RECORD MANUFACTURING:
Making a record? Go RCA—and get the best! Complete recording and editing facilities in each of four cities... exclusive 3-city, 3-plant manufacturing and warehousing... finest precision equipment and personalized service!

RCA RECORDED PROGRAM SERVICES:
Includes RCA Thesaurus, the world's most comprehensive library of programs, music and sales tools for radio stations! Commercial library helps get sponsors—with jingles, station ID's, and sound effects. Brand new: The Automotive Sales Library... The Jackie Robinson Show.

RCA PREMIUM RECORDS:
Records-as-premiums by the world leader in recorded music! Complete service includes selection of music from the big-name RCA Victor catalog... recording... work and complete covers... warehousing and shipping. Everything from paper records to stereo L.P.'s, to help companies sell their products!

SOUND FOR SLIDE FILMS:
RCA Custom produces high-fidelity records to make slide film presentations spring to life! Service includes: vast library of music and sound effects... superior sound and service!

For the best, push the button that says
RCA CUSTOM RECORD SALES
We've been told it's time we blew our own horn!

THERE ARE TWELVE GOOD REASONS FOR HAVING US PRESS YOUR 12" PHONOGRAPH RECORDS FOR YOU:

1. Many of the largest independent producers are our customers.
2. We do not own a proprietary product. All our efforts are directed to your benefit.
3. Our quality, stereo or monaural, is superb.
4. We are expanding again for the third time in two years. Our capacity will shortly be in excess of 700,000 12" units per month.
5. All "boomer" operation. "Biscuits" are not used. All modern equipment.
6. We do our own metal processing.
7. We imprint our own labels.
8. We fabricate your jackets, if desired.
9. We warehouse and insure your product.
10. We drop ship in any quantity.
11. We are most competitive.
12. In your behalf nothing is too much trouble.

S. L. WARELL, President

10th and Walnut Streets, Allentown, Penna.
Phone: Hemlock 3-7405
THE INDEPENDENT
CUSTOM RECORD
MANUFACTURERS ASSOCIATION
INC.

is proud to announce its members who are dedicated to

SERVICE • QUALITY • RELIABILITY

PRESSING PLANTS
ABBey RECORD MFG. CO. ........................................... 1 Central Ave., East Newark, N. J.
All-Disc RECORDS, INC. ........................................ 114 W. First Ave., Roselle, N. J.
AllENTOWN RECORD CO., INC. .......... 10th & Walnut Sts., Allentown, Pa.
Allied RECORD MFG. CO. .................. 233 Main St., Belleville, N. J.
BestWay PRODUCTS, INC. ....................... Global Ave., Mountainside, N. J.
Empire RECORD CORP. .................. 2060 First Ave., New York, N. Y.
Kay RECORDS, INC. ............................. 110 Bergen Pike, Little Ferry, N. J.
Record MOLDING CORP. .................. 36 Legal St., Newark, N. J.
Silver Park RECORDS, INC. ........ 220 N. Valley St., Olyphant, Pa.
Sonic RECORDING PRODUCTS .................... 900 Passaic Ave., Newark, N. J.
Specialty RECORD CO. .................. 111 New Jersey Railroad Ave., Newark, N. J.
Sun Plastics, INC. .................. 25 W. 56th St., New York, N. Y.
United RECORD CORP. .................. 25 W. 56th St., New York, N. Y.

SOUND STUDIOS
A & R RECORDING, INC. .................. 112 W. 48th St., New York, N. Y.
Bell SOUND STUDIOS .................. 237 W. 54th St., New York, N. Y.
Beltone RECORDING CO. .................. 4 W. 31st St., New York, N. Y.
Mastertone RECORDING STUDIOS .......... 130 W. 42nd St., New York, N. Y.
Olmsted SOUND STUDIOS, INC. .......... 1 E. 54th St., New York, N. Y.
Regent SOUND STUDIOS .................. 25 W. 56th St., New York, N. Y.

LABELS
Co-SERVICE PRINTING CO. .................. 25 Prospect St., Newark, N. J.
Mac Murray PRESS .................. 22 Jones St., New York, N. Y.
Progressive LABEL & LITHOGRAPH CO. ...... 286 Stanhope St., Brooklyn, N. Y.

PLATING
Audio MATRIX, INC. .................. 915 Westchester Ave., Bronx, N. Y.
Long WEAR STAMPER CORP. .......... 36-41 36th St., Long Island City, N. Y.
Mastercraft RECORD PLATING, INC. .......... 619 W. 54th St., New York, N. Y.

ALBUMS, PRINTERS & CARTONS
Globe ALBUMS .................. 1255 Oak Point Ave., Bronx, N. Y.
Peerless ALBUM CO. .................. 800 Union St., Brooklyn, N. Y.
St. Joe PAPER CO. .................. 33 Fieldstone Drive, Hartsdale, N. Y.

COMPounding
Camden Plastics, Inc. .................. 216-24 Mickle St., Camden 3, N. J.
Commodore RECORD CO. ........ 232D Lake Ave., Yonkers, N. Y.
Lenahan ASSOCIATES, INC. ........ North Summit Ave., Pitman, N. J.
Marco PRODUCTS .................. Bridgeport, Pa.
J. W. Neff LABORATORIES ........ 38-23 24th St., Long Island City, N. Y.
Pilot RUBBER & PLASTIC CORP. .......... Rye, N. Y.

SOUND PLASTICS

OFFICERS
PRESIDENT ................................ Larry Press
Sec.-Treas. ................................ Al Smolin
1ST V.P. ................................ Jack Caidin
2ND V.P. ................................ Milton Gelfand
ASST. Sec.-Treas. ...................... Bill Borak

MAILING ADDRESS:
233 Main Street,
Belleville, New Jersey

THE BILLBOARD, APRIL 25, 1960
To get records to distributors on time to meet sales demand, tell your presser to...

"Ship by Emery Air Freight"

Here's why...

- **FASTER PICKUP and DELIVERY**
  Emery picks up your shipment at your presser's any hour of the day or night—at no extra cost. If available at all, other air freight services charge extra for this.

- **USE OF ALL AIRLINES**
  Emery moves your records on the first flight out—including jets—because Emery uses all airlines. Your shipment gets reserved space, like a passenger. Emery is the largest buyer of air freight space in the country.

- **NATIONWIDE-WORLDWIDE COVERAGE**
  Emery's offices and agents blanket the United States, Canada, Europe and the Far East. Emery can serve all your distributors.

- **TELETYPE CONTROL**
  Emery's nationwide teletype control keeps track of your records all along the way. PLUS confirmation of delivery. No uncertainty, no long distance phoning.

- **COST**
  Lower than you think. Because it's profitable for you to use a premium air freight service to be sure your records get into the hands of your distributors when demand is at its peak. So, be sure to tell your presser... "SHIP BY EMERY AIR FREIGHT".

Call your local Emery man today—
In New York—OREgon 9-1020, Ext. 32

EMERY AIR FREIGHT

International Headquarters: 801 Second Avenue, New York 17. Offices in all principal cities.
The Record Industry's Directory

For many years the need has been recognized for an all-embracing directory of products and services involved in the manufacture and distribution of records, from raw tape to the retail record counter. The Billboard long has been urged to publish such a directory.

It is only after considerable planning and a really massive amount of labor that the material on the following pages was assembled. Altho we are aware that despite the time and effort involved this issue will have its shortcomings, nevertheless we are proud to present its first real directory to the industry we serve.

We are conscious that even the best planned and most methodical list building system may miss a name here and there. Our lists were developed by three separate and costly mailings to the key record manufacturers and distributors. The following lists were derived from their answers to our questionnaires. Any company which was omitted from a list may be assured that any such omission was unintentional. It is our plan to publish up-to-date issues of this Directory on a regular basis in the future; companies related to the record industry are invited to inform us of additions, corrections or deletions to our lists which will bring our next issue up to date.

We intend to maintain and improve our service to the industry in future editions. Your ideas, suggestions and comments will be most helpful to us in this task.

April 25, 1960
THE SOUND OF SUCCESS continues to grow with ABC-PARAMOUNT

WITH THIS GREAT ARRAY OF TALENT...

PAUL ANKA
BOBBY BECK
THE BLAZERS
PETE BRADY
ELTON BRITT
CANDIDO
RAY CHARLES
GLENN DERRINGER
EMERY DEUTSCH
LEO DIAMOND
JEAN DU SHON
SID FELLER
FERRANTE & TEICHER
FRANK FROBA
EYDIE GORME
GEORGE HAMILTON IV
THE KEYMEN
JACKIE & ROY
JOHNNIE & JOE
KAREN LAKE
LECUNA CUBAN BOYS
MIKE LEEDS
LAURIE LOMAN
BARBARA LYON
MICKI MARLO
TED MAKSYMOWICZ
JOHNNY NASH
THE NICARDI BROTHERS
NICOLA PAONE
THE PONITAILS
TEDDY RANDazzo
TOBBY RICHARDS
CLIFF RICHARD
SABICAS
PATRICIA SCOT
THE FOUR SERGEANTS
ROY SMECK
ARNOLD STANG
THE TALBOT BROTHERS
OF BERMUDA
CREED TAYLOR
BILLY WARD AND HIS DOMINOES
STAN WOLOWIC AND THE POLKA CHIPS
NAT WRIGHT

WITH THIS GREAT ARRAY OF DISTRIBUTORS...

<table>
<thead>
<tr>
<th>City</th>
<th>Distributor</th>
<th>Address</th>
</tr>
</thead>
<tbody>
<tr>
<td>Albany, N.Y.</td>
<td>Seaboard Dist. Co.</td>
<td>312 Broadway</td>
</tr>
<tr>
<td>Atlanta, Ga.</td>
<td>Southland Dist. Co.</td>
<td>1235 Teckwood Dr.</td>
</tr>
<tr>
<td>Baltimore, Md.</td>
<td>Joes M. Zamoiski Co.</td>
<td>1101 DeSoto Road</td>
</tr>
<tr>
<td>Buffalo, N.Y.</td>
<td>Tracy-Mitchell, Inc.</td>
<td>506-520 Seventh St.</td>
</tr>
<tr>
<td>Charlotte, N.C.</td>
<td>Arnold Record Dist.</td>
<td>2704 Freedom Dr. (P.O. Box 1126)</td>
</tr>
<tr>
<td>Cincinnatti, Ohio</td>
<td>Whirling Disc Dist. Co.</td>
<td>140 W. 5th St.</td>
</tr>
<tr>
<td>Cleveland, Ohio</td>
<td>Concord Dist.</td>
<td>620 Frankfort Ave.</td>
</tr>
<tr>
<td>Denver, Colo.</td>
<td>Walter Stagle &amp; Co.</td>
<td>725 S. Broadway</td>
</tr>
<tr>
<td>El Paso, Texas</td>
<td>Frontier Dist. Co.</td>
<td>3018 E. Yandell Dr.</td>
</tr>
<tr>
<td>Houston, Texas</td>
<td>United Recordin Dist. Co.</td>
<td>1613 Emanuel St.</td>
</tr>
<tr>
<td>Indianapolis, Ind.</td>
<td>Whirling Disc of Ind.</td>
<td>325 N. New St.</td>
</tr>
<tr>
<td>Los Angeles, Calif.</td>
<td>Diamond Record Dist. Co.</td>
<td>2990 W. Pico Blvd.</td>
</tr>
<tr>
<td>Nashville, Tenn.</td>
<td>Music City Dist.</td>
<td>127 Lafayette St.</td>
</tr>
<tr>
<td>Minneapolis, Minn.</td>
<td>Lieberman Music Co.</td>
<td>257 Plymouth Ave., N.</td>
</tr>
<tr>
<td>Miami, Fla.</td>
<td>Tru-Tone Discs.</td>
<td>4701 N.W. 2nd Ave.</td>
</tr>
<tr>
<td>Milwaukee, Wisc.</td>
<td>Garman, Inc. of Wisconsin</td>
<td>1907 Vile St.</td>
</tr>
<tr>
<td>New York, N.Y.</td>
<td>Malverne Dist.</td>
<td>424 West 49th St.</td>
</tr>
<tr>
<td>New Orleans, La.</td>
<td>Record Sales of N.O.</td>
<td>639 Beres St.</td>
</tr>
<tr>
<td>Pittsburgh, Pa.</td>
<td>Bill Lawrence, Inc.</td>
<td>1409 Fifth Ave.</td>
</tr>
<tr>
<td>Portland, Or.</td>
<td>Big State Dist. Corp.</td>
<td>1337 Chemical St.</td>
</tr>
<tr>
<td>San Francisco, Calif.</td>
<td>Aparl Dist. Co.</td>
<td>1251 Folsom St.</td>
</tr>
<tr>
<td>St. Louis, Mo.</td>
<td>Le Mar Dist. Co.</td>
<td>264-44 Olive St.</td>
</tr>
<tr>
<td>Seattle, Wash.</td>
<td>Stanly Dist., Inc.</td>
<td>235 Westlake Ave., N.</td>
</tr>
<tr>
<td>St. Louis, Mo.</td>
<td>Le Mar Dist. Co.</td>
<td>264-44 Olive St.</td>
</tr>
<tr>
<td>Washington, D.C.</td>
<td>Musical Dist.</td>
<td>431 Minter Highway</td>
</tr>
</tbody>
</table>

AM-PAR RECORD CORP.
PROUD OF OUR RECORDS
OF ACHIEVEMENT

Chancellor

Featuring these select stars...
FRANKIE AVALON
PETER DeANGEELIS
CAROL LAWRENCE
FRAN LORI

AVAIBLE THROUGH THESE SELECT DISTRIBUTORS

Available through these select distributors...

FRANKIE AVALON
PETER DeANGEELIS
CAROL LAWRENCE
FRAN LORI

BILL FAITH

DISTRIBUTED NATIONALLY BY AM-PAR RECORD CORP.
Listings highlighted within benday areas (gray) are those of companies carrying advertisements in this edition. The advertisements carry additional information about the services listed here. For the convenience of readers, an alphabetical listing of these advertisements, with page references, is carried in the Advertisers' Index on the page facing the inside book cover.

Directory of Leading Active

RECORD MANUFACTURERS

A. Records
12 Jefferson Ave.
Elizabeth, N. J.

A.A. Records, Inc.
45 Rockefeller Centre
New York, N. Y.

A.A.E., Inc.
Associated Artists Enterprises
245 Madison Ave.
New York, N. Y.

A.l Records
C/o Joseph Adcock
Hotel Monterey
Suite 207
Broadway and 94th St.
New York 25, N. Y.

A & B Record Corp.
P. O. Box 309
San Fernando, Calif.
119 W. 68th St.
New York, N. Y.

Asco Records
204 W. 40th St.
New York, N. Y.

Ardell Record Co.
6100 Selma Ave.
Hollywood 26, Calif.

ABC Paramount
(Samar Record Co.)
1501 Broadway
New York, N. Y.

Abbott Records, Inc.
Box 38
Mattituck, N. Y.

ABCD Recording Co.
35 Silver St. Ave
Oakland, N. J.

A-Bell Records
C/o Bell Productions
507 Fifth Ave.
New York, N. Y.

A-Bear Records
2129 S. Michigan Ave.
Chicago 1, Ill.

Academy Records
219 N. Michigan Ave.
Chicago 11, Ill.

Acme Records
1600 Argyle
Hollywood, Calif.

Acorn Records
6533 Hollywood Blvd.
Hollywood, Calif.

Ainslee Records, Inc.
40 Walden St.
Newark 2, N. J.

Alexander Music Publishing
Co.
129 Seventh Ave., S.
New York 14, N. Y.

Aces of Florida
Box 3353
St. Petersburg, Fla.

Ace Records, Inc.
Exec. Suites, Vincent Bldg.
Jackson, Miss.

Ace Records
1650 Broadway
New York, N. Y.

Acme Records, Inc.
Brighton, Mass.

Acorn Records
White Oak Publications
7771 Cheval Blvd.
Cincinnati, O.

Acorn Record Co.
3222 Lankershim Blvd.
Los Angeles 6, Calif.

Ad Records
243 Seventh Ave.
Oelwein, la.

Ray Adami
120 West Division St.
Chicago, Ill.

Adolph Records
Box 2045
Hollywood 28, Calif.

Ad-Lib Record Co.
6000 Craner, North Ave.
New York, N. Y.

A-Dade Recording Co.
351 Hudson Ave.
Rochester 5, N. Y.

Advance Records
P. O. Box 1155
Studio City, Calif.

A-Ell Recording Co.
507 Fifth Ave.
New York, N. Y.

A-El Records
C/o American Recording Corp.
167 S. Second St.
Memphis 3, Tenn.

Alliance Enterprises, Inc.
204 W. 69th St.
New York, N. Y.

Allan Records
4479 Oak Hill Rd.
Oakland 5, Calif.

Alligator Records
Record Corporation of America
510-22 Ave.
Union City 1, N. J.

Allen Recording Co.
7249 Woodson
Overland Park, Kan.

Allentown Record Co.
C/o Dr. D. Kraft
7650 New Hampshire Ave.
Suite 1
Silver Spring, Md.

Almanac Records
Box 29
Venice, Calif.

Almon Records
Box 123
Dayton 20, O.

Aladdin Records
5352 West Pico Blvd.
Los Angeles 19, Calif.

