Communications

Volume 156 Number 5, N. Y.

January 19, 1959

ALARUMS AND EXCUSIONS, EXIT OMNES

New York — This is a frontier where a few small shuffles were concerned. Paul Coben, the Coral pop a.c. head, left the firm after he was “axed” by Dick Jacobs. Morry Kafky left his post as M-G-M pop a.c. head at that firm. Joe Reisman exited Rca Victor, where he was a musical director, and Si Rady, West Coast musical director for Victor, also left his post after getting some new convictions. Leo Green, M-G-M’s Six Sisters, the Four Knights, the Accents, Jackie Wilson and Billy Williams. M-G-M’s Cbs and Victor were tucked into M-G-M during his temperature career there. See separate stories in this issue.

Col. Pictures Sued by CBS

New York — The Columbia Broadcasting System filed suit here last week (13) against the Columbia Pictures Corporation for $1,000,000 for alleged infringement of copyright in the song “Five and the Cowboy” by Kitty Wells, which has been recorded by a number of Columbia artists. The suit was filed in New York State Supreme Court, and a trial is set for April.

Cohn Exit Coral, Ends 25-Year Stint

New York — A 25-year association came to an end this week with the resignation of veteran music man, Paul Coben. From the a.c. post at Coral Records prior to assuming the post nine months ago, the well known industry figure kicked off his quarter century with the parent Decca organization. Named to suc-

Reisman Exits Victor; Mulls New Offers

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Craft Ankle Scene

New York — Marty Craft, one of the most colorful figures on the Philadelphia sales circuit, has been ‘axed’ by M-G-M Records, came to a parting of the ways Friday (10). Craft’s association with the M-G-M scene has long been the subject of rumors within, with the past three weeks still being veiled-slyly denied by officials by the M-G-M executive chairman, Gordon Gray, also departed the scene.

Craft came to M-G-M a year ago when a new regime, headed by the general manager, Seldon Stiver, took over the reins. Earlier, Craft had been briefly associated with Mercury Records and prior to that had operated several labels of his own, including LaVelle and Mella Records. Even earlier, Craft admits, he had an intimate knowledge of various aspects of the business, particularly how to ‘iron a shirt’ to a proper fit with the venerable Philadelphia distributor, Miller’s.

Craft was hired by Maxin as a.c. chief but later in the year he was promoted to a full-fledged sales and promotion as well as a.c. position. Later he took on the additional duties of the new regime, including Craft, at the M-G-M, the company has had a series of important sales hits, including at least four disks that hit the Top-10 during the last six months.

(Continued on page 54)

The Billboard

The Entertainment Industry’s Leading Weekly

Volume 156 Number 5, N. Y.

January 19, 1959

Managers and Divisions

L. W. Castro

Manager

Coral Records

100 Park Ave.

New York 17, N. Y.

Phone: PLase 1-0942

D. C. Matern

Manager

Decca Records

530 Park Ave.

New York 22, N. Y.

Phone: PLase 1-4070

B. M. S. Diamond

Manager

Columbia Records

100 W. 52 St.

New York 18, N. Y.

Phone: PCle 1-5000

Harry Delloton

Manager

Capitol Records

1750 Broadway

New York 19, N. Y.

Phone: PCle 1-6900

W. D. Linstead

President

Philips Records

190 W. 57 St.

New York 19, N. Y.

Phone: PCle 1-7299

Lawrence W. Mamie

Manager

Cbs Records

235 Park Ave.

New York 22, N. Y.

Phone: PCle 1-2300

John nửa

Manager

Vandor Records

465 Madison Ave.

New York 22, N. Y.

Phone: PCle 1-5260

Office Managers

Outlook Magazine

530 Park Ave.

New York 22, N. Y.

Manager

Dean M. Ballantine

Manager

Col. Records

103 W. 57 St.

New York 19, N. Y.

Manager

Innovations

230 W. 57 St.

New York 19, N. Y.

Manager

Associated Press

135 W. 46 St.

New York 19, N. Y.

Manager

Mae Schwartz

Manager

Cbs Publications

135 W. 46 St.

New York 19, N. Y.

Manager

Circulation Department

T. A. Stuehler

Manager

Circulation

The Billboard

1355 Broadway, New York 15, N. Y.

Phone: PCle 1-5000

January 19, 1959

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GRANDER COMPLEX

Greed Hits New Act 'In-Person' Deals

By BEN GREYVATT

NEW YORK — Three acts among the growing number of acts on Billboard's Hot 100 chart this week are finding that their popularity has ended their staying power. One is Andy Wiswell,

British producer, and the other two, recently released records, are Rette, an English singer, and Schwartz. This is indicative by two facts — the number of acts that have released records this week and the number of acts that have been dropped from Billboard's Hot 100.

The number of acts that have released records this week is much higher than in recent weeks. The number of acts that have been dropped from Billboard's Hot 100 is also much higher than in recent weeks. This is indicative of the fact that the music industry is becoming more competitive and the number of successful records is decreasing.

The following are the acts that have been dropped from Billboard's Hot 100 this week:

1. Andy Wiswell
2. Rette
3. Schwartz

The following are the acts that have released records this week:

1. Andy Wiswell
2. Rette
3. Schwartz

Spargo Joins Rank Staff

NEW YORK — Pete Spargo has been appointed national promotion manager for Rank Records Company of America, Inc., by Robert Shad. Spargo, formerly with Mercury, will handle all promotion for Rank and Shad labels.

TO CUT GIELGUD BARD READINGS

NEW YORK — Columbia Records is canceling John Gielgud's production of Shakespeare's "As You Like It," scheduled to open at the Empire Theatre on January 18. The production was scheduled to run for seven weeks, ending on February 21. The decision to cancel the production was made by Columbia Records, which is expected to announce details of the cancellation later today.

The event highlights the growing financial problems faced by the music industry, as well as the impact of the COVID-19 pandemic on live performances and theatrical productions. The cancellation of Gielgud's production is expected to have significant implications for the industry, as well as for the performers involved.

The announcement of the cancellation of Gielgud's production comes at a time when the music industry is facing significant challenges, including financial difficulties and reduced revenues due to the ongoing pandemic.
IT'S A PUZZLEMENT
Stereo Waxing in Pioneer Stage as Techniques Vary

BY BOB ROLONZ

NEW YORK — Now that stere records are with us for real, manufacturers of the equipment and classical composers, are having second thoughts. Everyone seems to be searching for a technique that there are few ground rules for stereo by virtue of the fact that it is really a pioneer stage.

The problem of stereo recording is a coupled one both by reason of the novelty of the method and because the method used depends upon the end result sought—and there is much dispute about what type of stereo recording is desired. Currently there is controversy over whether a stereo record should consist of an expansion or narrowing separation, with some firms favoring one, and vice versa. Also, some believe a stereo record should be on a system that makes possible purchase a stereo record with widely separated band, so that he really makes use of the two speakers at once. Another question is whether he rather hear a good blend on each speaker so that the recording does not sound gimmicky. Or does it depend on the music, the size of the room? Or is it purely a question of musical and instrumental, ad infinitum? No one is sure why.

Active Outlook on Nippon Wax Scene

*59 Keys Foreign Deals, Low-Price LP Interest, Slow-Up on Stereo Product

YOKOSUKA, Japan — Considerable exchange activity between different nations over in other nations of the world is in the works as the Japanese record industry kicks off a new year. Other highlights noted at the turn of the year include increasing interest in low-price LP labels, a slight hold-back on release of stereo material, and the much-discussed technical process developed by Toshiba Records here for the pressing of dust-proof, "ever-clean" disks. The latter may soon be featured to various stereo manufacturers.

The exchange angle is featured by two deals recently made with the American Mercury Records and Columbia Records. Toshiba Records, an affiliate of EMI, has arranged with U.S. M. I. to distribute its "Return Visit to Japan" package all over the world via Mercury. The disk features native Japanese instrumentals for stereo play, with the solo flute (flute), koto (13 string harp) and the samisen (three-stringed instrument) in a stereo format that is easily distinguishable from the stereo technique.

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MAREK'S POINT ON LEISURE

NEW YORK — People have more leisure today and wish to fill it with more and better entertainment, according to Victor president George Hill.

The number of stereo records and albums is continuing to increase, and in some cases are increasing to the detriment of companies, the vitality of which is endangered by the increasing number of new machines of different sorts, the television set, and if the radio and the photographs. It is, the house. I think you can see why your Godness of Opportunity is to be found."

NOVEL GRASS ROOTS PROGRAM FOR CARRIDGE

NEW YORK — Noted folk artist Alan Lomax has launched a Carnegie Hall for a day of April at 3 stage to sponsor a unique program. This will be sponsored by the present record artists from all the fields—pop, rhythm and blues, jazz, country and western, rock and roll—and will show how the strands of America are tied together in their common thread to music of, and for, the American.

Lomax stated that the group has linked up and integrated all of the diverse record unit sales. He has, in fact, reined the total sales. Yet the true interrelation is now apparent. Young people, he added, have come to the fore as songwriters and artists.

MGM Skeds Hot New Sales Plan

CHICAGO — MGM Records unveiled what company spokesmen called "the most ambitious and unprecedented sales program" here Thursday (15) at a meeting of the label's distributors at which every division of the company was represented.

The plan, which expires, Frea-

uary 15, calls for a flat 10 per cent discount on all album purchases in order to create a new program for the American.

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Bluebird Cuts Kiddie Song

NEW YORK — "Children's Marching Song," from the 20th Century Fox-Farmer's "Sweat of Ninth Happiness," is being released by Bluebird, 49-cent price. Bluebird children's release was announced by Ray Clark, manager of single operations, to the Press. Mr. Clark is the Bluebird version it by the Norman Bailey group. "Children's Marching Song." It ships to distributors and service January. Streamers are available for dealers.

Billboard's Chart of the week, which appears in this issue will be of special interest to the mail order trade. The geographical breakdown is listed in the Radio-TV World Consol. Report, which is published on November 25. The report includes the top 1000 best-selling records in the United States in December, as reported by various radio stations. The report also includes a complete listing of the top 100 best-selling records in each of the 50 states, as well as a complete listing of the top 50 best-selling records in each of the 15 largest cities in the United States.

Capitol Hill Snowed Under in Entertainment Bill Blizzard

WASHINGTON—Another blizzard has blanketed the nation's capital with a layer of snow, creating an entertainment business for John Q. Consumer last week, as the 80th Congress came to a close.

Hopeful musicians girded once more for the annual "Blackout" that cabaret tax repeal, a bill by Bpc. 49-cent tax on cabaret admissions is an encompassing the Full chairman of the Wast and Means Excise Tax Subcommittee. In a separate hearing, Ctinnt Jenkin Anti cabaret tax bills Plunkett, the House, where all tax bills must originate.

Small business segments of music publishing, record manufacturing, and performing arts and entertainment business, all to allow changes in recovery in近年.

Evidence of the intense interest in the Washington, D.C., area is in accor-

dance of the House Small Business Committee. It is the first time that the band has linked up and integrated all of the diverse record unit sales. He has, in fact, reined the total sales. Yet the true interrelation is now apparent. Young people, he added, have come to the fore as songwriters and artists.

Continued on page 3

Continued on page 6

Continued on page 12

Continued on page 6

Continued on page 4

Continued on page 13

Continued on page 6
CHRIS BARBER'S

"Petite Fleur"

(Little Flower)

Laurie 3022

400,000 Sold
...yes Sold
First 5 Weeks!
Nippon Outlook Looks Rosy

Seeco Unveils 8 New Albums

NEW YORK — Seeco Records is releasing eight new LP’s this week. One of the new sets, featuring thrush Celia Cruz, will be issued both on stereo and monophonic disks. The other stereo and monophonic issue is “A Visit to Europe,” by Arthuro Chaite and his orchestra. This set features Frederico Moreno Torroba and his orchestra.

 Symphony No. 2. This was written by William Strickland, who was believed here last March. Strickland will return here that month for more sessions with the Nippon orchestra. Four LP’s will be set for American release, marking actually the first time a Japanese LP has been heard on disks outside the country.

Meanwhile, Shonkei Records will release LP’s by the Tokyo Symphony Orchestra under Arvid Janson, a Soviet conductor. Janson, who has been given the title “Honorable Cauodireetor” by the orth, has recorded Joseph Suk’s “Serenade for Strings.” This will also be released in Russia, the first Japanese recording to be issued there.

Nippon Columbia is issuing in its Diamond Series, put on the market two years ago so successfully, in the words of one observer here, “that other diskers have become to feel moved to follow suit.” These 10-inch diskers sell for $2.78 here and are taken from the vaults of the U.S. Columbia label. Victor, Company of Japan, Ltd., started releasing a 12-inch Camden series two months ago at the same price, and King Records is expected to follow soon.

King is considering adding a 12-inch Richmond series, taken from the catalog of British Decca, also to sell at $2.78. A spokesman for the company, reflecting current pricing problems both here and in the States, said, “We cannot say anything firm at present, but we will have to think of the value of the low-price LP itself with stereo here to stay.”

Stereo Blow-Up

Stereo, in the meantime, has slowed up here to some extent. According to one source, following the suit of Toshiba (Angel and Capitol) and King (London, Mercury, ABC-Paramount), Nippon Gramophone is holding back stereo releases till later this year. Victor, on the other hand, is now preparing the release of stereo 45-rpm singles. These are due in March.

Fantasy Has Top Quarter

HOLLYWOOD — Fantasy Records enjoyed its brightest sales during the final quarter of 1958 than during any three-month period in the label’s history, according to the San Francisco label’s report. To keep the sales momentum rolling, Fantasy launched a one-for-10 plan whereby dealers and distributors will receive one LP free of charge for every 10 albums purchased. Plan, covering January purchases, applies to the firm’s complete catalog of 110 packages.

Harry Stone

Leadership

Fantasy is a division of Fantasy entertainment and music companies and to further its acceptance in international markets.

Stone has had wide experience in radio entertainment and programming. He was associated with the Station WSM, Nashville, for 23 years prior to 1951, when he joined closely affiliated “Grand Ole Opry.” Since leaving WSM he has been a TV consultant, establishing and assisting in setting up stations. In May, 1957, he set up WVLT-TV, New Orleans, where he has been supervising operational matters and serving as local sales manager.

Harry Stone

The next meeting of the CMA’s board of directors will be held here April 3-4.

MGM Skeds

LET’S GET INTO SEMANTICS, TOO

NEW YORK — Many jobs are encountering difficul- ties in pronouncing “Ga-zachshahgen,” a platter by the Wic Nat on Oper. Aatis, which is currently making its way up The Billboard’s Hot 100 chart.

To relieve the suffering of those who do have a problem in the correct pronounciation, the diskier has confirmed the following phonetic transcription: Ga-zav-Tw-Has-ge
GEORGIA GIBBS

With a great
NEW TWO-SIDED HIT!

"BETTER LOVED YOU'LL NEVER BE"

and

"THE HUCKLEBUCK"

R 4126

Your best bet... buy
GOING ALL THE WAY!
DESTINED for #1

all America is singing...

MAY YOU ALWAYS...

by

THE MCGUIRE SISTERS

962059

DJ's Get Calls, Wires, Letters

In connection with the new hit song by the McGuire sisters, DJ's throughout the country report having been virtually swamped with calls and letters following plays of "May You Always." Following play, many DJ's have incorporated their own accompanying "May You Always..." narratives. Following is a brief sampling:

May your next Do-it-Yourself project not look like you did it yourself...

May all those who told you so, refrain from saying "I told you so"...

If you're on a diet, may someone tell you, "You've lost a little weight"... without knowing you were on a diet...

When you reach into the coin slot may you find the coin that you lost on your last spin...

May you always have someone to share your sunsets...

May you accidentally hear someone saying something nice about you...

May you keep at least one ideal you can pass along to your kids...

During some important speech, when you pause to let your words sink in... and light a cigarette to punctuate that pause... may you not light the filter end...

If you order your steak medium rare, may it be...

May just half of those optimistic predictions that your high school annual made for you come true...

May I wish you not the biggest and best of life, but the small pleasures that make living worth while...

Sometime during the year, to keep your heart in practice...

May you do a secret good deed... and not get caught at it...

May you find a little island of time in real that book, to write that letter, and to visit that lonely friend on the other side of town...

And sometime soon you may be waved to by a celebrity, wagged at by a puppy, run to by a happy child, and counted on by someone you love... More than this no one can wish you...

This is the 1st "MAY YOU ALWAYS COLUMN" TO BE CONTINUED...
They're playing our song!

I GOT A WIFE

by the

MARK IV

mercury 71403

mercury RECORDS
DISTRIBUTOR NEWS

By HOWARD COOK

KANSAS CITY: Bud Hamilton of Capitol Records Distributors, Inc., reports that "Tom Dooley" by the Kingston Trio is still their number one country LP, while "Hey, Friday, Saturday Night" by the Guess Sisters is their top Doo-Wop LP. "My Man" by "Alright, Okay, You Who" by Peggy Lee. "That Old Black Magic" by Little Anthony and the Imperials is still building, and "Strawberries" by the Kingston Trio is starting. Coming up are "It Takes So Long" by Dean Martin, "Give Me Your Love" by Nat King Cole, and "Fly Little Bluebird" by Gordon Macrae. Top end C&W item is "Kittens" by the Louvin Brothers. Hottest new LPs are "From The Bottom Of The Box" by the Kingston Trio; "Andy Griffith Sings the Blues and Old Time Songs," "Freshmen Favorites, Vol. 2" by the Four Freshmen; "Goombay Dance" by the Goombay Shakers, and "The Very Thought of You" by Nat King Cole. Stereo sales have been steadily climbing, and Hamilton reports that many of his dealers feel that stereo will equal the parallel volume by the end of the year.

Don Monroe, Columbus Record Distributors, Inc., lists "Don't Take Your Guns To Town" by Johnny Cash as his top new item. "Hobo ... Suede Shoes" by Mitch Miller and his orchestra is also big. "Let's Go Boy" by Johnny Mathis is showing strongly, and "I'm Enjoying Being a Girl" by Doris Day and "Love Look Away" by Tony Bennett are moving well. "The Hanging Tree" by Marty Robbins is starting in a big way. Hottest C&W is "When It's Springtime in Alaska" by Johnny Horton. Strongest albums are "Open Fire, Two Guitars" by Johnny Mathis and "Big Band Jazz" by Kai Winding. Stereo sales are heavy, and business is generally good.

Bob Enggryn, Decca Distributing Corporation, reports that "Lonely Teardrops" by Jackie Wilson on Brunswick is the firm's top platter. "Early in the Morning" by Mantovani is the best-selling record on the top new Decca disc. "My Always" by the McGuire Sisters and "One Rose" by Teresa Brewer on Coral are also doing well. Now in the picture is "Nada" by Billy Williams on Capitol, which is in the process of climbing. "It's Only the Beginning" by the Kalin Twins looks like another winner for them. Best selling new albums are "The End" on Decca by Earl Hines, "Bugsy" on RCA Victor by Brenda Lee, and "The Miller Sound" by Teresa Brewer on Coral. Stereo sales have been good, and many dealers report that stereo LP's are moving as fast as 25 per cent of the total LP sales. Decca's new discount program is proving extremely effective, with 10 per cent discounts for other lines of records, which include Everest, Sten-Craft, Barbury Count, and Utalia, has also been a sales boost.

KANSAS CITY: Mrs. Ralph Erskine of RCA Victor Distributing Corporation reports that "Linda Lee" by Jackie Wilson on Brunswick is the Kings as his most promising new platter. "Who Cares" by Don Reno is also showing well. "Hey, Friday, Saturday Night" by Kay Starr is still in the picture, with "Red River Rose" by the Ames Brothers a hit. "I Got Stung" by "One Night" by Elvis Presley is still selling strongly. "Dancing in the Diary" by Neil Sedaka. Top LP's are the television sound track of "Peter Gunn," Tchaikovsky's "Piano Concerto No. 1," and Vanguard's "Vinyl Motorcycle Goes Latin." The latest in Winterhalter is the new stereo and monaural versions of "Gale Ponsonby's Famous Stuffer." A new "Mega" title is "The New Miller Sound" by Ray McKinley. Strongest RCA Camden items are "That's What I Like About the South" by Phil Harris and "Surf Rider" by David Rose. Stereo sales are strong and building.

NEW YORK: Ralph Eshelman of Decca Distributing Corporation reports that "Take Me" by Jackie Wilson on Brunswick, "The Hanging Star" by the Four Freshmen on Coral and "A Lover's Question" by Clyde McPhatter on Atlantic are all doing well. "I Cried" by Ray Anthony and "Open Fire, Two Guitars" by Nat King Cole are "Open Fire, Two Guitars" by Nat King Cole are also doing well. Now in the picture is "Nada" by Billy Williams on Capitol, which is in the process of climbing. "It's Only the Beginning" by the Kalin Twins looks like another winner for them. Best selling new albums are "The End" on Decca by Earl Hines, "Bugsy" on RCA Victor by Brenda Lee, and "The Miller Sound" by Teresa Brewer on Coral. Stereo sales have been good, and many dealers report that stereo LP's are moving as fast as 25 per cent of the total LP sales. Decca's new discount program is proving extremely effective, with 10 per cent discounts for other lines of records, which include Everest, Sten-Craft, Barbury Count, and Utalia, has also been a sales boost.

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JANUARY 19, 1959

LIBERTY's HOT HITS For '59!

Eddie's Biggest!
"C'MON EVERYBODY"

JULIE'S LATEST—A HIT!
"COME ON-A-MY HOUSE"

A RED HOT CHART CONTENDER!
"MAKE ME A QUEEN AGAIN"

BREAKING IN L.A.!
"DON'T WAKE UP THE KIDS"

HOT ON ALL CHARTS!
(I Wanna) "DANCE WITH THE TEACHER"

NEW DEMON RELEASE!
"DEEP DOWN"
"JUST SO YOU LOVE ME"

NEW VALOR RELEASE!
"ORANGE PEEL"
"OURS"

Eddie Cochran
#55166

Julie London
#55175

Margie Rayburn
#55174

The Four Dots

The Olympics

Billie and Mark

Valor
#2004

Demon #1512

Demon #1513

1556 N. Brea Ave., Hollywood 28, Calif.
Hollywood 2-0811

www.americanradiohistory.com
Paul Cohen Exits Coral Post

Continued from page 2

arranging partnership with Sy Olivi- 
er. The pair worked with a flock of top acts, including Frank Sina- 
tra, Perry Como and Eddie Fisher.

At Coral, he has backed all of the label’s top current and past 
artists, including Teresa Brewer and the McGuire sisters, among 
others, and has turned not unac- 
hily of his own as “Man With the Golden Arm” and “Portocats of 
Portugal.” Last season he served as 
director for the Hit Parade net- 
work TV.

The exact nature of Cohen’s dif-
ferences with the Decca manage-
ment could not be pinned down, but 
in Cohen’s own words: “We 
couldn’t make a deal so I felt I 
had to resign.” Cohen, however, 
has stated that the “teamwork” he enjoyed with his Coral colleagues, including Dick 
Karnos, Norm Weinstock and 
Jack Hanton. It was believed 
that one of the basic issues was 
the disposition of Cohen’s own 
publishing enterprises. This was 
believed to have been a condition 
attached to Cohen’s acceptance of 
the Coral slot. Cohen report-
edly had offered to sell them to 
Decca but no deal was made. He 
added that he put such money-
making tunes at “Near You” and 
“It’s Almost Tomorrow” in the 
Decca publishing set-up. “Those 
tunes made a little money for 
them,” he admitted.

I say Courtney, why all this 
talk about distortion from 
record manufacturers? One 
never knows quite what to 
expect, dear boy.

Sock Business 
Holds Long Over

DALLAS — Johnny Long’s ork 
which was booked into the Stalter 
Biltmore here for a four-week en-
gagement, has been signed to an 
additional 20 weeks owing its 
housing business.

A Puzzlement

Continued from page 4

Broadway musicals. Voices can 
come from the left, the whole opera or show can ac-
tually be staged on stage so 
that it becomes a “live” performance. 
Yet there are varying views on how 
many of these “effects” can be used 
in stereo recording without making 
the record sound gimmicky.

European angles 
Europeans have been 
very careful in their stereo 
plans. They have not rushed to release 
all of their LP’s on both mono 
and stereo, but have proceeded to 
select works that can be shown 
off to great advantage via stereo 
recording. In all probability, their 
actual recording techniques are 
no more advanced than those in this 
country, but their choice of en-
tering has been most knowing. Most 
large English diskies have also 
been careful about the number of 
sides they release on stereo.

The recent survey by The Bill- 
board - NYU continuing study 
of record sales in retail stores, showed 
that the consumer is buying many 
of the same records in stereo ver-
sions that have been successful 
monaural sellers. This merely indicates that 
consumer’s don’t want as 
many names or types of material on 
the stereo disks as they did on mono 
recordings. In fact, he enjoys right 
now, and may not necessarily be a 
guide for the future.

The search for the best tech-
nique to be used in stereo record-
ing will probably result in many 
approaches and many “solutions” 
to the problem. Among the many 
that the consumer shows preference 
for will probably become the most 
used—for a while anyway. Then 
of course, as always happens, a 
new technique will evolve, that 
will possibly be one discarded 
many months previous.

Columbia Pictures

Continued from page 3

the use of the name Colpix for 
its record company was a “debt-
ors” name to mixed the public,” 
CBS further alleged in its suit 
that the defendant had embezzled 
a $150,000 account to which 
Colpix paid. CBS claimed that 
the use of the Colpix name was an 
infringe upon the Columbia 
Records name.
WANTED
3 experienced sales executives as traveling field representatives for leading record company for East Coast, Midwest and West Coast territory. Must be aggressive, alert and dependable men—absolutely willing to travel. Excellent opportunity for right men.
Send complete resume with photo and salary desired.

WANTED
Top notch record salesman for New York territory.
Send complete resume with photo and salary desired.

Box No. 194
BILLBOARD MAGAZINE
1564 Broadway, N. Y. 36. N. Y.

COUNTDOWN FOR STEREO
exhaustive check on each stereo quality sound reproduction.

POPULAR STEREO CATALOG
In Sound . . . The First Name in Stereo
THE BILLBOARD

January 19, 1959

VOX JOX

By JUNE BUNDY

TV JOCKS PAGED: Ray Hubbard, program manager of WPIF-TV, Westinghouse Broadcasting's Berlin and San Francisco TV outlet, was looking for a video deejay with teen appeal to take over Ted Randald's record hop slot. Randald has resigned from his top-rated 3:40 p.m. slot to go back into radio. His resignation becomes effective in two weeks. Allo Hubbard prefers a job with TV experience, and he said he will consider others. Next and other data should be sent to Hubbard unless sponsors are located on East Coast, in which case they should contact Chuck Callier at Westinghouse Broadcasting's New York City headquarters.

LOREZ RETURN: George (Hound Dog) Lorence, who heads WMBK, Buffalo, last July 4 in protest against the station's "Top 40" programming policy, has joined WINE, Buffalo. The station is managed by Alfred Amundson, who is also in charge of KBVY, having left there in October. Lorence is heard from 3 p.m. till signoff on WINE, a daytimer. The job will continue his move toward association with WHAM, Hartford, Conn., via taped shows. He also plans to present his "Hound Dog" shtoering in New England.

NEW YORK 14.

Yo... East Coast, TV experience, he said he becomes effective rated Randall's record hop slot. He handles his on-air home City police officer and honors promising Kansas City, is out marathon last month on the Billboard's 11th Annual Disk Jockey a.m. show. Knoxville, 'Pens., is "Top 40" programming policy, has joined WBAI-FM. New York, first program over WXHR-FM, replaces Lucille Saperstein Gordis, who has resigned.

WBAI-FM rector plans to hire or rehire or hire two new disk jocks. Reed Farrell has moved from KWK, St. Louis, to WIL, same city. Jack Eddie, formerly with WSPR, Springfield, Mass., has joined WHTN, same city, in the 8:15 p.m. to midnight time slot. "Spinny Satch." Time changes at WINS, New York, include Stan Z. Born's "Hi There Uni-verse" switching to a six-day-a-week schedule from noon to 3 p.m.; while Bruce Morrow—formerly with ZB, Remuda—has joined the outlet to host the "Big Show" on Saturday nights (7 p.m. to 1 a.m., and the 4 p.m. to midnight segment of "Sunday Music Party." Mitch Lehe, WINS' 16-year-old jock, is switching his Saturday morning hour show to Sundays, from 2 p.m. to 4 p.m.

ROZ BOSS: DeeJay will be interested to learn that GAC's Roz Boss became engaged last week to dress manufacturer Stewart Hoadman. The teen jockey, who handles most of GAC's young record talent, says jocks are one of his prime sources for info on promising new disk jocks.

KOMA RAFFLE: New store station KOMA, Okla- homa City, last week launched a "Record Raffle," whereby KOMA jocks are giving away thousands of disks to registered listeners. Every 50 minutes of the broadcast day, the spinners draw a card from the "Raffle Rack" and award that registered listener 10 new 45 platters. Winners are notified by mail as well as on the air.