Alanna Records
1400 Fifth Ave.
Pittsburgh, Pa.

Alka Trio Productions
Century Bldg.
Pittsburgh 22, Pa.

Aleph, Inc.
1123 Broadway
New York, N. Y.

All Records
C/o Ed Archambault
500 Est. Rue Ste-Catherine
Montreal, P. Q., Canada

Allstar Records
2106 Oberlin
Downtown, N. Y.

Almida Records
7118 A. Comby Ave.
Rosedale, Calif.

Allotette Records
C/o Ed Archambault
500 Est. Rue Ste-Catherine
Montreal, P. Q., Canada

Alma Records, Inc.
1760 Broadway
New York, N. Y.

Alma Records
35 W. 45th St.
New York, N. Y.

Alwa Records
1655 Broadway
Suite 301
New York, N. Y.

Alexander Record Co.
Room 701
1650 Broadway
New York 19, N. Y.

Alex Records
2110 Broadway
New York, N. Y.

Alexander Record Co.
C/o Peabody Publishing Corp.
167 S. Second St.
Memphis 3, Tenn.

American Century Records
C/o Canto Records
Tampa, N. M.

American International Records
C/o A. L. Simms
1150 Lafaite
Hollywood 28, Calif.

American Music
250 W. 57th St.
New York 19, N. Y.

American Music
250 W. 57th St.
New York 19, N. Y.

American Recording Co.
P. O. Box 156
New Hartford, N. Y.

American Records
C/o Dr. D. Kraft
7650 New Hampshire Ave.
Suite 1
Silver Spring, Md.

Amateur Records
Box 726
Winona Lake, Ind.

AMP-3 Records, Inc.
701-7th Ave., 3rd Fl.
New York 36, N. Y.

Amp Records, Inc.
306 3d St.
Columbus, Ind.

Amp Records
16th St.
New York, N. Y.

Anchor Record Co.
216 13th St.
Newark, N. J.

Anita Records
1755 Broadway
New York, N. Y.

Andre Recordings
5405 Hollywood Blvd.
Hollywood, Calif.

Annie Records
1755 Broadway
New York, N. Y.

Angel Records
Hollywood & Vine
Hollywood, Calif.

Angel Records
1730 Broadway
New York, N. Y.

Angel-Tone Records
C/o Atlas Records
291 W. 125th St.
New York, N. Y.

Anson Records
506 Farnsworth
Detroit 2, Mich.

Ansonia Records
909 Columbus Ave.
New York, N. Y.

Anson Records
507 S. Michigan Ave.
Chicago 3, Ill.

Antler Records
101 W. 48th St.
Chicago 3, Ill.

Apron Productions Corp.
951 E. 47th St.
Chicago 32, Ill.

April Records
C/o Compo
2379 Rambervale St.
Lebanon, Montreal 22, Canada

Apollo Records
1780 Broadway
New York 19, N. Y.

April Record Co.
P. O. Box 131, Grand Central Station
New York 17, N. Y.

Apollo Records
1075 Boylston St.
Boston, Mass.

April Music
570 5th Ave.
New York, N. Y.

April Music Records
201 Broadway
New York, N. Y.

April Record Co.
1101 E. Upsal St.
Philadelphia 50, Pa.

April Record Co.
101 W. 48th St.
New York 36, N. Y.

Art Records
112-16 Jefferson Ave.
Elizabeth, N. J.

Arcade Records
2732 Kensingon Ave.

Arcade Records
2380 St. Claude Ave.
New Orleans 17, La.

Arch Records
1600 Argyle
Hollywood 28, Calif.

Arc Records
40 Staff St.
North Wilkes-Barre, Pa.

Arco Music Corp.
1215 Lexington Ave.
New York 16, N. Y.

Arte Record Co.
2120 South Michigan
Chicago, Ill.

Arts & Records
2129 S. Michigan Ave.
Chicago, Ill.
THE FACTS
About America's Most Creative and Fastest Rising Record Company

GREAT ARTISTS

UNUSUAL ALBUMS
Comedy • Jazz • Spoken Word • Foreign Imports Gospel • Folk • Big Band

HANOVER-SIGNATURE RECORD CORP.
119 West 57 Street, New York 19, N. Y.
producers of Avant Garde Records

FOREIGN AFFILIATES

GERMANY
Deutsche Grammophon Gesellschaft

CANADA
The Compe Co., Ltd.

FRANCE
Polydor-France

ENGLAND
Pye Group Records

HANOVER-SIGNATURE HAS AFFILIATES IN:
Argentina • Austria • Australia • Belgium • Brazil • Chile • Colombia • Cuba • Denmark • Finland • Greece • Italy • Luxembourg • Japan • Mexico • New Zealand • Norway • Portugal • South Africa • Spain • Sweden • Switzerland • Venezuela.

DISTRIBUTORS
HANOVER-SIGNATURE

ALBANY, N. Y.
Leonard Smith, Inc.
26 North Third St.

ATLANTA, GA.
National Record Sales
1720 Spring St, W. W.

BALTIMORE, 17, MD.
General Dist. Co., Inc.
2329 Pennsylvania Ave.

BOSTON, MASS.
Michael Dist.
1241 Columbus Ave.

BUFFALO, N. Y.
Terry Michaels, Inc.
717 & Jewett St.

CHARLOTTE, N. C.
F. P. Fish & Co.
2704 Freedom Drive

CHICAGO, Ill.
Canvas Dist. Co., Inc.
2027 S. Michigan Ave.

CINCINNATI, O.
2719 West Court St.

CLEVELAND, O.
Canvas Dist. Corp.
1221 West 27th St.

DENVER, COLO.
Walker Stimson & Co.
725 South Broadway

DETROIT, MICH.
Canvas Dist., Inc.
1727 Woodward Ave.

EAST HARTFORD, Conn.
Seaboard Dist., Inc.
313 Park Ave.

EL PASO, I.E.
N. B. Kress Dist.
300 South Santa Fe St.

HORSE Head, I.E.
Baker Dist. Co., Inc.
1706 Rush St.

INDIANAPOLIS, Ind.
Whirligig Rec. Dist. Inc.
1111 North Capitol Ave.

SAN FRANCISCO, Calif.
Melody Sales Co.
444 Sixth St.

SAN FRANCISCO, Calif.
Hannan Distributing Co.
1111 Western Ave.

NEW ORLEANS, La.
Pellican Record Dist., Co.
415 Canal St.

NEW YORK, N. Y.
Cassel Dist. Corp.
315 West 47th St.

OKLAHOMA CITY, Okla.
Oklahoma Dist. Co.
18 North East 4th St.

PHILADELPHIA, Pa.
Najjill Rec. Dist.
1022 Franklin Ave.

PITTSBURGH, Pa.
Quad Records, Inc.
1711 Fifth Ave.

PHOENIX, Ariz.
H. B. Krupa Dist.
9110 North 16th St.

RICHMOND, Va.
Allen Dist., Inc.
3400 W. Leigh St.

ST. LOUIS, Mo.
Norman Distributing Co.
1916 Washington Ave.

DISTRIBUTORS
HANOVER-SIGNATURE

LOS ANGELES, Calif.
Record Sales Co.
2918 West Pico Blvd.

MEMPHIS, Tenn.
Music Sales Co.
117 Union St.

MILWAUKEE, Wis.
Corning, Inc., of Wisc.
1702 West Vi st.

MINNEAPOLIS, Minn.
Hillsinger Bros., Inc.
119 North 7th St.

C. S. Fielding Co., Inc.
5131 Western Ave.

HANOVER-SIGNATURE

N. Y.
Broadcast Record Dist. Co.
46 Green St.

NEW ORLEANS, La.
Pellican Record Dist., Co.
415 Canal St.

NEW YORK, N. Y.
Cassel Dist. Corp.
315 West 47th St.

OKLAHOMA CITY, Okla.
Oklahoma Dist. Co.
18 North East 4th St.

PHILADELPHIA, Pa.
Najjill Rec. Dist.
1022 Franklin Ave.

PITTSBURGH, Pa.
Quad Records, Inc.
1711 Fifth Ave.

PHOENIX, Ariz.
H. B. Krupa Dist.
9110 North 16th St.

RICHMOND, Va.
Allen Dist., Inc.
3400 W. Leigh St.

ST. LOUIS, Mo.
Norman Distributing Co.
1916 Washington Ave.

SAN FRANCISCO, Calif.
Melody Sales Co.
444 Sixth St.

SAN FRANCISCO, Calif.
Hannan Distributing Co.
1111 Western Ave.
<table>
<thead>
<tr>
<th>RECORD MANUFACTURERS</th>
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<tbody>
<tr>
<td><strong>Conlon Records, Inc.</strong></td>
</tr>
<tr>
<td>P. O. Box 1029</td>
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<tr>
<td>Canton, O.</td>
</tr>
<tr>
<td><strong>Covin Records</strong></td>
</tr>
<tr>
<td>7605 Hollywood Blvd.</td>
</tr>
<tr>
<td>Hollywood 28, Calif.</td>
</tr>
<tr>
<td><strong>Coyem Records</strong></td>
</tr>
<tr>
<td>2349 W. 77th Ave.</td>
</tr>
<tr>
<td>Miami, Fla.</td>
</tr>
<tr>
<td><strong>Cowan Records</strong></td>
</tr>
<tr>
<td>155 W. Doheny Blvd.</td>
</tr>
<tr>
<td>Beverly Hills, Calif.</td>
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<tr>
<td><strong>Cress Records</strong></td>
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<tr>
<td>430 W. 7th St.</td>
</tr>
<tr>
<td>New York 9, N. Y.</td>
</tr>
<tr>
<td><strong>Crest Records</strong></td>
</tr>
<tr>
<td>116 E. 26th St.</td>
</tr>
<tr>
<td>New York 10, N. Y.</td>
</tr>
<tr>
<td><strong>Crest Records</strong></td>
</tr>
<tr>
<td>401 W. 22nd St.</td>
</tr>
<tr>
<td>New York 11, N. Y.</td>
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<tr>
<td><strong>Crigg Records</strong></td>
</tr>
<tr>
<td>362 7th Ave.</td>
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<tr>
<td>New York 1, N. Y.</td>
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<tr>
<td><strong>Crosby Records</strong></td>
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<tr>
<td>32 W. 5th St.</td>
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<tr>
<td>New York 1, N. Y.</td>
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<td><strong>Crouch Records</strong></td>
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<td>116 W. 60th St.</td>
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<td>New York 23, N. Y.</td>
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<td><strong>Cuba Records</strong></td>
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<tr>
<td>455 7th Ave.</td>
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<td>New York 1, N. Y.</td>
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<td><strong>Cuban Records</strong></td>
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<td>362 7th Ave.</td>
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<td>New York 11, N. Y.</td>
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<td><strong>Cudahy Records</strong></td>
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<td>550 Madison Ave.</td>
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<td>New York 22, N. Y.</td>
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<td><strong>Culver Records</strong></td>
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<td>204 W. 57th St.</td>
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<td>New York 11, N. Y.</td>
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<td><strong>Culler Records</strong></td>
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<td>250 W. 57th St.</td>
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<td>New York 1, N. Y.</td>
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<td><strong>Curtis Records</strong></td>
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<td>1111 7th Ave.</td>
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<td>New York 1, N. Y.</td>
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<td><strong>Curtis Records</strong></td>
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<tr>
<td>107 W. 23rd St.</td>
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<tr>
<td>New York 11, N. Y.</td>
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<td><strong>Curtiss Records</strong></td>
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<tr>
<td>324 W. 57th St.</td>
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<tr>
<td>New York 11, N. Y.</td>
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<td>324 W. 57th St.</td>
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<td>New York 11, N. Y.</td>
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</tbody>
</table>
BARBARY COAST RECORDS

You have enjoyed many of these selections on
Monaural...NOW...most are available in STEREO

RAZZ-MA-TA-ZZ
IN HI FI
RC 33001
A recording of "Streets of San Francisco," featuring the
singing rhythms of the famous Nickelside of San Francisco's
Sutter's Mill.

FATHER'S MUSICAL NO. 1
RC 33003
Albert White, leading member of the San Francisco Symphony
Orchestra, in a long ram through the original pieces of
delightful music guaranteed to please your ears.

23 SKIDOO
IN HI FI
RC 33003
Black bottom, anyone? Here is a real adventure with the music of the '30s.

PUNHETY PLUMPI
PLUNK!
RC 33010
Real ricky-ticky piano fun for everyone. Join us and sing the old
tunes to the pluck of the piano—while this little piano's played
in Hifi, have a ball.

MUSIC for MOOGUS, GOLD DIGGERS & CATTLE RUSTLERS
RC 33004
F. S. RECORD

DINNER in SAN FRANCISCO
With Albert White
RC 33007
Here are the nine favorite musical selections that have been
popular with the riders on the train, as they roll through the
streets of San Francisco.

OM PAH-PAH
IN HI FI
RC 33005
A most unusual contribution to musical form. These
unsung bands, played on the air by "Gutenkunst's" Sourdough
Band, are an absolute delight to the listener, even when he
is on the go.

1900 in HI FI
RC 33006
Sneak to the delight of the old musical instrument. For those
who have played or listened to the old music, here are some
of the best selections from the period.

HAUGHTY 90's
IN HI FI
RC 33011
Moody Music of the silent movie era, including the
famous "Till the End of Time," "Old Black Man," and many
other popular songs of the period.

LA MOUSTACHE DE PIAPA
IN HI FI
RC 33012
Recorded in famous Chicago's Cockpit, this album is
an amazing collection of old-time music, including
the famous "I'm Just Wild About Harry," and many
other popular songs of the period.

MEDITATIONS ON THE SILENT MOVIES
IN HI FI
RC 33013
Never did you dream you could hear anything like this in Hi-Fi. You can
justly claim that the music created in San Francisco is the
best of its kind.

BERNIE GREEN PLAYS MORE THAN YOU CAN STAND
IN HI FI
RC 33013
Brilliant, dynamic and exciting music on a spectacular high
quality LP record. Only available in Hi-Fi.

FATHER'S MUSICAL NO. 2
RC 33006
Professor Albert White and the Cotton Club Orches-
tra present their first attempt at an all new sixteen-piece
recorded in the style of the day.

TROUBLE IN MIND
IN HI FI
RC 33014
Just talk to the famous Chicago's Cockpit, this album is
an amazing collection of old-time music, including
the famous "I'm Just Wild About Harry," and many
other popular songs of the period.

HONEY TONE for OUTLANGS
IN HI FI
RC 33015

DON'T DESPERATELY PLAY the same old tunes again.

THE SPANISH TANGO
IN HI FI
RC 33016
Recorded in famous Chicago's Cockpit, this album is
an amazing collection of old-time music, including
the famous "I'm Just Wild About Harry," and many
other popular songs of the period.

THE HUNGRY AND I
IN HI FI
RC 33017
Remember the famous Chicago's Cockpit, this album is
an amazing collection of old-time music, including
the famous "I'm Just Wild About Harry," and many
other popular songs of the period.

SING IN DELIGHT OF THE PLEASURES OF LIVING
IN HI FI
RC 33018
A special selection of songs from the old days, including
the famous "I'm Just Wild About Harry," and many
other popular songs of the period.

STEREOPHONIC HI-FI SOUNDS for HOUNDS
RC 33005
Completely different than First Successful Hi-Fi Sounds for Hounds.

This one is for STEEREO Hound. Featuring The Famous Talking Hounds.

WATCH FOR MORE EXCITING RELEASES TO COME!

BARBARY COAST'S Colorful Highly Satisfactory Line of Children's L.P.'s

CHILDREN'S FAVORITE SONGS AND STORIES in HI FI
MGR 10001
MOTHER GOOSE
IN HI FI
MGR 10003
GAME AND STORY SONGS in HI FI
MGR 10005
SONGS FOR LITTLE COWPOKES in HI FI
MGR 10007

PLAYTIME MUSIC in HI FI
MGR 10002
COME PLAY WITH ME in HI FI
MGR 10004
DOWN ON THE FARM in HI FI
MGR 10006
MUSIC for LITTLE FOLK SINGERS in HI FI
MGR 10008

BARBARY COAST RECORDS, INC.

4430 Santa Monica Blvd. Los Angeles, Calif. Normandy 2-8107
Distributed Nationally Through DECCA RECORDS—Except by CORAL in Los Angeles and New York

THE EXCITING GUITAR SOUNDS of GEORGE SMITH
RC 33054
This album of popular standards truly marks the
first time that the guitar has been featured in
the authentic musical sounds of the South
American jungles. Performed by the Eliza-
darte Smith Group, these sounds have been
recorded in the authentic musical instruments used by
the Mapuche, Talles and Ara-

IT'S TIME to DANCE
RC 33053
Dust off those dancing shoes, Folks. For
in Hi Fi Barrier Coast Records announces a
new collection of the greatest "hot hits ever writ-
ten." The tunes are done in Hi-Fi style, and we
feel that you'll find these records a joy to hear.

HORSE MILLIONS
RC 33054

DON'T DESPERATELY PLAY the same old tunes again.

THE THREE OF US in HI FI
RC 33057

AN AURAL album for the fancy Ceilidhs, Ceil ur
and Aca de as well. Each plays four (4)
selections in the fast and slow styles. The
recordings of the violin, the
fiddle, the accordion, and the
drum are excellent, and the
recordings are made in a way that
makes them perfect for any
festival or any dance.
RECORD MANUFACTURERS continued

Chile Records
6547 Montgomery Rd.
Cincinnati 13, O.

Chloe Records
3609 W. Chapmain
Orange, Calif.

Chord Records
1113 Broadway
Kansas City, Mo.

Chore Records, Inc.
100 West 42nd St.
New York, N. Y.

Chorus Music Publisher
96 Romaine St.
Jersey City 6, N. J.

Chord Records
C/o Choral Music of Lee Eastman
400 Madison Ave.
New York, N. Y.

Choral Pub. B Recording Co.
4104 South Central Ave.
Los Angeles 11, Calif.

Chorus Records Co.
2007 Palms St.
Dallas, Tex.

Christian Faith Records
7118A Canby Ave.
Reseda, Calif.

Christian Records
15350 E. Gaffa Lane
Los Gatos, Calif.

Clix Records
3804 Travis St.
Houston, Tex.

Chordical Records
C/o Local Records
10406 La Grange Ave.
Los Angeles 25, Calif.

Chromhull, Betty Tablas, Dimitr & Albert B.
3055 West Jefferson Blvd.
Los Angeles, Calif.

Clark Records
125 S. Second
Rogers, Ark.

Clark Record Co.
221 W. Fourth St.
Topeka, Ohio.

Clemmenson Symphony Orchestra
111 East Fourth St.
Cincinnati 2, O.

Circle Record Co.
654 Nahatame St.
San Francisco 3, Calif.

Circle Record Co.
4803 Jackson St.
Houston 4, Tex.

Cindy Records
C/o Art Records
P. O. Box 50-56
Miami, Fla.

Cleveland Records
49 Central St.
Boston, Mass.

C. J. Records Co.
4003 Indiana Ave.
Chicago, III.

Clarion Record Mfg. Co.
1021 Ridge Ave.

Cleary Records
165-55 180th St.
Jamaica 34, N. Y.

Cleo Records
C/o Larry Golding
19126 Lanark St.
Reseda, Calif.

Class Records
3621 W. Pico Blvd.
Los Angeles, Calif.

Classic Editions, Inc.
719 10th Ave.
New York 19, N. Y.

Classic Records
2499 Fourth Ave.
Los Angeles, Calif.

Clef Records, Inc.
431 North Camon Dr.
Beverly Hills, Calif.

Cleff-Tone Records
117 W. 48th St.
New York, N. Y.

Columbia Records
C/o Local Records
10406 La Grange Ave.
Los Angeles 25, Calif.

Columbia Records, Inc.
1673 Barrow Ave.
Bridgeport, Conn.

Columbia Records
1515 Euclid Ave.
Cleveland 15, O.

Columbia Records
4447 Don Ahijarga Dr.
Los Angeles 8, Calif.

CBO Records
500 Tramway
Birmingham, Mich.

Clock Records
1619 Broadway
New York, N. Y.

Clowd Records
5008 Farewell Ave.
Shelby, III.

Clovegny Records
1604 E. 33rd St.
Los Angeles, Calif.

Clew Records
1604 W. 26th St.
Pima Bluff, Ariz.

Command Records
1056 Croswell Dr.
San Antonio, Tex.

Consolation Records
C/o Decca Records
445 Park Ave.
New York, N. Y.

Compass Records
124 Roberts Pl.
Ithaca, N. Y.

Composers Recordings
2131 Broadway 25, N. Y.

Cooke Records
106 Broadway
New York, N. Y.

Coopee Records
403 N. Fourth St.
Harrison, N. J.

Co-Op Records
202 Exchange Bldg.
Madisonville, Ohio.

Cooper Records
1060 W. 26th St.
Pima Bluff, Ariz.

Copa Records
4609 Delano
Houston 4, Tex.

Copy Records
51 Warren Street
Rosbury 19, Mass.

Copyright Records
106 Croswell Dr.
San Antonio, Tex.

Coral Records
C/o Decca Records
445 Park Ave.
New York, N. Y.

Columbia Records, Inc.
1787 W. 36th Pl.
Los Angeles 18, Calif.

Columbia Records
C/o Page Music Co.
710 Burrerd St.
New Orleans, La.

Concept Records
C/o Page Music Co.
710 Burrerd St.
New Orleans, La.

Cora Records
C/o Rapp Music Co.
503 West Commerce
San Antonio, Tex.

Coro Records
5124 Dover St.
Oakland 9, Calif.

Coral Records
C/o Rapp Music Co.
503 West Commerce
San Antonio, Tex.

Crystal Records, Inc.
1719 Poplar Ave.
Memphias 4, Tenn.

Crystaletta Records, Inc.
1600 W. Labrea
Hollywood 28, Calif.

Crem Records
1540 Broadway
New York 36, N. Y.

Crescendo Records
4225 University Blvd.
Houston 5, Tex.

Crescendo Records
124 Roberts Pl.
Ithaca, N. Y.

Crest Records
320 Exchange Bldg.
Northcille 3, Tenn.

Curt Records
C/o Page Music Co.
611 Atlanta 1, Ga.

Derr Records
5601 Mead Ave.
Hollywood 38, Calif.

De-Star Records
659 10th Ave.
New York, N. Y.

Doolittle Records
120 Bolling St.
Boston, Mass.

Dow Records, Inc.
245 E. Monte Rd.
El Cajon, Calif.

Dow Sound Recording
Studies
1563 Sherman Ave.
Evansville, Ind.

"D' Records
298 Elm St.
Newark, N. J.

Dub Record Corp.
320 Seventh St.
Buffalo 1, N. Y.

Duffin-Shores
310 Robert Lee
Houston, Tex.

Dale Records
40 E. 49th St.
New York, N. Y.

Dell Records
3745 S. Dalton Ave.
Los Angeles 18, Calif.

Douglas Records
129 Ave. B
Rochester, N. Y.

Denson Records
117 W. 14th St.
Kansas City 5, Mo.

Dana Records
315 W. 47th St.
New York, N. Y.

Davis Records
115 Manhattan Ave.
Waldwick, N. J.

Dancertine Music
P. O. Box 344
San Diego 3, Calif.

THE BILLBOARD, APRIL 23, 1960

RECORD INDUSTRY SOURCE BOOK & DIRECTORY 57
1522 E. Jefferson
Detroit 7, Mich.

Durling Records
112 Ellison St.
Pakosn, N. J.

D smart Records
1010 Fairlawn Ave.
Fairlawn, N. J.

Dex Records
8070 Landerstrom Blvd.
North Hollywood, Calif.

Bata Records
799 Seventh Ave.
New York, N. Y.

Dixie Records
441 W. 49th St.
New York 19, N. Y.

Bruner Records
39 W. 60th St.
New York 22, N. Y.

Bruner Records Co.
215 S. Kirkwood Rd.
Kirkwood 2, Mont.

B.B.E. Records
401 B.S. Lake St.
Burhank, Calif.

D & C Records
1129 Varnum Ave.,
N.W., Rm. 221
Washington D. C.

J. C. Peacon, Inc.
1770 Berclce Ave.
Chicago 32, Ill.

Beb Records, Inc.
c/o ABC-Paramount
1501 Broadway
New York, N. Y.

Dobie Recs.
48 W. 48th St.
New York, N. Y.

Deb Records, Inc.
331 W. 51st St.
New York 19, N. Y.

Bocanta Records
c/o Forpy
224 W. 49th St.
New York 20, N. Y.

Decca Records, Inc.
445 Park Ave.
New York 19, N. Y.

Berey Records
600 Bean St.
Climb, N. C.

Dee Gee Records
58 Market St.
Howard 1, N. J.

Delaware Valley Records
c/o William B. Richter
67-46 York Rd.
Philadelphia 26, Pa.

Delco Records, Inc.
725 Riverside Dr.
New York 31, N. Y.

Delco Records Co.
Box 2023
Berkeley, Calif.

Delhi Records
12532 Venture Blvd.
Studio City, Calif.

Delmar Records
42 E. Chicago Ave.
Chicago 11, III.

Demartini Records
1344 S. Glen Arm Rd.
Indianapolis 21, Ind.

Bel Pat Records, Inc.
47 School St.
Yorkery 3, N. Y.

Del-Ray Records
41 Center St.
Harlington, Del.

Bell Square Records
c/o Dunham Music Shop
Not. 4063 Milwaukee Ave.
Chicago, Ill.

Delux Records Co., Inc.
1540 Brower Ave.
Cincinnati 7, O.

Demon Records
2821 W. View Ave.
Los Angeles 16, Calif.

Domen Records
1600 N. Lobbies
Hollywood 28, Calif.

Demonica Records Co.
514 International Trade Mart
New Orleans, La.

Bea Recs.
O. Stand 4, Station C
Lincoln, Neb.

De Sanyon
333 N. Michigan Ave.
Chicago 1, Ill.

Desert Recording Co.
p. O. Box 201
San Diego, Calif.

Design Records
c/o Pickwick Sales Co.
815 43d Ave.
Long Island, N. Y.

Devos-Valle St. Records
14921 Tube St.
Sepulveda, Calif.

De Witt Records
12 Fairview Lane
Huntington Sta.
L. I., N. Y.

Dee Oh Records
2021 W. 72nd St.
Los Angeles 23, Calif.

Deart Records
1344 N. Beverly Dr.
Beverly Hills, Calif.

Dictation Disc Co.
170 Broadway
New York, N. Y.

Disc Co.
4278 N. Hazel
Room 201
Chicago 13, Ill.

Disney Records
500 S. Buena Vista St.
Burbank, Calif.

Disneyland Records
500 S. Buena Vista St.
Burbank, Calif.

Ditto Records Co., Inc.
7315 Sunset Blvd.
Hollywood 46, Calif.

Division Records
140 E. Bennett St.
Boise, Idaho

Dietrich-Jubilee Records
856 Sunset Blvd.
Hollywood 46, Calif.

Duke Records
Columbia, Tenn.

Dulphna Records
Dudleybox & Co., Inc.
575 Madison Ave.
New York 22, N. Y.

Dunlap Records
622 Union St.
Seattle 1, Wash.

Dumbell Broadcasting Co.
1 Albert St.
Toronto, Ont., Canada

Dominic Pola. Bros.
Box 36
Burnett, Wis.

Donay Records
c/o R. T. Williams
309 W. 21st St.
Austin, Tex.

Domino Records
1650 Broadway
Suite 908
New York 19, N. Y.

Dow Records
1021 W. 72nd St.
Los Angeles 22, Calif.

Dove Records
4312 S. Central Ave.
Los Angeles, Calif.

Dow! Records
1697 Broadway, Rm.
1003
New York 19, N. Y.

Dow Records
1697 Broadway, Rm.
1003
New York 19, N. Y.

Dow Records
191 W. 49th St.
New York, N. Y.

Eastco Records
c/o Somampus Music Company, Inc.
1658 Broadway
New York 19, N. Y.

Eastman Records
11700 Olympic Blvd.
W. Los Angeles 26, Calif.

East West Records
157 W. 57th St.
New York 19, N. Y.

Ebb Records
4523 S. Western Ave.
Los Angeles 02, Calif.

Eclipse Records, Inc.
1650 Broadway
New York 19, N. Y.

Edison-International, Inc.
2535 Sunset Blvd.
Hollywood 46, Calif.

Edmer Corp.
6400 Sunset Blvd.
Hollywood, Calif.

Educational Dance Record Co.
P. O. Box 6062
Bridgeport 6, Conn.

Educational Services
1730 Eye St., N.W.
Washington 6, D. C.

Educo Records
P. O. Box 80
Ojai, Calif.

Eleven Records
77 Washington St., W.
Chicago 2, Ill.

Eldave Music Corp.
357 Eighth Ave.
New York, N. Y.

Electric & Musical Ind.
(Wa), Ltd.
38 W. 49th St.
New York 36, N. Y.

Elketa Records
116 W. 14th St.
New York, N. Y.

Elkette Records
Europe Import Co., Inc.
206 E. 84th St.
New York, N. Y.

Elephant Records
c/o Gome Records
1650 Broadway
New York, N. Y.

Elm Records
1650 Broadway
New York, N. Y.

Elephant Records
c/o Gome Records
1650 Broadway
New York, N. Y.

Elmote Records
1650 Broadway
New York, N. Y.

Elm Records
1650 Broadway
New York, N. Y.

El Rego Records Co.
Box 92
El Rbo, Calif.

Elm Records
420 Willow Rd.
Hollerly, Pa.

Elvira Recordings
1108 W. 7, Seventy St.
Wilmingon, N. C.

Embers Records, Inc.
2048 Ozee Ave.
Dorcean, Mich.

EMC Recordings Corp.
806 E. Seventh St.
St. Paul 6, Minn.

EMC Records
(Emars Music Corp.)
4056 Western Ave.
Montreal 6, Que., Can.

Emerald Records
923 Nutman Ave.
Fort Wayne, Ind.

Emperor Records
310 Wilbur St.
Wheeling, Va.

Empirical Recordings
P. O. Box 52
Yellow Springs, O.

Ems Recordings
256 W. 55th St.
New York, N. Y.

Encino Records
1608 N. Argyle Ave
Hollywood 27, Calif.

Encore Recording Co.
P. O. Box 818
Station B
Montreal, Canada

Encyclopedia Britannica Films
1150 Wilmette Ave.
Wilmette, Ill.

Emo Records
1608 N. Argyle Ave
Hollywood, Calif.

Eugene Endray Prod.
1225 W. 48th St.
New York, N. Y.

Eurida Records, Inc.
1697 Broadway
New York, N. Y.

Eurichion Motorhale, Inc.
246 Fifth Ave.
New York, N. Y.

Epic Records
35 W. 46th St.
New York, N. Y.

Era Records, Inc.
1481 N. Vine St.
Hollywood 23, Calif.
### Record Company Addresses

<table>
<thead>
<tr>
<th>Company Name</th>
<th>Address</th>
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<tr>
<td>Ee-S Records</td>
<td>Box 233, Hamilton, O.</td>
</tr>
<tr>
<td>Echola Records</td>
<td>333 Sixth Ave., New York, N.Y.</td>
</tr>
<tr>
<td>Edisto Records</td>
<td>Suite 1-C, 135 W. 79th St., New York, N.Y.</td>
</tr>
<tr>
<td>Elva Records</td>
<td>66 Peet New York, 57th Ave., N.Y.</td>
</tr>
<tr>
<td>Elevator Records</td>
<td>356 Sunset Blvd., Los Angeles, Calif.</td>
</tr>
<tr>
<td>Faber Robinson Productions</td>
<td>Box 38, Malibu, Calif.</td>
</tr>
<tr>
<td>Fabulous Records</td>
<td>C/E P. O. Box 2607-6305, S. Faire, Santa Ana, Calif.</td>
</tr>
<tr>
<td>Falla Records</td>
<td>P. O. Box 94, Easttown, N. J.</td>
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<tr>
<td>Fallows Records</td>
<td>250 W. 57th St., New York, N.Y.</td>
</tr>
<tr>
<td>Fantasy Records</td>
<td>Box 164, McAllen, Tex.</td>
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<tr>
<td>Fantasia Records</td>
<td>2333 1427 W., New York, N.Y.</td>
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<tr>
<td>Falcon Records</td>
<td>17905 Fresno, Chicago 10, III.</td>
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<tr>
<td>Falcon Records</td>
<td>Box 164, McAllen, Tex.</td>
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<tr>
<td>Falcon Records</td>
<td>21120 S. Michigan Ave., Chicago 16, III.</td>
</tr>
<tr>
<td>Falcon Records</td>
<td>14001 Cleveland Ave., South Green, Pa.</td>
</tr>
<tr>
<td>Falcon Records</td>
<td>1912 W. Sunset Blvd., Los Angeles, Calif.</td>
</tr>
<tr>
<td>Falkovitch, B. R.</td>
<td>E. Grand Ave., San Francisco, Calif.</td>
</tr>
<tr>
<td>Fascination Records</td>
<td>223 W. 23rd St., New York, N. Y.</td>
</tr>
<tr>
<td>Fascination Record</td>
<td>253 Waverly Ave., Houston, Tex.</td>
</tr>
<tr>
<td>Fascinating Music Co.</td>
<td>3010 Lake Glen, Beverly Hills, Calif.</td>
</tr>
<tr>
<td>Favori Record Co.</td>
<td>902 North Latrobe, Chicago 51, III.</td>
</tr>
<tr>
<td>Federal Records</td>
<td>1540 Beverly Ave., Cincinnati 7, O.</td>
</tr>
<tr>
<td>Fedex Records</td>
<td>1912 Western Ave., South Green, Pa.</td>
</tr>
<tr>
<td>FILE RECORDS</td>
<td>1452 E. Grand Ave., Dallas 23, Tex.</td>
</tr>
<tr>
<td>FILE RECORDS</td>
<td>2534 W. Pico Blvd., Los Angeles, Calif.</td>
</tr>
<tr>
<td>FILE RECORDS</td>
<td>5838 Fern St., Shreveport, La.</td>
</tr>
<tr>
<td>FILE RECORDS</td>
<td>297 N. Main St., Memphis, Tenn.</td>
</tr>
<tr>
<td>Ficker Recording Service</td>
<td>253 Waverly Ave., Houston, Tex.</td>
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<td>Flamingo Records</td>
<td>223 W. 79th St., New Orleans, La.</td>
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<td>c/o E. Smith, 1224 W. Hazard St., Philadelphia 23, Pa.</td>
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<td>Flash Record Co.</td>
<td>623 E. Vernon Ave., Los Angeles, Calif.</td>
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<td>Flay Record Co.</td>
<td>1811 Benning Rd., Washington 7, D. C.</td>
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<td>Flick Records</td>
<td>1842 Gallagher St., Detroit 34, Mich.</td>
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<td>Flip Records</td>
<td>618 S. Ridgeley Dr., Los Angeles, Calif.</td>
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<td>Flight Record Co.</td>
<td>2011 Grey Ave., Evanston, III.</td>
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<td>Focus Records</td>
<td>511 N. College, Bloomington, Ind.</td>
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WE SPECIALIZE IN LATIN-AMERICAN AND INTERNATIONAL BEST-SELLERS!