In line with the store policy to emphasize promotional stimuli, KOMA is also featuring a new public service feature called "Pelican Academy Award." Each day the store names a different Oklahoma City police officer and honors him or her individually for outstanding and unheralded public-service above and beyond the call of duty.

GIMMICKS: Speaking of "beyond the call of duty" geniuses, Art Brown and Fred Foxe, two WWDC, Washing- ton jocks, certainly deserve to be listed in that category. With a fellow jock, Norman Reed, acting as referee, the two jocks embarked on an all-day-long contest last week. They weighed in Saturday, 2 p.m. to midnight, with Foxe getting the better of Brown. WMDC pres Fred Smith has set the weight-reducing deadline for February 2. Winner will receive 15 chocolate fudge sundaes, while loser gets a "suitable garb." THE NEW THAT: Pat Harvey, WQWM, Quincy, Ill., is in desperate need of copies of his two themes "The Little Red Teddy" by the Harmonicats on Mercury and Ted Heath's "On the Bridge" on London. "All I need," says Harvey, "is a stack of these records long enough to tape on tape." Another 45 from WQKN, Knoxville, Tenn., is Dave Rudder, who re-joined the midnight to 1 a.m. slot. The station recently started a 24-hour broadcasting schedule of music and news exclusively.

Jazz Jock Mart Segal has moved his three-hour jazz show from WNPC, New Rochelle, N. Y. to WKT, Garden City, L. I., N. Y. The modern jazz slot will remain in the same time period—noon to 3 p.m. on Saturdays. Another new jazz show is a Saturday evening slot on KPRC, Houston, covered by Ed Case from 10 to 11 p.m.

CAB BAC Stations WB, Atlanta, based a 21-hour musical marathon last month on the Billboard's 11th Annual Disk Jockey Poll. December 30 was declared "Spinni-Winners' Day," and turn- out the entire broadcasting day. WB pecked played only those disk jocks and artists voted favorites in the Billboard deejay poll.

THE WANDERERS

By RICHARD "MOU" WRIGHT

Shadrach Meshack and Abednego

CUB K9023

YESTER YEAR'S TOPS-

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

January 15, 1949

1. On a Slow Boat to China
2. A Little Bird Told Me
3. My Darling, My Darling
4. My Darling, My Darling
5. For Away Places
6. Lavender Blue
7. Tell Me Why Only Foolin'
8. Until
9. Powder Your Face With Sun
10. Cante Le Costa

January 16, 1954

1. Oh, Mean Woman (My Papa)
2. Stranger in Paradise
3. How Many Times
4. Changing Partners
5. That's Amore
6. Roche
7. Ebb Tide
8. Heart of My Heart
9. You, You, You
10. Vaya Con Dios

ARTISTS' BIOGRAPHIES FOR JOCKEY PROGRAMMING

Simeone Scores With "Little Drummer Boy"

Harry Simeone was born in Newark, N. J. After being graduated from the Marist College of Music, he was hired by CBS as a staff arranger. In 1939 he joined Fred Waring's staff, where he remained until 1945, when he went to Partners in Paradise in Hollywood. There he worked with Victor Young on "The Atlantic of Su-

James "The Little Drummer Boy," comes from his first album on 20th-Fox Rec,

Fabian's Last Name Remains a Mystery

Fabian's last name remains undefined, he is an sophomore at Southern High School in Philadelphia. He thus limits his per- sonal appearances to concerts, school functions. His father is a policeman, and he has two younger sisters.

The 18-year-old singer was discovered by Bob Marconi and Peter De Angelo, who head up Channel- lori Records. They gave him singing lessons and he left for several months. "I'm a Man" is his first single to hit Billboard's charts.

Six-foot Fabian has light brown hair, blue-green eyes and weighs 185 pounds. The lad, whose birthday is February 6, is now based for a 15 city tour.
IANUARY

ON THE BEAT

by Ren Creavett

"I’ve got a new apartment on Central Park West, my wife’s going to have a baby in just a few weeks, I have a new label, we have a block of hits on the way and I’m really making some noise. So I can double up on the happy news at Herb Abramson’s veteran, yet youthful record producer and hit maker who has also operated as a drummer in his time.

Abramson, whose Triumph Records bowed last week out of New York’s Hotel Forum, is a few years past his prime, but he has a good one in his label. We have seen some happy news at Herb Abramson’s veteran, yet youthful record producer and hit maker who has also operated as a drummer in his time.

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NEW SINGLES SENSATION

from THE FOUR LADS...

"THE GIRL ON PAGE 44"

D.J.'S—invite your listeners to submit photographs of their nominees for the teen-age girl who best typifies the GIRL ON PAGE 44 as described in the lyrics of The Four Lad's song. A complete kit of contest rules and description of prizes are available through your local Columbia Distributor! MORE TO COME ON THIS BIG COLUMBIA RECORDS-TEEN MAGAZINE PROMOTION.

b/w "SUNDAY"
4-41310

ON HIGH-FIDELITY RECORDS BY

COLUMBIA
GREAT MOTION PICTURE MUSIC

PRE$OLD

BY POWERFUL NATIONAL PROMOTION

THE ORIGINAL FILM SCORE OF THE SOL C. SIEGEL PRODUCTION

SOME CAME RUNNING

AN MGM RELEASE STARRING

FRANK SINATRA  DEAN MARTIN  SHIRLEY MacLAINE

ALBUM NO. W1109
The article from January 19, 1959, contains a mix of musical and entertainment industry news. Here's a breakdown:

**FOLK TALENT & TUNES**

**By Bill Sachs**

**Around the Horn**

A John Kelly package featuring Judy Lynn, Pat Kelly, Don Windle, Smoky Pleacher, Cousin Howdy and the Shembrooks band arrived in Greenwood January 14 to entertain members of the Armed Forces for the remainder of the month. They return to the States the first week in February. Frank Evans was guest at the Ernie Lee "Good Day" show over WTVT-TV, Tampa, for a week which began January 6, along with Herb and Kay Adams and Fred (Red) Herron. Evans and his Topstoppers are still working the Plant City, Fla., area, where they have been the last 15 months. Porter Wagoner and band will work on KCUL's "Cowtown Hootenays" from the Majestic Theater, Fort Worth, January 24, with Lefty Frizzell taking the spot the following week.

A Jim Dennis Artist Bureau unit featuring Carl Smith, Kitty Wells, Johnny and Jack Little, Jimmy Dickens, Bill Phillips and the Tennessee Mountain Boys embarked on a 12-day tour of South Carolina, Georgia and Florida at Columbia, S. C., January 9. Trek winds up Tuesday (20) at Pensacola, Fla. Mel Tillis of Carlene Publishing Company, Nashville, will soon be heading for Tampa to work for a month on the ACL, Railroad to keep up his seniority as a foreman. Mel and the little woman, Doris, have just purchased a farm on the outskirts of Nashville. Carl Belew has returned to "Louisiana Hayride," Shreveport, after signing a recording pact with Decca Records. His first release is due out late this month.

Horace Logan, program director, of KCUL, Fort Worth, reports that the regular Tuesday night auditions for the station's "Cowtown Hoot- enays" have been reinstated after having dropped for many months. The Texas Trail Blazers will be on hand to accompany soloists. Logan has set up an office with Jack Hensdiller in the Majestic Theater, Fort Worth, where aspiring young singers and musicians can audition them. Among artists slated for early guest appearances on "Louisiana Hayride" are Eddie Bond, Johnnie & Jack, 9 Days, Steve Van Dyke, Buddy Monroe, Mike O'Brien, Jimmie Dickenson, and Bob Wills.

Johnny Cash and Bob Wills head up a package which shows Kansas City, Kan., Sunday (13). Others in the line-up will include Bobby Lord, Will Monroe, Carla Rowe and Leroy Von Dyke. The unit plays Topeka, Kans., next Monday (20); Sioux City, Iowa, Tuesday (27); Scottsbluff, Neb., Wednesday (28); Lincoln, Neb., Thursday (29); Omaha, Neb., Friday (30); and Wichita, Kan., Saturday (31). Jim Denon, Nashville, reports that his office already has acts booked for more than 100 1959 dates. Contrasting the four excess at the numerous fair meetings now on the country music train is Dennis' capable assistant, Lucky Moeller.

Sammy Warren has just cut two new sides for Starday, "Unknown" and "Selfish Heart," the latter penned by Sammy in collaboration with Bob Bardens. The same two tunes have been cut by Sammy Purcell on the Cool label and by Larry Peppel on Country Day songs may be obtained by writing to Steve Sabatino at 9 Jefferson Street, Elizabeth, N. J.

**With the Jockeys**

Pat Boyd, fom deejay at WYAX, Grand Rapid, Mich., has been back in Los Angeles, but he will be on the air for an appearance on Don Gibson's "Midnight Jamboree" January 10. The February issue of Radio-TV Mirror carry a five-picture spread on Miss Boyd, showing her lauding country music... Burton Harris, of Security Records, 1706 E. Ninth Street, Montclair, Tex., posts that he's reserving his mailing list and would be pleased to hear from stations using a few platters. Harris is presently mailing out deejay copies of Alvin Dahle's new one, "She Loves Me Better" b/w "Have Patience, Heart."

Bonick Wester, who which the c.w.wax at KHJZ, Bakersfield, Calif., to write: "Just a belated thank you for the kind words in your column. The results were indeed gratifying. I received many records, and continue to receive them, plus a visit from old friend who had lost track of me. Among the records I received was one on the Black Jack label by a fellow named Lee Harris. The platter merits a look-over from the listeners. I have a couple of hours early evening here and we are considering an afternoon session. I'm interested in getting into this area. Also be pleased to have acts passing thru on my show, either live or tape. Always welcome long-distance calls from artists._ (Continued on page 101)
"FROM THE TOP OF YOUR GUGGLE"
(To The Bottom Of Your Zooch)
recorded by
THE FIVE BLOBS

JOY RECORDS CORPORATION
1619 Broadway, New York 19, N. Y.
GOES BILLBOARD
—and again the Music-Record industry benefits!

Beginning on January 2 many of the leading stations throughout the country—all Associated Press members—sparked their weekend programs with advance material from the record charts and reviews which were to appear in The Billboard on January 5.

The benefits of this happy marriage of the services of The Billboard and The Associated Press are broad and far-reaching. The listening and buying public is treated to the earliest possible presentation of the newest, the most promising and the best singles and LP's. Radio stations are provided with the most reliable and authentic programming fare available anywhere—and faster than ever before. All other levels of the industry—including manufacturers, publishers, artists, dealers, distributors, one-stops, operators—get extra, valuable, quick exposure of songs and records to help build and promote sales.

And when you add it all up—this new, fast delivery of Billboard chart material by AP to its member stations...the constant and continuing use of record data by all broadcasters right from the pages of The Billboard...the literally millions of copies of newspapers which feature Billboard material regularly...the use of The Billboard to program "Your Hit Parade" over the CBS-TV Network—it's easy to see why they say: "When you're in Billboard, you're in touch with the whole wide world of music and records!"

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<th>Music</th>
<th>THE BILLBOARD</th>
<th>January 19, 1969</th>
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"We are especially pleased to be able to provide for our members material from the most complete and authentic music programming service in the nation, to complement the swift and dependable news coverage consistently provided by The Associated Press."

John A. Aspinwall,
Radio-TV News Editor,
The Associated Press

The Communications Center
of the Music Industry
New York • Washington • Cincinnati
Chicago • St. Louis • Hollywood

Reproduction of the actual announcement made by The Associated Press to its radio station members:

AP103
ATTENTION STATION MANAGERS, PROGRAM DIRECTORS, DJ'S
STARTING FRIDAY MORNING, A BRAND NEW WEEKLY FEATURE
WILL BE COMING YOUR WAY ON THE AP BROADCAST NEWS WIRE. THE FEATURE
WILL BE CALLED "TURNTABLE TIPS" — AND IT'S SOMETHING EVERY
PROGRAM DIRECTOR AND DJ WILL WANT TO WATCH FOR.

HERE'S THE LOWDOWN:
THROUGH A SPECIAL ARRANGEMENT WITH BILLBOARD MAGAZINE,
"TURNTABLE TIPS" WILL BRING YOU EACH FRIDAY MORNING — IN TIME TO MEET
YOUR WEEKEND PROGRAMMING NEEDS — ADVANCE INFORMATION DERIVED FROM
BILLBOARD'S WELL-KNOWN RECORD CHARTS AND REVIEWS. THIS INFORMATION
NORMALY WOULD NOT BE AVAILABLE TO YOU UNTIL BILLBOARD'S APPEARANCE
ON THE FOLLOWING MONDAY.

INFORMATION ABOUT ALBUMS AS WELL AS SINGLES RECORDS WILL BE
INCLUDED IN "TURNTABLE TIPS" IN THE SINGLES AREA, THIS INCLUDES
(1) "THE HITS OF TODAY" IN THE FORM OF ADVANCE LISTINGS OF THE TOP
POP SINGLES RECORDS ON THE FOLLOWING WEEK'S "HOT 100" CHART;
(2) "TOMORROW'S HITS," OR THE POP SINGLES WHICH WILL BE NAMED
AS "BILLBOARD'S BEST BUYS" IN THE FOLLOWING MONDAY'S ISSUE ON THE
STRENGTH OF LATE SALES REPORTS INDICATING THEY ARE ALMOST
CERTAIN TO ACHIEVE QUICK HIT STATUS.

"TURNTABLE TIPS" ALSO WILL LIST "THIS WEEK'S TOPS IN POPS" —
THE CURRENT WEEK'S NEW POP SINGLES RELEASES — AND SIMILARLY,
IN THE ALBUM FIELD, THE BEST NEW LP'S AND THE BEST SELLERS IN THIS CATEGORY.
REMEMBER — "TURNTABLE TIPS" WILL BECOME YOUR INSTRUMENT.
FRIEDAY MORNING STARTING JANUARY 2ND. WATCH FOR IT — THE INFORMATION
IT CONTAINS IS NOT AVAILABLE ELSEWHERE.

THE AP
12/31/68
W2100IP 31
MGM Records WELCOMES

JAYE P. MORGAN
GREAT SINGING STYLIST

On All Disk Jockey Hit Pick Lists

ARE YOU LONESOME TONIGHT

MISS YOU

MGM K12752

Now at Latin Quarter, New York
Bregman Needs Poise and Polish

Buddy Bregman’s new NBC-TV show, “The Music Shop” (Saturday evenings at 9 p.m.) is a pleasant surprise. The show features Bregman’s Dixieland band, the Dukes of Dixieland, and singer-songwriter Skeeter Davis.

The show’s opening act is a celebration of the new season and features a medley of songs Bregman has written over the years. The Dixieland band, led by Bregman, plays a lively and entertaining set. Davis, a skilled and charismatic performer, sings with great poise and polish.

In a conversation with the BBC, Bregman spoke about his desire to showcase the Dukes of Dixieland and Skeeter Davis on his show. He said, “I wanted to highlight the talent on my show and the Dukes of Dixieland and Skeeter Davis are two of the best. They bring a unique and engaging style to the show.”

Bregman is known for his ability to bring together diverse talents and create a cohesive and entertaining act. The show is a testament to his talent and vision as a producer and musician.
from the many voices of Patti Page...

"TRUST IN ME"

MERCURY 71400
A SALUTE TO

"BIG DADDY"

BURL'S BIG YEAR!

"CAT"....

"BIG COUNTRY"

DECCA RECORDS

BURL'S BIG DOZEN ALBUMS ON DECCA
The greatest Movie Theme since “Love Is A Many Splendored Thing”

From the 20th Century-Fox CinemaScope Production

sung by...

THE INN OF THE SIXTH HAPPINESS

chorus and orchestra
directed by JACK PLEIS

9-30822
WITH FAITH — you're never alone

There was a man who trembled at the frowns of Fortune... until, reaching up, he touched a guiding hand.

There was a child who used to cry against the unknown terrors of the night... until an ever-shining light dispelled them.

There was a wrinkled woman wracked with anguish at her numbered days... who found warmth and comfort in the shawl of prayer.

Despair comes easily in solitude. But with Faith, you're never alone. God is your constant companion. He helps you find the courage, security and hope you need to bridge your trials.

His help is yours for the asking. You have reason to ask. So worship with your family at your church or synagogue.

FIND THE STRENGTH FOR YOUR LIFE... WORSHIP TOGETHER THIS WEEK
Audio Feedback

ASPECTS OF STEREO

"What's your favorite stereo record?"

We asked that question last week of Ralph T. "Rudy" Buzak, head of the Buzak speaker firm (naturally) and a guy who's been putting out quality loudspeakers for a long time. There was a lot of talk about what stereo is or isn't, how to place speakers for best results, etc., and we figured he'd be an interesting person to talk to.

"I haven't heard a good stereophonie record yet," he said. "I don't think the stereo give the high quality that the phonophiles demand. It's quite an interest to listen to them. Wait. me out a bit. in way. I don't think stereo is as good stereo as the monophonie is good monophonie.

And then, as if not to appear so rigid in his opinions, he leaned slightly in the direction of disk companies, "There has been some improvement in recent stereo releases, I've noticed. But the early ones were pretty bad."

You might think from the above that Rudy Buzak is anti-stereo. He isn't. In fact, very pro-stereo. After all, stereo reproduction means doubling-up full or smaller space. Next, stereo, he told us, is the "crowning achievement of high fidelity" and wartime something in the past. It is in the magic player that you take us into the concert halls and opera houses of Europe.

No newcomer to stereo, Rudy Buzak collaborated with Emory Cook in demonstrating (via tapes) stereo in his home in 1952. What's more, he's a self-styled "idealistic" as far as stereo goes. And if manufactured, you'd be told, when he overhears (as he recently did) a photograph prospect in a store remark, "Is that stereo? You can't see it!" Rudy Buzak knows what stereo can and should be.

Manufacturers of "package" phonos with both speakers in a single cabinet (on the shelf) Buzak leaves to the "amateurs" of some audio engineers that the speakers have to be eight to 10 feet apart in this kind of stereo. Rudy prefers between you and me, "It is an average living room such as people have," he said, "a three to five foot cabinet with speakers at either end. And make two small two-way units.

He pointed out that in the main there is no hard, fast rule about speaker placement. Several factors have to be considered. There is the acoustics of the room itself, individual system speakers have individual characteristics. And finally, there is the type of record played.

"As an example," he said, "you might set your speakers 10 feet apart for good reproduction of an orchestral work. You'll get a nice spread of sound-full and live. Next, you put on some chamber music-a quartet. Now, if you keep the speakers in the same place, you'll get the same spread and same quality. The damage is being played by outsize instrumentalists. The spread is too big. You have to bring the space a little closer. I guess you might try them at one side, and move them back and forth and forth.

What about speaker size? We mentioned that many home-makers already objected to the size of some speaker enclosures. Would a person who wanted good stereo have to duplicate the monophonie "monsters" enclosure or would two smaller speakers and enclosures suffice?

Rudy Buzak doesn't believe that compromise is possible. The laws of physics are rigid. You simply cannot get bass reproduction with "Neil" and "Arden" in a small enclosure any more than you can get the lowest organ notes from small pipe organ. Deep bass tones come from a smaller instrument. If you want to get the bass that you get from your present "monster" enclosure, you have to duplicate it to get it in stereo. Rudy Buzak himself has done it, and you duplicate it, the stereo aspect will greatly enhance the sound.

But haven't improvements been made in speaker design so that we can get wider range sound in smaller enclosures, we asked? Nope.

"There have been," said Rudy Buzak, "been an in the direction of cutting corners and shaving costs. Speaker manufacturers have marketed speaker units-or line of their product and thus widen the market far component hi-fi.

"This has been done," he added, "sometimes unfortunetly at a sacrifice in sound quality. It is simply not possible to make a compact enclosure capable of playing a big speaker monophonie system by using smaller units at all.

We pointed out that some manufacturers recommended systems that use small speakers for the dual stereo channels and a large "monofonic," with a single large enclosure. What did he think of this?

"In my opinion," said Rudy, "this is a compromise and only that. It's not the same as a duplicate system.

Electro-Voice Stereo Kit Promotion Ends Jan. 31

NEW YORK — Electro-Voice, extending its current Stereo Cartridge Conversion Kit Promotion through January 31. The promotion deals consist of two (2) cartridges, each of which will convert record players or changers for stereo reproduction. The heart of the kit is the Electro-Voice Stereo Cartridge. It also contains custom-made Adapters, for use with magnetic pickups. And, in addition, an extra .7-mil diamond stylus is supplied. List price for Kit No. 1 is $13.50, Kit No. 2, $18.50. These are the regular list prices for the cartridges.

Kit No. 1 contains the Model 210, single stylus (.7 mil diamond) cartridge, for LP and stereo records. Kit No. 2 contains the Model 260ST, dual-stylus (.7-mil diamond and 3-mil sapphire) turnover cartridge, for 78's, as well as LP and stereo disks. With either kit, the user can convert his, her or their record changer to stereo by replacing the stylus. Because the cartridge is self-balancing, it is compatible, and also help him to play his present mono turntable records. Later, he or she can switch to convert to full stereo by adding a second amplifier channel and a second stereo speaker system, he already will have a stereo record player and all the equipment of a stereo record library.

Minimum order is 10 kits total. Orders for Stereo Cartridge Conversion Kits are filled promptly.

All-Stereo Booth Booms Disk Sales

NEW YORK — For models of Argos Baffles are now available at a 35% or more in the price range. They are offered by the Argos Products Company, Gretna, L. 1., manufacturers of complete line of speakers and speakers enclosures. The price of Argos Baffles has been slightly increased by the company's policy of adding to the equipment line.

The baffle - column stereo can be shipped with a six-foot cabinet to the buyer. The 12-inch speaker is $21.95.

The eight-inch speakers have a 4.64 oz. magnet and the 12-inch speakers a 6.8 oz. magnet. All speakers have two voice coils for easy connections (no soldering required). Two and three frequency range is 43 to 13,000 cycles.

Hallmark Bows 5 New Stereos

CHICAGO — Hallmark bowed a completely new line of two portable and three compact stereo systems, all of which are two-piece sets packaged in a variety of finishes.

The two portable master play back units at $19.95 and $19.95 are equipped with separate components; the latter available to $29.50 and provide 24-watt output with eight-inch coaxial speakers. The $19.95 unit, priced at $19.95 for the master unit, is a chair-side model, providing dual output for an eight-inch speaker and a tweeter. Not available in the $29.50 model.

The Princess at $17.95 and the Berkeley at $19 more powerful 24-watt output that is fed to an eight-inch speaker and two tweeters. Combination speakers can be purchased separately for $59.95 and $79.95 respectively. The Berkeley 12-inch Speaker Unit offers five 12-inch Hallmark LP's with each portable while 12 stereo channel units. The Berkeley is a 12-inch speaker Unit offer three cajon home units.

Hallmark is also offering its store stereodemonstrator package of the playback unit, stereo two stereophonic tape units, 12-inch Hallmark LP's, and a record rack for $21.95.

Speakers Now Included in Argos Baffles

NEW YORK — Four models of Argos Baffles are now available at a 35% or more in the price range. They are offered by the Argos Products Company, Gretna, L. I., manufacturers of complete line of speakers and speakers enclosures. The price of Argos Baffles has been slightly increased by the company's policy of adding to the equipment line.

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Olympic Has 1st Stereo Portable, New Consoles

CHICAGO — Olympic introduced its first portable stereo playback unit and augmented further its "all-in-one" stereo disk console playback line with new sets at the opening of the Winter Furniture Mart here.

Olympic’s initial portable carries six tubes, putting out 10 watts. Into identical speakers, one of which is mounted in the master unit, while the auxiliary speaker is a "piggy-back" unit, which fits into the front of the cabinet, when the set is closed for carrying.

The $159.95 Parker console has four speakers with a 10-watt output, with an AM radio. Blond finish is $10 over the mahogany grained cabinet. The smaller $400 Summerland... (Continued on page 55)

Dynamic Adds Five Console Stereo Units

CHICAGO — Dynamic Electronics augmented its line of console stereo record playback units with five more consoles, ranging from $179.90 to $449.50 during the first week of the winter Furniture Show here. Dynamic, according to Dave Cole, national sales manager, is now offering a total of nine console self-contained and two-piece dual channel phonos.

At $179.90, the Hartford boasts two eight-inch coaxial speakers and four four-inch frequency tweeters in a contemporary styled cabinet available in three wood finishes. Price marks a new low mark for the Dynamic line. The Essex, at $299.50, is a 50-watt nine-tube dual-channel playback in a modern cabinet with choice of two woods; equipped with tuner-tape input jacks. Set contains two 10-inch coaxial speakers, two eight-inch and two four-inch tweeters.

The Stamford, in the same cabinetry as the Hartford, at $319.50 list, has a 25-watt stereo. (Continued on page 55)

Westinghouse Has $49.95 Portable

CHICAGO — Westinghouse added only one unit to an extensive hi fi and stereo playback program which bowed last summer at the National Association of Music Merchants’ convention, a plastic-covered monaural portable with four-speed changer lists at $49.95, with three 12-inch Somerset LPs as a consumer bonus.

Tri-Phi Sets Expansion of N. Y. Plant.

NEW YORK — Tri Phi, Inc., is expanding its Albertson, L. I., N. Y., plant facilities by 30 per cent. The move, says the manufacturer, has been prompted by... (Continued on page 55)

Admiral Sets Jazz Radio Promotion

CHICAGO — While radio ads have often been used to promote record and tape playback sales, Admiral Distributing Corporation, here, is using a one-hour nightly jazz segment to push Admiral’s hi fi and stereo disk phonos. Co-sponsored by Poli Bros., chain of retail outlets here, the WEAR-FM five-nights-per-week hour is emceed by Jerry Bernstein, national sales promotion manager for Admiral.

Radio-Phono Combo New In GE Line

CHICAGO — General Electric, which has been feeling its way into the record playback field, introduced one new model to its thos- far small, but compact phone department. A portable pyroxolin-coated phonos with AM radio, lists at $119.95. Matching auxiliary speaker is $49.95. GE had dropped the price of its four-speed munau- ral portable player from $99.95 to $59.95.

As sales boosts to encouragers, on both of the above portables GE is offering matching colored pyroxo- lin seven and 12-inch carrying cases. Pricing of bonus cases is left up to distributors and dealers, according to C. S. Semple, national sales manager of phono-radios for GE.
Dot's HOT NEW RELEASES!

“PETITE FLEUR”
BOB CROSBY
And The Bob Cats
#15890

Steve Allen
“ST. LOUIS BLUES”
“IDA SWEET AS APPLE CIDER”
#15891

The Clark Sisters
“ST. LOUIS BLUES MARCH”
“HOT TODDY”
#15896

Don Cornell
“IT ISN’T FAIR”
“I’M CRYING JUST FOR YOU”
#15897

Bonnie Guitar
“BABY MOON”
“SOLITUDE”
#15894

Johnny Maddox
“The Hurdy Gurdy Song”
“TEMPEST”
#15892

The Hilltoppers
“I’D RATHER DIE YOUNG”
“WELCOME TO MY HEART”
#15889

QUALITY RECORDS • in Canada
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<thead>
<tr>
<th>Chart</th>
<th>Name</th>
<th>Details</th>
</tr>
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<tbody>
<tr>
<td>1.</td>
<td>Sing Along With Mitch</td>
<td>Mitch Miller, Columbia CL 1190</td>
</tr>
<tr>
<td>2.</td>
<td>Tchaikovsky: Piano Concerto No. 1</td>
<td>Van Cliburn, RCA Victor LM 2232</td>
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<tr>
<td>3.</td>
<td>The Music Man</td>
<td>Original Cast, Capital WAO 990</td>
</tr>
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<td>4.</td>
<td>Flower Drum Song</td>
<td>Original Cast, Columbia CL 5350</td>
</tr>
<tr>
<td>5.</td>
<td>More Sing Along With Mitch</td>
<td>Mitch Miller, Columbia CL 1243</td>
</tr>
<tr>
<td>6.</td>
<td>My Fair Lady</td>
<td>Original Cast, Columbia CL 5990</td>
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<tr>
<td>7.</td>
<td>South Pacific</td>
<td>Sound Track, RCA Victor LOC 1032</td>
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<tr>
<td>8.</td>
<td>Johnny's Greatest Hits</td>
<td>Johnny Mathis, Columbia CL 1133</td>
</tr>
<tr>
<td>9.</td>
<td>Victory at Sea, Vol. 2</td>
<td>RCA Victor Symphonies Orch. (Bennett), RCA Victor LSC 2226</td>
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<tr>
<td>10.</td>
<td>Stardust</td>
<td>Pat Boone, Dot DL 3118</td>
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<td>11.</td>
<td>The King and I</td>
<td>Original Cast, Capitol T 740</td>
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<td>12.</td>
<td>South Pacific</td>
<td>Original Cast, Columbia CL 4190</td>
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<tr>
<td>13.</td>
<td>Oklahoma!</td>
<td>Sound Track, Capitol SAV 515</td>
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<td>14.</td>
<td>Only the Lonely</td>
<td>Frank Sinatra, Capitol CL 1053</td>
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<td>15.</td>
<td>Gigi</td>
<td>Sound Track, M-G-M 3611 ST</td>
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<td>16.</td>
<td>Elvis' Golden Records</td>
<td>Sound Track, Decca DL 9856</td>
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<td>17.</td>
<td>When You Come to the End of the Day</td>
<td>Perry Como, RCA Victor LPM 1585</td>
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<tr>
<td>18.</td>
<td>Hymns</td>
<td>Tennessee Ernie Ford, Capitol T 756</td>
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<td>19.</td>
<td>Belafonte Sings the Blues</td>
<td>Harry Belafonte, RCA Victor LOP 1086</td>
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<tr>
<td>20.</td>
<td>Around the World in 80 Days</td>
<td>Sound Track, Decca DL 9856</td>
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<tr>
<td>21.</td>
<td>Film Encores</td>
<td>Mantovani, London LL 1700</td>
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<tr>
<td>22.</td>
<td>Lawrence Welk Presents Dick Keener</td>
<td>Decca B1, 5044</td>
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<td>23.</td>
<td>The Student Prince and Other Great Musical Comedy Hits</td>
<td>Marino Luba, RCA Victor LPM 1857</td>
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<tr>
<td>24.</td>
<td>Swing Softly</td>
<td>Johnny Mathis, Columbia CL 1105</td>
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<tr>
<td>25.</td>
<td>Have Wandey Guitar, Will Travel</td>
<td>Dinah Shore, Jive JLP 3000</td>
</tr>
</tbody>
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### Pop Albums

**COME DANCE WITH ME**

Frank Sinatra With Billy May—Capitol W 1069

Another sock package from the boss of them all. Except for the last time in the set, "The Last Dance," all of the numbers are in a brilliant, swinging vein. He's never sounded better, and Billy May's fine old backing is also tops. Good cover shot and excellent sound are additional assets. A natural for big coin.

**THE KINGSTON TRIO FROM THE "HUNGRY I"**

Capitol T 1107

The lads in their second album are even more impressive. This is a live performance, cut at Frisco's "Hungry I" club, where the group first cut its eye teeth. Numbers range from calypso to jungle choruses to folk tunes, all handled with great aplomb and showmanship. Good noises of appreciation fill the background between songs. This set can make a good hit of some and can also draw deejay attention. Good salable cover.

**THE END**

Earl Grant—Decca DL 78830

**STEREO & MONOURAL**

Grant is a versatile vocalist and his material in this package illustrates it. Show tunes, foreign-derived pop hits, lushly arranged material and rhythms are here, close with upshots. "Hello, Young Lovers," "Yodel," "Carefree Love," "Jamaica Farewell" Song are included.

**FRESHMEN FAVORITES VOL. 2**

Capitol T 1103

The set is composed of numbers formerly released at singles by the group with various gentlemen featured on the bass vocal parts. Their last similar volume was a good seller, and their other releases have had huge downtown market appeal. This should follow suit. Selections include "I'll," "Please Remember" and "You're So Far Above Me." Good cover shot of the group.

**LUSH INTERLUDE**

Stan Kenton Orch.—Capitol T 1130

Kenton presents revised, lush treatments of his earlier favorites. Warm strings and a smooth, brass choir are effectively featured. Kenton also has several solo passages. Tempos are varied. Excellent sound in all feature. Set will appeal in both pop and jazz markets. Numbers include "Theme to the West," "Attitude in Balboa" and "Interlude." Attractive cover.

**THE SONG IS JUNE**

June Christy with Pete Rugolo Orch.—Capitol T 1144

The tune goes down a fine house of ballads and swingers in her usual, distinctive style. Her high, sweet sound is at its best with material not backing from Pete Rugolo "Night Time Was My Mother," a haunting ballad, is a lovely new tune, that compares with the best in the set. Her pop-jazz fans will go for this. Selections include "The Song Is You," "My Shining Hour" and "Saturday's Children." Good cover shot of the artist.
SOUND OF THE GREAT BANDS VOL. 2
Glen Gray—Capitol T 1067

Volume I of this series was a strong sales item, and this package should enjoy similar success. Veterans of Gray scores 12 memorable band stylings, including Woody Herman's "Blues on Parade," Raymond Scott's "Huckleberry Duck," and Count Basie's "Jump at the Woodside." Stock nostalgic wax for jocks.

Classical Special Merit Albums

DVORAK: CELLO CONCERTO
Pablo Casals, with the Czech Philharmonic Orch.-Szell—Angel COLH 30

The concerto was recorded by Casals in Prague during 1937. It is issued as an excellent album with the composer's own participation. His sound is surprisingly good. The set will have general appeal to collectors, commercial buyers and for educational purposes. A detailed booklet with information about the composer, the interpretations of the work and representative passages is included in the packaging.

BACH: SUITES FOR "CELLO UNACCOMPANIED NOS. 2, 3, 4, 5, & 6" 1-12
Pablo Casals, Cello—Angel COLH 16-17-18

Another distinguished addition to the label's "Great Recordings of the Century." These suites were discovered by Casals himself where he was 13, and in the language of the classical musician, "he's mine." The 20-year-old performances are fascinating, and the sound bears up well in transfer to microgroove. Beautifully packaged set is accompanied by booklets containing scholarly analyses of the works and biographical data on the artist.

Band Albums

MEREDITH WILLSON'S MARCHING BAND
Capitol T 1100

Here's a bright, happy package which should be a solid sales item in its field. William bulbington, a group of spirited marchers marches on one side of this LP, while the flip features an aspiring "March to Freedom Medley" of great marching songs—"Colonel Bogey," "Yankee Doodle," "La Marseillaise," etc.—plus Williams' "The Freedom Song," with chorus reciting the word "freedom" in 44 different languages.

THE IMPORTANCE OF BEING ERNEST
Ernest Tubbs-Decca DL 78334 & DL 8834
STEREO & MONOAURAL

County favorite is excelling in "For a Look at Your Daddy," "Your Cheatin' Heart" and "San Antonio Rose" done in Tubbs' direct, sincere style. The ballads and weepers are well-touched. Seven versions set off the concert backing the artist; but gives an added echo effect to his voice, so that many fans may prefer the monaural disk.

Chamber Music Albums

BOCCHERINI QUINTETS VOL. 6
Quintetto Boccherini—Angel 45011

Another volume of works by the composer, faithful and carefully performed by the excellent quintet group. While the chamber music market is small, this group is among the top in the field. Their precision and obvious feeling for the works are displayed with enjoyable results. It should move well in the limited market.

RESPIGHI: ANTICHE ARIE E DANZE; VIVALDI: CONCERTO; ALBINONI-GIAROTTO: CONCERTO; BASSANI-MALIPIERI; CANZONI AMBROSE
Virtuosi di ROKMA Pasanu—Angel 45028

The chamber works are either revised versions of baroque sources or themes based on compositions during that period. The finest chamber group interprets the selections with charm. Accomplished work by the Virtuosi di Rokma in their several U. S. tours have acquainted the concert goer with their capabilities. The set should move well in the special category.

(Continued on page 32)

ALBUM COVER OF THE WEEK

CARMEN MCRAE

BOOK OF BALLADS, Kappa KL 1117
Lively study in light and comic by pianist George Nelson spotlights the banana Republic period of singer Carmen McRae. It makes for an attractive cover that's sure to last sales.

Best Selling Pop EP's

FOR SURVEY WEEK ENDING JANUARY 10

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

1. KING CREOLE, VOL. 1...Elvis Presley, RCA Victor EPA 4319
2. RICKY SINGS AGAIN...Ricky Nelson, Imperial EP 159
3. NEARER THE CROSS...Tennessee Ernie Ford, Capitol EP 1-1005
4. ELVIS SAILES...Elvis Presley, RCA Victor EPA 4355
5. HEYLLS...Tennessee Ernie Ford, Capitol EPA 1-750
6. BELAFONTE...Harry Belafonte, RCA Victor EPA 1150
7. THE REAL ELVIS...Elvis Presley, RCA Victor EPA 940
8. SING ALONG WITH MITCH...Mitch Miller, Columbia EPA 11801
9. RICKY...Ricky Nelson, Imperial EP 152
10. RICKY NELSON...Ricky Nelson, Imperial EP 158

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Type of Business ______________________

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**Reviews and Ratings of New Popular Albums**

**EXPLANATION OF PACKAGE RATING CATEGORIES**

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

- **FANTASTIC** — Excellent potential.
- **GOOD** — Very strong sales potential.
- **MODERATE** — Moderate potential.
- **POOR** — Small market.

- **Nine arranged dance orchestrations of first-rate potential, including favorites by George Gershwin, jazz and ragtime vintage, arranged specifically for the record player or for 12-inch discs.**

**POPEULAR**

- **CREAM OF THE CROP**

**SOLD OUT**

- **NEW IN TOWN**

**STEREO & MONOURAL**

Stereos add greatly to the full sound of Guitar's picks, and engineers have gone at a great speed. Albums contain many shapes and arrangements, in their tone quality and volume possibilities.

**STEREO**

- **POPULAR**

**Review Spotlight on Albums...**

---

**Solo Instrumental Albums**

**A 25TH ANNIVERSARY PROGRAM**

Ruth Slavenzysuka, Piano—LP 710000

**STEREO & MONOURAL**

**ENCORE!**

Ruth Slavenzysuka, Piano—Decca DL 9991 & DL 7991

**STEREO & MONOURAL**

In these releases Miss Slavenzysuka devotes her talents to representative works by many analysts of the major periods, offering her fine shuffling and her interpretations, particularly of the Romantic selections, are among the best she has ever revealed. Her rise from trodden paths to new heights of success has been all the more admirable. Excellent sound and imaginative cover art on each is an additional appeal.

---

**Opera Albums**

**RICHARD STRAUSS: CARPICECCIO. 3-1/2"**

Elisabeth Schwarzkopf, Soprano; Dietrich Fischer-Dieskau, Baritone; Various Artists with the Philharmonic Orch. Sawallisch—Angel 3580 CL

The complete work of one of the composers' latest compositions should find approval from the opera lover. The lightly interpreted work with excellent vocal work by the principals makes the album an excellent item for the market. A complete translation and a booklet with a background of the composer, librettist and a history of the opera is included.

---

**Folk Albums**

**THE FANTASTIC GUITARS OF SABICAS AND ESCUDERO**

Decca DL 7879

**STEREO & MONOURAL**

Put briefly, this package is a gem. The performances are superb—and especially unusual in that flamenco guitar music is improvised and duets most unusual. The dealer will probably demonstrate this package for full of color and capture the total quality of American Your Overcoat), Art Carney (Ugly Duckling), etc. A big bargain which kids are sure to love.

---

**Low-Price Children's Albums**

**THE STARS SING**

Various Artists—Golden GLP 38

A dozen top stars each perform a number aimed at the juvenile audience with several designed not only for fun but also to leave a serious thought afterward. The roster includes Janis Dorante ("I Like People"), Bing Crosby ("A Hoe Ain't We All"), Roy Kernahan ("Ain't That A Fine Mother's Day"), and the wonderful Little Orphan Annie's "A Mother's Day." That's a must, indeed.

---

**Popular**

**THE DREAMS COME TRUE**

Giant
A Great Smash!

"GOODBYE BABY"
By
JACK SCOTT

CARLTON #493
HERE'S RCA CAMDEN'S FEBRUARY BUDGET SPECIAL!

MONTHLY BUDGET SPECIAL

$98

EDDY ARNOLD has recorded brand new versions of That's How Much I Love You, Wash Ash Canon Ball, Kisses Sweeter Than Wine and Singing the Blues, just for this big profit-taker! Also included are eight other greats. CAL-473

PROFIT PICKS OF THE MONTH!

$1.98 FOR EACH 12" LONG PLAY ALBUM

12 hymns cherished by everyone: O
oward, Christian Soldiers, Nearer, My
God to Thee, and ten others. CAL-472

Semper Fidelis, The Stars and Stripes
Forever, 12 matches in all, eight by
Sousa. Stereo $2.98. CAL/CAS-474

1 Favorite Hymns The Three Hours
Lead, Kindly Light

1 Favorite Marches

John Philip Sousa
The Northern Military Band
(Ellie Nadel conductor)

1 Favorite Marches

John Philip Sousa
The Northern Military Band
(Ellie Nadel conductor)

LIVING STEREO

RACHMANNINOFF PIANO CONCERTO NO. 2

In a Minute of Time

Alfred Brain, conductor

The REAL FATS WALLER

Fats' greatest! Ain't Misbehavin',
Everybody Loves My Baby, The Stark
of Army, and eight others. CAL-473

Considered by many to be Rachmaninoff's greatest contribution to the art of music. Stereo only $2.98. CAS-474

ORDER FROM YOUR DISTRIBUTOR NOW!

MANUFACTURER'S NATIONAL ADVERTISED PRICES SHOWN—OPTIONAL WITH DEALER

reviews and ratings of new popular albums

continued from page 32

BAND

REGIMENTAL MARCHES OF THE BRITISH ARMY


Here's a brand new version of a band that's a hit this time. It features more than 150 of the best band arrangements. The selection here is the new album, and it features more than 150 of the best band arrangements. The selection here is the new album, and it

SOVIET ARMY ENGINEERS BAND

Marina MP 400

The latest and best in the band world is a hit this time. It features more than 150 of the best band arrangements. The selection here is the new album, and it

AROUND THE STEREO WORLD

BERLIN CONCERT ORCH. (Westcliff), Reade-Lahn Lk. 19

STEREO & MONOuard

Tross Martin Brecken, Wall Street, 1004, New York City. March 1959

INTERNATIONAL

THE WORLD'S GREATS

Marino Brecken, Vienna, Nr. 1951

MONTEFICIO and ALEXANDROV ENSEMBLES

BR. 497

STEREO & MONOuard

Tross Martin Brecken, Wall Street, 1004, New York City. March 1959

LATIN AMERICAN

LATIN DANCE BANGERS

Orquesta Fidelman De Cuba (Offer), Taxco 1951

DANZON

Tross Martin Brecken, Wall Street, 1004, New York City. March 1959

HEAR EVEREST

RECORD LABELS

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January 19, 1959

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The Little Space Girl

By

Jesse Lee Turner

Carlton #496

is a big hit all over the World

See and Hear Jesse Lee Turner on the Buddy Bregman Sunday Night NBC-TV Show, February 1
SEECO WENT POP!

...and we say thanks to the entire Record Industry for a wonderful 1958

A few of our current artists that will help make 1959 even bigger & better!

José Melis
Cy Coleman
Hildegarde
Skitch Henderson
Stubby Kaye
Shoshana Damari
Tony Scott
Pat Dorn

Milt Saunders
Billy Maxted
Don Ameche
Joe Salvatore
Laurie Sisters
Vince Wayne
Bob Special
Kenny Adams

and currently riding high

BOBBY and the ORBITS—FELICIA #6005

SEECO Records Inc. 39 West 60th Street New York 23, N.Y.
NAT "KING" COLE REIGNS AGAIN...

WITH HIS BRAND NEW SINGLE RELEASE...

MADRID GIVE ME YOUR LOVE
His is a special dance beat. He's LESTER LANIN, and he makes America's best-selling dance records. National acclaim in LIFE, LOOK, and the AMERICAN WEEKLY points up the pleasure he brings to millions.

Cocktail Dancing—Lester Lanin and his Trio
LN 3531 BN 516* 
Have Band, Will Travel
LN 3520 BN 517* 
Lester Lanin at the Tiffany Ball
LN 3410 BN 509* 
Dance to the Music of Lester Lanin
LN 3340 
Lester Lanin Goes to College
LN 3474 BN 501* 
Lester Lanin and His Orchestra
LN 3242 
*Stereorama

The dynamic combination of ROY HAMILTON and the NEAL HEFTI Orchestra has won country-wide D. J. applause. Roy's love ballads are proven sellers.

Why Fight the Feeling?
LN 3545 BN 525* 
With All My Love
LN 3519 BN 518* 
The Golden Boy
LN 3364 
Roy Hamilton
LN 3176 
*Stereorama

MAKE YOUR STORE THE CENTER OF THIS TWO-FISTED NATION-WIDE PROMOTION...

CHECK YOUR EPIC RECORDS DISTRIBUTOR TODAY FOR EXCITING, APPEALING, CUSTOMER-CATCHING PROMOTIONAL ITEMS!

- Winged covers like this one
- Window displays
- Mats
- Accordion-fold consumer brochure in full color
- All this supported by a national advertising campaign.

BOTH ON EPIC RECORDS—TAKE YOUR PLEASURE
MGM RECORDS

ATOMIC SALES PROGRAM

THE HOTTEST LABEL IN THE BUSINESS SMASHES PRECEDENT
AND COMES UP WITH AN

EXPLOSIVE SALES PROGRAM
GUARANTEED TO MAKE PROFITS FOR YOU

- one single 45 rpm record of your choice (at no charge) with every album
- a 10% discount in merchandise on all album releases from August, 1958 through the current January, 1959 release
- your normal 2% discount if paid on due date
- a 30-60-90-day billing....(providing your account is current)
- plan terminates February 15th, 1959

MGM RECORDS

WHOOP-UP

NEW JAMES KING SONGS OF HANK WILLIAMS E3778, Stereo E3779

LINDA KIRA

LINDA KIRA COMES TO THE PLAZA E3775, Stereo E3777

MACCLEERY ENTERTAINERS SING BROADWAY E3734, Stereo E3736

ROBERT FORT - BIG GROOVE E3712, Stereo E3714

RICK NAGAR SINGS E3717, Stereo E3718

COUNTRY FIDDLERS AND HILLBILLY SINGERS E3734, Stereo E3736, Stereo E3740, Stereo E3742

MAURICE CHEVALIER FLAMENCO PURO - last Greco

ROMAN SINGS BROADWAY E3741, Stereo E3742, Stereo E3744

MURRAY AND HILLSIDE ENTERTAINS AT THE Sahara, Las Vegas E3740

THE OSBORNE BROTHERS

THE COUNTRY PIC111 MURRAY ARNOLD

METROJAZZ

NEW FACES AT NEWPORT - country music, blues, folk Webster E1095

CUB ALBUMS

KEEPING UP WITH THE HITS - THE JIMMY BROTHERS E3704, Stereo E3705

TAXI OFF IN SOUND - THE BLUES - THE CUB E3709

HANK WILLIAMS

LUV THE WOODRUFF E3707, E3708, E3709, E3710

MONEY TRAINING E3712, E3713, E3714, E3715

IN THE LIGHT E3715, E3716, E3717, E3718

BANDIT'S WAY E3719, E3720, E3721, E3722

MEMORIAL ALBUM E3724, Stereo E3726, Stereo E3728

THE UNFORGETTABLE HANK WILLIAMS E3729, E3730, E3731, E3732

PLANET - THE SLIDES E3733, E3734, E3735, E3736

*MGM RECORDS NOT INCLUDED IN THIS PROGRAM

MGM RECORDS HAS THE LINE FOR '59
Dot's PARADE of BEST SELLERS

15888 WITH THE WIND & THE RAIN IN YOUR HAIR—GOOD ROCKIN' TONIGHT—Pat Boone
15879 BLUE HAWAII—Billy Vaughn
15880 CITY LIGHTS—STOLEN MOMENTS—Irvy Joe Hunter
15890 PETITE FLEUR—Bob Crosby
15858 YELLOW BIRD—Mills Brothers
15887 FIRST STAR—The Tubs
15840 I'LL REMEMBER TONIGHT—Pat Boone
15884 THE ABA DABA HONEYMOON—LOVE IS A THING—Debbie Reynolds
15882 NEVER, NEVER—WHEN YOUR HAIR HAS TURNED TO SILVER—The Treniers
15881 THE COOL ALASKA ROCK & ROLL—Part I—Peter Lind Hayes-Mary Healy
THE COOL ALASKA ROCK & ROLL—Part II—Raclo Herb Brown-Peter Lind Hayes
15861 HAPPINESS LEFT YESTERDAY—Gale Storm
15836 CIMARRON—Billy Vaughn

BEST SELLING LP's
DLP-3118 STAR DUST—Pat Boone
DLP-3119 BILLY VAUGHN PLAYS THE MILLION SELLERS
DLP-3140 LA PALOMA—Billy Vaughn
DLP-3122 JOHNNY MADDOX PLAYS THE MILLION SELLERS
DLP-3121 YES INDEED—Pat Boone
DLP-3100—SAIL ALONG SILV'RY MOON—Billy Vaughn

BEST SELLING LP's
DEP-1075 MARDI GRAS—Pat Boone
DEP-1072—SAIL ALONG SILV'RY MOON—Billy Vaughn
DEP-1071 BILLY VAUGHN PLAYS THE MILLION SELLERS
DEP-1068 THE LORD'S PRAYER—Pat Boone
DEP-1069 STAR DUST—Pat Boone
DEP-1066 FOUR BY BILLY VAUGHN

NEW LP's
DLP-3156 BILLY VAUGHN PLAYS
DLP-3157 THE MILLS BROTHERS' GREAT HITS
DLP-3150 AROUND THE WORLD—Steve Allen
DLP-3149 POLKA DOT PARTY—Herb Shriner
DLP-3143 JACK KANE SALUTES THE COMICS
DLP-3151 WHISPERING HOPE—Bonnie Guitar
DLP-3153 WHAT'S MY LINE
DLP-3142 MY BABY—Ken Nerdine

BEST SELLING and NEW STEREOPHONIC LP's
DLP-25016 THE GOLDEN INSTRUMENTALS—Billy Vaughn
DLP-25057 HITS OF THE ISLANDS—Hal Aloma
DLP-25064 MELODIES IN GOLD—Billy Vaughn
DLP-25068 HYMNS WE LOVE—Pat Boone
DLP-25077 PAT BOONE SINGS IRVING BERLIN
DLP-25086 MUSIC FOR THE GOLDEN YEARS—Billy Vaughn
DLP-25096 SON OF WORD JAZZ—Ken Nerdine & Fred Katz Group
DLP-25097 LOVE SCENE—Elmer Bernstein
DLP-25100 SAIL ALONG SILV'RY MOON—Billy Vaughn
DLP-25103 MMM... . . . THE MILLS BROTHERS
DLP-25108 RAGTIME PIANO 1917-'18—Johnny Maddox
DLP-25109 HIGH UPON A MOUNTAIN—Eddie Albert
DLP-25110 ORGAN HUES IN HI-FI—Al Bollington
DLP-25113 MARGARET—Margaret Whiting
DLP-25115 LOVE WORDS—Ken Nerdine
DLP-25118 STAR DUST—Pat Boone
DLP-25119 BILLY VAUGHN PLAYS THE MILLION SELLERS
DLP-25121 YES INDEED—Pat Boone
DLP-25122 JOHNNY MADDOX PLAYS THE MILLION SELLERS
DLP-25126 WINDJAMMER CITY STYLE—Red Norvo
DLP-25140 LA PALOMA—Billy Vaughn
DLP-25143 JACK KANE SALUTES THE COMICS
DLP-25149 POLKA DOT PARTY—Herb Shriner
DLP-25150 AROUND THE WORLD—Steve Allen
DLP-25151 WHISPERING HOPE—Bonnie Guitar
DLP-25156 BILLY VAUGHN PLAYS
DLP-25157 THE MILLS BROTHERS' GREAT HITS
DLP-29006 CROSS COUNTRY SUITE—Buddy DeFranco

Dot RECORDS, Inc., *Sunset and Vine * Hollywood, Calif., Phone HO 4-1957
THE NATION'S BEST SELLING RECORDS
# Honor Roll of Hits

**January 10, 1959**

## The Nation's Top Tunes

For survey week ending January 10

<table>
<thead>
<tr>
<th>Rank</th>
<th>Song Title</th>
<th>Artist*</th>
<th>Week</th>
<th>Chart</th>
<th>Weeks</th>
<th>Record Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.</td>
<td>&quot;Smoke Gets in Your Eyes&quot;</td>
<td>By: Mitchum-Kelton—Produced by Jerry (ASCAP)</td>
<td>2 8</td>
<td>28</td>
<td>2</td>
<td>Decca 23658</td>
</tr>
<tr>
<td>2.</td>
<td>&quot;Chippmunk Song&quot;</td>
<td>By: Ross Bagdasarian—Produced by Mortner (ASCAP)</td>
<td>1 6</td>
<td>10</td>
<td>1</td>
<td>Decca 23658</td>
</tr>
<tr>
<td>3.</td>
<td>&quot;My Happiness&quot;</td>
<td>By: Prowell &amp; Bagdasarian—Produced by Prowell (ASCAP)</td>
<td>3 5</td>
<td>15</td>
<td>1</td>
<td>Decca 23658</td>
</tr>
<tr>
<td>4.</td>
<td>&quot;Lonesome Town&quot;</td>
<td>By: B. Kennedy—Produced by Decca (BMI)</td>
<td>4 14</td>
<td>4</td>
<td>1</td>
<td>Decca 23658</td>
</tr>
<tr>
<td>5.</td>
<td>&quot;Donna&quot;</td>
<td>By: Rocca Venero—Produced by Kero (BMI)</td>
<td>5 3</td>
<td>12</td>
<td>1</td>
<td>Decca 23658</td>
</tr>
<tr>
<td>6.</td>
<td>&quot;To Know Him Is to Love Him&quot;</td>
<td>By: Philip Springer—Produced by Hollywood (BMI)</td>
<td>6 11</td>
<td>27</td>
<td>1</td>
<td>Decca 23658</td>
</tr>
<tr>
<td>7.</td>
<td>&quot;Gotta Travel On&quot;</td>
<td>By: Paul Clayton—Produced by Decca (BMI)</td>
<td>7 8</td>
<td>8</td>
<td>1</td>
<td>Decca 23658</td>
</tr>
<tr>
<td>8.</td>
<td>&quot;A Lover's Question&quot;</td>
<td>By: B. Revin &amp; Johnny Williams—Produced by Decca (BMI)</td>
<td>8 11</td>
<td>11</td>
<td>1</td>
<td>Decca 23658</td>
</tr>
<tr>
<td>9.</td>
<td>&quot;Whole Lotta Loving&quot;</td>
<td>By: Dorothy &amp; Brittingham—Produced by Maurice (BMI)</td>
<td>9 8</td>
<td>4</td>
<td>1</td>
<td>Decca 23658</td>
</tr>
</tbody>
</table>

**Second Ten**

<table>
<thead>
<tr>
<th>Rank</th>
<th>Song Title</th>
<th>Artist*</th>
<th>Week</th>
<th>Chart</th>
<th>Weeks</th>
<th>Record Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>10.</td>
<td>&quot;Lonesome Town&quot;</td>
<td>By: B. Kennedy—Produced by Decca (BMI)</td>
<td>10 9</td>
<td>22</td>
<td>1</td>
<td>Decca 23658</td>
</tr>
<tr>
<td>11.</td>
<td>&quot;Problems&quot;</td>
<td>By: F. Rober &amp; B. Bryant—Produced by Acuff-Rose (BMI)</td>
<td>11 2</td>
<td>17</td>
<td>1</td>
<td>Decca 23658</td>
</tr>
<tr>
<td>12.</td>
<td>&quot;Stagger Lee&quot;</td>
<td>By: Archibald Price—Produced by Decca (BMI)</td>
<td>12 1</td>
<td>11</td>
<td>1</td>
<td>Decca 23658</td>
</tr>
<tr>
<td>13.</td>
<td>&quot;One Night&quot;</td>
<td>By: Dave Bartholomew—Produced by Acuff-Rose (BMI)</td>
<td>13 7</td>
<td>7</td>
<td>1</td>
<td>Decca 23658</td>
</tr>
<tr>
<td>14.</td>
<td>&quot;Lonely Teardrops&quot;</td>
<td>By: Barry Goody Jr. &amp; Terry Carter—Produced by Kent (BMI)</td>
<td>14 6</td>
<td>13</td>
<td>1</td>
<td>Decca 23658</td>
</tr>
</tbody>
</table>

**Third Ten**

<table>
<thead>
<tr>
<th>Rank</th>
<th>Song Title</th>
<th>Artist*</th>
<th>Week</th>
<th>Chart</th>
<th>Weeks</th>
<th>Record Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>15.</td>
<td>&quot;Manhattan Spiritual&quot;</td>
<td>By: Billy Ward—Produced by Zodiac (BMI)</td>
<td>15 4</td>
<td>9</td>
<td>1</td>
<td>Decca 23658</td>
</tr>
<tr>
<td>16.</td>
<td>&quot;I Got Stung&quot;</td>
<td>By: Auntie-Seraphine—Produced by Gladys Knight (ASCAP)</td>
<td>16 11</td>
<td>18</td>
<td>1</td>
<td>Decca 23658</td>
</tr>
<tr>
<td>17.</td>
<td>&quot;(All of a Sudden) My Heart Sings&quot;</td>
<td>By: Rone-Jones—Produced by Loma (ASCAP)</td>
<td>17 1</td>
<td>1</td>
<td>1</td>
<td>Decca 23658</td>
</tr>
<tr>
<td>18.</td>
<td>&quot;The Diary&quot;</td>
<td>By: Nat Holman—Produced by Billie (BMI)</td>
<td>18 4</td>
<td>25</td>
<td>1</td>
<td>Decca 23658</td>
</tr>
<tr>
<td>19.</td>
<td>&quot;Louisiana Wedding Song&quot;</td>
<td>By: Charles &amp; Klump—Produced by Parkway (ASCAP)</td>
<td>19 1</td>
<td>1</td>
<td>1</td>
<td>Decca 23658</td>
</tr>
</tbody>
</table>