BEST SELLING FIESTA LATIN-AMERICAN LP ALBUMS:

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<thead>
<tr>
<th>Best Selling</th>
<th>Price</th>
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<td>FLP 1210</td>
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<td>FLP 1220°</td>
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BEST SELLING FIESTA INTERNATIONAL SERIES:

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BEST SELLING FIESTA SPECIALTY SERIES:

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<tr>
<td>FLP 25001 OPERA FOR ORCHESTRA</td>
<td>$3.95</td>
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Hollywood 26, Calif.

Lucky Seven Records
C/O Rayo Record Prod.
P.O. Box 4205
Shreveport, La.

Lucky Star Records
P.O. Box 1899
Nashville 11, Tenn.

Ludwig Records, Inc.
C/O Rod Morris
583 2d St., Box 865
Eureka, Calif.

Lummertone Recording Co.
P.O. Box 11121
Los Angeles 11, Calif.

Luna Major
6708 Jackson Ave.
Hammond, Ind.

Lyric Art Recordings
B 44th St.
New York, N. Y.

Lyric Records Inc.
226 S. Beverly Dr.
Beverly Hills, Calif.

Lyricshard Records
141 Perry St.
New York, N. Y.

Macic Records
P.O. Box 947
Madison 1 Wts.

Mac Gregor Records
729 South Western Ave.
Hollywood 5, Calif.

Henry J. Major
5350 South Eighth Ave.
La Grange, Ill.

Mad Records
1207 E. 53rd St.
Chicago 15, Ill.

Madison Records, Inc.
C/O Monument Music
1650 Broadway
New York, N. Y.

Mastro Records
54 W. Randolph St.
Chicago 1, Ill.

Majora Records
435 E. 57th St., Apt. 3 C
New York, N. Y.

Major Records
1817 Brownell
Kansas City 24, Mo.

Major-Tone Records
C/O William Kaye
29 Bruce Lane North
Kings Park, L. I., N. Y.

Magnet Records
Box 3200
Hollywood, Calif.

Mark Records
1300 W. Garvey
Monterey Park, Calif.

Mark Records, Inc.
1619 Broadway
New York, N. Y.

Mark Records
700 Lafayette St.
Ulica, N. Y.

Marice Record Co.
P.O. Box 404
Trumansburg, N. Y.

Marique Records
1533 Hollywood Blvd.
Hollywood, Calif.

Marques Records
4609 Defano
Huntsville, Ala.

Mar-Val Records
Box 843
Hammond, Ind.

Marvel Records
852 Elm St.
Manchester, N. H.

Marque Sound & Recording Corp.
331 West 51st St.
New York, N. Y.

Master Records
6012 West Blvd.
Los Angeles 43, Calif.

Masterpiece Recording, Inc.
28 West 46th St.
New York, N. Y.

Mastersound & Leimil Record Co.
26515 S. Lucien Ave.
Los Angeles, Calif.

Maste Enterprises
4064 Hollywood Blvd.
Hollywood, Calif.

Mead Records
620 Fifth Ave.
New York, N. Y.

Mambo Records
1450 North Fair Oaks
Pasadena 3, Calif.

Manhattan Records
1650 Broadway
New York, N. Y.

Manfull Records
1650 Broadway
Room 312
New York 17, N. Y.

Mama Records
630 Fifth Ave.
New York, N. Y.

Manis Records
1450 North Fair Oaks
Pasadena 3, Calif.

Manifold Records
1650 Broadway
Room 312
New York 17, N. Y.

Maple Records
P.O. Box 297
Maple Shade, N. J.

Marc-O-Matic Records
14 Spiess St.
Buffalo 11, N. Y.

Marco Records
5055 Haltom Ave.
Hollywood, Calif.

Mardi Gras Record Co.
424 West 49th St.
New York 19, N. Y.

Marlin Records
1342 Gardener Dr.
Wichita, Kan.

Mark B
1300 W. Garvey
Monterey Park, Calif.

Mark Records
1619 Broadway
New York, N. Y.

Merce Records
35 East Wacker Dr.
Chicago, Ill.

Merritt Records
618 South Western Ave.
Los Angeles 5, Calif.

Merry Christmas Cards
C/O Al Katz
10115 Palm Ave.
Los Angeles 46, Calif.

Merry Go Record Records
4430 Santa Monica Blvd.
Los Angeles 29, Calif.

Mortone Recording Co.
800 North Sixth Ave.
Pensacola, Fla.

Motee Records
1794 Chelsea Ave.
Memphis, Tenn.

Motee Recording Co.
C/O Vancel Enterprises
Hotel Sheridan Plaza
Chicago 40, Ill.

Metre Records
C/O M-G-M
1540 Broadway
New York, N. Y.

Metropolitan Records
Box 750
Winona Lake, Ind.

Metropolitan Records
1486 Whipple Wall
Camden, N. J.

Metromate Records
1540 Broadway
New York, N. Y.

Mesco Records
C/O M-M
156 Broadway
New York, N. Y.

Mico Sound Specialty
482 Washington Ave.
Albany, N. Y.

Middle Tone Records
2503 26 Ave.
Los Angeles 18, Calif.

Midland Music
511 North College
Bloomington, Ind.

Midwestern Recording Studios, Inc.
3140 The Paseo
Kansas City, Mo.

Mike Records
C/O Mark Record Co.
Spring Lake, N. C.

Mike Recording Co.
403 N. 4th St.
Harrison, N. J.

Miller Record Dist.
527 Ams Ave.
New York, N. Y.

Miller International Co.
P.O. Box 69
Swarthmore, Pa.
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<th>Mills Records</th>
<th>C/o Mills Music, Inc. 1619 Broadway New York, N. Y.</th>
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<td>Mira Records 31 W. Fifth St. New York, N. Y.</td>
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<td>Miranda Records 105 York Lexington, Ky.</td>
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<td>Milsen Records 1706 Fresno Ave. McAllen, Tex.</td>
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<td>Miller &quot;Human&quot; Enterprises P. O. Box 27629 Hollywood 27, Calif.</td>
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<td>M &amp; J Records P. O. Box 238 Cincinnati 15, O.</td>
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<td>M &amp; M Records 140 South Mountain View Los Angeles 57, Calif.</td>
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<td>Mobile Fidelity Records 915 Hollywood Way Burbank, Calif.</td>
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<td>Modern Records 9517 West Washington Blvd. Culver City, Calif.</td>
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<td>Modernage Record Corp. 2233 7th Ave. New York, N. Y.</td>
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<td>Mohawk Records C/o Coast Records 2554 W. Placo Blvd. Los Angeles, Calif.</td>
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<td>Moko Records C/o PPG Music 565 Fifth Ave. New York, N. Y.</td>
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<td>Monana Records 631 Marada St. West Covina, Calif.</td>
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<td>Money Record Sales 5610 S. Cromwell Blvd. Los Angeles 16, Calif.</td>
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<td>Monitor Recordings, Inc. 463 W. 49th St. New York, N. Y.</td>
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<td>Monograph Records, Inc. 1650 Broadway New York, N. Y.</td>
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<td>Montel Records Co., Inc. 39990 Florida St. Baton Rouge, La.</td>
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<td>Montilla Records 131 East 23rd St. New York, N. Y.</td>
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<td>Monument Record Corp. 6250 3d St., N.W. Washington 11, D. C.</td>
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<td>Moon Records 3333 Scenic Highway Melbourne, Fla.</td>
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<td>Moonview Records P. O. Box 254 217 W. 10th St. New York, N. Y.</td>
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<td>Mos-Pacfic Records 3126A Eastern Ave. St. Clair 6, Mesa, Ariz.</td>
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<td>MPI Records P. O. Box 565 Columbus, Ohio</td>
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<td>Magic Records Woodstown, N. J.</td>
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<td>Morgan Records 185 W. 46th St. New York, N. Y.</td>
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<td>M.P.P.C. Records Motatl Picture Productions Corp. Woodstock, N. J.</td>
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<td>Marconc Records Inc. 1700 W. Vernon Los Angeles, Calif.</td>
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<td>Morris Record 1025 First Ave. West Seattle 99, Wash.</td>
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<td>M-S-S Records 113 W. 42nd St. New York, N. Y.</td>
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<td>Maritl Records 801 N. Lirao Ave. Los Angeles 30, Calif.</td>
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<td>Mariscraft Records 17 Park Place New Britain, Conn.</td>
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<td>MBC Records 1527 Sixth St., W. Portsmouth, O.</td>
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| Municipal Records C/o Art Records, Inc. 1224 Northwest 119th St. Miami 30, Fla. |
| Mon-Rab Recording Co. 6316 Delamore Hollywood 28, Calif. |
| Moscow Records P. O. Box 195 Shevapesh, La. |
| Frank Morgan Songs 134 W. 207th St. New York 23, N. Y. |
| Music Arts, Inc. 8238 Georgia Ave. Silver Spring, Md. |
| Music Associates, Inc. 1450 Broadway New York 10, N. Y. |
| Music City, Inc. 1501 Vine St. Hollywood 26, Calif. |
| Music City Records, Inc. 1815 Alcator Jersey, Calif. |
| Music Counselors, Inc. 3703 North 7th St. Phoenix, Ariz. |
| Music Hall Records, Inc. 1483 2nd Street, W. San Francisco 2, Calif. |
| Music-Mart Carnegie Hall New York 19, N. Y. |
| National Recording Corp. 1224 Fairwood Circle N. E. Atlanta 19, Ga. |
| MAM Classic Editions, Inc. 719 10th Ave. New York, N. Y. |
| Music Therapy Records 415 Marine St. Santa Monica, Calif. |
| Musical Sound Book Records P. O. Box 444 Scarsdale N. Y. |
| Musi-cals, Inc. 4560 Hill Ave. Toledo, O. |
| Mussorgia Records C/o F. Rittenmer 23-35 81st St. Apt. 3-G Jackson Heights 72, L. I., N. Y. |
| Music of Tomorrow Records Box 71 Carrollton, Ala. |
| Musicof Tomorrow Records 243 S. Summit St. Indianapolis 1, Ind. |
| Music of Tomorrow Records 1126 Fletcher Ave. Indianapolis 5, Ind. |
| Music of Tomorrow Records 177 3d Ave. N. Nashville, Tenn. |
| Murray Nash Associates Inc. Box 1224 Nashville 2, Tenn. |
| Musicof Tomorrow Records 177 Third Ave., N. Nashville 23, Tenn. |
| Musicof Tomorrow Records 177 Third Ave., N. Nashville 23, Tenn. |
| National Recording Corp. 1224 Fairwood Circle N. E. Atlanta 19, Ga. |
| Music of Tomorrow Records Co., Inc. 1731 Westwood Ave., N. Y. N. Y. |
| National Recording Corp. 1224 Fairwood Circle N. E. Atlanta 19, Ga. |
| Music of Tomorrow Records Co. 177 Third Ave., N. Nashville 23, Tenn. |
| Music of Tomorrow Records Co. 177 Third Ave., N. Nashville 23, Tenn. |
| National Recording Corp. 1224 Fairwood Circle N. E. Atlanta 19, Ga. |
| Music of Tomorrow Records Co. 177 Third Ave., N. Nashville 23, Tenn. |
| National Recording Corp. 1224 Fairwood Circle N. E. Atlanta 19, Ga. |
| Music of Tomorrow Records Co. 177 Third Ave., N. Nashville 23, Tenn. |
| National Recording Corp. 1224 Fairwood Circle N. E. Atlanta 19, Ga. |
| Music of Tomorrow Records Co. 177 Third Ave., N. Nashville 23, Tenn. |

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Santa Barbara, Calif.

Ribbon Records, Inc.
1510 Broadway
New York, N. Y.

Ric Records, Inc.
6301 3 Baronne St.
New Orleans 12, La.

The Richcraft Label, Inc.
2314 63d St.
Brooklyn 4, N. Y.

Richmond Records
C/o London Records, Inc.
140 W. 22d St.
New York, N. Y.

Richmond Telephonon Records
539 W. 25th St.
New York, N. Y.

Ridge Chamber Records
P. O. Box 517
Le Grange, Ga.

Ridgecrest Records
P. O. Box 517
Le Grange, Ga.

Ridgemarq Record Co.
6087 Sunset Blvd.
Hollywood 28, Calif.

Rig Records
111 Ridge Rd. W.
Rochester, N. Y.

Rite Records
B & B Productions
P. O. Box 903
Perth Amboy, N. J.

Ritz Record Reproductions
415 Brighten Beach Ave.
Brooklyn 35, N. Y.

RiverRide Records
225 W. 46th St.
New York, N. Y.

RMP Records
1235 Broadway
Brooklyn, N. Y.

Robin Hood Records
383 Concord Ave.
New York, N. Y.

Robin Records
Rm. 316
1016 Baltimore Ave.
Kansas City 5, Mo.

Robin Records
211 Woodhaven Rd.
Penn Square Village
Hartstown, Pa.

Robinet Records
158 Portland
Box 86 NPA
Boston 14, Mass.

Royal Records, Inc.
659 10th Ave.
New York 36, N. Y.

Royal Records
C/o Sporten of Canada, Ltd.
P. O. Box 5035

Royalty Recording Co.
802 Linn St.
Auburn, Ten.

RPM Records
9121 W. Washington Blvd.
Culver City, Calif.

RSL Artist Bureau & Recording Studios, Inc.
6200 W. Cermak Rd.
Cicero, Ill.

R-Star Prod.
1429 Valley Heart Dr.
Burbank, Calif.

Ruby Records
269 15th Ave.
Newark, N. J.

Rubytone Records
C/o Four Star Salon Co.
P. O. Box 2067-D
Pasadena, Calif.

Rural Rhythm Records
P. O. Box 321
Arcadia, Calif.

Hannah Russel
6300 Orion Ave.
Van Nuys, Calif.

Russell Records
2480 Thompson Blvd.
P. O. Box 338
Ventura, Calif.

"S" Label
1002 Quarry Dr.
Cleveland Heights, O.

S & G Records Corp.
2103 Penn Ave., N. W.
Washington 7, D. C.

S & S Records Co.
874 Broadway
New York, N. Y.

Selma Records
5016 Carlton Way
Hollywood 28, Calif.

Sacred Records
550 W. Lambert Rd.
Whittier, Calif.

Sacred Records, Inc.
5574 E. Washington Blvd.
Los Angeles 22, Calif.

Sage Records
2016 N. Berwick Ave.
Indianapolis 21, Ind.

Sage & Sand Records
56536 Hollywood Blvd.
Hollywood 28, Calif.

Samson Records
Parish Bank Bldg.
Mamone, Ill.

San Francisco Record Corp.
217 Kearney
San Francisco 8, Calif.

Sam Record Co.
Bon Aire, Tenn.

Sandby Record Co.
P. O. Box 248
Mobile, Ala.

Sapphire Records
1528 Calumet Blvd.
Hollywood 28, Calif.

Sapphire Record Co.
533 Canal St.
New Orleans, La.

Sarg Records
311 E. Davis St.
Luling, Tex.

Sarmento Records
311 E. Davis St.
Luling, Tex.

Satellite Records
11 Inverness Dr.
San Francisco, Calif.

Saure Records
58 Market St.
Newark, N. J.

Sawtelle Music Corp.
1697 Broadway
New York, N. Y.

Saxophone Music Corp.
1697 Broadway
New York, N. Y.

Franz Schubert Music Publishers
425 W. Broadway
Fort Worth, Tex.

Seage Recordings
C/o Sound Makers Recording Studio
3522 Longwood Rd.
Jacksonville 7, Fla.

Seape Recordings
125th E. 120th St.
Salt Lake City 5, Utah

Score Records
5532 W. Pico Blvd
Los Angeles, Calif.

Scott-Testor Music Pub.
C. Inc.
127 E. 47th St.
New York, N. Y.

Seattle Records
P. O. Box 9487
Atlanta 19, Ga.

Security Records
1706 E. Ninth St.
Mt. Pleasant, Tex.

Seeco Records
39 W. 60th St.
New York, N. Y.