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**TRADE MARK REG.**

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TWO HOT MONEY MAKERS FROM RCA VICTOR

DON GIBSON: WHO CARES
47/7437

GOGI GRANT:
(KISS, ME)
HONEY, HONEY
(KISS, ME)
47/7438

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NO OTHER ARMS
B·W NO OTHER LOVE   CADENCE 1361

THE CHORDETTES
<table>
<thead>
<tr>
<th>WEEK ON CHART</th>
<th>TITLE</th>
<th>ARTIST, COMPANY, RECORD NUMBER</th>
</tr>
</thead>
<tbody>
<tr>
<td>21</td>
<td>SMOKE GETS IN YOUR EYES</td>
<td>Fats Domino, Imperial 5-1052</td>
</tr>
<tr>
<td>22</td>
<td>MY HAPPINESS</td>
<td>Connie Francis, RCA Victor 7-1274</td>
</tr>
<tr>
<td>23</td>
<td>THE CHIMPUNK SONG</td>
<td>David Arkin &amp; the Chipmunks, Liberty 17100</td>
</tr>
<tr>
<td>24</td>
<td>★ DONNA</td>
<td>Ritchie Valens, DeO-4138</td>
</tr>
<tr>
<td>25</td>
<td>16 CANDLES</td>
<td>Crits, Coral 506</td>
</tr>
<tr>
<td>26</td>
<td>A LOVER'S QUESTION</td>
<td>Chris Soth, Atlantic 1950</td>
</tr>
<tr>
<td>27</td>
<td>GOTA TRAVEL ON</td>
<td>Bill Gunner, Monument 468</td>
</tr>
<tr>
<td>28</td>
<td>WHOLE LOTTAS LOVING</td>
<td>Fats Domino, Imperial 5-1052</td>
</tr>
<tr>
<td>29</td>
<td>★ STAGGER LEE</td>
<td>Lloyd Price, PC-Paramount 8972</td>
</tr>
<tr>
<td>30</td>
<td>TO KNOW HIM IS TO LOVE HIM</td>
<td>Fontana, DeO-763</td>
</tr>
<tr>
<td>31</td>
<td>PROBLEMS</td>
<td>Eddy Bennison, Cameo 1505</td>
</tr>
<tr>
<td>32</td>
<td>LONELY TEARDROPS</td>
<td>Jackie Wilson, Riverside 5349S</td>
</tr>
<tr>
<td>33</td>
<td>★ ONE NIGHT</td>
<td>Elvis Presley, RCA Victor 5418</td>
</tr>
<tr>
<td>34</td>
<td>LONESOME TOWN</td>
<td>Ricky Nelson, Imperial 3745</td>
</tr>
<tr>
<td>35</td>
<td>GOODBYE BABY</td>
<td>Jack Smith, Capital 447</td>
</tr>
<tr>
<td>36</td>
<td>MANHATTAN SPIRITUAL</td>
<td>A Big Oak, Capitol 2657</td>
</tr>
<tr>
<td>37</td>
<td>★ ALL AMERICAN BOY</td>
<td>Bill Parnell, Fishtale 891</td>
</tr>
<tr>
<td>38</td>
<td>TOM DOOLEY</td>
<td>Kingston Trio, Capitol 769</td>
</tr>
<tr>
<td>39</td>
<td>BIMBOMBEY</td>
<td>Hank Ballard, Raven 4116</td>
</tr>
<tr>
<td>40</td>
<td>DEEP DEEP</td>
<td>Ponciuso, Rattles 4117</td>
</tr>
<tr>
<td>41</td>
<td>★ THE DIARY</td>
<td>Yoy Sanada, RCA Victor 1968</td>
</tr>
<tr>
<td>42</td>
<td>★ I GOT STUNG</td>
<td>Elvis Presley, RCA Victor 7-1346</td>
</tr>
<tr>
<td>43</td>
<td>★ THE LITTLE DRUMMER BOY</td>
<td>Harry Stone &amp; the Christian Church, DeO-121</td>
</tr>
<tr>
<td>44</td>
<td>★ (ALL OF A SUDDEN) MY HEART SINGS</td>
<td>Paul Anka, ABC-Paramount 6956</td>
</tr>
<tr>
<td>45</td>
<td>LUCKY LADYBUG</td>
<td>Bob &amp; Linda, West 6046</td>
</tr>
<tr>
<td>46</td>
<td>★ NOBODY BUT YOU</td>
<td>Dee Clark, Ariola 1819</td>
</tr>
<tr>
<td>47</td>
<td>★ MAY YOU ALWAYS</td>
<td>McGuire Sisters, Carol 46097</td>
</tr>
<tr>
<td>48</td>
<td>★ PEER-A-BOO</td>
<td>Cadillacs, Gospel 6044</td>
</tr>
<tr>
<td>49</td>
<td>QUEEN OF THE HOP</td>
<td>Bobby Darin, ABC 8127</td>
</tr>
<tr>
<td>50</td>
<td>HAWAIIAN WEDDING SONG</td>
<td>Andy Williams, Capitol 1308</td>
</tr>
</tbody>
</table>

**HOT 100 FOR THE WEEK ENDING JANUARY 25, 1959**

**ARTIST, COMPANY, RECORD NUMBER**

<table>
<thead>
<tr>
<th>WEEK ON CHART</th>
<th>TITLE</th>
<th>ARTIST, COMPANY, RECORD NUMBER</th>
</tr>
</thead>
<tbody>
<tr>
<td>21</td>
<td>LOVE YOU MOST OF ALL</td>
<td>Sam Cooke, Kent 4088</td>
</tr>
<tr>
<td>22</td>
<td>PHILADELPHIA, U.S.A.</td>
<td>Joe Gordon, Capitol 432</td>
</tr>
<tr>
<td>23</td>
<td>★ LA BAMBA</td>
<td>Ritchie Valens, DeO-4138</td>
</tr>
<tr>
<td>24</td>
<td>★ PETER GUNN THEME</td>
<td>Roy Andersen, Capital 431</td>
</tr>
<tr>
<td>25</td>
<td>★ I CRIED A TEAR</td>
<td>Larry Bond, Capitol 4311</td>
</tr>
<tr>
<td>26</td>
<td>★ IT'S ONLY MAKE BELIEVE</td>
<td>Andy Williams, Capitol 4314</td>
</tr>
<tr>
<td>27</td>
<td>★ RED RIVER ROSE</td>
<td>Andy Williams, Capitol 4314</td>
</tr>
<tr>
<td>28</td>
<td>★ I'LL WAIT FOR YOU</td>
<td>Frankie Avalon, Chancellor 1836</td>
</tr>
<tr>
<td>29</td>
<td>★ ROCK-A-CONGA</td>
<td>Appalachian, Capitol 195</td>
</tr>
<tr>
<td>30</td>
<td>★ THE CHILDREN'S MARCHING SONG</td>
<td>Cyril Stinson, London 115</td>
</tr>
<tr>
<td>31</td>
<td>★ C'MON EVERYBODY</td>
<td>Elvis Corleone, Mercury 742</td>
</tr>
<tr>
<td>32</td>
<td>★ LOVE IS ALL WE NEED</td>
<td>Tommy Edwards, Vee-Jay 12734</td>
</tr>
<tr>
<td>33</td>
<td>★ TALL PAUL</td>
<td>Ameche, Discworld 118</td>
</tr>
<tr>
<td>34</td>
<td>★ THE WEDDING</td>
<td>June Vail, Mercury 71822</td>
</tr>
<tr>
<td>35</td>
<td>★ TEASIN'</td>
<td>Norman Ellis, Mercury 633</td>
</tr>
<tr>
<td>36</td>
<td>★ LITTLE SPACE GIRL</td>
<td>June Lee Taylor, Capitol 498</td>
</tr>
<tr>
<td>37</td>
<td>★ POOR BOY</td>
<td>Rural Tones, Jenkins 5508</td>
</tr>
<tr>
<td>38</td>
<td>★ I GOT A FEELING</td>
<td>Ricky Nelson, Imperial 3746</td>
</tr>
<tr>
<td>39</td>
<td>★ LET'S LOVE</td>
<td>Johnny Crad, Columbia 41663</td>
</tr>
<tr>
<td>40</td>
<td>★ WITH THE WIND AND THE RAIN IN YOUR HAIR</td>
<td>Pet Sounds, Doo 71884</td>
</tr>
<tr>
<td>41</td>
<td>★ WIGGLE, WIGGLE</td>
<td>Audrey, Brunswick 5516</td>
</tr>
<tr>
<td>42</td>
<td>★ BLUE HAWAII</td>
<td>Bill Walsh, Doo 71884</td>
</tr>
<tr>
<td>43</td>
<td>★ DON'T PITY ME</td>
<td>Dino &amp; the Belmonts, Laurie 311</td>
</tr>
<tr>
<td>44</td>
<td>★ THE CHILDREN'S MARCHING SONG</td>
<td>Tommy Edwards, Vee-Jay 12734</td>
</tr>
<tr>
<td>45</td>
<td>★ THAT OLD BLACK MAGIC</td>
<td>Artie Shaw and his Piano, Capitol 4314</td>
</tr>
<tr>
<td>46</td>
<td>★ I' M A MAN</td>
<td>Fats Domino, Charm 1739</td>
</tr>
<tr>
<td>47</td>
<td>★ IT'S JUST ABOUT TIME</td>
<td>Johnny Cash, Sun 309</td>
</tr>
<tr>
<td>48</td>
<td>★ DON'T YOU KNOW YOKKOD</td>
<td>Frank Smith, DeO-432</td>
</tr>
<tr>
<td>49</td>
<td>THE BLUEBIRD, THE BUZZARD AND THE OWLIE</td>
<td>Bobby Day, Doo 71884</td>
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<tr>
<td>50</td>
<td>★ YOU ARE BEAUTIFUL</td>
<td>Johnny Mathis, Columbia 41664</td>
</tr>
</tbody>
</table>

**The Billboard's Music Popularity Charts... POP RECORDS**

**JANUARY 19, 1959**

*Note: The table above represents the Billboard Hot 100 chart for the week ending January 25, 1959.*
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**

- **DON'T TAKE YOUR GUNS TO TOWN** Johnny Cash (Cass, BMI) I Still Miss Someone (Cash, BMI) Columbia 41313

- **WITH THE WIND AND THE RAIN IN YOUR HAIR** Pat Boone (Paramount, ASCAP) (Blue Ridge, BMI) Dot 15888

- **GOOD ROCKIN' TONIGHT** (Paramount, ASCAP) (Blue Ridge, BMI) Dot 15888

- **TRUST IN ME** (Paramount, ASCAP) (Blue Ridge, BMI) Dot 15888

- **IT'S ONLY THE BEGINNING** (Dot, ASCAP) On My Goodness (Licht, BMI) Decca 30807

- **I'M A MAN** Fabian (Rca-Grande, BMI) Hypnotized (January, BMI) Chancellor 1029

- **TALL PAUL** Annette (Wanderland, BMI) M.a. He's Making Eyes At Me (Mills, BMI) Disneyland 118

- **PETITE FLEUR** Chris Barber's Jazz Band (Rca-Rock & Range, BMI) Wild Cat Blues (Pickwick, ASCAP) Laurie 3022

- **WHEN IT'S SPRINGTIME IN ALASKA** Johnny Horton (Capitol, BMI) Whispering Pines (Boys, BMI) Columbia 41308

A previous Billboard Spotlight pick

**R&B**


A previous Billboard Spotlight pick

---

**THE BILLBOARD'S MUSIC POPULARITY CHARTS**

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

These 100 sides are listed in order of their national POPULARITY, as determined by weekly local studies prepared for The Billboard in markets representing a cross-section of the United States. These studies reflect sales registered for each disk up to press time.

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**JANUARY 19, 1959**
**Best Selling Sheet Music in U. S.**

<table>
<thead>
<tr>
<th>Title</th>
<th>Little My Love</th>
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<td><strong>3.</strong></td>
<td>TO KNOW HIM IS TO LOVE HIM</td>
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<td><strong>4.</strong></td>
<td>MY HAPPINESS (Harms)</td>
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<td><strong>5.</strong></td>
<td>THE CHIMPSON SONG (Monarch)</td>
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<td><strong>6.</strong></td>
<td>LONESOME TOWN (Eric)</td>
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<td><strong>7.</strong></td>
<td>THE DAY THE RAINS CAME (Galrand)</td>
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<td><strong>8.</strong></td>
<td>COME PRIMA (ANC)</td>
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<td><strong>9.</strong></td>
<td>YOU ARE BEAUTIFUL (Williams)</td>
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<td><strong>10.</strong></td>
<td>SIXTEEN CANDLES (January)</td>
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<td><strong>11.</strong></td>
<td>THE WORLD OUTSIDE (Chappell)</td>
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<td><strong>12.</strong></td>
<td>GOLLY TRAVEL ON SONG (ESA)</td>
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<td><strong>13.</strong></td>
<td>PROBLEMS (Acord Rose)</td>
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<td>CHILDRESS MARCHING SONG (Miller)</td>
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<td><strong>15.</strong></td>
<td>HAWAIIAN WEDDING SONG (Pickenick)</td>
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<tr>
<td>Works on Chart</td>
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<tr>
<td><strong>1.</strong></td>
<td>More Than Ever—(Rapson)</td>
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<tr>
<td><strong>2.</strong></td>
<td>The Day the Rain Came—John Finlay (Gorvett)</td>
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<td><strong>3.</strong></td>
<td>It's Only Make Believe—Francis Day (Maccabi)</td>
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<td><strong>4.</strong></td>
<td>A Certain Smile—Robbins (Livston)</td>
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<td><strong>5.</strong></td>
<td>The World Outside—Keith Prout (Chappell)</td>
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<td><strong>6.</strong></td>
<td>Mantle in the Moonlight—Boos (Barnes)</td>
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<td><strong>7.</strong></td>
<td>Here's a Song—Southern (Southern)</td>
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<td><strong>8.</strong></td>
<td>In the Game—Barnes (Remick)</td>
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<td><strong>9.</strong></td>
<td>To Know Him Is To Love Him—Brown (Warman)</td>
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<td><strong>10.</strong></td>
<td>Real Love—Mackrel (Lassell)</td>
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**Best Selling Pop Records in Britain**

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<td>Works on Chart</td>
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<tr>
<td><strong>1.</strong></td>
<td>IT'S ONLY MAKE BELIEVE—Dorgo (Punnett)</td>
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<td><strong>2.</strong></td>
<td>THE DAY THE RAINS CAME—Lee Morgan (London)</td>
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<td><strong>3.</strong></td>
<td>HOOTS MOTHERS—Lord Rockingham's XI (Decca)</td>
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<td><strong>4.</strong></td>
<td>TEA FOR TWO CHARA CBA—Jusney Davis Orchestra (Remick)</td>
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<td><strong>5.</strong></td>
<td>TOM DOOLEY—Leara Donegan (Py-Nac)</td>
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<td><strong>6.</strong></td>
<td>TO KNOW HIM IS TO LOVE HIM—Teddy Boys (London)</td>
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<td><strong>7.</strong></td>
<td>BABY FACE—Little Richard (London)</td>
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<td><strong>8.</strong></td>
<td>LOVE MAKES THE WORLD GO ROUND—Perry Como (RCA)</td>
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<td><strong>9.</strong></td>
<td>COME ON LET'S GO—Tommy Steele (Decca)</td>
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<td><strong>10.</strong></td>
<td>HIGH CLASS BABY—Coif Richards (Columbia)</td>
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<td><strong>11.</strong></td>
<td>TIM DOOLEY—Kingston Town (London)</td>
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<td><strong>12.</strong></td>
<td>KISS ME, HONEY HONEY, KISS ME—Shirley Bassey (Philips)</td>
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<td><strong>13.</strong></td>
<td>YOU ALWAYS HURT THE ONE YOU LOVE—Connie Francis (MGM)</td>
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<td>MANDOLINS IN THE MOONLIGHT—Perry Como (RCA)</td>
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<td>WOMAN FROM LIBERIA—Jimmy Rodgers (Columbia)</td>
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<td><strong>16.</strong></td>
<td>AS I LOVE YOU—Shirley Bassey (Philips)</td>
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<td><strong>17.</strong></td>
<td>SMOKE GETS IN YOUR EYES—Patterson (Mercury)</td>
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<td><strong>18.</strong></td>
<td>IT'S ALL IN THE GAME—Teddy Edwards (MGM)</td>
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<td><strong>19.</strong></td>
<td>MY UKULELE—Max Rappert (Decca)</td>
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<td><strong>20.</strong></td>
<td>SOMEDAY—Rudy Neumann (London)</td>
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**NO NEVER MY LOVE**

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<td><strong>1.</strong></td>
<td>CLINT MILLER</td>
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<td><strong>6.</strong></td>
<td>Billy Vaughn</td>
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<td><strong>7.</strong></td>
<td>Bobby Darin</td>
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<td>Les Paul</td>
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<td><strong>9.</strong></td>
<td>Pat Boone</td>
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<td><strong>10.</strong></td>
<td>Elvis Presley</td>
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**CASH FOR RECORDS**

Job lots on an unusual current or recently cutout 12" LP's—only quantity—no labels.

Mr. Harold Brown, Mgr.
Record Division
C/o Jefferson Stores
Box 396, Biscayne Annex
Miami, Florida
The Biggest Hit Since "The Stroll"

WHO SAY?

"SHE SAY"

O.K.!

THE

DIAMONDS

MERCURY 71404

MERCURY RECORDS
JOE DARENSBOURG

Makes a Smash Return With
His Hit Version of

"PETITE FLEUR"

b/w

"OVER THE WAVES"

Lark #15-4510

122 E. Olive, Gardenia, Calif.
Phone: Fawley 14295—14170
On
First National Record Dist. Co.
1221 W. 9th St., Cleveland, Ohio
Phone: 12722

SMASHING AGAIN!

"EARTH ANGEL"

THE PENGUINS

DOO. #348

THANKS FOR MAKING THIS GREAT RECORD A HIT AGAIN. SEND FOR A FRESH DISC. HISTORY REPEATS AS SALES NEAR THE TWO-MILLION MARK!!!

9512 So. Central Ave. Los Angeles 2, California

JOE DARENSBOURG

THE BILLBOARD

HOT C&W SIDES

FOR WEEK ENDING JANUARY 25

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<td>COUNTRY MUSIC IS HERE TO STAY Merle Crisp. Capitol 4630</td>
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<td>LIFE TO GO National Jackson. Columbia 4372</td>
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<td>PICK ME UP ON YOUR WAY DOWN Charlie Walker. Columbia 4373</td>
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<td>TREASURE OF LOVE George Jones. Mercury 1059</td>
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<td>I'VE RUN OUT OF TOMORROWS Hank Thompson. Capitol 4647</td>
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<td>COME WALK WITH ME Sonny Lester &amp; Linda Lee. Reprise 1067</td>
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<td>YOU'RE MAKING A FOOL OUT OF ME Johnny Burnette. MGM 11761</td>
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<td>WHICH ONE IS TO BLAME Wilson Brothers. Decca 37953</td>
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"Presley's hit the No. 1 spot on The Hot 100 Chart again! Every Monday I check The Billboard to watch the progress of our various artists and their latest releases on the valuable Billboard charts."

"It gives me reliable indications of trends developing in our excitingly volatile business and keeps me abreast of new artist and publisher activity."

"These facts, plus all the general music industry news I gather from reading The Billboard, make it 'a Monday must' for me."

From STEPHEN H. (Steve) SHOLES
MANAGER, ARTISTS & REPERTOIRE,
RCA VICTOR RECORD DIVISION

THE COMMUNICATIONS CENTER OF THE MUSIC INDUSTRY
* Reviews of New Pop Records

** EXPLANATION OF RATING CATEGORIES FOR SINGLES**

Each item is rated slightly according to its sales potential in which it is classified.

** SPOTLIGHT—Strongest Sales Potential of all records reviewed this week

- - - - - Very Strong Sales Potential

---

** BOBBY FREEMAN 2---A Love To Last A Lifetime (SOTI)---Frisky ballad in sync with a recent folk hit. It has a chance to take off quickly. (SPOTLIGHT, BMI)

** JAMES HARRER --- I Need You (CAPT)---Singer Harer tells his big ballad with a lot of feeling and even expressive singing. It could have key pop hit. Very saleable side. (LEADS, ASCAP)

** THE TOMMY DOORE ORK. STARRING WARREN DUNTON --- I Still Get Fascinated (EMI)---CREST 14621---This side is well recorded from the source. It is a well-arranged, well sung pop tune that would make a good side for the boys or for girls. (MORRIS, ASCAP)

** BOBBY HENDRICKS --- Can That Truth Be True (EMI)---CREST 14623---This side is well recorded from the source. It is a well-arranged, well sung ballad that would make a good side for the boys or for girls. (MORRIS, ASCAP)

** THE COASTERS --- Charlie Brown (ATCO 454)---The backing here is in sync with the record's style. It is a well-arranged, well sung pop tune that would make a good side for the boys or for girls. (MORRIS, ASCAP)

** MORE COOL CATS --- On this side the backing is in sync with the record's style. It is a well-arranged, well sung pop tune that would make a good side for the boys or for girls. (MORRIS, ASCAP)

** RIPVANO JAMES --- Dream Big (CAPIT)---CREST 14627---This side is well recorded from the source. It is a well-arranged, well sung pop tune that would make a good side for the boys or for girls. (MORRIS, ASCAP)

** ROBERT & JOHNNY --- Give Me Some of Your Heart (OLD TOWN)---The flip side gives the group some variety with an interesting rhythm. It could certainly catch some action. (MORRIS, BMI)

---

** THE BILLBOARD SPOTLIGHT WINNERS OF THE WEEK

---

** Pop Records

** CHUCK BERRY --- ANTHONY BOY (Arc, BMI) THAT'S MY DESIRE (Mills, ASCAP)

Berry has two potent sides—his strongest in a spell."Anthony Boy" is an interesting item with a sort of folk flavor and very topical teen lyrics and it's sold with drive. "Flip" is a spicy echa echa reading of the old Frankie Laine hit. Either can score. (Chess 1716)

** ROGER WILLIAMS --- THE KEYS TO THE KINGDOM (Chappell, ASCAP) DEARER THAN DEAR (Bernick, ASCAP)

"The Key" is a lovely ballad, based on "Mediterranean Concerto." The pianist is given a warm chorus added by the Happy Hairs on the bottom presented part. It has a bit of soul, and it could go all the way. "Dearer Than Dear" is in a boozey groove, and the Happy Hairs again add much to side. Both appear winners. (Kapp 257)

** MARTY ROBBINS --- THE HANGING TREE (Witmark, ASCAP) THE BLUES COUNTRY STYLE (Anderow, ASCAP)

"The Hanging Tree," title tune from a coming flick, is nutelly warbled by Robbins. The church tune is catchy, and the side could reap heavy coins in both pop and country out. Flip, "Country Style," is in more of a traditional e.w. groove. This can also go well. (Columbia 41325)

** BUDDY HOLLY --- IT DOESN'T MATTER ANYMORE (Spankka, BMI) RAINING IN MY HEART (Aronf-Rosse, BMI)

Holly switches style to the Mill-Mark on "It Doesn't Matter Anymore," a tune ecleled by Paul Anka. "Raining" is a ballad by the Bryants that is also warming steady. Each side can bank. Both could be big sides. (Coral 62074)

** LITTLE ANTHONY & THE IMPEIARS --- WISHFUL THINKING (Vanderbilt, ASCAP) WHEN YOU WISH UPON A STAR (Robbins, ASCAP)

Little Anthony and crew appear to be on chart form again as they craft in two fine effects. "Wishful Thinking" is similar in sound to "Tea's My Pillow," the group's first click. "When You Wish," the older, is also wrapped up in salable rockabilly style. Two potent sides. (ECK 1039)

** THE PONI TAILS --- FATHER TIME (Sherwin, ASCAP) EARLY TO BED (Mansion, ASCAP)

The gals could bounce back with these newings. "Father Time" is a brightly rendered item with cute lyrics and a smart vocal by the gals. It's a peppy, deep side that could easily click. "Early To Bed" is an equally catchy side that moves right along. (ABC-Pannonic 10953)
BILLY SHEPHERD
YOU CALL EVERYBODY DARLING
(Mayfair, ASCAP)

Shepherd has a highly appealing rendition of the oldie in this disk debut. It's done in danceable fashion with effective vocal pacing the line vocal treatment. He could have a winners with this. Flip is "Somebody Stole My Gal," (Robbins, ASCAP). Refed $55

SAM SPACE & THE CADETS
TAKE ME TO YOUR LEADER CHA CHA CHA
(Knollwood, ASCAP)

Space and his cadets deliver this imaginative novelty about space visitors with a plea, in pricey style. It's a cute gimmicky, side with strong possibilities. There's action on it in some Eastern markets. Flip is "The Man With The Green Mustache," (Juno, BMI). Cabot 127

PATTY SATURDAY
LADIES CHOICE
(Kiscard, BMI)

Miss Saturday boys on wax with an excellent side for jocks who run lay's. It's very much in the groove, and spins should win approval from the kids. Time is a rocker with a Latin feel. Side not as the well-sales-wise. Flip is "Love Is a Beautiful Thing," (Kiscard, BMI). Swan 4622

EDDIE BARCLAY ORK
SERMONETTE
(American Jazz, BMI)

The French rhythm has a really smart treatment of the Nat and Julian Adderley rhythm and it's a good side for both pop and jazz jocks. Side is from their current LP. It's a moderate-best, danceable effect that should score with all age groups. Flip is "Paris Blues" (Raven, United Artists 153

CHARLIE BLACKWELL
MIDNIGHT OIL
(Music World, BMI)

Blackwell delivers a happy, whistling side with rhythm support. The beat really swings in his improvisations. It's a good item with a change to the one, if it's plugged. Flip is "Nothin' To Lose (Like You)" (Moonbeam, BMI). Warner Bros, 5031

NO SELECTIONS THIS WEEK.

NO SELECTIONS THIS WEEK.

"Plain Jane" is the correct title of the Bobby Darin side, spotlighted in last week's issue of The Billboard. Publishers are (Humbleton-Fern Progressive, BMI). Correct publishers for the flip side "While I'm Gone," also a spotlight side, are (Fern-Progressive, BMI).
**Reviews and Ratings of New Classical Albums**

**RICHARD STRAUSS: ALSO SPRACH ZARATHUSTRA**

*The Berlin Philharmonic Orchestra* 

Bernstein, DG 999 & DL 7900

**STEREO, MONO/STereo**

The majesty of the score is allowed to breathe through a fine performance. The orchestra is as rich, full, and vibrant as the work will allow. This is a classic recording that will be enjoyed by all lovers of Richard Strauss.

**DE FALLA: EL AMOR BRULON**

Alfredo del Palacio, Hesperia, ABC 3701

**STEREO**

A style that is effortlessly serenaded together with a whiff of romance that remains as touching as it is beautiful. Del Palacio's rendition is a tribute to the master and is sure to please the audience.

**MACON COWDEN**

Join the Orchestra, ABC 3701

**STEREO**

A delightful package of MacDowen's music, performed with passion and precision. This recording highlights the orchestra's ability to capture the beauty and emotion of MacDowen's music. It is a must-listen for anyone interested in this unique composer.

**RICHIE PAYTON**

𝓲ncidental music to The Blues Brothers

**MONO**

A fine box set that celebrates the blues. Payton's work is a testament to the power and resilience of African American music. An excellent addition to any blues collection.

**GOLDEN CREST PRESENTS**

The Children's Marching Song

*From the Island of the Sixth Happiness* 1953

**FIRE**

There's a feel of fire, vesuvius blowing the words of fiery songs. This recording immerses the listener in the inevitable success of the film. It is a true reflection of the power of music.

**AMERICAN RECORDINGS**

An opera seria by Mozart, performed with grace and elegance. The overture is a marvel of Mozart's genius. A true masterpiece.

**SPECIALTY**

Andy Griffith's Blues and Old Time Songs

*Music and melodies that speak of America's heritage* 1958

**STEREO**

A fine collection of American roots music, performed with authentic spirit. The vocals and instrumentation are just what Specialty needed to stay afloat.

**SPECIALTY**

**ILLUSIONS**

With World Records, Inc.

**STEREO**

A debut album that showcases the talent of the artist. Each song is a masterpiece, and the overall sound is simply captivating. This is a must-have for any music lover.

**GOLDEN CREST RECORDS**

Presenting Donny Lee Moore

*In two great sides* 1956

**FIRE**

A masterful performance that captures the essence of the country music era. Moore's voice is a true gift to the listener. A true gem.

**GOLDEN CREST RECORDS**

*Through The Wildcat* 154x

**Gazaghastabin**

The Wildcat

**GOLDEN CREST RECORDS**

Gazaghastabin The Wildcat

**FIRE, CDS**

A true representation of the Wildcat era, this album is a must-have for any music enthusiast.
record in the top 10 to make any artist any kind of a sustained draw.

Other spokesmen single out the clique of those which they call "johnny-come-lately, fast-buck-minded personal managers" for much of the trouble. "These guys, some of them at least, know what the disk business is like these days," he declared. "They know an artist is likely to be a hero today and gone tomorrow. So they figure they have to make their percentage fast before their property drops dead. They never give a thought to trying to build an artist's career intelligently. They never stop to think that by bleeding somebody for every last cent they can get for an appearance or a tour, they may wind up with no more net profit or money even less than the increased income taxes."

"Another type of personal manager is the fellow who knows nothing at all about the pop scene. But he has a friend who gets a record hit. Being a businessman, he takes over the artist's management, and largely because of sheer wind up with mediocrity. They never stop to think of the purpose of these high-priced hit record phenomena."

"Tough on Untalented" The untalented acts are going to have a tough time in the months to come," another source opined. "The big variety TV shows are getting more attention all the time with regard to talent. It's harder for mediocre performers to get themselves exposed. The kind who know what to do on a stage, however, won't have any trouble getting on the air and if they are good, this will help their bookings. The fact that the records today are at least as good as those of four or five years ago is beginning to be noticed by the foreign level agents here noting that personal managers and the artists themselves have sold everybody up for their services. Foreign bookers have learned to drive a hard bargain with this type, and bookers active in this field.

WHERE THERE'S BUSINESS ACTION THERE'S A BUSINESSPAPER

One of the stepping stones to success is the ability to get the inside word on what's going on in your business. A business paper serving your particular field.

In fact, there's no other source so comprehensive, so timely, so authoritative. Practical and indispensable. A man in any business needs to make decisions.

The man on the rise, like the man on top, needs his business paper...searching, carefully, thoroughly,

WHERE THERE'S BUSINESS ACTION THERE'S A BUSINESSPAPER

Craft Ankles

* Continued from page 2

spite the obvious success of the operating team on the label, it was believed that fundamental differences on operating procedure and matters of policy accounted for Craft's withdrawal.

According to a statement from Craft's attorney, Martin J. Machler, on September 1, 1958, Craft received a new employment agreement wherein he was given a bonus a percentage of gross profits of the pop singles department. "Under Craft," the statement said, MG-MG sold about 11 million singles records in 1958. "It is understood that Craft was to get 1 percent of gross profits as his bonus. The two sides denied discussions were going on, it was believed that at a late hour Friday, negotiations were underway to arrive at a fair settlement based upon the bonus arrangement, for the duration of the contract, which extends to August 31, 1959.

No replacement for Craft has yet been named, although the name of Ray Ellis has frequently been mentioned. Craft will take a two-week vacation after which he will announce his plans. Machler said that he had received offers from a number of companies.

Col. Seeks 'Gal'

* Continued from page 3

Continued from page 3

JJD Inaction on ASCAP Problem

* Continued from page 3

The clear that they were familiar with the Roosevelt findings, it was stated that fundamental correction action needed is to get the consent decree. "Inexcusable" the Justice delay in acting on the Roosevelt findings, followed by negotiating a revised decree, or by filing court action. "The committee is unable to understand why such unproductive action should be tolerated by the department. If, as indicated, the department has convinced itself that corrective action is called for, it would seem to follow that such action should be taken reasonably. We believe that the delay in bringing this matter to a head is inexcusable."

Here is the full text of the Roosevelt letter to Victor Hanson:

"Reference is being made to the hearings before Subcommittee No. 1 of the House Small Business Committee during March, 1958, respecting policies of the American Society of Composers, Authors and Publishers (ASCAP).

"Membership of your staff, including Mr. Robert Bicks, your first assistant, testified during the course of those hearings. They made it clear that they were familiar with ASCAP and the applicable provisions of the Consent Decrees previously entered against that Society. These hearings developed nothing covering the evidence received by the subcommittee which was transmitted to the court.

"It is my understanding that by June 1958—almost eight months ago—the antitrust division had initiated negotiations with ASCAP to determine whether an agreement could be reached respecting the provisions of a new consent decree. As of today, I am told, no such agreement has been obtained and neither has any substitute action been taken by your division."

Prolonged Delay

"Frankly, this course of events leaves me hard pressed to see how you are able to understand your willingness to tolerate such indiscrimate action on the part of a distinct entity. There is no doubt that the corrective action needed so badly in this case has been thusly prolonged and delayed."

"Will you please explain why this matter has not yet been brought to a conclusion and when one of these agreements will reach a decision thereon."

Col. Seeks 'Gal'

* Continued from page 3

Continued from page 3

Cap to Unveil

* Continued from page 3

Morgan and disk historians. Jack-}

nies who submit the winning photos will receive the same prize plus cash prizes. According to Dave Kuprall, who is handling the contest for the diskery, the prizes will total over $4,400.

Columbia is conducting the contest along with Teen Magazine, and the editors of Teen will judge the photographs submitted by jockeys. The May issue of Teen will feature photos of the winning girls and the jockeys will submit their pictures. Columbia Records is sending out contest kits to their distributors who in turn will get them to jockeys around the country. Finally, the local contest will receive a set of Four Lads albums.

Musical Binge

* Continued from page 3

Continued from page 3

Extra and Erich Leinsdorf conducting MGM's "Nutcracker Special." April 24; while the new Goodman show for Trazo is scheduled for August 10, 1958, the 50th anniver- sary of Goodman's start as a conductor, will feature both pop and jazz artists.

WHERE THERE'S ENTERTAINMENT BUSINESS THERE'S THE BILLBOARD

One of a series of advertisements prepared by THE AMERICAN BUSINESS PUBLICATIONS
Audio Feedback

continued from page 27

But remember, I say this in my opinion. Here, we’re in the business of artistry personal. Isn’t there any way we can do away with the problem of two large enclosures? What about the new “lapping” or “printing” technology and electronics? We’ve come down to only two inches thick and you hang on your wall like a picture. Just as doggy, Dogies rejected this idea. The electronics, we painted out. And very good and they could serve as good middle-range speakers.

But, I said, “They’re too small to give good bass and I have to represent the table end.”

The speaker system of the future have a dual function,” he stated. making some concession to the problem of enclosure size. The owner could serve as a speaker for other systems and that implies in sound quality. They must also serve as an element in room decor. High fidelity belongs in the living room. So does stereo. The owner should able to point to his system with pride and not apologize for its appearance. That’s the reason why we really get into making plate. It gives us more control over the design of our cabinets and a flexibility in their production. We’ve had to go into the furniture business.

For the best possible system, yes,” he said. “But the people who already made one of our $74,000 units don’t have to decide completely for themselves. They are in half-stud half the time and half the price. They have to buy an additional enclosure for half of the speakers. But they can do this for a fraction of their original outlay.

Any questions, anyone?

Set All-Industry Hi-Fi Show in N. Y.

CHICAGO — A busy-up scheduled all-_day affair of all-occasion show for the New York Coliseum February 26-March 1 has been announced by Harry Goldsmith of Radio Enterprises, Inc., promoter of 49 past held shows in smaller markets.

New York newspaper Goldsmith pointed out, have been largely restricted to manufacturers and dealers. His show will make a heavy pitch to set manufacturers and dealers.

Goldsmith said RCA is the first to have signed for eligible space. Numerous other makers have said, have committed and even have all their full charges, but he declined to release their names because contracts have not yet been formalized.

The show will occupy the entire first floor of the recently-opened exhibition hall. Public admission will be free.

Goldsmith, a Chicagoan, has opened an office in Manhattan at 50 West 42nd St. to supervise the Coliseum project.

All-Stereo Booth

continued from page 27

plastic tape recorder or phonograph. The speaker system of the future have a dual function,” he stated, making some concession to the problem of enclosure size. They are in half-stud half the time and half the price. They have to buy an additional enclosure for half of the speakers. But they can do this for a fraction of their original outlay.

Any questions, anyone?

Dynamic Adds

continued from page 28

output, 12-, tube chassis and FM radio and Multiplex adapter jack. The Hampton, at $299.50, is a 12-tube output unit, using 9 tubes and two 12-inch coaxial and two eight and two four-inch tweeters. The Model 124, a modern cabinet is the Stanton, equipped with a 12-tube chassis with the Multiplex adapter at $139.50. In a portable滕ストラップ, the Americana offers 150-watt seven-tube chassis with a pair of 12-inch coaxial and two eight and two four-inch tweeters at $139.50. For an addition two tubes, the Malco-12, also by Stanton is available in the same cabinet, available in three nuetral wood styles. Offers $25-at-dual channel output, with AM-FM radio and the multiplex adapter jack.

In a Japanese modern styling, the Shure, with similar chassis and speaker, 1000 in the Americana and is available in three woods, at $139.50, with AM-FM radio and multiple jack-in, FM radio only select. These are divided in three components, Stylish looks to $79.95 to $97.95.

Olympic Line

continued from page 28

is equipped with a complete Jensen sound system of two 12-inch woofers, two five-inch mid-range tweeters and a half-inch metal back tweeter. Promotion. Before the unit will advertise and point of sale promotion the fact that Jensen speakers are used. Experienced in the industry of competitive prices.

30 watt output also carries AM-FM radio. Three wood finishes are offered.

In the low $200 category, the cost-conscious has a more contemporary appearance that the mid-size “3000 price range,” according to Stan Selzter, Olympic sales manager. New units run their next AM-FM radio.

Shure Shows 2d Stereo Cartridge

NEW YORK — A magnetic stereo phonograph cartridge designed to sell for $124.50, bearing the name of diamond stylist is being introduced by Shure Brothers, Inc., Evanston, I11.

The new cartridge, the MTD Custom Stereo Dynamic, features high compliance, minimum hum, free frequency response and low acoustically. Shure stereo cartridges utilize the Dynel principle of a mass movement for a resonant core.

Also manufactured the MTD Dynamic, a de luxe cartridge for high fidelity installations, priced at $45. A stereo version of a 12-speed phono, three-speed phono, models, the above is still available.

Power source is a 43-inch only three-watt dual channel multiplex adapter jack.

For the best possible system, yes,” he said. “But the people who already made one of our $74,000 units don’t have to decide completely for themselves. They are in half-stud half the time and half the price. They have to buy an additional enclosure for half of the speakers. But they can do this for a fraction of their original outlay.

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OUTDOOR

JANUARY 19, 1959

Wis. Fair Conclave Elects Dougherty

Delegate Turnout Sets New Record; Uniform Premium List Approved

By CHARLY BYRNES

MILWAUKEE—A record turnout of 34 fair men from throughout the state met here Thursday night when the Wisconsin Association of Fairs held its 13th annual meeting. The day's events were held Thursday (13-15) in the Hotel Schroeder.

Dougherty succeeds R. B. HARLSON as President of the organization. Merrill, was vice-president, and Wm Elsbridge, Plaistow, was retumed as secretary-treasurer. All directors were re-elected and in addition to the members of the association, Steckling and Eldridge, included Harris Pontiac Place; C. E. J. Nelle, Argus, Walzack, Harlan Sevof, Ettich, and A. H. Tharpe, Barco, the latter sergeant at arms.

One of the important high points of the meeting was the approval of the annual luncheon for the association. This was passed by a 39 to 9 vote at Wednesday's meeting.

Charles B. Winkels, superintendent of Wisconsin county and district fairs, reviewed for the association the activities of the National Association of the past year, with the report of the antaly tours. He also reported on the convention, and in memos of former governors: Mayor Y. Cooper, first president of the association; and George E. Ferguson, his successor. At the election of the presidency of the association was Russell B. All, secretary of Franklin County Fair. Laurance Newcombe, secretary of the Murray, secretary of Henry County Fair, and Henry C. Richards, secretary of Knox County Fair, were re-elected for the past two years. Other officers are Bryan P. Sander, Clinton County, assistant secretary; W. O. Staley, Washington County, assistant secretary; and Marjorie E. Schreiber, Dane County, assistant secretary; and Edgerton, secretary and Henry C. Richards, Knox County, assistant secretary.

PROGRAM

COLUMBUS, 0. — More than 1,500 persons, serving as officials of county and independent fairs of Ohio and those servicing Ohio fairs attended the 54th annual convention of the Ohio Fair Managers' Association in the Drake-Hilton Hotel here January 13-15.

At the closing session resolutions were adopted supporting legislation in the General Assembly which would except county fair buildings and grounds from property tax. Other resolutions asked renewal of the $1,000 appropriation by the legislature to county fairs for junior fair work, urged county fair boards to have junior fair committees, and asked that the OSU extension be held.

The convention made a new step forward in keeping up with the times by having out-of-state speakers present at the youth exhibition of the OMA convention next year and pledged cooperation with theD.A.E.A. associations in adopting a uniform method of classification, showing and judging of horticultural entries at fairs.

The convention opened with the United States Trotting Association banquet Tuesday (13) evening and concluded with the annual banquet of the Ohio Fair Managers' Association Thursday night when 1,000 persons crowded the hotel ballroom to see Morgan County Fair, Madison, presented the convention Best Fair trophy, which this year was presented to the fair in honor of former Governor Morgan T. Cuyler, first president of the association.

Charles Hugo, World Agent, Dies Jan. 4

ROCHESTER, N. Y. — Charles Hugo, former managing editor of the Billboard, died here Monday, January 4, at the age of 78. Charles Hugo managed tours for such magicians as Carver the Great, the Great Xicello, Life, Tubs and Blood, George Stillwell, Long Tack Sam, Son of India and Chief Too, who inherited the show of his father, Ching Ling Foo.

Hugo was one of the world's major touring agents for such attractions as the Wembley Houdini, Thayer's Negro Minstrels, Carpi ItalianMinstrels, the A. B. Marcus Show, Slavonic Royal Russian Choir, Broadway Barracks, the Hammons Circus Hugo introduced American audiences to Xi Xi of the world and produced in Shanghai; the first sound film made in the Chinese language, "Shanghai淘".

Hugo's wife, Josephine, who died two years ago, had accompanied him on all his tours. She was the former Josephine Jordan, a sister of Jones Jordan of the "Tibber McCoy and Molly" radio show. Hugo's other wife, M. Jeanie Jarvis, Rochester, and Hattie Badger, Chicago, were his only survivors. Services were held at the family plot in Memorial Cemetery, Toledo.

Billboard Buys Goodfellow's Arena, Auditorium, Stadium Guide

NEW YORK — The Arena, Auditorium & Stadium Guide, a national magazine, has been acquired by The Billboard Publishing Company. The transaction was consummated today through the offices of D. Littleford, president of The Billboard Publishing Company National Sports Publications, Inc.

The Arena Guide and The Billboard's annual Auditorium-Arena Guide will be continued. Details of how the combination will be handled as well as other information about the future operations, will be announced in The Billboard shortly. The magazine had been published by Goodfellow's National Sports Publications as an annual index to arena-stadium publications and stadium fields for about six years. Since then, the Arena Guide has been published as an annual guide to all arena operations. All publications, including the Arena Guide, have been taken part in the great increase of shows business interest in the arena-stadium field and observed tremendous increase in the number of modern facilities available.

The annual coverage is in addition to the columns, news articles and service department. It has been published weekly by The Billboard for the magazine's publishers.

Goodfellow will be associated with the staff of The Billboard in producing and editing the Arena Guide publication under a long-term contract.

The action. Monday, elimination rosin that began nearly two years ago between Goodfellow and The Billboard, will be an annual review of the largest constructive programs of the motor sport at any fair. The action was announced by William D. Seabury, secretary of Goodfellow and the editor of The Billboard's weekly sports section for the World's Series of Diet Track Action Review.
**Ice Follies' Reception by New York OK**

New Ideas... draw bigger crowds make bigger money

Mint Trails • Antique Cars Dark Cars • Streamlines

Be sure to get information on Arrow unusual rides. Special attention is given to custom requirements.

ARROW DEVELOPMENT CO.
246 Mt. Vernon Blvd. Minden View, Calif.

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**GARRICK RIDES**

34 Ft. Ferris Wheel 36 Ft. Ferris Wheel

76 Ft. Swing 16 Ft. Drive Swing

FLYING SAUCER
Merry Miler
Trailer Mounted Kiddie Rides

GARRICK MFG.
South St. Louis, Mo.

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**MERRY-ROUNDS**

1939 Jumping Contests in 3 standard sizes-kiddie 20 ft., teen-age, 30 ft.; adult 32 ft.; largest sizes on special order. Also KIDDIE RIDES: Ferris Wheel, Checkered Flag, Roundabout, Roller Slide, Water Boat Rides.

THEELE MFG. CO.
Phone MU 2-4351 Leavenworth, Kansas

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**FOR SALE**

**RIDE-O** $5500

HARDWARE • PRICES FOR RIDE UNIT • 20% DISCOUNT ON ALL WORKING CONDITION. CAN BE RENTED OR SOLD AT OPERATION OF SMKE FORELAND ENTERPRISES Inc.

A. E. BECKER
938 West Grand St., Detroit, Michigan

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**MERRY-ROUNDS IN ACCESSORY RIDE**

**TOYPEKA—Carnivals, attractions and fair supply reps turned out in good numbers at the Kansas fair meeting here last week.

Included were Don M. Branser, American Midway Shows; Mr. and Mrs. Bob Hammond, Bob Hammond Shows; Tobie McFarland, Stewart and Stevenson Co.; Malcolm H. Moore, Central States Shows; Mr. and Mrs. J. W. Mahaffey, Cherokee Amusement Co.; Jack Cole, Jack Jacobs Amusements; Clifford Davis, Dixie Amusements; Earl Smith, Hazel RANDOLPH and Tom Drake, Tom Drake Agency; D. S. Dudley Agency; Mr. and Mrs. D. S. Dudley Shows; William Evans, Don Evans, Mr. and Mrs. E. C. Evans; Mr. and Mrs. E. C. Evans, Shows; Ted Corey, Heart of America Shows; Fielding McFarland, Fielding McFarland Shows; Happy Bruno, Hollywood Thrill Shows; Mr. & Mrs. N. NEIGHBOR, Hutchinson Shows; I. H. SHANNON and Allen Marshall, Lawrence Co.; Leon McCoub, McCoub & Sons, Rodeo; Dave and Pauline WILLLIAMS, My Dancing Horse, T.I.R. 

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**KANSAS MEET DRAWS WELL**

TOYPEKA—Carnival, attraction and fair supply reps turned out in good numbers at the Kansas fair meeting here last week.

Included were Don M. Branser, American Midway Shows; Mr. and Mrs. Bob Hammond, Bob Hammond Shows; Tobie McFarland, Stewart and Stevenson Co.; CMALCOM H. Moore, Central States Shows; Mr. and Mrs. J. W. Mahaffey, Cherokee Amusement Co.; Jack Cole, Jack Jacobs Amusements; Clifford Davis, Dixie Amusements; Earl Smith, Hazel RANDOLPH and Tom Drake, Tom Drake Agency; D. S. Dudley Agency; Mr. and Mrs. D. S. Dudley Shows; William Evans, Don Evans, Mr. and Mrs. E. C. Evans; Mr. and Mrs. E. C. Evans, Shows; Ted Corey, Heart of America Shows; Fielding McFarland, Fielding McFarland Shows; Happy Bruno, Hollywood Thrill Shows; Mr. & Mrs. N. NEIGHBOR, Hutchinson Shows; I. H. SHANNON and Allen Marshall, Lawrence Co.; Leon McCoub, McCoub & Sons, Rodeo; Dave and Pauline WILLLIAMS, My Dancing Horse, T.I.R. 

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**THE BILLBOARD BUYS ARENA GUIDE MAG**

*Continued from page 56*

in announcing the sale, he said: "While both personal and business reasons entered into my decision, this is also the exception that this move will help further growth and development of the amusement industry." "As many of you know, The Billboard has for 65 years has chronicled the weekly news of the entertaining industry. In the publishing world it is looked upon as one of the nation's outstanding business publications. The firm also publishes Veal and Farnpoint, and it owns Amusement, which publishes High Flyer magazine.

"While further details will be announced shortly, plans already are definite to combine the annual amusement-area special edition of The Billboard with the Guide in 1969. The goal of the staff is to make this the most comprehensive, informative and useful directory published in any field. Meanwhile, I am proud to announce that The Arena-Amusement-Stadium Guide will be known as The Billboard Amusement Industry Guide and that I am a member of the team which will produce it."

The Billboard's acquisition includes the Guide's newsletter, which is well received, but Goodfellow does retain the other operations in its National Sports Publications Inc.

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**"$800 IN 8 HOURS"**

That's what Robert R. Kisluk of the Kisluk Brothers Amusement Co., Cincinnati, Ohio, gained at one date in Ohio with the Allen Harrington Racketeer. He reported: "This amount is not at all unusual. It does indicate the tremendous drawing power and capacity of this unit. The Racketeer is tops in the country for profit making, accessibility and ease of maintenance."

Another good Allen Harrington customer, Eddie Wagger, Reynolds Port, Winsto-Salem, North Carolina, says this about his Racketeer: "A good drawing card and crowd pleaser, as well as being a well-built unit of equipment. We are very happy with the receipts of the past season."

Order yours now. Cars are comfortable for adults and children. Get-away from platform is quick and smooth. Truck is equipped to carry up to 50 passengers down. There are profits aplenty for you in this ride. 

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FUN HOUSES

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**FOR SALE**

**RIDE-O** $5500

HARDWARE • PRICES FOR RIDE UNIT • 20% DISCOUNT ON ALL WORKING CONDITION. CAN BE RENTED OR SOLD AT OPERATION OF SMKE FORELAND ENTERPRISES Inc.

A. E. BECKER
938 West Grand St., Detroit, Michigan

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A. E. BECKER
938 West Grand St., Detroit, Michigan
Food Law Thorny To Georgia Fairs

Concrete Floors, Screens Required;
Turnout Big, W. L. Benton Elected

ATLANTA — Interest and attendance at the annual fair meeting soared again this year, with 298 registered visitors. Joe Fruthe, executive secretary of the Georgia Association of Agricultural Fairs, had the facilities again as usual, until last minute registrations spring boarded the Disky-Flaza attendance for another of last year's 100.

There were 31 fairs represented by a total of 79 persons, compared with 24 fairs in 1958. And there were 26 fair officials among the commercial outfitters registering. From all standpoints the results were exceptional.

Prior to the annual banquet, a panel discussion, under the presidency of B. A. Parrish of the State Board of Agriculture, varied the food law reading stands, ending with the subject of food fairs. The laws require that locations have concrete floors, screening, and hot and cold water.

Neat and Spacious

Parrish confirmed what fair and carnival people had deduced: Fairgrounds locations are not excepted from the regulations. He said enforcement of the law is strictly a local matter so permits must be settled in each locality. There will be no statewide permit.

He indicated there will be necessity for the first couple of years, that the eventually the fairs would be housed to the extent of fair facilities such as flooring and piping, as they will be able to get out to their traveling operators.

Parrish reported interest in a plan where the facilities would be by a blanket insurance policy covering the fairs, at reduced rates. This will be investigated. He reported a proposal this year from Phil Cook, who represented broker Charles A. Lenz, of Atlanta, Georgia. He is negotiating with the proposed insurance company, which is thought high when the assurance is attended.

An additional to the annual meeting was the election of W. N. Mangels of Coney Island, Brooklyn, 24, N. Y., established 1888.

Ohio Seeks Tax Freedom

Continued from page 56

dealing with fairs for 45 years, continued fairs not to overload concessionaires for privileges. "If rates are too high, the public ultimately suffers," he said. "One may produce at a small sandwich." He said that most fair managers do not take their fairs still show a profit. He gave other credit to what may or may not be a combination co-operation on fair-concessionaire co-operation.

Terhune Speaks

Directors and director Robert Terhune continued fairs "not to overlook Ohio's natural history and spiritual resources," in working up fair attractions. Referring to the sugar maple, he noted that the heart of the state is in the northeast section of the state. There are a number of sugar maples in the area. The maple is Ohio's official tree.

Any Type

Write Circulars for better. Lay out the finest program possible. Send blanket insurance policies. All the usual items of business were taken care of.


UNITED STATES TENT

W. F. MANCOE C. O., Coney Island, Brooklyn 24, N. Y.

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Lloyd's Ups Rates; Market Tightening

BIGGEST NEWS THIS year in the show insurance field is that rates are going up and market conditions are making it more and more difficult to buy liability insurance and at an affordable price.

Most parts of Lloyd's of London have been heavily in their American liability business in the past year.

Some American companies also have had heavy losses in liability coverage. Some of these are said to be in the honest business so far as Lloyd's is concerned.

Lloyd's has announced an overall rate increase. At the same time, it is believing to renew a number of policies for the coming season.

This serious tightening of an already tight market means that in the coming weeks, as they set the rates for the season, brokers will likely find that it is even more difficult to get insurance or even find that it is nearly impossible to get coverage.

Brokers specializing in show insurance are grudging for an expected tough season this year as many have been hit by this tightening of the insurance market.

A check by The Billboard with a Lloyd's underwriting executive shows that they are continuing to write insurance on rides, parks, carnivals and similar special risks.

The same conversation included a statement by Lloyd's that an increase in rates was made effective January 1. However, they said, details of the increase were not yet in the hands of most brokers.

Lloyd's declined to state what size the increase would be.

A source close to both Lloyd's and shows, however, said that the rate increase will be between 20 and 30 per cent on excess lines. That means the rate increase will have been paying 5 per cent of its gross over the past year and will be upped to 8 or 9 per cent.

Stiffer increases are in store for clients in certain States. California, Washington and Oregon clients will be hit with a 20 per cent increase. That means a West Coast showman who has been paying 5 per cent of his premium as an insurance premium for the past 12 months will see in the coming year that rate will be doubled.

Despite the fact that Lloyd's is making this rate increase, most brokers believe that there is an overall increase in the market.

Similarly, clients in New York, Massachusetts and Florida will be assessed a 30 per cent penalty. Under the thin, last year's 10 per cent penalty.

Behind this is the fact that very few of the nation's hundreds of insurance companies that write show insurance and similar special risks for public liability.

Those that do take this kind of risk do so on certain terms and conditions that are quite different from the policies that brokers are used to taking.

The same confidence has to exist between broker and show for the rate increases to be effective.

In the whole insurance industry, it is not generally considered to be a good business. Most insurance companies know nothing about the insurance business and will not offer insurance for these companies.

They are finding it is often more profitable to offer insurance to brokers who have some knowledge of the industry.

Lloyd's office is aware of this and has been in talks with the brokers to show how they can help.

If a company agrees to take this special insurance from one of its usual brokers or agents, they will be doing it knowing that there is no other type of liability insurance for this purpose.

Another show insurance office recently had visited by a representative of the insurance company taking losses on the year.

Another show insurance office recently had visited by a representative of the insurance company taking losses on the year.

How to stop the spiralling in limits and awards is a subject that brings much concern and many conversations.

The question is whether the number of showmen who are continuing to be approved for re-employment in the insurance area is part of insurance. For most underwriters, the problem of showing the insurance business is a problem that has been brought up before.

For example, a well-known insurance company recently asked if some insurance companies were beginning to offer liability insurance to showmen.

It is true that there have been some claims that were not included in this year's insurance limits and awards.

However, it is not true that there have been many claims that were not included in this year's insurance limits and awards.

It is also not true that there have been many claims that were not included in this year's insurance limits and awards.

The question is whether the number of showmen who are continuing to be approved for re-employment in the insurance area is part of insurance.
Endorsements Protect More Against Loss

IMPORTANT in insurance coverage is to have all parties in a situation covered against damage suits. When playing a circus date, not only the show but also the aspiring and lot owner should be covered. An example of this is shown (Continued on page 73).

SPECIAL INSURANCE SECTION

FAVORED FIELD

RIDE-BY-RIDE BASIS

RATES PARK POLICY

A MUSEUM PARK generally is counted as the most desirable of the various types of accounts to be had in any insurance business. Public liability insurance. Virtually every broker or agent in the field handles park insurance and some handle nothing else. While park insurance offers enough complications on its own, it is somewhat easier to place, than other classes. This applies to amusement parks in general and there are all types of exceptions.

Hold-Harmless Clause Has Use In Some Cases

PARKS, FAIRS and others who sometimes might share liability with others for a short time may have one then for what insurance men call a "hold-harmless" clause.

This is intended to relieve the park or fair from liability in case the other party loses a damage suit. The park, fair or other facility should request that the second party include the clause in the insurance for the limited engagement.

With such a clause the other party accepts full responsibility for his own possible negligence. If he should be negligent and an accident results, the fair or park isn't automatically included with him for the liability. This, of course, is a generality, and either an attorney or reliable insurance broker should be consulted in use of such a clause.

Two Systems Pace Coverage Of Park Biz

TWO BASIC INSURANCE plans are available for amusement parks and allied operations.

One of these is the National Association of Amusement Parks' own insurance plan handled by John Logan Campbell in the East and Fred S. Jans company in the West. (Continued on page 73)

INSURANCE FOR SHOWS OF RIDES, AUTOS, TRUCKS, LOWEST RATES

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by the Mississippi River, and a mule that was the exception.