Serenade Recording Corp.
25 Peoria St.
Johnston 9, Ia.
A NEW LABEL NEW ARTISTS
K-100 "WELL I TRIED" b/w "THAT'S ALL I WANT"
by MELVIN JOHNSON
K-105 "RUBBER LIPS" b/w "A SWEETHEART'S TENDER EYES"
by the ORIG. CASHMEREES

KENYA RECORDS ENTERPRISE
42 West 94th St., Suite 1B, N.Y. 25, N.Y.
Robert D. Young, Pres.
A Complete Service

- From original concept to completed record and packaging - vinyl - cardboard - plastic.
- Complete facilities - studio - art - photography - recording - pressing - packaging.
- Years of experience to give you professional-quality results.
- Write for complete brochure and samples.

record promotions, inc.
130 West 42nd St., New York 36, N.Y.
PE 6-0936
If your company is not listed...

...in any of the directories in this Record Industry Source Book, please accept our apologies. The lists were compiled from The Billboard's own detailed records, supplemented by names provided by leading industry sources, and further supplemented by three industry-wide mailings. Every company secured thru any of these broad efforts has been included. If your company is not listed—or if the listing is incorrect or incomplete—please be sure to send us the information promptly. In this way, you can be sure that The Billboard will include your company's services in answering the many thousands of inquiries that come in during the year. It will also insure a directory listing for your company in next year's edition of The Billboard Record Industry Source Book & Directory. The coupon is here for your convenience.

Editor
The Billboard Record Industry Source Book
1564 Broadway
New York 36, N. Y.

I wish to provide the following information about my company so that you may use it in answering inquiries and as a basis for inclusion in next year's Billboard Source Book:

Company Name:

Type of Business or Record Service(s) Offered:

Address:

City:_ Zone:_ State:_

My Name & Title:

☐ My company was omitted from your 1960 Source Book.
☐ My company's listing was incomplete.
☐ My company's listing was incorrect.

SPECIAL NOTE: Please advise us of the specific directory, or directories, in which you feel your company should be listed—and check such directories in this edition to be sure you are furnishing complete information. If there is not enough room on the coupon for all of the information, kindly list such data on a separate sheet and return it together with the completed coupon. Thank you.
GOTHAM'S NEW $100,000 "DREAM STUDIO" NOW AVAILABLE TO RECORD COMPANIES.

It features a custom stereo console, three-track stereo recording, with Sel-sync and a complete complement of facilities:

- Neuman Stereo Lathe
- Editing Rooms
- Mastering Rooms
- Multiple Tape Copies
- Electronic Speed Change
- All Electronic Effects
- All Standard Musical Instruments

Gotham Recording Corporation
2 West 46th Street, New York 36, New York—JU 6-5577

Herbert M. Moss, President—Leonard Lawson, Vice President in Charge of Sales
Studio Facilities for

RECORDING, EDITING, MIXING & MASTERING

Listings highlighted within benday areas (gray) are those of companies carrying advertisements in this edition. The advertisements carry additional information about the services listed here. For the convenience of readers, an alphabetical listing of these advertisements, with page references, is carried in the Advertisers' Index on the page facing the inside book cover.

A & R Recording, Inc. 113 W. 48th St. New York, N. Y.
Abbey Rec. Mfg. Co. 1 Central Ave. E. Newark, N. J.
Adolph Sound Studios 1630 Broadway New York, N. Y.
Allegro Sound Studios, Inc. 1630 Broadway New York, N. Y.
Aztec Rec. Studios 1625 Broadway New York, N. Y.
Audio-Video Rec. Co., Inc. 730 5th Ave. New York, N. Y.
Baltam Music Co. 6017 Carmack Berkeley, Ill.
Bell Sound Studios 237 W. 54th St. New York, N. Y.
Bollock Music Corp. 212-02 41st Ave. Bayside, N. Y.
Bolton Recording Corp. 6 W. 31st St. New York, N. Y.
Boulevard Recording Studios 632 N. Dearborn Chicago, Ill.
Cabot Music Corp. 116 Central Parkway S. New York, N. Y.
Cambridge Rec. Studios 1401 Broadway New York, N. Y.
Capital Records, Inc. 151 W. 46th St. New York, N. Y.
Chess Recording Studio 2120 S. Michigan Chicago, Ill.
Coastal Rec. Co., Inc. 136 W. 52nd St. New York, N. Y.
Columbia Recording 630 N. McHugh Chicago, Ill.
Columbia Records 2007 Seventh Ave. New York, N. Y.
Cook & Associates Recorders 3005 W. Slawson Ave. Los Angeles, Calif.
Crest Records, Inc. Broadway Huntington Station, L. I.
Crown Records, Inc. 410 W. 49th St. New York, N. Y.
Cos Recordings 117 W. 46th St. New York, N. Y.
Decca Records 5505 Melrose Hollywood, Calif.
Decca Records 705 W. 70th St. New York, N. Y.
Decca Rec. Corp. 236 W. 55th St. New York, N. Y.
Electronics Recording Studios 3905 W. Slawson Los Angeles, Calif.
Fidelity Recording Studios 5546 Melrose Los Angeles, Calif.
Fine Sound, Inc. 711 Fifth Ave. New York, N. Y.
Garrison Recording Studios 6232 Santa Monica Blvd. Hollywood, Calif.
Gold Star Recording Studios 1334 N. Vina Hollywood, Calif.
Gotham Rec. Corp. 2 W. 46th St. New York, N. Y.
Hall Recording 307 S. Wabash Chicago, Ill.
Herzog Rec. Corp. 1120 Pine Ave. Long Beach, Calif.

MASTERTONE RECORDING STUDIOS INC.
130 West 42 Street • New York 36, N. Y. • Wisconsin 7-2940

FOR THE CLIENT THAT DEMANDS AND RECEIVES THE FINEST IN QUALITY & SERVICE
COMPLETE FACILITIES FOR:
STUDIO RECORDING • MASTERING • MIXING
DESIGNED SPECIFICALLY FOR STEREO RECORDINGS
COMPATIBLE STEREO DISC CUTTING
EMPLOYING THE WESTREX SYSTEM, AND THE EXCLUSIVE
DYNAMIC "SONIC SENTINEL"
SERVICING MANY OUTSTANDING RECORD COMPANIES
WRITE FOR BROCHURE AND SAMPLE STEREO RECORD

UNIVERSAL RECORDERS
Of California, Inc.

The measuring stick of Quality and Fidelity for 20 years.

• 4 Studios completely equipped for Commercial recording and Mastering.
• Competitive prices on Quality Vinylite Pressings.
• School orders for choral groups and music directors.
• Complete composite recording and dubbing of multiple sound tracks for 16mm. films, with reversible interlock system.
• Optical Transfers
• Extensive sound effects and MUSIC LIBRARIES.
• SLIDEFILM PROCESSING OUR SPECIALTY

Universal pioneered the Electronic Signal Inserter. Now universally accepted as the best method.
• Our facilities and personnel are cleared for classified Government work, and are used extensively by Aircraft, Missile and Electronic industries.
• Nationally recognized Announcers - Narrators and actors available through Universal.
• Our Fast Service combined with JET DELIVERY makes possible quick delivery anywhere.
• IT COSTS LESS WHEN YOU WORK WITH OUR SKILLED EXPERIENCED ENGINEERS

Address:
6757 Hollywood Boulevard Hollywood, California Phone: HOLlywood 9-8282
IN CHICAGO

SIMPLIFY YOUR JOB
GET OUTSTANDING RESULTS!

CALL ON
UNIVERSAL
RECORDING CORPORATION

COMPLETE, HIGH-EXCELLENCE
SOUND RECORDING with a creative flair!

World's largest, most modern and versatile recording service. Whatever the sound, from the tick of a watch to a full symphony orchestra finale, Universal can capture it—or create it.

Sound for film, radio, TV, albums and other uses—Universal records it for companies of every type and size. 95% of the advertising agencies in Chicago alone, over 100 phonograph record companies with some 1000 labels, are among those Universal serves.

You can expect a personal service. Counseling and direction is provided to any extent desired. And no job is too small. Large, up-to-date studios, newest-type equipment, unequalled technical skills assure you fast, efficient service. Yet, it costs no more to have Universal make your project "sound better"

URC RECORDING RATE GUIDE on request. Just write or phone for your copy. This handy booklet can help in your cost planning.

QUICK-FACTS ON UNIVERSAL SERVICE:

- Studio and location recording
- All types 35 mm and 16 mm magnetic
- Synchronous recording
- Slide film recording
- High-speed tape duplicating
- Stereophonic sound 2 and 3 track
- Complete music libraries available
- Ampex recording equipment
- "Preview Theater" for complete screening
- Direct handling and shipment anywhere
- Complete motion picture and TV recording
- Complete scoring, 35 mm and 16 mm
- Studio dubbing
- Magnetic location recording, 35 mm or 1/4" Sync. equipment
- Screening: 16 mm or 35 mm
- Composites, 16 mm or 35 mm
- Multiple tracks
- Narration
- Recording lip sync to picture

UNIVERSAL MAKES IT SOUND BETTER!
<table>
<thead>
<tr>
<th>Studio Name</th>
<th>Address</th>
<th>City, State</th>
</tr>
</thead>
<tbody>
<tr>
<td>Hollywood Recording Gold</td>
<td>166 W. La Brea</td>
<td>Los Angeles, Calif.</td>
</tr>
<tr>
<td>Jay Jay Recording</td>
<td>2452 S. Kedzie</td>
<td>Chicago, IL</td>
</tr>
<tr>
<td>Metropolitan New York</td>
<td>45 W. 46th St.</td>
<td>New York, N.Y.</td>
</tr>
<tr>
<td>RCA Victor Rec. Studios</td>
<td>445 N. Lake Shore Dr. Chicago 11, Ill.</td>
<td></td>
</tr>
<tr>
<td>RCA Victor Custom-Record Sales</td>
<td>165 E. 24th St.</td>
<td>New York, N.Y.</td>
</tr>
<tr>
<td>RCA Victor Rec. Studios</td>
<td>36th Ave., 11th St. Webster Hall</td>
<td>New York, N.Y.</td>
</tr>
<tr>
<td>RCA Victor Rec. Studios</td>
<td>1525 McCovey St.</td>
<td>Nashville, Tenn.</td>
</tr>
<tr>
<td>Recordings, Inc.</td>
<td>1120 W. Cold Spring Lane Baltimore 12, Md.</td>
<td></td>
</tr>
<tr>
<td>Recording Studios, Inc. Capital Theatre Bldg. 1639 Broadway    New York, N.Y.</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Reaves Sound Studios, Inc.</td>
<td>304 E. 46th St.</td>
<td>New York, N.Y.</td>
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<tr>
<td>Regent Sound Studios</td>
<td>25 W. 55th St.</td>
<td>New York, N.Y.</td>
</tr>
<tr>
<td>Rizzi's Recording Productions, Inc.</td>
<td>3930 Spring Grove Ave. Cincinnati 23, O.</td>
<td></td>
</tr>
<tr>
<td>Sanders Rec. Studios, Inc.</td>
<td>167 W. 48th St.</td>
<td>New York, N.Y.</td>
</tr>
<tr>
<td>Shelley Products</td>
<td>220 Broadway Huntington Station, L. 1., N.Y.</td>
<td></td>
</tr>
<tr>
<td>Sound Rec., Inc.</td>
<td>550 5th Ave.</td>
<td>New York, N.Y.</td>
</tr>
<tr>
<td>Ter-Mar Recording Studios</td>
<td>2120 S. Michigan</td>
<td>Chicago 16, Ill.</td>
</tr>
<tr>
<td>Texas Sound Studios</td>
<td>500 N. Hildebrand Ave. San Antonio 12, Tex.</td>
<td></td>
</tr>
<tr>
<td>Titan Corp.</td>
<td>1600 Broadway</td>
<td>New York, N.Y.</td>
</tr>
<tr>
<td>United Rec. Labs, Inc.</td>
<td>681 Fifth Ave.</td>
<td>New York, N.Y.</td>
</tr>
<tr>
<td>Universal Recording</td>
<td>46 E. Walton</td>
<td>Chicago, Ill.</td>
</tr>
<tr>
<td>Vita-Sonic Sound Studios, Inc.</td>
<td>750 8th Ave.</td>
<td>New York, N.Y.</td>
</tr>
</tbody>
</table>

**PROGRESS IS HERE TO STAY AT BELL SOUND STUDIOS, INC.**

22 years of experience in Studio or In-the-Field Recording stereo and/or monaural Expert Editing and Mastering from your tapes.

Our Own Master Plating Plant Top Quality—Our Aim

JEFF SMITH'S Texas Sound Studios

506 WEST HILDEBRAND AVENUE
Pershing 3-1721
SAN ANTONIO 12, TEXAS

**A Direct Line between YOU and every other branch of the industry**

THE COMMUNICATIONS CENTER OF THE MUSIC INDUSTRY
New York - Washington - Cincinnati - Chicago - St. Louis - Hollywood
are you caught in a tight record market?
sales sagging?...discounts dragging your profits down?

bel canto STEREO TAPE
IS THE ANSWER TO YOUR SELLING PROBLEMS!

Electronic supply dealers, photographic
supply retailers and radio parts
houses are already doing a bang-up, big
profit selling job with tape albums... ISN'T IT ABOUT
TIME YOUR RECORD RETAILERS GOT ON THE BANDWAGON?

LOOK AT JUST A FEW OF THE TOP NAME
RECORDING ARTISTS FEATURED
EXCLUSIVELY ON BEL CANTO TAPES:

Louis Armstrong • Lawrence Welk
Pat Boone • Larry Fonkine
Martin Denny • Jack Smith
Danny Kaye • Billy Vaughn
Julie London • 101 Strings
Louis & Keely • London Philharmonic

All record releases of Dot, Liberty and Stereo Fidelity
and many others are taped exclusively by Bel Canto!
Bel Canto tapes are available in 2 track,
4 track and cartridges

F R E E !
You receive a beautiful, full-color,
floor display browser box with every
purchase of 20 new Bel Canto tape re-
leases! It's a great way to show-off
these fabulous tape albums... and
create eye-catching, point-of-purchase
excitement!

For more information,
write...wire...or call

BEL CANTO STEREOPHONIC RECORDINGS
A subsidiary of Thompson Ramo Wooldridge, Inc.
1977-1985 McAllister Ave. • Columbus 5, Ohio

The future of home entertainment is magnetic tape.
Leading Manufacturers of

- RAW TAPE

Used at Recording Sessions

- TAPE DUPLICATION SERVICES

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MANUFACTURERS OF RAW TAPE

American Magnetic Tape Co.
Los Angeles, Calif.

Du Pont Mylar Polyester Film
E. I. du Pont de Nemours & Co.
Wilmington 98, Del.

Erfle Corp.
Route 38, Airport Circle
Pemberton, N. J.

Ferrodynamics Corp.
Route 17 and Gregg St.
Lodi, N. J.

Fidelfilm
6415 N. Ravenswood
Chicago, Ill.

Galaxy Recording Tape
6/e Sarasota Tower
Hillsdale Dr.
Bloomington, Ind.

Irish Recording Tape
Our Industries
Division of Ampex
Optima, Ala.

Kamak Co.
128 E. 4th St.
New York, N. Y.

Minnesota Mining & Mfg. Co.
Magnetic Products Div.
900 Bush Ave.
St. Paul 6, Minn.

Olson Radio Warehouse
260 S. Forge St.
Akron, O.

Police Accessory Div.
Toga and "C" Sts.

RCA Sound Tape
415 S. Fifth Ave.
Harrison, N. J.

RCA Victor
30th St.
Indianapolis, Ind.

Rexco
55-33 Barnett Ave.
Long Island City, N. Y.

Reeve Soundcraft
Stamford, Conn.

St. Cecilia Co., Ltd.
Box 85, Westwood, N. J.

Soundcraft Tape
Reeve Soundcraft Corp.
Great Pasture Rd.
Danbury, Conn.

Technical Tape Corp.
240 North Ave.
New Rochelle, N. Y.

Trilon Magnetic Recording Tape
Trilon Tape Co.
Woodside, N. Y.

TAPE DUPLICATION SERVICES

Bel Costa Tapes
1977 McCubbin St.
Columbus, O.

Magnetic Tape Duplicating
2700 Santa Monica Blvd.
Hollywood, Calif.

Mass Recording Studios
1900-1910 Calif. St.
Omaha, Neb.

Masterstapes Music, Inc.
709 Railroad
West Des Moines, la.

Minnesota Mining and Manufacturing
900 Bush Ave.
St. Paul 6, Minn.

Universal Recording Corp.
40 E. Walton
Chicago, Ill.

United Stereo Tapes
Sunnyvale, Calif.

A Special Message to
Record-Phono Dealers

Speaking of Directories...
make it a special point
to get, read and use the
NEW 1960 PHONOGRAPH DIRECTORY
to be published in
The Billboard
dated
September 12, 1960

You'll find it right up to the
minute with a 1,001 im-
portant facts to help you buy
—and sell—the best and most
profitable phonograph lines for
your particular store location.

You can be sure to get your
copy, if you subscribe to The
Billboard now. Use the sub-
scription order forms else-
where in this issue.
FINEBILT Phonograph Record Presses are now built with a pressure of up to 160 tons. Precision-built for the manufacture of the finest LP and stereophonic records. Low maintenance—fast—efficient—built for 20 years of top service.

More than 60 United States plants use Finebilt . . .
More than 90 foreign plants use Finebilt.

FINEBILT Record Molds are precision-built with tolerances held to plus or minus .001". Manufactured in all sizes and types.

FINEBILT Record Compounds are manufactured in all qualities from semi-rigids to stereo vinyl.