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STATE YOUR NEEDS
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**CIRCUS ROUTES**

**ANCHOI**
CASH WITH ORDER PRICES
STOCK

**Ralph Ammon Dies**
• Continued from page 26

**ANON—Ralph E., 87, former manager of the Wisconsin State Fair, January 12 in a Caroll, Iowa, was hit by a heart attack. (Details in Out- door section.)

**CONTINUING STORIES**

**Mississippi Showmen's League**

**GORDON—Mande Wilma, 62, wife of Ed J. Gordon, owner of the Ammon Show, died in an auto accident. December 20 of a heart attack with the Gordon Show on the opening of the Eastern Star in Tampa. She also was a member of Ethel Tournel's; she was active in the Eastern Star in Tampa. Besides her husband, she is survived by a daughter, Louise Staunsky, Tampa; a brother, Har- ry Tournel, Tampa; her sisters, Mrs. Freda Heaster, Los Angeles; Mrs. Charles Eldridge, San Francisco; and her brother, Harry Lucas, Phoenix, Ariz., and five grandchildren.

**IN MEMORY OF**
Jack Halstead

**McGOWEN—Harry, 79, former outdoor show musican, recently at his home in Bay City, Mich. He had served in the service and was associated with the Liberty Cavalry in Bay City, Mich. He had served in the service and was associated with the Liberty Cavalry in Bay City, Mich.

**In Memory of George E. Honolet**

**BOAT SHOW FREE TUNES**
see Turnout
of 400,000

**NEW YORK—** The growing popularity of boating is expected to contribute significantly to attendance week for the National Motor Boat Show. The 49th annual edi- tion will be held from Friday night (16) and closed Sunday.

**WInKLEy Gets**
• Continued from page 36

**TIBS-HARRINGTON—**
C.C. Andɮ, 31, annual jaiil and dance show, December 10 in Chicago. The former was a partner of Bill Holt, according to reports. His professional name was Louis E. Hannon. The showmen include his mother, Lorenza, a sister, Thelma, and a sister, Martha C. Dickson. Burial in Heiderson, N. C.

**MARRIAGES**
Suburban Park Signs Doobritich Thrill Acts

SYRACUSE — A series of weekly thrill acts for Suburban Park, Manlius, has been contracted with booker Al Dobritich for the ensuing season, according to its manager, said the first appearance will be June 23. Aschwill work Thursdays and Sundays.

There will be seven high acts and an equal number of unusual acts for six engagements.

ROLLER RUMBLINGS

Pennsy Negro Club Eyes Nat'l Contests . . .

PHILADELPHIA — The Imperial Jet Boys, a local Negro skating club, has embarked upon a program of training and sponsoring skaters with a view toward building a viable entity in national skating contests to be held in the immediate future.

The program, to begin in early 1959, will create five rings and eventually, it is hoped, a Delaware Valley area.

Jets President George E. Miller said the three-year-old club will promote and sponsor contests in Philadelphia, Franklinville, N.J., and Chester, Pa. Winners from the three cities will then compete against each other, with final winners slated for professional grooming so that they may apply for membership in the Roller Skating Rink Operators Association.

"Often," said President Miller, "adolescent skaters are denied the opportunity to make their talent known and thus qualify for national meets."

Polio Benefit Party

Staged at Attention, Ky. . .

HENDERSON, Ky. — Green Rollerdrome here, owned and operated by Carl Edwards, was the scene of an Operation Stop Polio skating party December 25, at which proceeds were turned over to Lester Woody, chairman of the Henderson Polio Committee, to aid in the latter's drive to raise funds.

The rates were 75 cents for adults, 25 cents for children.

Special guests at the party were, Judy Conner, Kentucky roller skater queen of 1958, and graduate of the University of Kentucky, and Betty older, Kentucky's 1957 Polio Queen.

The rink publicist, working with the Jaycees, contacted local news papers and radio and TV stations, resulting in contributions of such magnitude and time to make the drive a success.

Davis Open In Winter; Tilt Helps

BILOXI, Miss. — Biloxi and Gulfport Amusement Park here has continued in operation through the winter, but weather has been chilly and business has not been as good.

Helping create excitement, according to Owner-Manager Ken David, who acquired the park this year from Walt Actors, is the Davis Tilt-A-Whirl which he purchased at the NAAPPB convention in Chicago.

Also added is a spiral lighted fixture similar to one the Davis operated while they were touring Europe last fall with the NAAPPB group. Mrs. Davis, who is also the secretary-treasurer of the park, found it a real asset.

NAAPPB Poll Of Exhibitors Brings Ideas

CHICAGO — — Late count on the poll of NAAPPB trade show exhibitors showed that 35 % said the show was good, 40 % said it was dull and 25% were satisfied.

John S. Bowman, NAAPPB secretary, said that 29% said the show was not as enjoyable as the 1959 show and that eight said they were uninterested.

In addition, those included in the return, he said, are those who participated in NAAPPB Locations and Exhibits Committee, headed by Lawrence G. Reynolds.

Suggestions were concerned with listed costs, hotel accommodations, use of badges, publicity, and admission of girls.

One suggestion was that arrangements be made to encourage boys to complete their transaction at the convention.

Favored Field

Continued from page 61

not of possible injury to children or others who come into the closed area of any rink.

There are other special covers -

suggestions to provide protection in case of accident on the general park grounds, or at the hands of a park employee, or under other circumstances.

Safety Costs

Safety problems for amusement parks, as insurance costs are less if losses are down and more if losses are great. Rates cited earlier are manual rates, those listed in the tables. If a given park has a good record over a period of years, the insurance company may reduce his rates to a percentage of manual rates.

Generally, in determining what a park's rate shall be an insurance company examines the park's years and grosses for the second, third and fourth years previous. It also checks up the exact hours immediately past.

Rates quoted here reflect for primary coverage of up to $5,000 per individual or $10,000 per accident. Therefore, if a given park has a net insurance of 75%, the majority of demands on insurance, but there are always a few that might be said to be against greater losses, especially in small parks and as many people might be hurt in one accident.

To meet this demand insurance firms offer added coverage at additional price. The terms of coverage one ought to look at is a matter of opinion among insurance agents and among users of the coverage. But simple coverage would be $100,000 per individual and $300,000 per accident.

NAAPPB OUTLINES SAFETY CAMPAIGN

Aim at Cutting Insurance Costs; Ending Injuries, Big Claims

CHICAGO — National Association of Amusement Parks, Pools and Beaches will broaden its safety training to reduce the accidentWork, it will be aimed at ending carelessness by patrons as well as others.

John S. Bowman, NAAPPB secretary, said he believes the proposed program will have definite results in bringing insurance premiums down. The plan is under the direction of the National Safety Council.

One step will be to educate the public on safety precautions.

Another will be to investigate the possible prospects of simplified claims and worked-out plans in the field.

A third will be to train employees in post-accident procedures and in safety precautions. Special attention will be given to increasing awareness and training to safety laws in the season, when earlier warnings and training have been neglected to some degree.

The association also plans a safety contest for member parks, with clues for signs of various sizes. A safety committee will be named, Al Balzer of the National Safety Council will work with NAAPPB.

A survey to determine interest of member parks in a group health and accident insurance plan for permanent employees is continuing.

If enough interest is shown the association expects to set up such a plan with one of several insurance firms now in touch with the NAAPPB.

On liability insurance, the association has received its contract with Associated Indemnity Corporation for another three years. The Insurance Committee will meet with the insurance companies in March,

NOW 2 FARES INSTEAD OF 1

The famous Brownie Tractor row has twice the capacity and a lot more appeal. Mother, father, brother, sister can proudly show the little horses how to.

The plan was approved by the NAAPPB and has features not found in any other tractor . . . Briggs & Stratton 4-cycle engine with gear reducer on the engine, self-adjusting steering pinion, and on automatic-type differential permitting very short turns in either direction. The Brownie Tractor is rider-participation at its best.

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NEW WHIRL-A-ROUND RIDE

New ride today, has a capacity of 25 adults, requires a 40 ft. space, leads on the 30 ft. track. Ride has 12 all-metal cars that tilt and whirl, giving a very thrilling ride. Please call us.

KING AMUSEMENT CO., Mr. Clemens, Chicago
Beatty-Cole Signs Buffalo Shriners
Add Day to Repeat Engagement; Six More Days Set for Club Towns
BUFFALO — Clyde Beatty-Cole Bros. Circus has contracted with Isiulla Shrine Temple to exhibit its attractions in the city.
This will be the second year for the circus to be held in conjunction with the Shrine’s 26th annual show.
Six additional days will be played in Buffalo for Shrine clubs affiliated with the Buffalo Temple, including Buffalo, Ellicott City, Falls, May 30-31; Olean, May 30;
Dunkirk, June 1; Salamanca, June 2; and Attica, June 3.
This year’s Buffalo run will be a day longer than last year’s. Last year the Beatty-Cole show played to closed house on the last day of its show. The temple’s profits would have doubled had it made a way earlier decision to book the circus.
The circus had lived competition in Buffalo for the first time in 16 years and for the first time in Buffalo shows in bidding on jobs by other Buffalo circuses.

Louis Munoz Injured in Cannon Act
MIAMI—Louis Munoz, of the Emanuel Zucchini cannon act, suffered a broken leg and a minor injury to a thigh Friday when the cannon misfired in a scene taken to Janz Memorial Hospital and released under the care of doctors in the next act.

Stewart Recalls Old Railroad Shows
BRADFORDTON, Fla. — F. O. (Curley) Stewart, lately with Bing Redden Bros. and for 42 years a member of the circus, has compiled a list of 73 railroad shows. Pointing out that railroad shows were once as popular as the circuses, he names these shows as callers that operated sometime since 1900.

MULL NEW BUILDING
Atayde Tabs Good Business
In Long Mexico City Stand
MEXICO CITY—Free of opposition and with generally favorable weather, Ciro Atayde is doing good business during the annual winter run at his home base here.
Meanwhile, conferees are in progress with five railroad executives and architects on plans for a circular railroad train, with the shadow cast on Calzada de la Palma. This would replace the tent now sheltering the semicircular ring and seating arrangement that have been in use here for 10 years.
Ciro Atayde’s circus, which opened December 29, and six days after the circus will be followed by a parade on February 11, 1911. The circus runs from noon to 5 p.m. daily, with a four-hour break on Sundays at 11 a.m. and 4 p.m. and 10 p.m. Two and sometimes three of the Sunday shows draw capacity crowds, and the first show other days is usually packed.

Dick Ekner, presenting 10 lions and a 16-foot bear, has told the animals to Atayde, and the same lions are being turned over when the show ends in Mexico City. Atayde has his own bear, Mur. The rest is stock that Atayde has been getting from the pack of 25 rings that make up a dozen appearances, he heads up Benio, who is private life in Aurelio Atayde Jr.

Christmas, Arab Tone The entry at the start of the show is led by girl baton twirlers, trumpeters and drummers, followed by four bands of 11 pieces, and consists of all the performing personnel. December is a month with a breeze. The aerial ballet has a Christmas theme, and the music is a common wind in heights pushed by Santos, who also do well in the second half of Arabian in motif, theme of the music in Atayde Jr. It is a final ride on horseback and including camel, a gaucho, and more than two thousand.

The Atayde round trip is just a small example of the departure of a circus that is a covers a smaller-scale city, the rim of which is several feet above ground level and the center several feet below. As a result of the tour, the diameter of the演出 is Huan, with an average of eight footballs and 60 feet in diameter. In Atayde Jr. is being drawn by a circle of nine performers, with one inside. There are 48 horses each with four seats. Each of these 12 ones are five of chairs on concrete rizers, and the so-called "mermaid" high wire is also set.

Cristiani Takes Delivery on First Of 5 Seat Wagons; Replacing Blues

MEMPHIS — Cristiani Bros. Circus is taking delivery of the first of newly-constructed retroactive stock wagons.

Five such wagons have been ordered and they will be found being fitted as blues, with each trailer having space for 300 people. They are 27 feet long and 10 feet wide.

Pete Peppe recently was in Chattanooga, recovering from a kidney infection.

Addy, Orders New Big Top From O. H. Henry
CHICAGO—Addy Bros. Circus last week awarded an 80 with the presentation of the new Illinois and Indiana Shows and Amusement Company, Show's
owner, Bill Griffin, told the top will be built in Chicago over six months, with a 15-foot side wall in the same manner as last year's new Big Top. Also ordered was a 30 with two remodeled buildings, the company, the first has been completed and the other under construction.

Griffin said he plans to jump for the high side of the town.

Forbush, the coming year will be his first in the circus business.

The famous Cole Bros. will have all new canvas from the Central Canvas Company, Kansas City, Mo., and will cover the elephants, an 800-foot long side.

Fans Donate To Baraboo's Museum Fund
BARABOO, Wis. — Individual circus fans and organizations have been making contributions to the present museum fund. As of last Saturday, the gifts range from $5 to $250, according to General Chairman C. P. Fox.

Fred D. Plagin Jr., president of the corporation that owns the property under the name of the CHS, John C. Arter, president, has agreed to the gift of $100 to the fund. More than two dozen other fans have also contributed to the fund. Fox pointed out that a $5 donation also purchased a painting of a circus, membership in the museum organization.

In the larger gifts department, it was announced that the First Wisconsin National Bank in Baraboo, Wis., has given $1,000. The bank is using the gift to finance the opening and initial operation of the museum in buildings that originally were winter quarters of the Ringling Bros. Circus.

TERAL ALI
Ten weary veterans and four foreign-born will have the contract on Hagen Bros. Circus this season. This will be the second time in the First Western appearance since 1949 and 1950. Special paper is being made up.

Estelle Pike writes from Huber's Museum, New York, that the current line-up includes Conga, winch doctor and voodoo; Snoopy, Space, folk dancer; Lydia, contortionist; Lorette, tattooed lady; Seals; Estelle, sword swallowers; Harry, glassy; Hecker's Fina Chicas, Johnny and Jenny, and lady Parth, with dressing and dancing; Charles, court manager and show emcee. Hazel Hudgens had formerly been the ringmaster on Victory, but the show's emphasis is on exotic animals, a focus on exotic animals, a focus on exotic animals, a focus on exotic animals, and special emphasis on exotic animals.
Flint, Mich. — Polack Bros. Circus opened its 74th season in Flint with a week's run starting Sunday (18). This is the show's 16th annual engagement at the 1,340-seat Auditorium for the Flint Shrine Temple. The ringmaster noted the popularable turnover in talent. In the line-up are five Amandis, totaling 40, a female tiger, 13 white lions, 13 white tigers, two bears, one elephant, and a horse. Three Ricardos, trampolines, and new animals to Polack except the Con-way buffaloes and with Polack Bros. in Eastern Pacific in 1958.

Other new acts in Flint are Polack Bros. and their new act, the Flying Abbey (4) and the Flying Schurman. Janet and Frank Burger are presenting a new act called Burger's Flying Schurman, a new act billed as the Greatest Shows on Land and Sea. The Flying Beasts Elephants show is handled by the new trapper Jesse Cardona, cloud swing, and the Three Ricardos, trampolines, and a new Polack excepting the Con-way buffaloes and with Polack Bros. in Eastern Pacific in 1958.

Jack and Gladys Smoltek, rodeo clowns, and their son, Dwight, have returned to their Detroit home at the request of Kenneth Waite, 71, Christenbecks' manager, from Los Angeles, California, on Christmas Day. The Wintons were in Los Angeles, California, with the Los Angeles football team for the Rose Bowl at the time of the University of Iowa. They also visited Harry Chimmer, former Ringling Bros. advance man, in Alhambra, California.

The George Hambredt Family have been held over from their bareback riding, as has Tommie Hambredt, a former bareback rider and star clown. Kay Hambredt has joined her brother, George, Jr., in the same act, as the per cent act, both billed as the Hambredts Trip. Barbara has directed the building of the new act, as well as an Indiana fan, both being needed to introduce Princess Tajuna, Lani-Tajuna, an aerialact, and the comicranography, and continuing its influence by less of interest. In Detroit, among many entertainments figures, are the Hambredts, a famous band of numbers, and include Robert, Bono, Robert, and Alex Nielsen, the Chicago 4 Clowns. The Elgin Ringling Bros. show has not opened yet.

In the clown line-up are Ben Stecher, Lorrie Loritz, Chris Ryan, Bob Evers, Elwin Reynolds, John Thomas, and John Wurth, all regulars of the show. George Hambredt Jr. has joined the show, as has Bono Hambredt. Florida. Vernie Vaughn, the Archive's headliner, has been named assistant to the headliner, and Vito Macleod, secretary of the show, was on hand for the opening.

The show's staff remains unchanged, with Ben Polack as managing agent and ringmaster-newspapermaker, Stanley Stanley, assistant manager, Opal Paige, advertising, George Polack, concession manager, G. A. Carter, stage manager, Bevo Biller, C. M. Burghardt, director; Wayne Neilsen, bartender, chief steward, superintendent and mail clerk, and Leon Massey, stage manager, were on hand. Sam Polack, advertising manager, is general agent and J. V. Edwards as publicity director.

Magic Mountain Opens Ski Area

DENVER — Magic Mountain amusement park under construction is set to open this winter, a ski area.

The first of the park's program for winter activities, the ski hill, will be open for the rest of the winter and will be equipped with a rope tow. The ski slope is being lighted for skiing at night. The park will have facilities for beginner skiers and for advanced skiers. The ski slopes and the ski hill have been installed on a natural cliff when the weather conditions have permitted.

Skiing slopes have been set, 12 noon to 5 p.m., and 8 p.m. to 11 p.m. Rates are $2.00 for each ski lift ticket. Children aged 12 and under, $1.00. Children 5 and under, free.

For the skiers who will be skiing at the airport, there are several hotels.

The Denver Post, 111 South Gaylord Street, has information about ski trails.

WANTED

Who can tell tickets and stand responsible for the tickets, please contact Charlie Brownfield, 9th Avenue, Denver, Colorado. Call 666-2-0716. rosemount, co. 7-5-2282.

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For tickets, etc., for the Polack Bros. Tourist Park, contact J. F. W. Steinhilber, Room 10, 300 Washington Street, Denver, Colorado.

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Early and Hattie Shipley are clerks at the pollock Bros. Circus, Saratoga. They were on hand when the Ringling Bros. show from town to town in California, with the Wintons family, in the University of Iowa, they also visited Harry Chimmer, former Ringling Bros. advance man, in Alhambra, California.

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Penn Premier Inks 11 Fairs to Date

Ebensburg, Pa., Set for Labor Day; Military Spots

MIAMI—Eleven fairs are tied up and at least four more are pending for the Penn- Premier Shows, which opened their season in Miami in February. So far, 1,007 fairs have been booked in since there were 1,500 fairs in 1956. The latter part of the season. Substantial additional bookings have been made in the last two years.

Of significant developments since the 1956 season closed, however, has been the acquisition of a half-scale, $25,000,000, and one full-scale, $15,000,000, in Miami and West Palm Beach, Florida. The latter was by Hollywood, who purchased the full-scale, $15,000,000, in Miami and West Palm Beach, Florida.

Fairs of America were held in the Memorial Services of the Showmen's Convention and the American Legion.

The show fronts are steadily and nicely, with both the Southern and the Western conventions. Mountain states and the Southeastern states. (Buster) Westbrook making business forays up North while vacationing there.

Dempsey, Joe Gillman, secretary. Opened in February. While vacationing in the North, the show fronts are nicely, with both the Southern and the Western conventions. Mountain states and the Southeastern states.

Fires were taken by Ruth Davis, who was by Hollywood, who purchased the full-scale, $15,000,000, in Miami and West Palm Beach, Florida. The latter was by Hollywood, who purchased the full-scale, $15,000,000, in Miami and West Palm Beach, Florida.

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Helen Vaughn
Named Chrmn. By PCSA Fems

HALLANDALE CHAMBER OF COMMERCE
INSTITUTIONAL & AGRICULTURAL FAIR

HALLANDALE, FLA.
FEBRUARY 23 THRU 28

WANT RIDES at all kinds. Line Pony Rides. Kid Rides.
WANT SHOWS of all kinds. Sideshow. Wild Life. Shows. Pig Shows. Got Shows. What have you?
WANT HIGH FREE ACTS. All answers:
SAM PRELL
c/o Miami Showmen’s Assoc.
1799 N.W. 22nd St., Miami, Fla.

HALLANDALE CHAMBER OF COMMERCE PARADE, FEBRUARY 24
INSTITUTIONAL & AGRICULTURAL FAIR:

10 A.M. - TWO SHOWS; PARADE & FAIR OPENING
WANT RIDES at all kinds. Line Pony Rides. Kid Rides.
WANT SHOWS of all kinds. Sideshow. Wild Life. Shows. Pig Shows. Got Shows. What have you?
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SAM PRELL
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ANYONE KNOWING
EUGENE E. TETTS
MR. ROBINSON
GIVE THIS CLUE TO
FRANK CONCESSIONS
FOR CASH

RIDE:	Tenth and King Street
PARADES:	ALL KINDS
FAIR:	NIGHTS

WHAT HAPPENED TO
Here is a clue to

RIDE:	Tenth and King Street
PARADES:	ALL KINDS
FAIR:	NIGHTS

WANTED

RIDE:	Tenth and King Street
PARADES:	ALL KINDS
FAIR:	NIGHTS

WANT CASH

MURPHY

Banks Street

JACKIE BURKE

call Miss Edith Coggin

LEONNA BENNED

Elected Prez by Michigan Fem Club

LEONNA BENNED was elected president of the Ladies Auxiliary of the Michigan Showmen’s Association to succeed Margaret Mansell. The newly elected officers are: Ann Booker, manager; Sue S Dunkirk, second vice-president; Gertrude Quist, third vice-president; Mildred Harwood, treasurer, and Edna Burd, secretary.

The National Showmen’s Association Ladies’ Auxiliary held its installation a surprise was in store for Ethel Shipper, NSA ex-

WANT RIDE OFFICIALS. One man, age 18 to 24, height 5 feet 11 inches, weight 150 pounds, build slender. No experience required. For printing. Send recent photo and address with references to: BILLBOARD CARNIVALS, 301 W. 40th St., Chicago, Ill. BLACK SCALE OFFICIALS. Age 21 to 26, height 5 feet 10 inches, weight 170 pounds, build muscular. Send recent photo and address with references to: BILLBOARD CARNIVALS, 301 W. 40th St., Chicago, Ill.

MILTON KAUFMAN
469 OCEAN AVENUE
BOSTON 31, MASSACHUSETTS

WANT OFFICE HELP. Age 18 to 20, height 5 feet 3 inches, weight 120 pounds, build slender, good appearance, excellent references. Address: BILLBOARD CARNIVALS, 301 W. 40th St., Chicago, Ill.
 CLUB ACTIVITIES

Showmen's League of America

CHICAGO—President Bill Cal- by was in the chair at the regular Thursday (15) meeting. Assisting him at the vice-president's stand and Hank Shelby, secretary. Ed. Levinson also sat on the plat- form.

Attendance was off due to many members being at the American fair meetings. Harold Steinman and Sam Block were present.

The sick list was long. Sam J. Levy Jr., and Lou Keller were con- firmed. Ed. Levinson wrote to Mrs. Martindale, second vice-president; Evelyn B. Adams, treasurer; Ed. Levinson, secretary; and Dorothy Miller, secretary. Carmella, Horan, chaplain pro tem, read the invocation.

JACK NORMAN

Wants for “Broadway to Hollywood”

JAMES E. STRATES SHOWS

For winter Fairs in Florida and the 1959

The McCarran and International

WANTED RIDE HELP

Hay and Feed and Specialized

NOW BOOKING FOR 1959 SEASON

AMERICA'S FINEST SHOW

POSTERS

WRITE FOR 1959 DATE ROOF

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574 S. UNIVERSITY AVE.

URGENT

JAMES C. BENNETT

For your D.C.C. Horse Shows

THANK YOU

TONY MASON

For your Rides in 1958

JOHNNY CARROLL

Oklahoma City

FOR YOUR D.C.C. HORSE SHOWS

www.americanradiohistory.com
Fairs, Expositions, and Horticultural Shows in January

FAIR MEETINGS


Nebraska Association of Fair Managers, Cornhusker Hotel, Lincoln, January 26-27. Dean D. McClean, executive secretary.

WINTER FAIRS


Texas State Fair, Fair Park, Dallas, November 15-25.

Midwest Assn. Meets Feb. 27

TOPEKA, Kan.—The Midwest Fairs Association will hold its annual meeting at the President Hotel, Kansas City, Mo., February 5-7. Bob Mushro, 102 E. Locust Street, secretary.

Newfoundland, Pa.—The Greene-Dreher-Sterling Fair will be held February 1-3. Bob Staph, secretary, announced last week.

Louisiana Association of Fairs and Festivals, Bellmont Hotel, Baton Rouge, February 1-3. E. F. Lins, secretary.

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COMING EVENTS

COLUMBIA Presses.

JANUARY Sets.

Free Easter TIP Card.

Heart Sets, watches and doz. reasonable item.

RABBITS 10" UN


SHOW


GIVE TO AMERICA'S "BEST" TODAY.

Looking for a new home, 50 PIECES only $2.25 F.O.R.

AMERICA'S "BEST" JEEPO WARD. C. H. W., Dallas, Tex. 75204.

13 N. H. Fairs Split $4,695

CONCORD, N. H. — New Hampshire fairs have received another installment of State aid, $4,695, which is being distributed to the 13 events.

The subsidy increased over previous years because night racing was introduced in 1955. A tax of one-quarter of 1 per cent of all pari-mutuel wagers is turned over to agricultural fairs on the basis of premium paid out. The fairs have received $3,109.038 since this fund in the past 12 months.

Why Specialists?

Continued from page 60

It could have gained in as much as 25 years. But the companies that do take the necessary information on risks and rates. They have enough of this type of work to great employees who are skilled in inspections.

COSTUME JEWELRY

DIRECT FROM THE MANUFACTURER,

1 oz. 2 oz. 4 oz. 8 oz. 1 lb. 2 lb. 4 lb. 8 lb. 10 lb.

$2.00 $2.50 $3.00 $3.50 $4.00 $4.50 $5.00 $5.50 $6.00

Bangle Bracelet." Washington

The BILLBOARD MERCHANDISE 71

NEVER MISS MISSILE TRANSISTOR RATING BUDGET

GIVE TO DAME RUYNON CANCER FUND

Imperfect Deals

For Dealers, Salesmen, Etc.
THE MARKET PLACE FOR BUYERS and SELLERS

REGULAR CLASSIFIED ADS

Set in standard business style, one paragraph, six lines per classified. First line set in 5 pt. cap. balance in regular 5 pt. upper and lower case. Rate $160 per 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 25c to cover cost of handling replies.

DISPLAY CLASSIFIED ADS

Attract more attention and produce quicker and greater results thru the use of larger type and white space. Type up to 14 pt. permitted. No illustrations, reverses, or other decorative matter. One pt. rule border on ads of 2 inches or more.

Rate: $1 per 8x10 size, $1.44 per 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 2, O. OHIO.

Agents, Distributors Items

AGENT-AGGREGATORS—BUY DIRECT—SELL THROUGH AGENTS. Distribute Thru Dealers. 11 for 10c. 20 for 25c. Protective Agreement. Chi. Co. 1521 Bosworth St., Chicago 2, Ill.

Did This Ad

ATTRACTION! ATTENTION!

USE DISPLAY CLASSIFIED

A sure way to attract more attention and secure greater results. Rates $160 per word, minimum $4 with copy.

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A sure way to attract more attention and secure greater results. Rates $160 per word, minimum $4 with copy.

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A sure way to attract more attention and secure greater results. Rates $160 per word, minimum $4 with copy.
HERE'S A HANDY ORDER FORM FOR PREPARING YOUR CLASSIFIED AD

1. Type or print your copy in this space:

   [Columns of text for ad placement]

   [Columns of text for miscellaneous items]

   [Columns for music, records, and accessories]

   [Columns for coin machine headings]

   [Columns for talent availability headings]

2. Check the heading under which your material falls:

   [Columns for business, sales, and other headings]

3. Indicate the type of ad you wish:

   [Columns for regular classified ads]

4. Classify all and talent availability ads must be paid in advance.

NAME

ADDRESS

CITY STATE ZIP

LETTER LIST

MAIL ON HAND AT CINCINNATI OFFICE
2160 Patterson St.
Cincinnati 22, O.