FINEBILT manufactures the most modern Matrix Equipment using the latest nickel sulfamate process . . . Efficient—Fast—Economical.
8, 10 and 20-position completely assembled plating units.

WRITE FOR CATALOG AND PRICE SHEET

FINEBILT MANUFACTURING CO. 2846 West Pico Blvd., Los Angeles 6, Calif. Ph.: Republic 1-2318
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- **MACHINE SHOPS**
  manufacturing record presses and pressing equipment

- **PROCESSING PLANTS**
  making masters, mothers, stampers & other pressing parts

- **MATERIALS MILLING PLANTS**
  processing vinyl and supplying "biscuits"

---

**MACHINE SHOPS**

- Adena & Associates
  1042 N. Orange Grove
  Hollywood, Calif.

- Backstrand-Hoffman Machine & Tool
  4126 E. Anaheim
  Long Beach, Calif.

- Coast Export Co.
  2846 W. Pico Blvd.
  Los Angeles, Calif.

- Deltan Recording Products Co.
  8837 W. Washington Blvd.
  Culver City, Calif.

- Flashbelt Mfg. Co.
  2846 W. Pico
  Los Angeles, Calif.

- Garden City Mfg.
  Garden City, L. I.

- Garden State Hydraulics
  Corp.
  187 Matt Dr.
  North Plainfield, N. J.

---

**PROCESSING PLANTS**

- A.F.M. Engineering Corp.
  4208 Santa Monica Blvd.
  Hollywood, Calif.

- Audie Plating Co.
  1027 W. Sycamore
  Hollywood, Calif.

---

**IN PENNSYLVANIA DUTCH AS IN ENGLISH**

**WE HAVE GOOD COMPOUNDS**

**INSIST UPON INTERNATIONALLY KNOWN**

**NEFOLAC®**

A PRODUCT OF

J. W. NEFF LABORATORIES, INC.

STOCKERTOWN, PA., U. S. A.

---

**THE BILLBOARD APRIL 25, 1969**
Independent Record Companies
Hail This New Achievement
by Research Craft

Dear Mr. Label Owner:

As an independent producer of records, you are naturally interested in the tone quality of every disc bearing your label.

Consistently high quality is a plus value you get with every pressing produced by Research Craft, utilizing the newly developed stereo record compound containing ... Formula XSL 301.

Formula XSL 301 is an entirely new group of chemical additives developed and perfected by Research Craft Laboratories to guarantee you ...

* PRESSINGS THAT ARE TRULY ANTI-STATIC
* PRESSINGS WITH A SELF-REPLENISHING GROOVE LUBRICANT
* PRESSINGS WITH INCREASED IMPACT RESISTANCE
* PRESSINGS IN TRANSPARENT COLORS .... TOO

The self-lubricated, high impact-resistant surface induces the needle to follow the most delicate engravings to capture the music as it was originally recorded and without the accompaniment of groove friction, static and the distortion caused by "give" in the plastic.

Formula XSL 301 additive is available only in Research Craft pressings. Formula XSL 301 promises to become as generally accepted as another Research Craft creation now standard in the industry ... the rim type record with the recessed groove area.

In the last few months, pressing plants from coast to coast have been madly out-shouting one another with claims of top quality, its low price, unexcelled service, with nothing but their usual product to back it up.

We've been too busy in research, developing a better product to take part in the clamor. Now we have it, we pass it on to you in low key.

If you are interested in improving your product, drop us a line. Let's talk it over. The "hand made" quality of Research Craft pressings is well known to the industry.

Very truly yours,

A.E. Ellsworth
Research Craft Corp.
MODERN PRESSING PLANTS ARE EQUIPPED WITH THE 8-V PREPLASTICIZER

BISCUITS ARE EXPENSIVE!
USE YOUR SCRAP!
_ELIMINATE Blisters!
IMPROVE QUALITY!
EXTEND STAMPER LIFE!
REDUCE PRESS CYCLES!

UNIFORMLY HEAT YOUR COMPOUND ACCURATELY AND ECONOMICALLY.

GARDEN STATE HYDRAULICS CORP.
189 Mali Drive N. Plainfield, N. J.

SOUTHERN PLASTICS
512 FRANKLIN ST.
NASHVILLE, TENN.

Custom Record Pressing Supplying the South

ALpine 6-3372 ALpine 5-6196

LIMITED number of copies of this edition of The Billboard containing this Record Industry Source Book & Director will be offered on a first-come first-served basis as long as the supply lasts.

USE THE COUPON TO PLACE YOUR ORDER

Circulation Director
The Billboard
2160 Patterson Street
Cincinnati 22, Ohio

Please enter my order for __________ copies of the April 25 issue featuring the RECORD INDUSTRY SOURCE BOOK at 50¢ per copy. Total payment in the amount of $_________ is enclosed. Send, postage prepaid, to:

Company
My Name
Title or Occupation
Address
City Zone State

RECORD INDUSTRY SOURCE BOOK & DIRECTORY
to us...

to bid on your next Custom Record Pressing job.

We offer you the dependability and craftsmanship of the name "Columbia," plus the resourcefulness of our three plants—Bridgeport, Terre Haute and Los Angeles. Your shipments made from one or all, at your discretion.

Speed? The advantage of having our own plating and printing facilities at your service means economy, reliability and speed...and speeds.

45 or 33...monaural or stereo...7-inch or 12...even 7-inch stereo...at 33⅓! You name it, we'll press it.

R.S.V.P. Columbia Transcriptions

799 Seventh Avenue New York City Circle 5-7300

630 North McClurg Court Chicago, Illinois Whitehall 4-5000

8723 Alden Drive Los Angeles, California OLYmpia 2-8020

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## RECORD PLATING PLANTS

### RECORD PRESSING PLANTS

<table>
<thead>
<tr>
<th>Company Name</th>
<th>Address</th>
</tr>
</thead>
<tbody>
<tr>
<td>Ultra Electroforming Co.</td>
<td>110 Cedar Ave., Pitman, N. J.</td>
</tr>
<tr>
<td>Romeo Record Corp.</td>
<td>334th St., Brooklyn, N. Y.</td>
</tr>
<tr>
<td>Shelley Products</td>
<td>220 Broadway, Huntington Station, L. I.</td>
</tr>
<tr>
<td>Dulcey Tone Corp.</td>
<td>12-14 Broadway, Long Island City, N. Y.</td>
</tr>
<tr>
<td>Long Wear Stamping Corp.</td>
<td>36-41 36th St., Long Island City 6, N. Y.</td>
</tr>
<tr>
<td>Audio-Mattler</td>
<td>915 Westchester Ave., New York, N. Y.</td>
</tr>
<tr>
<td>Masterscraft Record Plating, Inc.</td>
<td>619 West 54th St., New York 19, N. Y.</td>
</tr>
<tr>
<td>Allentown Record Co., Inc.</td>
<td>110 &amp; Walnut Sts., Allentown, Pa.</td>
</tr>
</tbody>
</table>

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### RECORD PRESSING PLANTS

<table>
<thead>
<tr>
<th>Company Name</th>
<th>Address</th>
</tr>
</thead>
<tbody>
<tr>
<td>Allied Records Mfg. Co.</td>
<td>233 Main St., Belleville, N. J.</td>
</tr>
<tr>
<td>MCA Rec.</td>
<td>120 Arlington Ave., Bloomfield, N. J.</td>
</tr>
<tr>
<td>Abbey Records</td>
<td>1 Central Ave., E. Newark, N. J.</td>
</tr>
<tr>
<td>Dynamic LP Stereo Record Co., Inc.</td>
<td>900 Passaic Ave., East Newark, N. J.</td>
</tr>
<tr>
<td>Columbia Press</td>
<td>1473 Barnum Ave., Bridgeport, Conn.</td>
</tr>
<tr>
<td>Thompson Rec.</td>
<td>Webster, Mass.</td>
</tr>
<tr>
<td>W &amp; G Record Processing Co., Pty., Ltd.</td>
<td>852 Elm St., Manchester, N. H.</td>
</tr>
</tbody>
</table>

continued on page 87

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### WE DELIVER WHAT WE PROMISE
WE DELIVER WHEN WE PROMISE

## BESTWAY PRODUCTS, Inc.

CUSTOM PRESSING AND INJECTION MOLDING

Singles • EP's • LP's

Stereo or Monaural

Mountainside, New Jersey
AOLCOOLNED
ESTABLISHED
INDEPENDENT
PLATING
PLANT IN
NEW YORK

STAMPERS
STRIKE-OFFS

MASTERS
MOTHERS

With the
NEWEST
AND
FINEST
PROCESSES
AND
EQUIPMENT

THE OLDEST
ESTABLISHED
INDEPENDENT
PLATING
PLANT IN
NEW YORK

With the
NEOlSHEST
AND
FINEST
PROCESSES
AND
EQUIPMENT

AUDIO MATRIX
INC.

HIGHEST QUALITY
EXCELLENT SERVICE

915 WESTCHESTER AVENUE
BRONX 59, NEW YORK
LUdlow 9-3500
 3501
 3502

MILTON GELFAND, PRESIDENT
RECORD PLATING PLANTS

James G. Lee Record Processing
9040 Culver Blvd.
Culver City, Calif.

Research Craft Plastics Corp.
1011 N. Fuller
Los Angeles, Calif.

R. M. Record Mfg. Co.
540 N. Folsom
Pasadena, Calif.

Houston Record Co.
Houston, Tex.

Texas Sound Studios
500 W. Hildebrand Ave.
San Antonio, Tex.

Allied Record Mfg. Co.
1041 N. Los Palmas
Hollywood 28, Calif.

Midwest
Chicago, Ill.

Rite Record Mfg. Co.
2030 Spring Grove Ave.
Cincinnati, O.

Shaw Plating Corp.
2604 Glendale Ave.
Cincinnati, O.

South
Recordings, Inc.
1130 E. Cold Spring
Lima

Paint Products
Manchester, Tenn.

MANY THANKS TO ALL THE MANUFACTURERS
WE ARE PRIVILEGED TO SERVE

Custom Pressing of Quality Records

- ALL SIZES
- ALL SPEEDS
- COMPLETE FACILITIES
- UNLIMITED PRODUCTION

Paramount Record Manufacturing Co.

Specialists in Stereo and Monaural Pressings

Congratulations to
The Billboard
on another great
industry service!

1314-24 S. Howard Street, Philadelphia 47, Pa.
HOward 2-9985

WESTERN UNION TELEGRAM

W. P. MARSHALL, PRESIDENT

PA042
P LLC363 NL PD PHILADELPHIA PENN 5
MR LABEL OWNER,
USA

WHY DON'T YOU STOP PRESSING WITH YOUR COMPETITORS AND PRESS WITH AN INDEPENDENT? WE AT DISKMAKERS CAN OFFER YOU SENSATIONAL SERVICE AND PRICE ON BOTH YOUR 45'S AND LP'S. WE HAVE THE LARGEST CAPACITY OF ANY EAST COAST INDEPENDENT IN THE CUSTOM PRESSING BUSINESS. OUR ECONOMY AND EFFICIENCY OF OPERATION PERMITS US TO DELIVER HIGHEST QUALITY AT LOWEST PRICES PLUS GIVE PERSONAL ATTENTION TO EVERY CUSTOMER. LETS KEEP THE INDEPENDENT BUSINESS IN THE INDEPENDENT FAMILY

MORRIS BALLEN DISKMAKERS INC 1626 FEDERAL ST PHILADELPHIA PENN DEWEY 65151.
There are two first names in sound and sales...

Allied Record Manufacturing Co.
Providing a quality product and dependable service at a competitive price. Service in sound that includes:
Transcriptions • Phonograph Records • Pressing Processing • Mastering • Milling • Tape Duplication

Allied Record Distributing Co.
International distribution of independent labels. Service in sales that includes:
Merchandising • Distribution • Counseling on A & R • Administration • Accounting Collections • Inventory Control

1041 North Las Palmas Ave., Hollywood 38
233 Main St., Belleville, N. J.
Teletype LA 845 FAX-4CH • Cable address ALLRECH

LONG WEAR STAMPER CORP.
Finest Record Processing

- Best In Service
- Custom Inspection
- No Order Too Big or Too Small—Personalized
- No Finer Sound In Stereo—Monaural
- Highest In Quality
- Attention Given To All Orders Regardless of Size

Long Wear Stamper Corp.
36-41 36th St. Long Island City 6, N. Y. Phone - EX - 2 - 4718
Got something to sell? Well, then . . .

SOUND OFF!

Here’s an exciting new sales aid for YOU and YOUR COMPANY

A RANK PLASTIC RECORD

It is thin, unbreakable, with high fidelity quality, and it can be produced at a cost of pennies.

It’s a dramatic and economical extension of the printed word.

It can be adapted to your business or professional needs—whatever those needs may be.

It adds a new dimension to any message . . . the spoken word imparts an immediacy that creates a response for your products—your services.

Write for complete range of prices and samples.

RANK AUDIO PLASTICS
25 WEST 56 STREET • NEW YORK 19, N. Y.
TELEPHONE: JUDSON 2-5405
A COMPANY WITHIN THE RANK ORGANIZATION

MGM

MAKES RECORDINGS • MAKES MASTERS • MAKES PRESSINGS
MAKES STEREOS • MAKES SHIPMENTS (AND WAREHOUSES)

with the efficiency, the quality, the technical mastery that has always been associated with the name of MGM!

A DIVISION OF METRO-GOLDWYN-MAYER

For information concerning our custom services, contact Frank Cocchiarale. Director

MGM RECORD MANUFACTURING DIVISION
120 Arlington Ave., Bloomfield, N. J.
Pilgrim 3-5300
Our 15th year in manufacturing phonograph records is 15 years of progress in custom pressings.

We Press All Speeds
45's 33⅛ 16 RPM

Monaural and Stereo

mastercraft
WORLD'S LARGEST INDEPENDENT RECORD PLATING PLANT

THE MOST ➔ modern facilities
consistent service
dedication to quality

COLUMBUS 5-6040

mastercraft record plating, inc. • 619 w. 54th st., n. y. 19, n. y.
FOR CUSTOM VINYL PRESSINGS
AND ALL OTHER TYPES... IT'S

Hodge Record Manufacturing Co.

45 RPM
78 RPM
LP'S
EP'S
STEREO
MONAURAL

Congratulations, Billboard.
This Source Book Is Great!

3208-16 S. 84th Street Philadelphia 42, Pa.
SA 7-4600

EMPIRE RECORD CORPORATION

2060 First Ave. (106-107 Sts.), N. Y. 29, N. Y.
SAcramento 2-9171, 2-9015

Jack L. Caidin
president

Manufacturers of phonograph records for the trade

78-RPM — 45-RPM — 45 RPM EP
7 Inch LP — 10 Inch LP — 12 Inch LP
MONAURAL AND STEREO

Operating 24 hours daily for the past 16 years
All Under One Roof!
RECORDING STUDIO FACILITIES
CUSTOM PRESSING
MASTERING
You'll find our service the finest and our prices the lowest.
And you get overnight service to any place in the South!
NATIONAL RECORDING CORP.
Custom Division
Atlanta 19, Georgia Telephone: CEdor 7-6408

Do you prefer BLACK
100% Pure Vinlylite for pressing your records....

Or would you use COLOR at the SAME PRICE...?

IF YOUR CHOICE IS COLOR....
The following transparent colors are always available...
RED - BLUE - GREEN - GOLD
The price is the same as for BLACK...34¢ per lb. FOB Saugus, California.

Keysor Chemical Company is the leader in the manufacture of pure Vinyl biscuits or pellets for the pressing of high quality LPs and Stereo LPs.
For further information, phone, wire or write to...

IF YOU PREFER BLACK....
* We guarantee that you will have NO NON-FILL (Lost Pressure) problems - even with Stereo records.
* You may press up to 100 12" LPs per hour with our pure Vinyl Black.
* The price is 34¢ per pound, FOB Saugus, California.
* Our Black Vinyl is up to 6 DB more quiet than other record material.

Keysor Chemical Co.
LOS ANGELES TELEPHONE
MADISON 6-0423

P.O. BOX 308 - 26000 BOUQUET CANYON - SAUGUS, CALIF.
OUR SERVICE IS THE FINEST
AND
INCLUDES...
• PRESSING
• MASTERING
• LABELS
• WAREHOUSING
• DROP SHIPPING

Ideally located to serve the Midwest, South and Southwest

Plastic Products
Manufacturers of Plastic Products

1746 Chelsea Ave., Memphis 7, Tennessee. BR 6-7160.

THE RITE WAY IS THE RIGHT WAY

RITE RECORD PRODUCTIONS, INC.

Offers a completed deal of low cost, top quality, fast service, guaranteed record processing and pressing, from a tape to the finished product. Our service includes studio mastering, metal work, stampers, labels as well as record sleeve and album cover design and printing—complete package deals for schools, songwriters, small labels.