Abbe, Mrs. E. D. L. Buffalo, N. Y.
Alabama, Marvin, New York, N. Y.
Allen, A. W. New York, N. Y.
Allred, Mrs. C. E. St. Louis, Mo.
Anderson, Mrs. A. E. Los Angeles, Calif.
Anderson, W. E. St. Louis, Mo.
Army (U. S. A.), Gen. T. H. Washington, D. C.
Artis, John A., Chicago, Ill.
Asher, Mrs. E. M. San Antonio, Tex.
Asher, Mrs. E. M.4.
Ashworth, Mrs. M. J. Los Angeles, Calif.
Baker, Mrs. E. N. St. Louis, Mo.
Baker, Mrs. E. N. Los Angeles, Calif.
Baker, Mrs. E. N. St. Louis, Mo.
Baker, Mrs. E. N. New York, N. Y.
Barrett, A. H. New York, N. Y.
Barrett, A. H. St. Louis, Mo.
Barrett, A. H. New York, N. Y.
Bartlesville. 124th St., Evansville, Ind.
Beach, Fla.
Bernard, A. H. New York, N. Y.
Blair, A. H. New York, N. Y.
Bordeaux, A. H. New York, N. Y.
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VENDING MACHINES

BB Survey Gives Business, Route Facts of 176 Firms

By F. LINDBERG

Phoenix, Ariz. — Collections of $300 to $900 a month on his route of 145 machines are only possible, claims Fred Millard, local operator. He is convinced that use of a single coin could not produce the same earnings on machines operated by the same firm, with the same coin, in the same city, under the same conditions and without competition. He has built his own route of 145 machines and has been operating it for five years. In any location, the machines need use from 100 to 200 gallons of coin, and the machines need to be cleaned every two weeks. With a route of this size, Millard feels that it would be a good idea to hire an assistant to help him with the cleaning and maintenance of the machines.

Memphis Had Less Cig Venders in '58

MEMPHIS—The total number of cigarette machines licensed at the end of 1958 amounted to 1,081, according to the latest census of coin-operated vending machines, as compiled by the American Radio History Company for The Billboard. Of this total, 349 were licensed for the city and county, and 732 for the State.

Two Specialists

Peters, with several years' experience, has built many bulk vending machines, and has been in the business for more than six years. He feels that there is a great need for more of these machines, especially in the West, where there are few of them. He believes that these machines can be a big help to retailers and that they can be a great source of revenue for the owners. He feels that these machines can be a great way to make money and that they are a great way to make friends with customers.
Folding of Small Stores Costly to Vendors

-shaffer

VENDORS

CIGARETTE VENDOR SPECIALS

Corsair, 30 Cal. $249.50
Eastern Mark II 23 Column 219.50
Rowe Commander 11 Col., Console 119.50
Rowe Ambassador 11 Col., Manual 119.50
Eastern 8 Cal. 49.50

BULK BANTER

BY SAM ARBOTT

A number of bulk vending operators in San Francisco and vicinities are expanding their routes by using more machines in multiple units. Among them is Harry Dietz, who has been in the business for a number of years. Bob Cameron was down from Mill Valley last week and machines... Bob Smith was down from Novato. The many friends of Art Simpson of William J. Newton Company, Inc. will be glad to learn that his daughter, Janet, is recovering from recent surgery.

Alex Axers of Oakland in the city to bus his account. Vending Axers Leo Coster was a former operator of Richmond... Harry Bettman is adding a few cigarette routes to his bulk operation.

Harry Banis is building his route of blanches and routes in the Bay Area... Al Holtz of Petaluma is a new operator. Charlie Bunting has expanded his operation to include some bar candy and cigarettes... Robert Miller in town for machines from Reno... Frank Turzillo is among those operators who are growing... R. F. Amsden is opening a route of pop corn machines in the Philippines... William Rubble visited San Francisco last week from his home base, löys Springs.

Dwight Carmack, a former operator, was down from San Mateo. A number of bulk vending operators are expanding their routes by using more machines in multiple units. Among them is Harry Dietz, who has been in the business for a number of years. Bob Cameron was down from Mill Valley last week and machines... Bob Smith was down from Novato. The many friends of Art Simpson of William J. Newton Company, Inc. will be glad to learn that his daughter, Janet, is recovering from recent surgery.

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**VACUUM PLATED MAGIC LETTERS**

$6.25 per M
Free Labels
at your distributor or...

**Guggenheim**
33 UNION SQUARE
N.Y.C.

**Victor's Sextette**

**JANUARY 19, 1959**

**THE BILLBOARD**

**Folding of Small Stores**

- Continued from page 75

**Sparse Areas Feel Thrust**

- Continued from page 74

**VENDING MACHINES**

$25 DOWN
Balance $10 Monthly

**FIRST RECONDITIONED VENDORS**

**VENDORS**
Spotless as new
Soda Shake fountain...

**Begin Sales Push At Newman, Inc.**

SAN FRANCISCO — E. W. Anderson and Edison Knox have joined the William J. Newman Chain, and will participate in the extended sales program Bennett, sales manager of the California cities.

**Lobby of Indiana 7 Cities May Cause Hike in Cig Tax**

INDIANAPOLIS — A new threat of an increase in the rate of the Indiana cigarette tax may be developing in a movement for the abolition of the tax, in the wake of the victory of the Indiana cities in the recent state court decision.

**Growers Wanted**

For use in outdoor locations as well. Almost every spot shows three- or four-unit units. A chief difficulty has been to find suitable locations for use in the hot months. Summer months, the universal adoption of air-conditioning in homes and business buildings has led to heavy traffic the year around. This has prevented the city's bulk operators from spot machines during the months of April and September, and to show at least 25 per cent of winter volume during the hot months.

**Outdoor Vending**

There has been a growing trend toward putting bulk vending, particularly ball gum, charms and novelties, out-of-doors. Arizona's largely rainfall climate, even temperatures and the general trend toward suburban slumpding centers has made it possible to put the machines outside. Typical are variety stores which attract hundreds of customers per hour, supermarkets, bar and restaurant spots. Machines are left outdoors during operating hours and pulled in at closing time. This means no space problem and has allowed Phoenix operators to double the number of machines in any spot without the usual space problems.

Because the Phoenix population is booming, there has been a steady stream of new locations created since 1956. Operators are not removing machines from old locations to new, but instead buying more and more equipment. The general trend is toward triple-head stands, but machines with as many as eight are beginning to appear, notable in supermarkets. Shopping centers, which usually contain from five to 15 stores, with bulk vendors in front of every location, are the prime market today.

Individual operators are venturing into the ball gum field. Fills are generally ball gum, charms, afloat several operators have maintained a heavy percentage of candy items. Peanuts, which were up in 1955, are slowly disappearing. Only two or three still sell peanuts in service stations for the past part. Charms have progressed the most rapidly, as both 5-cent and 1-cent machines are popular in most stands.

Chauvin, Wonder Vendors, in several spots and is watching results. He has purchased 25 units to date.

**IMMEDIATE DELIVERY THE 4-UNIT BI-LEVEL STAND**

VICTOR VENDING CORP. 3281-18 S. Grand Ave., Chicago 34, Ill.
Mud. City Address

G 2160 Patterson St., Cincinnati 22, Ohio

PAYMENT ENCLOSED. G 2160 Patterson St., Cincinnati 22, Ohio

SIGN UP TODAY - MAIL THIS COUPON

SAVE MORE MONEY - MAKE MORE MONEY

Vend Magazine
2193 Armstrong St., Morris, Ill.

March 1957

There are big profits in gum. Get your share with Northwestern.

Write, Wire or Phone for complete details.

The Northwestern Corporation
2193 Armstrong St., Morris, Ill.

Drum GOLDEN '59

- New Attractive Sales-Making Appearance.
- Interchangeable Merchandising Units With Lock Lever Camper.
- Vends All Products Accurately. No Breakage or Crushing.
- Precision-Built Die-Cast Parts to Assure Perfect Fit.
- The Best of All Lift-Out Mechanism, 1c, 5c, 10c and 25c.
- Large Capacity. Actual 9 Lbs. 210 Count.

MONEY SAVED
COMPLETE LINE OF PARTS, STAMP FOLDERS, MERCHANDISE, EVERYTHING.

In the Chicago, he has found the stiff competition so pointless that during '58 he sold about a quarter of his route. At Bon, in bulk vending for 30 years, said that about 10 per cent of his stops held permanently last year. Operating had gum-doorstamps at a cost, he has tried to get into the dime stores and drugstores. Be his reports that they don't want kids coming into their stores to spend pennies.

Pete Culotta said that business was down 30 per cent from 1957. Last year he lost 75 stops due to stores that went out of business and an additional 25 from part-time competition that paid inflated commissions. He considers the majority of part-time operators a deadly nuisance. After snapping up locations with offers of big commission, claims Culotta, the part-time finds after a few months that they can't make the grade. So he sells out. And to whom? To the biggest operators in the cities that are well known, says Culotta. Up.
**Small Op Has Most Variety**

- **Continued from page 74**

Some machines were ring-marble, tab games etc.

The percentage of machines operating at a penny plus at rates increases in size. Beginning with the small operators, this percentage goes up to 25, 25 to 35, 35 to 50, and 50 to 75 per cent for the largest operators. In all cases, nickel machines account for the overwhelming remainder of nickel vendors in operation. As a matter of fact, the two largest groups of operators only required 1 per cent of their vending units operating at a dime or quarters.

The smallest operators probably have the greatest tendency to cater to the individual preferences of the location. They have little to lose since overhead is a built-in factor, and diversification would have little effect upon. Since they also have quite a bit of money equipment as well.

**Hollywood vending is probably often seen as a service to the location.**

**Nickel Nuts**

Although vendors were not specific, much of vend vending by the small operators is probably at the nickel level. Also, there may be a 25 per cent to 35 per cent of the small operators' machines were operated on at a penny, while 20 per cent of their routes are made up of nick vending. The relatively close correlation in percentage of operators to the interpretation of multi-year vending at a nickel level is not consistent with the operators.

The overhead factor becomes more important as a route increases in size. For various reasons, handling of stock becomes more difficult. As routes increase in area, more machines or operators, especially those not in chains, are apt to snap up as many locations as possible in any given area. Since vendors aren't premium stops, keeping down overhead expenditures is important. Specialization in fill is thus a natural enough development. A number of vendors are kept down in this way, and earnings are also made by quantity buying.

**Sparses Areas**

- **Continued from page 74**

been finding a dependable source of supply for such bases. All Phoenix operators without exception have been adding new machines, spurred by the ratio of small operators who have 30 to 100 machines. These new operations are usually out of business communities coming to the last desert country for growth, who has a string of machines simply for "something to do with their money." Location owners are asking for 10 to 20 per cent commission instead of the usual 25 per cent commissions instead of the usual 25 per cent commission for some new operators willing to extend the amount. Phoenix has been remarkable few free from legislative problems in bulk vending, to the point that except for standard sanitary codes and inspection, operators have been unaffected in their growth.

**Sioux Falls**

- **Continued from page 74**

cutting down on the sale of other units.

**Triple Play**

Manufacturers have installed no more than 100 units in triplets in their confinement area, and has found collections increased in all but four to five spots. His estimation is keyed directly to sales, with new machines being bought out of profits. Consequently, he won't make any attempt to expand too rapidly. With 300 units at the end of 1958, his string was the largest in South Dakota.

**Competition has not been a serious problem for operators in this Dakota community of 65,000, probably because of the fact that there were no "blue sky" operators to contend with, and none new operators starting up on a large scale. Legislation has been non-existent, and since both Sioux Falls operators maintain their machines, there has been no sanitation ordinances invoked.
OPERATION "NEW COIN SPARKS TREMENDOUS RESPONSE

In the December 8th issue of The Billboard a story and pictures announced the opening of a new type automatic recreational center for youth activities which was opened in St. Louis by the J. Rosenfeld Company.

Hundreds of inquiries have been received from operators, distributors and civic groups throughout the country requesting information on new "Bowlette" automatic recreational center.

As such it spells "opportunity" for all operators. The Billboard will continue to report on its success and/or problems so that all operators may gain.

Mr. Robert Blasmeier
Editor, Coin Machine Division
The Billboard Publishing Company
165 West Randolph Street
Chicago 1, Illinois

January 12, 1959

Dear Bob:

I want to thank The Billboard for the recent news coverage on our Bowlette operation. We thought we had a good thing for ourselves...and we could recommend to all operators, but we were dumbfounded at the hundreds of letters of inquiry we received after the initial notice given to this operation in The Billboard.

Now, our concern is to let everyone know what we have done. We know that if it will work for us, it will work for operators all over the United States.

We, along with Chicago Coin and you folks at The Billboard will do everything we can to keep everyone informed as to the success...problems and little reverses that arise in connection with this newest coin machine operating idea. We are having a problem in answering all the letters we receive, but between the three of us, we should be able to keep everyone informed.

Once again...thanks to The Billboard for its recognition of something that should help all operators. In my twenty-five years of coin machine operation I have never been excited as I am about the possibilities of increased operation as I am about Bowlette-type operations...and it’s too good not to let everyone know about the potential that we have experienced and can see for it.

Very truly yours,

THE BOWLETTE

Jack Rosenfeld
President

In the December 8th issue of The Billboard a story and pictures announced the opening of a new type automatic recreational center for youth activities which was opened in St. Louis by the J. Rosenfeld Company.

Hundreds of inquiries have been received from operator distributors and civic groups throughout the country requesting information on new "Bowlette" automatic recreational center.

As such it spells "opportunity" for all operators. The Billboard will continue to report on its success and/or problems so that all operators may gain.
MACHINE OPPORTUNITY FROM THE BILLBOARD READERS

CHICAGO COIN MACHINE

DEPARTMENT OF

CHICAGO DYNAMIC INDUSTRIES, INC.

1925 RIVERBAY BOULEVARD. CHICAGO 14, ILLINOIS. WELLINGTON 8-4400

December 16, 1958

Mr. Robert Dietmeier, Editor
Billboard Coin Machine
188 West Randolph Street
Chicago, Illinois

Dear Mr. Dietmeier:

May I, in behalf of our company, congratulate you and your staff on the thorough way Billboard's December 8th issue reported the opening of Jack Rosenfeld's Beonette in St. Louis, Missouri.

Naturally, because the basic idea for this type operation stemmed from our own long range plans, we were tremendously gratified at its acceptance by the press, the public and operators from coast to coast.

You may recall that as far back as February 23, 1957, we advertised in the Billboard, suggesting that operators set up their own Bowling Centers.

I am sure that anyone who has been an eye-witness at this type of operation recognized its unquestionable success.

In the few days since your article appeared, we have literally been besieged by letters, wire and phone calls asking for more details. We are doing everything in our power to give each inquiry immediate attention.

We honestly feel that the basic idea for this type operation will, in a short time, play a most important role in the amusement field.

Through the years, we at Chicago Coin have constantly pioneered new ideas and approaches to games as well as business ventures. We are always on the alert to help find newer and more profitable methods for operators using our equipment.

With sincere best wishes for continued good reporting, I remain,

Yours very truly,

CHICAGO DYNAMIC INDUSTRIES, INC.

Samuel Wolberg, President

500 Attend Opening Of New Coin Palace

Interest and Receipts Run High
As Bowlette Debuts; Leagues Planned

By JOHN HICKS

502 110th St. The opening of Jack Rosenfeld's Bowlette near the top of 110th street yesterday was a gala event which attracted the interest of many people who brought along their children and friends. Among those present at the opening, which started at 10 a.m. and continued well into the afternoon, were hundreds of persons who came to see the new coin-operated bowling alley. The day was quite enjoyable for the many patrons who took advantage of the opportunity to play and to enjoy the company of friends. The bowling alley, which is located on the west side of 110th street, is open from 10 a.m. to 10 p.m. daily. The cost of play is $1 per person per game.
**Wurlitzer Distribs Show New Stereo, Monaural Juke Line Consists of 4 Major Models, 4 New Speakers, 40-Watt Dual Amp**

CHICAGO — The distributor opened the doors of its newly enlarged showroom this week to conduct an informal exposition of the new Wurlitzer 3000S, 22000, 23000 and 24000 series stereo and monaural juke box line.

It consists of four major models, four types of stereophonic speakers and three types of wall boxes. Models include 3000S, stereo 200 selection with stereo and dual pricing; the 23000, monaural 200 selection with stereo; the 24000, stereo 100 selection, and the 25000, monaural 104-selection.

Stereo speakers are for floor (concave type), wall or corner and as an extension speaker designed to be used in pairs especially for large or adversely-shaped rooms.

Stereo-assistedjuke boxes models will be used with one or several speakers, consisting of the stereo version of Model 23000S with full floor speakers to the use of two or more units. The stereo version of Model 25000S will be a single unit.

All four phonograph models—based in new identical cabinets—will be used. Stereo speakers—over heavy duty extended range and mid-range; and one 7-inch tweeter. Stereo models have dual channel amplifiers, providing business with long level control and volume control.

Before the program got underway, there were two cross-over networks, one metal, the other cloth. The metal wire speaker includes a speaker system identical to that of the phonograph.

As is customary in announcing new models, box lists, price schedules and new arrangements, Miller said that lists on the new line are to be distributed in the same general pattern as the previous one. In any case, lists for stores are to be arranged in the system provided for years. The new model speaker, which is the speaker system into the built-in equipment itself, is to be delivered to the manufacturer.

** Automatic Canteen, AMI Will Spur Change Provides Basics for Biggest, Strongest National Juke-Box Operation in History**

Continued from page 1

that operate under the Canteen name. These operation leases vending equipment for operators to run their own outlet. The 30,000 cigarette machine locations are street or sidewalk, restaurants, bars and the like. They are, presumably, therefore suitable joke box locations. Perhaps many of these locations already have joke boxes.

**Biggest Operation**

In announcing that AMI, it is clear that Canteen will have the franchise for the biggest and most powerful joke box operation in history. Whether it elects to build on this framework is an entirely different question. The AMI franchise is exclusive. Some of the machines are operated by other companies. The difference is that Canteen can be doing business from do at least now. As mentioned earlier, the AMI franchise is exclusive, so no one is equipped to handle it. And the Canteen franchise is exclusive, so no one is equipped to handle it. And the Canteen franchise is exclusive, so no one is equipped to handle it.

In addition, Canteen will want to sell joke boxes to joke box operators and no fewer than 200 different joke box operators. This means that equipped with a joke box manufacturing company, they will want to sell joke boxes to joke box operators who have already established joke box operations. And they will want to sell joke boxes to joke box operators who have already established joke box operations. And they will want to sell joke boxes to joke box operators who have already established joke box operations. And they will want to sell joke boxes to joke box operators who have already established joke box operations.

Therefore, their actions are probably more significant than the facts above. It seems that this recent history is followed, the firm will enter into the deals in the areas where and when its vending business is threatened and only with sufficient machines to put down the threat.

Nathaniel Leverentz, Canteen chairman, said at the time his firm approved the acquisition of Canteen that it was a major deal for AMI. He later said that Canteen had used joke boxes up to $29,000 to put down the threat.

**Gradual Change**

This explanation seems to pretty much include the last part of the question, i.e., when and how big a scale will Canteen go into joke box operation. It would seem that if recent history is followed, the firm will enter into these deals in the areas where and when its vending business is threatened and only with sufficient machines to put down the threat.

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**NAMA Head: Vending Is Separate**

CHICAGO — C. S. Darlington, executive director of the National Automatic Merchandising Association, said that the vending industry wants the distinction between automatic merchandise vending and other forms of coin-operated business.

Continued from page 90

**SENNATE PROBE RULES UNIQE INVESTIGATION**

Chicago — The Senate, again, with additional McCracken Committee hearings into all aspects of the cigarette machine industry and the cigarette machine industry and the cigarette machine industry and the cigarette machine industry and the cigarette machine industry and the cigarette machine industry.
New Wurlitzer High Fidelity Stereophonic Music Systems

Featuring Wurlitzer 200- and 104-Selection Phonographs
Here is sculptured-in-steel beauty that will fascinate every patron. Its blue-gold illumination and lower silhouette give this latest, greatest Wurlitzer terrific eye appeal.

As to ear appeal, this wondrous Wurlitzer offers the finest stereophonic, high fidelity sound in the field of coin-operated music.

Put the two together—high styling plus true stereo—and you have a combination geared for greater earnings than you ever before experienced.

Let's consider the features that instantly distinguish this beauty from all others.

The heavily framed glass Dome has a new, more pleasing sweep, topped by a highly chromed casting which incorporates backlit, under-glass name panels, center-featuring the colorful Wurlitzer crest in three-dimensional "Sea Deep" design. The top-lighted Program Holder, at a new low angle, affords easier patron reading—yet, for operating convenience, may be removed far front access to the mechanism, or swung forward to an upright position for simplified title strip changing and record loading.

Equally glamorous is the chromed steel wrap-around Grille, bathed in blue-gold light, decorated with a golden "W" and protected by a sturdy stainless steel kickplate. Side panels are wood grained Dino-weld in silver blue walnut capped by striped glass panels with WURLITZER embossed in contrasting color.

A new "Record Now Playing" indicator is viewed through an indented window located at the center of the program panel. Easily visible while reading title strips, it tells at a glance the number being played.

Hear for yourself how this Wurlitzer Stereophonic Phonograph, used with the Wurlitzer Stereo Speakers (shown on back of next page), reproduces music to the fullest capability of the human ear. You'll recognize at once that for eye-catching beauty and for coin-catching sound, Wurlitzer continues its leadership.

THE SPECTACULAR NEW 200-SELECTION

Stereophonic

WURLITZER MODEL 2300S

WURLITZER Stereophonic Music is High Earning Music

There is a new sound in the realm of reproduced music. It's Stereophonic! Wurlitzer. First to adapt it to coin-operated phonographs, now brings it to you at its fullest and finest with Wurlitzer Stereophonic Music Systems, Here is music in depth... music in motion... music with concert hall realism. No hidden highs. No lost lows. Every tone gradation of every instrument reproduced with fabulous fidelity.

On location, this true STEREOPHONIC Sound fills the room without blasting... thrills the patrons as it literally envelops them in music. The natural reaction is to enjoy this listening sensation over and over again. Coupled with its ability to play monophonic records, a Wurlitzer STEREOPHONIC Music System presents the greatest value in HIGH EARNING EQUIPMENT ever offered.

THE WURLITZER MODEL 5252

Dual Pricing

WALL BOX

Featuring the location accepted design-styling of the Model 5250, this new wall box incorporates three lighted panels which indicate the player's coin credits. Other features include 20-cent play, single coin entry, top-operated plays, magnetic slug rejector, chrome-plated die cast case, Ace lock.

DIMENSIONS: 13½" High, 11" Wide, 8" Deep.

Weight—30 lbs.

MODEL 5250 WALL BOX is available for use where single price programming is used.

Stereo PICKUP

Equipped with two built-in capillary stylus connected to Dual Channel Amplifier by exposed shielded wire. When one stylus becomes worn, it can be removed from the side bearing the numeral (1) to the side indicating numeral (2). When both needles need replacing, entire stylus may be removed from needle and replaced.
THE BILLBOARD

THE MAGNIFICENT NEW
104-SELECTION

Stereophonic

WURLITZER MODEL 2304S

For the location whose requirements are adequately accommodated by a 104-selection phonograph, there is this strikingly handsome new Wurlitzer Model 2304S, offering the ultimate in Stereophonic High Fidelity Music. The cabinet, identical to the 200-selection model, is alive with eye-catching illumination and dramatic, yet tasteful appointments designed to harmonize with any location decor. Mechanically, the 2304S features the time-proven, trouble-free performance of the 104-selection Carousel Mechanism, a Dual Amplifier and twin sapphire styli. It is equipped for 50-cent play with PLAYRAK Coin Registration, a single All-Coin Slug Rejector. As proven by its predecessor, these features plus Wurlitzer Stereophonic Sound will make this phonograph a high earning, all-time value.

THE WURLITZER MODEL 5207
104-SELECTION
WALL BOX
5-10-25c PLAY

A smartly styled, high eye appeal wall box that has proved its ability to multiply Wurlitzer 104-selection phonograph earnings. Chromed case, easy title strip reading. Flip pages top-actuated. 5, 10, 25c coins accepted. Selection by single button opposite title strip. Ace lock.

DIMENSIONS: 17½" High, 11¾" Wide, 7½" Deep.

Weight - 20½ lbs.

THE WURLITZER DUAL CHANNEL AMPLIFIER

Pickup divides music into two separate channels all the way from the pickup input to the output transformer. All pre-amplifier stages, from both channels as well as the automatic level control, are incorporated into a printed circuit board — long proved by Wurlitzer to be a tremendous service saver. May be used for monophonic music by feeding the Heavy Duty Extended Range Speaker through Channel A, and the Medium Range and Tweeter Speaker through Channel B. For stereo music, a re-arrangement of switchboard plugs enables you to connect Channel A to feed through all phonograph speakers while Channel B serves remote speakers. Or each channel can be arranged to feed into a set of matching remote speakers.

WURLITZER MODELS 2300 AND 2304
200 AND 104 SELECTIONS WITH MONOPHONIC SOUND

For locations where Stereophonic Sound is not practical, Wurlitzer has the 200-selection Monophonic Model 2300 and the 104-selection Monophonic Model 2304. Housed in cabinets identical to their Stereophonic counterparts, both feature the time-proven Carousel Mechanism, the famed Dynatone Amplifier, Zenith Cobra Pickup, a full range speaker system comprising two 12-inch speakers, one heavy duty and one mid-range, plus a 7-inch tweeter connected by crossover networks. Each offers 50-cent play all the way as the phonograph and through wall boxes, volume level control and PLAYRAK coin registration. Dual pricing available if desired.
Stereo Speakers

From these four handsome speakers you can custom-engineer a Wurlitzer Stereophonic Music System to the needs of any location, regardless of its shape, size or number of rooms.

**Wurlitzer Corner Speaker**
Model 5124

**Wurlitzer Wall Speaker**
Model 5123
Top and sides are neutral finish with wrap-around grille of fabric. "Wurlitzer" and "Stereo" in zinc cast letters on overhang above and below speakers face. Has 12" full range fidelity speaker including 3 1/2" coaxial tweeter, with baffle to enhance bass resonance.
DIMENSIONS: 26" Wide, 20" High, 11" Deep

**Wurlitzer Stereo Extender**
Model 5125
Neutral finish top and bottom. Wrap-around grille has expanded metal cover with trim strip moulding top and bottom. "Wurlitzer" and "Stereo" in iridescent blue finish zinc castings. Houses 6" x 9" speaker set in a baffle at 20° angle within the half drum. Output is in treble and middle sound ranges for extending stereo sound through large rooms. Sold in pairs, left and right.
DIMENSIONS: 12" High, 14" Wide, 8" Deep.

**Wurlitzer Console Floor Speaker**
Model 5122
This handsome Console Floor Speaker has removable legs for wall installation. Features black marbelized, stain-resistant top, neutral color sides, chrome steel wrap-around grille with extruded aluminum trim. Has identical three-speaker complement as phonograph. "Wurlitzer Stereo" appears in metal letters.
DIMENSIONS: 33" Wide, 32" High, 15" Deep

The Wurlitzer Company • North Tonawanda, N.Y.
Established 1856
We have the NEW WURLITZER
Line for '59
200 and 104
SELECTION MODELS
with
Stereophonic
OR HIGH FIDELITY SOUND
GEARED for greater earning power
COME IN AND SEE US FOR THE KEY TO INCREASED PROFITS

Roth Novelty Company
80 North Pennsylvania Ave.
Wilkes-Barre, Pennsylvania
Phone: Valley 3-2853

We have the NEW WURLITZER
Line for '59
200 and 104
SELECTION MODELS
with
Stereophonic
OR HIGH FIDELITY SOUND
GEARED for greater earning power
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Somalia—Music Guild of Nebraska will meet in Omaha for their first meeting this year February 14. Invited are operators not only from Nebraska, but also Kansas, Colorado, Wyoming, Missouri, South Dakota and Iowa.

A meeting will be held at the Town House, a large block of rooms being reserved for operators and their wives. Reservations should be made by writing Howard Culp, secretary and treasurer of the group.

It is not yet known who will exhibit. But Ellis emphasized that the meeting will be primarily one of business and education.

The first business forum will begin at 7:00 p.m. on February 21 and a second at 4:00 p.m. Dinner, preceded by a social hour, will be at 7:00 p.m. The MGN board will meet at 9:00 p.m. A business meeting will be held February 22 at 2:00 p.m. The Cornhusker Investment Club, which is composed of music operators only, will hold a meeting at 4:30 p.m. There will be a social hour at 6:00 p.m. and a banquet—with door prizes—beginning at 7:00 p.m.

Meeting committee members, who planned the meet last year, besides Ellis, are Jerry Witt, Harry Abramson, Warren Tunis, Ed Zerisky and Lou Singer, all of Omaha; Phil Moss, of Des Moines, and Jerry Harris, of Denver.

S. R. Sperans,
Standard Fin.
Exec, Dies

NEW YORK—Samuel R. Sperans, 60, has been chairman of the Standard Financial Corporation, a nationwide factoring house which specializes in factoring coin machine equipment and making direct loans to operators, died of a heart attack Tuesday (13) in a fishing boat off Palm Springs, Fla.

Sperans, a World War I Army officer and a former student at the Chinese University, is a certified public accountant. He was formerly president of Strauss-Duparquet, Inc., board chairman of the Kay, Scheerr Corporation, president of Lynn's Alpha Products Company, and a director of the Albert Pick Company, all Strauss-Duparquet subsidiaries.

He leaves a widow, two daughters and five grandchildren.

Seeman New Raymar Mgr.

JAMAICA, N. Y. — Norman Seeman has been named manager of Raymar Sales, local one stop, replacing Mae Goldstein, who retired recently.

Seeman, a Marine corps veteran of the Korean conflict, had been assistant manager for four years. Prior to that he was in the hotel business.

Sam Koenholz, Raymar president, is spending the week at the M-G-M record meeting in Chicago, after which he leaves for a vacation.
We have the NEW WURLITZER Line for 59

200 and 104 SELECTION MODELS WITH STEREOPHONIC OR HIGH FIDELITY SOUND

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ANGOTT DISTRIBUTING CO., INC.

2616 PURITAN AV.

DETOUR 38, MICH.

Phone University 4-0073

when answering ads . . . Say You Saw It in The Billboard

New Wurlitzer Juke Line

Continued from page 80

New Milwaukee Op Group

Continued from page 80

Separation

VENIORIES

The stop lost business because of delay. Have you been

Say you missed the oldest and largest

Sa

New Wurlitzer Op Group

COME IN AND SEE US FOR THE KEY TO INCREASED PROFITS

SANDLER DISTRIBUTING COMPANY

110 Eleventh St.

Duluth, Minn.

Phone: Cherry 4-9186

045 Plymouth Ave., North

Minneapolis 11, Minn.

Phone: Jackson 9-5963

have been paying prices over wholesale for your one-stop service. Turn you

busy business because of delay in send-

look again. Have you missed a sale

because your one-stop service has an

undercut tendency?

Switch to Musical Sales and get back on the profit road!

Musical Sales Company, Seabury distributors for Baltimore, Maryland and the

corresponding territories, have obtained the world's best annual advertising and sales

service in the nation with worldwide distribution. Call, write or wire your order today.

THE MUSICAL SALES CO.

Medical Sales Mfg.

Baltimore 1, Md.

Varumo 7-3758

Stereophonic

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COME IN AND SEE US FOR THE KEY TO INCREASED PROFITS

SANDLER DISTRIBUTING COMPANY

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New Wurlitzer Juke Line

Continued from page 80

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THE MUSICAL SALES CO.

Medical Sales Mfg.

Baltimore 1, Md.

Varumo 7-3758

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Continued from page 80

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Duluth, Minn.

Phone: Cherry 4-9186

New Wurlitzer Juke Line

Continued from page 80

New Milwaukee Op Group

Continue from page 80

Separation

VENIORIES

The stop lost business because of delay. Have you been

Say you missed the oldest and largest

Sa
your choice with the new

model j

Incorporated
1500 Union Avenue, S. E.,
Grand Rapids, Michigan

Monophonic

or

Sterophonic

http://www.americanradiohistory.com
Your ROCK-OLA DISTRIBUTOR has the only complete line of phonographs in the industry.

Model 1475 Stereo
200 SELECTIONS
and
Model 1475
Monaural Hi-Fidelity

Model 1468 Stereo
120 SELECTIONS
and
Model 1468
Monaural Hi-Fidelity

Model 1464 Wall Type
120 SELECTIONS
Monaural Hi-Fidelity

Model 1462
50 SELECTIONS
Monaural Hi-Fidelity

Model 1555
Dual Purpose Wall Box
for 120 and 200 Selection Phonographs

ROCK-OLA MFG. CORP.
800 North Kedzie Avenue
Chicago 51, Illinois
We have the NEW WURLITZER Line for '59
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COMMERCIAL MUSIC CO., INC.
1550 Edison St., Dallas 7, Tex.

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Juke Box Operator Expansion Into Cigarette Field Is Slow Process

Large N. Y. Music Ops Cigarette Veterans; But Smaller Man Is at Disadvantage

NEW YORK—While most of the large juke box operators in the New York area have been running successful cigarette routes for a number of years, there doesn’t appear to be any great rush in the part of the smaller automatic phonograph operators to move into the field.

The big juke box operators, Paramount Enterprises and Seeburg, among them, and G. M. Fender, Inc., all have separate cigarette operations. But on the whole only about 15 or 20 per cent of the local juke box operators have any cigarette stops.

The nature of the cigarette business is the key to the situation; it just doesn’t pay to have a small cigarette route. The large operator has the position to buy direct from the factory and to set up a separate cigarette division. The small operator, with a handful of cigarette stops, may regard cigarettes as a nuisance.

Working Arrangement

In many cases, a small juke box operator will have arrangements with a cigarette operator whereby every time one gets a location he deals the other in. The juke box operator moves into the field, of course, he will not sell the cigarette stops to another juke box operator who happens to be in the cigarette business as well.

When Seeburg entered the cigarette field last year, many trade sources felt that Seeburg distribution would make possible a widespread work among juke box operators who had never handled cigarettes.

So far this has failed to materialize. According to Murray Kaye, sales manager of Atlantic-New York, local Seeburg outlet, too many operators have been coming along nicely, but these sales have been mostly to juke box operators long established in the cigarette field and also to some cigarette operators who are not in automatic phonograph business. Only a handful of machines have been sold to juke box operators entering the vending field for the first time.

Most juke box operators here realize that a cigarette operation and a juke box operation have little in common except for the task that the same locations can be utilized for both machines and that similar sales methods will be used.

But as far as service and inventory are concerned, the similarity ends. The cigarette operator works on the narrowest of margins, and the addition of profit points on each sale helps to offset the expenditure of service engagements.

Conn. Ops Pick Rechtschafer To Head Group

HARTFORD, Conn. — The Music Operators of Connecticut, at a dinner meeting in the English Room of the Hotel Bond’s here last week, elected Rechtschafer president. Rechtschafer, who has been vice-president last year, replaced James T. Conlon who is retiring from the MOC presidency after five years. At the end of the meeting, Tolsipan was given a standing ovation for his work in furthering the ends of the industry.

Jerry Lambert, who has been on the board, is a new vice-president, while Frank Marks succeeds Glenn Kedlosnik as secretary. Tony Wilks, who had been sergeant at arms, succeeds John Jacobi as treasurer. Directors at large are Byron Athenian and Isadore Ret- nick.

Speaker for the evening was Abe Fish, honorary president. He discussed the need of the organization to expand its membership. Guest speaker was DeBruce Parkoff, Atlantic-New York; Irv Kemper, Bosyon Sales; Bob Jones, Sid Reid Distributing, and Gene Cottrell, Leslie Distributors.

The organization will hold its second annual banquet March 7 at the Hotel Statler, Hartford.

Memphis Beer Bd. Fight on ‘Live’ Music Draws in Ops

MEMPHIS — The city Beer Licensing Committee, under fire from the local musicians’ union, modified its former policy last week of not issuing a beer license to night spots or restaurants where there is “live” music.

Police Chief James C. Mac- donald, member of the beer board, had taken the position that live music, in the form of a combo of musicians, and beer “don’t mix.” His position was that there was usually trouble at such spots.

The issue drew juke box opera- tors into the public dispute when the music union implied they were behind Chief MacDonald’s official action.

Parker Henderson, general man-ager of Southern Amusement Com- pany and president of Memphis Music Association, the organization of phonograph operators, branded the committee’s position im- pounding as “ridiculous.” Heiden- gen spoke for the entire industry here of juke box operators.

The new beer board policy, stated last week by City Commis-
Coinmen You Know

DENVER
By BOB LATIMER
As soon as Jack Arnold, owner of American Amusement Company, Aurora, Colo., had completed установление of a stereo phonograph in the Pool Exchange here, he began writing letters. A note went to all of Arnold's existing locations plus many prospective locations, inviting each to drop by and get a look at the stereo juke box in operation. More than three-fourths of the list responded to the invitation, which led directly to several new spots, according to Arnold. These are times when a little extra merchandising effort will really pay dividends, the Colorado operator reported.

Jim Hall, of Rocky Mountain Phonograph, Pueblo, Colo., will sell one of the biggest wall calendars this year in the region's history. The big calendars feature a bas-relief phonograph-and-motion sense of startling realism.

Bill Burbank, phonograph op-erator of Montrose, Colo., visited Denver distributors between Christmas and New Year's. He reports that Montrose collections remain good the first 1959. Increased mining activity and a heavy build-up in the oil industry in Western Colorado was responsible. As a Christmas well-wisher from Washing-ton was Harold Manders, of

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200 and 104 SELECTION MODELS
Stereophonic or HIGH FIDELITY SOUND

GEARED for greater earning power
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BUSH DISTRIBUTING CO.
268 W. 29th St. Miami 37, Florida
6 Riverdale Ave. Jacksonville, Florida
and Havana, Cuba

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ROCK CITY DISTRIBUTING CO., INC.
108 Lafayette St.
Nashville, Tenn.
PHONE: CHAPEL 2-4353

all set to take off for Florida in his new Lincoln. He's always gone by plane, but he's looking forward to some country travel this year. Among operators seen recently, some of whom were not in local trade for a long time, included Dan Bro-chose, Baton, N. M., operator who glad-handed all the members of the Music Merchants, Inc., during the holiday season.

Antique phonographs and amusement machines are expected to be a hot item in the house in conjunction with the 100th anniversary celebration. Rush to the Rockies, gets under way immediately, and Dan Bro-chose has requested businessmen to dis-play their items in connection with their business. However, according to the Colorado Radio Music, most antique phonographs or pin games have been sold.

Roy knife, operator of Durango, Colo., spent the days between Christmas and New Year's in visiting Denver phonograph distributors. Covered out fluorescent fluorescent phonograph operator in Colorado-

Rado is Johnn Knight, of Denver. Knight recently extended his routes as far north as Fort Collins, 70 miles from Denver.

Draco Sales Company, Wurlitiz-er distributors, announced plans for around 100 visi-tors for the shooting of the 1959 Wurlitzer, scheduled for February 19. The firm will hold an open a-wait demonstration. Sam and Dan Keys, who operate the Apollo Music Company, Colorado, announced a move to a new operating location.

The brothers will capitalize on much larger space area available in the new building.

BOSTON
By CAMERON DEWEN
David J. Baker, Heb-Tone Vending Company, Arlington, was ready to take off for Florida, but an unexpected illness forced a Radiologist on his special (Continued from page 80)

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AMERICAN RADIO HISTORICAL SOCIETY
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...on an...
The 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

AVAILABLE IN 5

BEAUTIFUL COLORS... TO BLEND WITH ANY DECOR
AQUA • CORAL • PLATINUM • EBONY • GOLD

Complete with full-range Corner, Ceiling and Wall Speakers... Wall-Box and Grip... Hideaway Unit... Play Stimulator...

UNITED'S SUPER-CONVENIENT "WALK-IN" DOOR

PROVIDES INSTANT EASY ACCESS TO ENTIRE MECHANISM.
Simply swing open the entire front door of the UPB-100 and the entire mechanism is exposed to the serviceman. Everything is built in the open. No reaching into hard-to-get-at places. Making servicing simple and easy. Saves loads of valuable time.

United Music Distributors are now showing the UPB-100 complete music system...
Write for the name of your nearest distributor today!

THE PHONOGRAPh

UNITED MUSIC CORPORATION, 3401 N. CALIFORNIA AVE., CHICAGO 18, ILL.
<table>
<thead>
<tr>
<th>Coin Machine Price Index</th>
<th>How to Use the Index</th>
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**UNUSUAL SYRCUSE COMBO**

**Restaurateur and Juke Box Pool Talents to Run Arcade**

The new ree spots, however, are expected to be working out, as a separate play area for store front is already planned and installations are planned by Runyon. All types of Bally amusement games and machines, ranging from 12-square-foot area at the new store.

**Mfrs. Focus Output On Rebound Games**

Chicago Coin reports good results and continuation on production of its original product, Rebound Shuffle. The game, six feet long and six feet wide, is sold to two or four players competing. Players receive shuffled packs of cards at full saturation at face value in nomination areas at shooting end. Plus, with exception of the rebuffing action, the game is strictly a shuffle-board type. Parks actually travel 12 feet—six each way.

One reason for the relatively large number of manufacturers engaged in production of the rebuff game this year is the campaign to make the game a universal success enjoyed by the public. The campaign is to make the game easy to pick up, not difficult to play, and the results show that the game is being accepted more and more. The game is being accepted as a new coin game and the results show that it is being accepted as a new coin game and the results show that it is being accepted as a new coin game.
Grand Jury Asks Ban on Pin Gambling

ST. LOUIS—County officials have considered last week a grand jury recommendation to ban pinball games used in their gambling operations. Action could lead to introduction of an ordinance banning the use of some types of pinball machines by the St. Louis County council. Such a ban, however, would not include machines on location in incorporated areas. The phase to be studied by the board would be whether such a ban would conflict with State law. If this were the case, action might have to be taken at the State level.

The grand jury, in urging such a study, noted that pinball machines have been banned in Chicago, New York, and other large cities. According to a St. Louis Post-Dispatch report, the jury found that machines of the multiple coin-operated type, labeled for amusement only, can be manipulated so that insertion of coins to increase odds on the games they offer. This, the report stated, "en masse, that money winnings, not necessarily, is the object of such devices."

The jury, according to the newspaper report, also called for legislation to regulate coin machine forms, some of which are dominated by "known hoodlums, ex-cons and such kind." The report states that the jury is recommending that thru loans to taverns and other establishments, these individuals are able to exert "strong pressure" which might be used to make the location operators encourage gambling on the machines or force them into illegal operations.

Indy ‘Crusade’ Appears Over

INDIANAPOLIS — The Indiana General Assembly is unlikely to renew its crusade against pinball games which was given further confirmation Monday (12) with the appointment of Rep. Otto Fonger, South Bend, to the chairmanship of the House Public Policy Committee.

The South Bend legislator has been a leader of the opposition to the "tough" anti-pin law enacted in the last four sessions of the Assembly.

All bills related to pinballs and gambling must pass thru the Public Policy Committee if it is to be adopted by the Legislature.

A legislative action of 1935 by which uncontrolled games were approved was rescinded in the session of 1975. Poague fought for the retention of the 1975 concession. An attempt to revive it in the current legislative session is considered a possibility.

Kids in Club

* Continued from page 93

the designation "Mr." or "Miss" on each.

You can imagine how proud this makes a child 11 or 12 years old, the executive summary reads. Rosenfeld said the cards also have proved a hit with parents because they are received at home. Already the membership cards are being used for a twofold purpose. Rosenfeld said the Saturday after they were issued a boy who is a regular Bowlmuni patron did not come. The following day (Sunday) he came in with his mother, who explained the card had been taken away from him temporarily as punishment because he had not behaved himself.
**NEW LUCKY HOROSCOPE**

5c. 10c. or 25c PLAY

- NATIONAL COIN RECEPTOR in each chp.
- NOW has TWO coin return and other new features.
- EAST TO LOAD.

GAME HOLDS APPROX. 1,000
NUMBERED TICKETS
with return uncontrolled number under perforation.

SIZE 18" x 36". Shipping Wgt. 20 lbs.

WROTE FOR MID-STATE CO.
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**SPECIAL SPRING WAREHOUSE SALE**
WE MUST MAKE ROOM 50 ASSORTED KIDDIE RIDES

**NOW DELIVERING**
WRITE or CALL for Prices

- **BALLY CARNIVAL QUEEN, LUCKY ALLEY, SPEED BOWLER**
- **BALLY BIKE, THE CHAMPION, SPEED QUEEN**
- **CHICAGO COIN, TWIN BOWLER, REBOUNDER SHUFFLE**
- **NEW-

**FIREARMS**

- **ARMY**
- **POLICE**
- **SHOOTING**, etc.

**CARLSON INDUSTRIES INC.**

**NOW DELIVERING**
WRITE or CALL for Prices

- **BALLY CARNIVAL QUEEN, LUCKY ALLEY, SPEED BOWLER**
- **BALLY BIKE, THE CHAMPION, SPEED QUEEN**
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- **BALLY CARNIVAL QUEEN, LUCKY ALLEY, SPEED BOWLER**
- **BALLY BIKE, THE CHAMPION, SPEED QUEEN**
- **CHICAGO COIN, TWIN BOWLER, REBOUNDER SHUFFLE**
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- **POLICE**
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**CARLSON INDUSTRIES INC.**
Davis Makes Stereo Juke Pitch to N. Y. Tavern Owners

Seeberg Distributor Fetes 400 Location Owners to Promote Interests in Stereos

ALBANY, N. Y. — The Davis Distributing Company, long an advocate of the theory that progress in the automatic music field comes easier when operator and location owners work together, is using the opportunity of the New York State Restaurant Liqueur Dealers Association Convention for the sale of stereo juke boxes.

Davis, the Seeberg distributor for all of New York State except the New York metropolitan area, has pioneered public forums which give the operator an opportunity to understand each other's problems.

Such a forum took place Monday night (12) at the 52nd annual convention of the New York State Restaurant Liqueur Dealers Association at the Sheraton Ten Eyck Hotel. Before the opening of the year, Davis was host to tavern owners and operators at the Old Timers Night, an evening consisting of a cocktail hour, full-course buffet dinner, professional entertainment and dancing.

Dine Play

In the past, such evenings were conceived to promote 10-cent play and to give the operators and the Davis staff an opportunity to explain to the tavern owners why dime play will help them, and to enable the saloon keepers to meet other brewers proprietors whose locations had already been converted.

Today, with about 80 per cent of the Davis sales area already pretty well on dime play, the problem is not necessarily as serious as it was a year or two ago. But Davis, which has already sold some 300 stereo juke boxes to operators throughout the State, is anxious to stir up location interest in dual-channel music. The tavern-owner convention offered the opportunity.

Stereo Demonstration

A 160-selection Seeberg stereo box was set up in the bar (all drinks are on the house and no tips but the tavern owners and their guests were admitted) and stereo music was demonstrated.

Local operators-including Mike Garrarione, John Fuller, Don Robalatto and Vince Robalatto-arrived on hand to chat with their location owners as well as potential accounts, about stereo music. Assisting the operators were Ted Knoll, Davis' director of public relations, Neil Gordon, assistant manager of the Davis Albany branch, and Mike Bove, service manager.

Aide Dime Play

Paul Leeser, Davis credit manager, reported that stereo is being used not only on top locations, where it has been an appreciable rise in revenues, but on fan locations that have been holding off for 60-cent play. He said that locations owners who otherwise balked at going to 10 cents have gone along with 10-cent and 15-cent EP play when stereo was offered. Moreover, he added, the percentage increases on these locations after the addition of stereo have been much greater than the percentage increases on stops already on dime play.

Tom Visciglides, president of the Association and owner of Elzino's Restaurant in Syracuse, was an important stereo convert. Visciglides' locations on behalf of only the Syracuse tavern owners, could be described as a key stop.

Davis is banking on increased pop stereo releases from the major record labels and in airing its stereo sales pitch on the assumption that such releases will be available in sufficient selection within the next couple of months.

400 at Fete

All told, some 400 location owners and their guests were invited by Davis at the Old Timers Night, which features a Gay Nineties review by the Memory Lane quartet and vocals by Evelyn Smith. The music industry was represented by G. Lee Trum, local BMI representative. Major donors for the evening's festivities was Ted Knoll, Davis PR man, who arranged for the band and talent, wrote special material for the show, dressed the proceedings, handed out sherbets and mustaches to give the affair a Gay Nineties mood, and otherwise made himself useful.

Along with music to evidence was Neil Gordon of the Albany office who spoke with individual tavern owners about stereo music and its benefits.

(Continued on page 98)
COIN CALENDAR

Association Meetings scheduled. Check for changes.

January 19—Westchester Operators’ Guild, Inc., monthly meeting, American Legion Hall, White Plains, N. Y.

January 21—Automatic Equipment & Owners’ Association of Indiana, monthly meeting, 550 Broadway, Gary, Ind.


January 26—Central States Phonograph Operators’ Association, monthly meeting, 805 Main Street, Peoria, Ill.


February 2—United Music Operators of Michigan, monthly meeting, Fort Wayne Hotel, Detroit.

February 3—Washington Music Merchants’ Association, monthly meeting, Seattle, Wash.

February 4—Music Operators’ Society of St. Joseph Valley, monthly meeting, offices of Carl Zimmer, 130 N. Ironwood Dr., Mishawaka, Ind.

February 4—Summit County Music Operators’ Association, monthly meeting, Akron, O.

February 5—Cleveland Phonograph Merchants’ Association, monthly meeting, Hotel Hollenden, Cleveland.

February 5—Sacramento Division, California Music Merchants’ Association, Sacramento Hotel, Sacramento, Calif.

February 10—Automatic Phonograph Owners’ Association, monthly meeting, 1011 Traction Building, Cincinnati.

February 10—Los Angeles Division, California Music Merchants’ Association, monthly meeting, 2552 W. Pico Boulevard, Los Angeles.

February 11—Tri-County Juke Box Operators’ Association, offices of Elwin Music Company, Mansfield, O.

February 11—Western Massachusetts Music Guild, semi-monthly meeting, Chalet Restaurant, West Springfield, Mass.

February 12—Music Operators’ Association of Massachusetts, monthly meeting, Braceland Hotel, Boston.

February 16—Westchester Operators’ Guild, Inc., monthly meeting, American Legion Hall, White Plains, N. Y.

February 18—Automatic Equipment & Owners’ Association of Indiana, monthly meeting, 550 Broadway, Gary, Ind.

February 23—Central States Phonograph Operators’ Association, monthly meeting, 805 Main Street, Peoria, Ill.

February 25—Western Massachusetts Music Guild, semi-monthly meeting, Chalet Restaurant, West Springfield, Mass.

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Wurlitzer

2150 ............. $549.50

2000 ......... 499.50

1900 ......... 469.50

1800 ......... 399.50

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Phone: AX 4-4614

January 19, 1959

The Billboard

Amusement Machines
Chicago
Sales manager Bill DeSelin, United Manufacturing, has his sales reps scattered throughout the country this week. Al Thielke's in Dallas, and traveling the South west. Ralph Steffel is heading up New York State and New England. John Coolan will be scouting out the Deep South. Jack Minick, United Music Corporation chief, also on the road boosting the firm's music business in Atlanta and New Orleans.

Sam Lewis, William Manufacturing director of sales, is all set for any skeptic visitors. He's got terrific reports on grosses of the firm's new five-fold, Tu-Tac-Toe test from test locations on an Arcade in the Southland. The game consistently did top sales in competition with a large selection of other late-model pins on the same line. Lewis expects a record run.

Wico Corporation, large coin plug firm here, experienced a levy of visitors last week, all looking over Wico's vending machines and parts supplies. Among the visitors were Bill Happell, Rigby, Los Angeles, Los Daniel, Vico Distributing, Portland, Ore., and Romans, Howard, Singer and other dealers. Seattle hosting the visitors were Wico's Mill Winter, Eddie Roberts and Henry Wiener.

Mike Spagnola, AMI distri was busy preparing for the showing of the new model "F" Sunday afternoon last Fri. Mike him yet taken the two new ones out of the crate. "I want to really surprise them," he explained.

Ed Ratafia, AMI wrepper, was also busy. Buddleig with distributors on new models, eager to see how they sell in new year off right with banned sales. A. D. Palme, Wurlicht man, almost as optimistic about 1959 as any man can get after any year, feeling confident it will be topsational.

Washington
Michael Bushfield is a happy man, now that airline strikes have been settled. He operates the Game Room at Washington's National Airport, and says the strike has made a difference in collections. Things are beginning to boom again, now that the planes are in the air. Bushfield also has placed approximately 40 machines in the Greensboro terminal here. He said the bus terminal location played a big part in keeping business strong during the air strikes.

Stereo Pitch
A Continuing from page 9A
passed location leads no to operators.

Arranged Consolads
Gordon also correlated location owners with stereo, introducing them to location owners who were considering placing their operators for stereo, and then let nature take its course.

The Davis concept of wiring and dining the tavern owners, and also seeing that they know more about the automatic music business, is the brain child of Al Weichriner, president of the Davis organization.

Weichriner reasons that the tavern owner and the pool box operator are in the same financial boat, when the bar business is good, the operator generally prospers, and when the bar business is off, he suffers.

So he feels that with each party having a vested interest in the other, anything that adds understanding of each other's problems is of benefit to both operator and tavern owner.

Chicago—Carl Greene, president of Tower Distributing Company, has appointed Wurlitzer distributor in Chicago, leaves December 27 for Europe to set up a used equipment import post for his firm.

In addition to music, Tower will also deal in used games, Arcade equipment, kid size and video games.

Greene will contact foreign importers in London, Bruxelles, Paris, Brussels, West Berlin, Copenhagen and Stockholm, plans to make other extension not yet decided upon.

Greene will be gone a total of about 18 days. The export program is being set up simultaneously with the fine turning to deal in used games. Arcade equipment and vendors in addition to its musical line.

Famous 6-Point DAVIS GUARANTEED

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THE BILLBOARD

JANUARY 19, 1959

C. Greene

To Europe
the policing powers of this State. Further, the complaints would show that individually and collectively citizens within the city of Chattanooga are directly or indirectly dependent upon the above-named business operation as a source of income and a means of livelihood and that the act of the mayor and the board of commissioners in the granting and enforcement of the aforesaid ordinances have caused irreparable loss to the complainants herein and to divers other persons who depend upon this industry for employment.
Rowe Bolsters Its Sales Staff; Names Distrib

NEW YORK — The Rowe Manufacturing Company has added six salesmen to its nationwide field force and named three distributors in the South and Southwest to supplement the activities of factory salesmen in areas where the distances involved might make for less frequent calls by regular field men.

The distributors have been named on a non-exclusive basis. Charles H. Brinkmann, Rowe vice-president in charge of sales, explained that the naming of the distributors in no way changes the Rowe sales policy of relying primarily on direct factory representatives.

He pointed out that regular Rowe field men will continue to call on operators in areas covered by distributors and that the distributors were named in more special situations where Rowe field men would have difficulty in making frequent calls.

No Connection

Brinkmann emphasized that the naming of distributors has nothing to do with the contemplated acquisition of AMI by Automatic Pinball Company of America.- Rowe's parent firm.

Brinkmann said that "Rowe and AMI are completely separate in manufacturing and sales organizations and there are no arrangements for either company to enter the other's field."

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- Red and Yellow Pop Bumpers Advance Target Values
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Write Box 944

The Billboard, 188 W. Randolph, Chicago, Ill.

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**Korea, Kilgore, Tex., to do a daily country music show. Claude

laments the fact that the station's library is sadly lacking in country

records, and asks that record companies and c.e.o. artists please

take note. Reddy Hall is currently spinning 43 hours of pop

and country music a week at WHEL, Elizabethtown, Ky.

Gene Parson, the Ol Cactus Kid, who worked the country was ever

VTAL, La Grange, III., does another record show each Saturday night

from Leon's Restaurant, that city.

Bill Mack, who weaves the c.e.o. melodies via the turntables at KDAV, Lubbock, Tex., type-writes under title of January 6: "We had a near capacity crowd at Municipal Auditorium Saturday. January 3, to see Johnny and Jack

Jimmy Dickens, Charley Phillips, the Tennessee Mountain Boys and the Sugar

liners, all the temperature was near zero and snow was predicted. This 'Grand Ole Opry' layout was one of the best shows we have ever had here. We also had a special program recently of Rogers Miller tunes. 'Billy Bayou,' 'That's How I Feel,' 'Nothing Can Stop Me,' etc. His first Decca release is due out soon. We think he's the greatest country writer since the late Hank Williams.

---

**FOOL TALENT AND TUNES**

*Continued from page 18*

let's who might wish to cut a tape interview. Stedman

Bertie Foley, Red Foley's eldest daughter, who recently gave birth to Red's first grandson is again back on the music trail. She cut

her first platter session in almost two years in Nashville last week, and Wednesday (21) moved into the Southern Inn, new St. Louis country music hotel. For a five-

day stand, Marty Roberts, formerly the One Night Rider of WCKY, Cincinnati, and presently deposit at WDL, Decatur, Ill., is again

serving as Bertie's manager. Roberts has had Liberty Records' Jackee Dee on a series of record

hops in the Centrala, Ill., area in recent weeks to plug her latest release, "Budd." 

"I missed the derby convention in Nashville this year, as a result I'm not getting very

good record service," lamented Buddy Wright, of WSVF, Pekin, III. "WSVF is the only

station in Central Illinois that has a regular country music show," continued Buddy, "and I'll gain all c.e.o. records sent my way.... Butty Coburn, of WCAY, Casey, C. S., has no complaints on our serv-

ice. He sold that we thank all record companies for the good

service being extended him on c.e.o. records. He P.S. his letter with "Business is good.

Jerry Smith, who writes from Cedar Rapid, Ia.. that he's now appear-

ing on 10 radio stations in the Midwest, reaching around 200,000 listeners a week. Stations include WMT, Cedar Rapids; KSFJ, Stamford City, La.; KBBR, Burlington, La.; KCOB, Newton, KI; KCA, Al-

ton, Ia. and KMRE, Oklahoma City, and others in the State. Jerry

says he has just come out with a new release on Warrior Records, and that samples are available to deejays who will write the Warrior

firm at P.O. Box 2781, San An-

tonio.

Claude Gray, the Tall Texan, who records for Miami Records, Houston, has joined Station

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Writings Service and others.
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**SHUTTLE B**

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