SEND FOR COMPLETE PRICE LIST AND FREE SAMPLES

<table>
<thead>
<tr>
<th>Quantity</th>
<th>45 R.P.M.</th>
<th>12&quot; L.P.</th>
<th>Quantity</th>
<th>45 R.P.M.</th>
<th>12&quot; L.P.</th>
</tr>
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<tr>
<td>200</td>
<td>68.00</td>
<td>164.00</td>
<td>1,000</td>
<td>165.00</td>
<td>421.00</td>
</tr>
</tbody>
</table>

Rite Record Productions, Inc.
3930 Spring Grove Ave.
Cincinnati 23, Ohio
PRESSING PROBLEMS?
YOU NEED
ADAMS & ASSOCIATES
RECORD PRESSING
EQUIPMENT

ADAMS EMBOSSED RECORD DIES
MONALCO RECORD PRESSES
And
ACCESSORY EQUIPMENT
ADAMS & ASSOCIATES, INC.
1062 N. Orange Grove Ave.
Hollywood 46, Calif.
OL. 6-6533

FOR THE FINEST . . .
FOR THE FASTEST . . .
FOR THE BEST SERVICE in
the West!

MONARCH
Record Mfg. Co.

Custom Manufacturers
of Quality Records

* COMPRESSION MOLDING
* INJECTION MOLDING
* MONAURAL * STEREO

4852 W. Jefferson Blvd.
Los Angeles 16, Calif.
RE. 2-9151

FOR RECORD PRESSING
QUALITY—SERVICE
NEW MODERN PLANT
ALL DISC RECORDS
AND FOR
COMPLETE RECORD PROMOTIONS
DISC SERVICE, INC.
114 West First Avenue
Roselle, New Jersey
Chestnut 5-7415

SILVER-PARK
PRESSING

IN THE EAST
You Can Count On

DYNAMIC LP STEREO RECORD PRESSING CO., INC.
900 PASSAIC AVENUE EAST NEWARK, N. J.

N. J. PHONE
HUMBOLDT 2-6749

N. Y. PHONES
DIGBY 9-0977-9

UNITED RECORD
CORPORATION
NEWARK, NEW JERSEY
announces the opening of a
New York Sales Office
1650 BROADWAY,
NEW YORK 19, N. Y.
CIRCLE 5-4330
“LEADING INDEPENDENT
PRESSING PLANT”
“TOPS IN SERVICE — TOPS IN QUALITY
—TOPS IN LOYALTY”

ALL SPEEDS — ALL SIZES.
SAME PRICE RATE FOR 100 RUNS as for
1,000,000 RUNS.
“Tallor-Made” Compression Moulding.
WE SPECIALIZE IN STEREO PRESSINGS.

BILL BORAK, Representative
Room 1410
Listings highlighted within benday areas (gray) are those of companies carrying advertisements in this edition. The advertisements carry additional information about the services listed here. For the convenience of readers, an alphabetical listing of these advertisements, with page references, is carried in the Advertisers' Index on the page facing the inside book cover.

PROMOTIONAL 45 R.P.M. SLEEVES AND MAILING ENVELOPES

12" LP RECORD MAILING SYSTEM

UNIQUE RECORD MAILERS—For 1 to 2 LP's

VARIABLE RECORD FOLDERS—For 3 to 15 LP's

7"—10"—12" ENVELOPES—BOARDS

Edward R. White

342 MADISON AVE., NEW YORK 17, N. Y.
Murray Hill 7-2167
phonograph record labels
transcription labels
shipping labels
box and film can labels
record jackets
tape boxes
color printing of jacket covers and liners
complete packaging supplies
mailing cartons
shopping cartons
packing pads
mailing envelopes
record envelopes
dust jackets
complete design and manufacturing facilities
we offer a complete packaging program for your convenience.
we will survey your entire packaging requirements upon request and submit our recommendations at no cost to you.

THE BERT-CO ENTERPRISES
The Bert-Co Press
The Bert-Co Album Co.
The Bert-Co Packaging Co.
4862 SANTA MONICA BOULEVARD
LOS ANGELES 29, CALIFORNIA
NOrmandy 5-5137
Suppliers of
JACKETS
For Long-Play Albums

Listings highlighted within benday areas (gray) are those of companies carrying advertisements in this edition. The advertisements carry additional information about the services listed here. For the convenience of readers, an alphabetical listing of these advertisements, with page references, is carried in the Advertisers' Index on the page facing the inside book cover.

AA-1 Products
245 7th Ave
New York N. Y.

Android Research & Eng.
Hollywood, Calif.

Allied Record
Distribution
1041 N. Las Palmas
Hollywood, Calif.

Adrian Associates
320 W. 42d St.
New York N. Y.

Audio-Paks
Swarthmore Industrial
Center Box 480
Swarthmore, Pa.

Bertco Press
4852 Santa Monica Blvd.
Los Angeles, Calif.

Cadet Record Pressing
Inc.
9317 W. Washington
Boulevard
Culver City, Calif.

Colcroft
1211 N. Western
Los Angeles 29, Calif.

Columbia Record Mfg.
Columbia, Calif.

Chicago Album Specialty
Co.
476 S. Clinton
Chicago, Ill.

The Chromart Co.
711 Spring Garden St

Community Press
6047 Woodland Ave.

Continental Kraft
801 East 31st St.
Los Angeles, Calif.

County Box & Album, Inc.
201 S. 2nd Ave.
Mt. Vernon, N. Y.

Crown Album Corp.
1217-1241 Carpenter St

Decca Records, Inc.
410 West 54th St
New York 19, N. Y.

Uptown Co.
40 West 54th St
New York 19, N. Y.

Empire Paper Box Corp.
232 Newport St.
Brooklyn 12, N. Y.

Jacket Press
22-25 Barrow Ave.
Long Island City, N. Y.

Kaltman Press
52-25 Barrow Ave.
Long Island City, N. Y.

Kling Records
1540 Brewster Ave.
Cincinnati 7, O.

Klein Mus. Co.
340 W. 48th St.
New York, N. Y.

Los Angeles Advertising
40 W. 57th St.
New York, N. Y.

Max Murray Press
22 James St.
New York, N. Y.

Melt Mfg. Co.
2057 Reading Rd
Cincinnati 2, O

Modern Album & Finishing
Co.
19-01 22 Ave.
Collego Point, N. Y.

Novelty Press
110 W. 39th St.
New York 18, N. Y.

Novelty Press
1265 Oak Point Ave.
New York 59, N. Y.

Imperial Paper Box Corp.
355 Oak Point Ave.
Brooklyn 12, N. Y.

JAIKITS
PRINTING
DIRECTORY
ALBUMS, INC.
1255 Oak Point Avenue
New York 59, N. Y.
DAYTON 8-0800

Bewitched
Bothered
Or Bewildered

about where to go for . . .
any or all of these services
on your LONG PLAYING RECORD JACKETS? . . .
on your 45 RPM RECORD SLEEVES

Color Printing-
Automatic Bindery-
Complete Storage-
Inventory Control?

Then hurry over to
GLOBE

98 RECORD INDUSTRY SOURCE BOOK & DIRECTORY
APRIL 25, 1960, THE REDBOARD
LP RECORD JACkETS

- Plain and Imprinted—For Weddings, School Bands, etc.
- Custom Lithographed—1, 2, 3, or full color process
- Fabricated—from printing furnished

WE OFFER: Art and Layout, Free Storage, complete color Printing Plant. We will manufacture any quantity from 25 to 25,000.

Write for Free Samples and our Latest Price List on our complete PACKAGE DEAL.

QUEEN CITY ALBUM CO.
5907 CHEVIOT ROAD Phone: WEBster 1-3223 CINCINNATI 39, OHIO

CALCRAFT
Suppliers of:

Jackets for Long Play and E.P. Records

DISPLAYS AND STORAGE ALBUMS
Calcraft Album Co., Inc.
1211 N. Western Ave.
Los Angeles, Calif.

Save Freight! - Press in 3 areas!
JACKET IN 3 AREAS!-

MODERN
ALBUM & FINISHING COMPANY, INC.

THE MODERN Way!

Three modern plants—California, 30,000 sq. ft.; Indiana 25,000 sq. ft.; New York, 40,000 sq. ft.—with production capacities to meet any demand—and located to save you shipping costs and time!

In NEW YORK:
119-01 22nd Ave.
College Point, L. I.
Flushing 3-5701

In INDIANA:
3001 So. Third St.
Terre Haute
Lincoln 6283

In CALIFORNIA:
3116 Vasmann St.
Burbank
Thompsonhill 3-7655

IMPERIAL PAPER BOX CORPORATION

252 Newport Street,
Brooklyn 12, N. Y.
Telephone: Dickens 6-6100

Branches:
Schuykill Haven, Pennsylvania
Indianapolis, Indiana
Los Angeles, California
We produced

101,329,400 jacket covers -
39,400,000 7" full-color sleeves -
28,340,000 12" inner sleeves -
and hundreds of millions of four-color record labels.

Why don't you take advantage of the same know-how being used by

COLUMBIA  RCA VICTOR  DECCA
IMPERIAL  DOT  M-G-M
WARNER BROS.  KAPP  20th-FOX
EVEREST  LIBERTY  CAPITOL
CORAL  CAMDEN  HARMONY
BRUNSWICK  GRAND AWARD  ARTIA
PARLIAMENT  TOP RANK  WORLD-PACIFIC
DISNEYLAND  UNITED ARTISTS

with apologies as to rotation

Plants and facilities—New York and Los Angeles

IVY HILL LITHO CO. / record packaging corp. / GORDON PRESS

ONE IVY HILL ROAD  4801 PACIFIC BOULEVARD
BROOKLYN, N. Y.  LOS ANGELES, CALIFORNIA

N. Y. Phone: STag 2-7300
• PRINTERS & LITHOGRAPHERS
Of Full-Color Jacket Covers

• POLYETHYLENE BAG MAKERS
For Use With Jacket Covers

PRINTERS AND LITHOGRAPHERS

Audio-Paks
Swarthmore Industrial
Center, Box 486
Swarthmore, Pa.

Bartec Press
4852 Santa Monica Blvd.
Los Angeles, Calif.

Colorcast
230 Henry St.
Stamford, Conn.

Container-Kraft
Co.
801 E. 61st St.
Los Angeles, Calif.

Design and Printing
207 W. 25th St.
New York, N. Y.

Globe Albums, Inc.
1235 Oak Pt. Ave.
New York, N. Y.

Gregg-Hoover
Lithographing Co.
111 N. Walden Dr.
Chicago 6, Ill.

Harrison Art Adv.
2032 W. 16th St.

Ivy Hill
1 Ivy Hill Lane
Mapleth, L. I.

Kaumagraph
1214 Walnut St.

Lithographer Co. of
America
1501 State St.
Bridgeport, Conn.

Mac Murray Press, Inc.
22 Jones St.
New York, N. Y.

Moli Manufacturing Co.
2057 Reading Rd.
Cincinnati, O.

Rhyll Manufacturing Press
Long Island, N. Y.

Lee Myler Associates
40 W. 37th St.
New York, N. Y.

Queen City Album Co.
5007 Cheviot Rd.
Cincinnati, O.

Queens Litho
Rainman Press
50-25 Barnett Ave.
Long Island, N. Y.

Rito Records Prod., Inc.
3930 Spring Grove Ave.
Cincinnati 23, 0.

Shorewood Press
305 E. 45th St.
New York, N. Y.

Supreme Printing Service
120 W. W. 46th St.
New York, N. Y.

Win Place Show

#1-2-3 ON THE CHARTS

1. THE SOUND OF MUSIC .......... 14
   Original Cast Columbia KOS 2020

2. PERSUASIVE PERCUSSION ....... 12
   Various Artists Command 5 800

3. PROVOCATIVE PERCUSSION ....... 12
   Various Artists Command 5 800

4. FAITHFULLY ............... 10
   Johnny Mathis Columbia CS 4219

5. SAIL ALONG SILVERY MOON ....... 13
   Bixta Vaughan Dot DLP 25190

6. MR. JACKY ... 3
   Harry James RCA VICTOR LPM 1228

7. THEME FROM A SUMMER PLACE ....... 2
   Steve Vaughan Dot TLP 2589

8. LET'S DANCE AGAIN ....... 14
   David Carroll Mercury 78 704

9. OPEN FIRE, TWO GUITARS .......... 10
   Johnny Mathis Columbia CS 456

10. CONNIE MEETS BUTTERFIELD ....... 15
    Ray Conniff Columbia CS 8155

25% of all Action Albums have covers printed by Shorewood Press

WHEN FAST SERVICE IS NEEDED TO KEEP UP WITH
DEMAND FOR "HOT ITEMS"...MORE AND MORE
RECORD COMPANIES ARE USING SHOREWOOD PRESS

"America's fastest growing Album Lithographer"

SHOREWOOD PRESS • 304 EAST 45th STREET, N.Y.C., N.Y.
• MU 5-6022

THE BILLBOARD, APRIL 25, 1960

RECORD INDUSTRY SOURCE BOOK & DIRECTORY 101
The American Packaging Co. Presents
THE NEWEST ... MOST MODERN
Phono-Record Album Wrapping Machines

This machine is a real money saver as you get at least 30% MORE PRODUCTION than with any other machine you might be using now. You save on polyethylene too, being a tighter fitting cover for your albums, eliminating waste, thereby using less poly. This machine is years ahead of its time. It is streamlined, safe, economical, efficient and foolproof.

It has a new solid metal heating element that cannot wear out. It heats, seals and trims in one operation. A few minutes of practice by the operator will make him or her a professional. Just plug into any electrical socket, flip the switch, allow a few minutes to heat and start operating. It is that simple.

Continuous heat in the heating element saves time and time is money. Approximate rate of production is 4000 or more per eight hour shift, depending on the speed of the operator. In addition, the savings to you in using polyethylene film in rolls, as compared to purchasing bags, reduces the cost to between 28 and 90 cents per thousand.

If you are covering your 12" albums, 10" EPs, 10" albums, or boxed stereo cases, then you NEED our MODEL X-S MACHINE. The price of this machine is $495 F.O.B. Los Angeles.

The X-S
U. S. Patent No. 2,919,530

The N-X-S
U. S. Patent No. 2,919,530

It's New!

The N-X-S Model

NO WIRE TO BREAK! NO PARTS TO REPLACE! NO TIMERS TO WATCH! CUTS PACKAGING COST 50 PER CENT! INCREASES PRODUCTION! SAVES MATERIAL AND LABOR! SAFE! Simple to Operate! NO MAINTENANCE! NO SERVICING NECESSARY!

The N-X-S Packaging machine encloses your product in clear eye-appealing polyethylene in a fraction of a second.

Write for Brochure and Photo to:
AMCO, INC. P. O. Box 71743, Florence Branch
Los Angeles 1, Calif. Adams 1-5224

WE RECOMMEND: FOR FILMS
CONTAINER-KRAFT Carton and Paper Supply Co.
801 East 61st St., Los Angeles 1, Calif. Phone: ADams 1-9156
WITH WAREHOUSES IN

Chicago, Illinois
Bob Cavenagh
412 W. Penshing Road. Phone: B0vuevard 8-6400

RECORD WRAPS

POLYETHYLENE. Polyethylene on rolls to encase 12" or 7" albums and EPs, stereo boxes, dustert and records. Especially packaged and treated for the record industry, for clear visibility and album protection. Flexes stock at all times.

POLY BAGS. Poly bags plain or printed, made up for your in special sizes. Standard sizes in stock at all times in any quantity. Square or round bottom bags. All weights of poly to suit your needs.

DUSTERS. Dusters to protect your records. White or colors. Printed or plain. All qualities printed in one to 4 colors. Standard sizes in stock at all times.

RECORD SLEEVES. Paper record sleeves. Standard stock on hand at all times at competitive prices or less. Printed with your design, in any color on any color paper. If we are not supplying you now--you are losing money.

MAILING ENVELOPES. Quality envelopes for mailing one to five records. Black seal and gum flap. Rined or plain. Sizes for 7"", 10"", 12"" and 10"" records or transcriptions. Stock stock on hand.

MAILING FOLDERS. Corrugated or chip board mail- ing folders to hold one to 15 LPs. Sturdy construction prevents warping or breakage. Also in sizes for 7"", 10"", 12"" and 10"" records. Stock stock on hand.

PRINTING & MOUNTING

PICTURES: We solve your picture problems, take care of color separation, printing, layout, varnish or glass coating. Our prices are more competitive. Proofs furnished.

RECORD ALBUMS: Using the most modern method of mounting fronts and backs of albums brings you lower prices than ever. Fine quality chip- board in plain fold or spine. Speedy deliveries.

DISPLAY JACKETS. Colorful 3 and 4 color prints from your transparencies, printed back and fronts or fronts only, to be used for special displays or window features. Envelopes to hold set of 4 records for special promotions. Also 10 pack envelopes.

SPECIAL LITHO SLEEVES. Colorful litho sleeves printed in 2 to 4 colors. Sharp, clear litho work that will make your sleeve stand out. Finest quality paper and workmanship. Lowest competitive prices. Fast delivery.

STEREO TAPE AND RECORD BOXES. Hinged boxes or 2 piece, made of quality chipboard covered with colorful 3 and 4 color art work of your choice. Extremely low prices on quantity.
COMMUNITY PRESS

PHILADELPHIA'S MOST COMPLETE HOUSE FOR LETTERPRESS AND OFFSET RECORD LABELS. SPEEDY DELIVERY IS OUR GUARANTEE!

COMMUNITY PRESS
6047-49 Woodland Avenue
Philadelphia 42, Pa.
Saratoga 9-4655  Saratoga 9-4656

RECORD LABELS

PROBLEM: Are you getting all of the information you need to operate profitably in the music-record industry?

SOLUTION: Read The Billboard every week—like just about everyone else in the industry does.

MONEY-SAVING SUBSCRIPTION ORDER

Enter my subscription to The Billboard for a full year (52 issues) at the rate of $15 (a considerable saving over single copy rates). Foreign rate $30.

 Payment enclosed ☐  Bill me ☐

Name: ____________________________
Occupation: ________________________
Company: __________________________
Address: __________________________
City: __________________ Zone: ______ State: ______

Send to: The Billboard, 2160 Patterson St., Cincinnati 22, O.
we are SUPERIOR in N.Y.

★ FOR A SUPERIOR SALES FORCE
★ FOR SUPERIOR SALES MERCHANDISING
★ FOR SUPERIOR PROMOTION

WE LEAVE NO STONE UNTURNED IN ORDER TO
- CREATE HITS
- CREATE SALES
- MOVE MERCHANDISE

Say it any way you like, SUPERIOR GETS!

SUPERIOR RECORD SALES CO., INC.

656 10th Ave., New York 19, N.Y.
Circle 5-3655-6-7

Sam Weiss, Pres. Mgr.: George Weiss Promotion Mgr.: Matty Matthews
Listings highlighted within benday areas (gray) are those of companies carrying advertisements in this edition. The advertisements carry additional information about the services listed here. For the convenience of readers, an alphabetical listing of these advertisements, with page references, is carried in the Advertisers' Index on the page facing the inside book cover.

State-by-State Breakdown of

RECORD DISTRIBUTORS

CONTAINING COMPLETE INFORMATION ON
• LEADING EXECUTIVES
• RECORD LABELS CARRIED
• PHONOGRAPH LINES HANDLED

ALABAMA

BEL AIR DIST. CO., INC.
1109 5th Ave.
Birmingham
Labels: Artists, Calm, Concert, Ol'blue, Crees-ley, Fidelity, Hart, Heart, KULX, Living Language, Reed, Sandy, Smoky, 20th Fox.

DECCA DIST. CORP.
30th & N. First Ave.
Birmingham
Alan R. Defoe, Branch Mgr.
Labels: Archive, Barney, Coast, Brunswick, Candle, Caramel, Decca, Deutsche, Gramophone, Elektra, Liston & Las, London, Markey, Go-Go-Band, Richmond, Stereo, Craft, Telefunken, Utanola, Vocation, Phonos: Decca

R. P. McDAVID & CO.
1430 Second Ave.
Birmingham
Labels: Arrow, RCA Camden, RCA Victor Phonos: RCA Victor

NATIONAL DIST.
600 Ninth Ct., Sn.
Birmingham
Labels: Clock, Hush, Imago, Jack, Lourdes, Mercury, Omega, NRC, Piptol, Sue, Vim

ARIZONA

ESSAY RECORD DIST.
2014 N. 16th St.
Phoenix, Ariz.
C. P. Sperakis, Pres.
Labels: Apollo, Artist, Artone, Argo, Banner, Carlin, Carman, Carvin, Carver, Columbia, Elektra, Harvard, Laska, Lead, Lancer, Mala, Metronome, Mercury, Personality, Premier, Rhythm, Sunset, Top Rank, Westwind, Whitehall, Wing, Wynne

FLASH DIST.
2047 N. 16th St.
Phoenix, Ariz.
Labels: Atlantic, Bethlehem, Deluxe, Federal, King, New Jazz, Prestige, Rowre, Route

M. B. KRUPP DIST. CO.
1910 N. 16th St.
Phoenix, Ariz.
M. B. Krip, Owner
Margo Grover, Branch Mgr.

SUNLAND SUPPLY CO., INC.
1909 E. McDowell
Phoenix, Ariz.
M. L. Grover, Mgr.

RAACO DIST. CO.
3073 N. 7th St.
Phoenix, Ariz.
Floyd M. Ramsey, Pres.
Labels: Audio, Audion, Avenue, Bel Canto, Brent, Brooke, Cimarron, Colonial, Concert-Disc, Crystal, Crown, Colman, Dale, Der, Forty-Ninth State, Gudyen, Hi, James, James, Joy, Linda, MBS, Memo, Monument, Monitor, Mu-Pal, Rescue, Shad, Shao, Strand, Time, Troy, 20th Fox, Willis

MUSIC CITY DIST. CORP.
1815 Alcator Ave.
Berkeley, Calif.
L. Gafflin
Labels: Delcro, Dub, Flame, Jay Jay, Metro Records, Music City, Neptune, Swing Time

WILLIAM M. VAN DEREN
2806 San Pablo Ave.
Berkeley
W. M. Van Deren, Owner
Labels: Chime, Command, Folkcraft, Grand Award, Kismet, Mac Gregor, Sets In Order, Standard Phone, Sunny Hill, Waldorf, Windsor

WARNER BROS. RECORDS, INC.
2000 Warner Blvd.
Burbank, Calif.
James B. Conkling, Pres.
Labels: Warner Bros. Records

WARNER BROS. RECORD SALES CORP.
158 W. Verdugo
Burbank

WARNER BROS. RECORD COMPANY
2524 W. Pico Blvd.
Los Angeles
Jack Andrews, V-P.
Labels: Ande, Astra, Argo, Atlas, Bel Canto, Brooke, Cadet, Chester, Choice, Classic, Colt 45, Del-Fi, DeWitt, Donna, Excelsior, IDS, Jarrow, Kandy, Kent, Kent, K&M, Kneis, Pink, Rambow

continued on page 108

A & A Record Distributors, Inc.
2524 W. Pico Blvd.
Los Angeles 6, Calif.

Jack Andrews • Mike Akopoff
COSNAT
The fastest growing independent record distributor in the country
GIVES YOU THESE GREAT PLUS VALUES
SERVICE • DEPENDABILITY
SALES CAMPAIGNS
D.S.B.A. PROGRAM • MERCHANDISING
PROMOTIONAL STAFF . . . to help you sell
VARIETY • SELECTIVITY
FOURTEEN YEARS OF RECORD MERCHANDISING
KNOW-HOW
NOW TAKE FIVE MONTHS TO PAY FOR YOUR PURCHASES

COSNAT'S
D.S.B.A.* PLAN

- YOU HAVE FIVE MONTHS TO PAY FOR YOUR PURCHASES
- NO INTEREST OR SERVICE CHARGES
- VARIETY AND SELECTIVITY
- QUANTITY IN DEPTH

* DEALER SERVICE BUYING ACCOUNT

CALL YOUR NEAREST COSNAT DISTRIBUTOR TODAY!
FOR PROMPT AND EFFICIENT SERVICE

CINCINNATI
Ed Rosenblatt, 27-29 West Court Street - CH 1-5200

CLEVELAND
Michael Lipton, 1233 W. 9th Street - TO 1-6344

DETROIT
Charles Gray, 3727 Woodward Avenue - TE 3-4700

NEWARK
Charles Goldberg, 415 Halsey Street - MA 3-8752

NEW YORK
Bernard Yudkofsky, 315 West 47th Street - PL 7-8140

PHILADELPHIA
Dave Skolnick, 1343 Cumberland Street - BA 5-7428

PITTSBURGH
Tim Tormey, 2226 Fifth Avenue - CO 1-5262

COSNAT DISTRIBUTING CORP.
315 West 47th Street, New York 36, N. Y.

JERRY BLAINE, President
ELLIOTT BLAINE, General Manager
BEN BLAINE, Promotional Manager
KING RECORDS, INC.
278 6th St.
San Francisco
Labels: Audio Lab, Bethlehem, Century, Decca, 4 Star, Federal, King, Republic

MELODY SALES CO.
644 Sixth St.
San Francisco
Al Brany & Tony Valerio, Co-Owners
Labels: Alpine, Del Centro, Cadence, Cub, Epic, Everest, Fantasy, Havenover-Signature, Lion, MGM, Metro, Metromedia, Okeh, Perfect, Top Rank, Verve, Warwick-Tel

A. H. MEYER CO.
33 Gough St.
San Francisco
A. H. Meyer, Pres.
Labels: RCA Camden, RCA Victor.
Phones: RCA Victor

NEW SOUND
50 Julian Ave.
San Francisco
J. F. Prager Jr., Pres.
(Label omitted upon request of distributor.)

STONE DIST. CO.
1175 Howard St.
San Francisco
Geo. O. Hartstone, Pres.
Labels: Challenge, Dot, Dot, Jubilee, Lee, London, Republic, Richmond, United Artists

WARNER BROS. REC.
215 Golden Gate Ave.
San Francisco
Ted Fullmer, Div. Sales Mgr.
Labels: Acetian-Steiner, Offbeat, Warner Bros., Washington

RECORD INDUSTRY SOURCE BOOK & DIRECTORY 109

DISTRIBUTION AT ITS BEST
BEST Market Coverage
BEST Promotion
BEST Salesmen
BEST Action

YOUR DISTRIBUTOR In The WEST
We have the distinction and reputation of being the first distributor to break in our market hits that have gone on to become National Hits!

GORDON WOLF
SAM LAINE

SUNLAND MUSIC CO., Inc.
1310 So. New Hampshire, Los Angeles 6, California
DÜnkirk 5-7311
Chicago's Newest Record Distributor Has Openings for New Lines

YOU, MR. RECORD MFR., NEED MARK DIST.’S ENThusiasm and Sales and Promotion Drive Behind your PRODUCT!

Also wish to represent accessory lines

Contact Bill Sheppard or J. C. Owens

MARK DIST. CO.

854 E. 63d Street  •  Chicago 37, Illinois  •  (PHONE: Hyde Park 3-5444)
WHAT IS A DISTRIBUTOR?

Seven Salesmen and Three Promotion Men to Accelerate the M.S. sales and promotion effort.

Take advantage of the M.S. team's 14 years' experience that's racked up multi-million $ sales yearly for satisfied record manufacturers and customers.

M. S. Distributing Company

DISTRIBUTOR OF PHONOGRAPHS AND RECORDS

MILT SALSTONE, Pres. · M. G. "MACK" McDERMOTT, Treas. · PHIL SKAFF, Sales Mgr.

1700 S. MICHIGAN AVE.

PHONE: WE 9-7571

CHICAGO 16, ILL.
Pick the Winner!

In Maryland, and Washington, D.C.

the record distributor that gets 'em across the finish line first is

General

HENRY NATHANSON
2329 PENNSYLVANIA AVE. • BALTIMORE 17, MD.
MA 3-6411
14 Years of Serving You...

WITH THE FINEST IN

RECORD DISTRIBUTION

Harry Levin, President

CADET DISTRIBUTING CO., INC.
3766 Woodward Ave. DETROIT 1, Mich. Phone: TE 2-5000

FASTEST DISTRIBUTOR FOR THE INDUSTRY'S FASTEST-SELLING RECORDS

ARC DISTRIBUTING CO.
40 Selden Ave., Detroit 1, Mich. (Phone: TE 2-1290)

Built by an aggressive sales and promotion force over 6 years. Henry Droz, president
FOR HONEST COVERAGE AND SALES
in Minnesota—North & South Dakota—Nebraska
Iowa and Western Wisconsin

IT'S
Jather DISTRIBUTING CORP.

JACK TAYLOR, President

★ 730 N. Lyndale Ave. (Main Office), Minneapolis 11, Minn.
(Phone: FR 4-3420)

★ 1610 Davenport, Omaha, Nebr. (Phone: JA 1545)

Sales Representatives
GERRY PRIEUR  JACK MULLANE
ART RADDATZ  DALE DICKERSON
ALEC ALLAN

Jather DISTRIBUTING CORP.
RECORD DISTRIBUTORS
continued

Labels: Offbeat, Warner Bros., Washington

CLEOPATRA DIST. CO.
19-25 La Grange Ave., SE
Grand Rapids
C. J. Rice, Mgr.
Labels: Barbary Coast, Brunswick, Coral, Decca, Urania
Phones: Decca, Dumont, Emerson

NORTHERN DIST. & SUPP. CO.
106 N. Third St.
West Branch
W. E. Bell, Pres.
Labels: Fidelity, Hi-Fi, Janus
Phone: Harmony

MINN.
CAPITOL RECORDS DIST. CORP.
6150 Wayzata Blvd.
Minneapolis
Glenn Wellick, Pres.
Labels: Angel, Capitol
Phone: Capitol

coda dist. co.
47 Glenwood Ave.
Minneapolis
R. H. Sarensen, Sales Mgr.

COLUMBIA M I D W E S T
A Div. of Heilicher Bros., Inc.
339 N. Ninth St.
Minneapolis
D. Heilicher, V.P.
Labels: Columbia, Telecast

DECCA DIST. CORP.
1719 Hennepin Ave.
Minneapolis
Everett Karow
Label: Elektra

D & G DIST. CO.
2506 W. 21st St.
Minneapolis
R. Rumble, Owner
Labels: Bel Canto, Bruno, Dooote, Fax, Fass, Jay Jay, Keen, Micronomic, Music Almanac, Nima, Old Muscle Box Melodies, Scandinavarian Music

F. C. HAYEY CO.
250 Third Ave., N.
Minneapolis

Gene Elssorn, Rec. Mgr.
Label: RCA Victor

HEILICHER BROS., INC.
119 N. Ninth St.
Minneapolis
Amos Heilicher
Labels: Amy, Brent, Colpix, Command, Dixieland, Epic, Jubilee, Freedom, GNP, Grand Award, Guarantee, Hansom-Signature, Joy, Randy, Rare, Record, Liberty, Obel, Palette, Panorama, Paris, Perfect, Random, Shad, Somerset, Stereo Fidelity, Stereodiscs, Time

INTERNATIONAL DIST.
CO.
1445 Hennepin Ave., Suite 302
Minneapolis
Label: WORD

JAFFER DIST. CO.
730 Eydola Ave.
Minneapolis
Jack A. Taylor, Pres.
Labels: Allied, Andie, Apollo, Arc, Bigtop, Cameo, Class, Climax, Clock, Cott 45, Del-Fi, Dottie, Eastman, Ember, End, Farmwood, Fidelity, Goudon, Herald, Hickory, Hil, Hugh, Janus, Jay, Judd, Lee, Tom Lehrer, Living Language, Madison, M&b, Mutual, Omega, Potomac, Re, Riverside, Signet, Skyline-Jeff, Speciality, Star, Sun, United Artists, Verve, Viva, Westminster, Yucca

KEYLINE DIST.
CO.
118 N. 10th St.
Minneapolis
Bill Taylor, Sales Mgr.

LIBERMAN MUSIC CO.
257 Plymouth Ave., N.
Minneapolis
Dave Liberme, Owner
Labels: ABC-Paramount, Cadence, California, Chancellor, Cere, Contemporary, Crest, Design, Fidelity, Fes-tivitiy, Good Time Jazz, Hunt, Image, Language, NRC, Richmond, Sim, Stereo, Top Rank, Fox

MERCURY RECORD DIST.
119 N. Ninth St.
Minneapolis
Heilicher Bros., Amos Heilicher
Labels: Imperial, Mercury

SANDEL CO., INC.
49 Glenwood Ave., N.
Minneapolis
M. M. Sandel, Pres.
Labels: "A," Ace, Alpine, Argo, Arrow, Atlas,

Small enough to know you!
Fast enough to serve you!

DETROIT'S LEADING INDEPENDENT RECORD DISTRIBUTOR

B & H DISTRIBUTORS

3950 WOODWARD ST., DETROIT, MICHIGAN PHONE: TEMPLE 3-8828

MGR.: BETTY ALEXANDER

ASSISTANT MGR.: JIMMY HIGGINS, JR.

WE ARE PROUD TO CARRY
THE FOLLOWING LINES:

VEE JAY
ABNER
OLD TOWN
EMBER

FURY
FIRE
NORTHERN
FLICK

CONTOUR
HERALD
NEPTUNE
CROWN

GOLDEN CREST
AMY
MALA
NASBORO

V-TONE
EXCELLO
ANNA
TAMBLA

GLOVER
MOTOWN
CASE
Mr. Record Manufacturer—
Do you want a distributor who knows how to merchandise?
Ask those who know: Design, Vox, Living Language

Melody

Record Supply Co.
693 10th Avenue
New York 36, N. Y.

Morty Kline
C17-3527 EST. 1943

Specializing in
Polka Record Distribution

Dana and Stella
Musicale
Goodwill Record Co.
Chicago

Jay Jay

Henry Schunke, Pres.

H. Schunke & Co.
1181 Broadway
Buffalo 12, N. Y.

Taylor 6858

Record Distributors

Distributors:
Backbeat, Capitol, Decca, Columbia, Electra, Fantasy, Fontana, Gold Kaps, Mercury, RCA Victor, Verve, Warner, Western

Aristiphone
Champagne
Finch
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Just six months old and growing every day, thanks to the confidence of these important labels...

Aris, Blue Jay, Duke, Mark X, Revolution, V-Tone, X-Tone, Skipper, Stimson, Twin Star, V-Tone, Wand

Capitol Rec., Dist. Corp.
317 W. 44th St.
New York City
Labels: Angel, Capitol

Cardinal Export Corp.
135 W. 29th St.
New York City
Arthur Lerner, Pres.
Labels: All Imports (Export)
Phones: ABC-Paramount, RCA, Symphony

Cosmat Dist.
315 W. 47th St.
New York City
J. Blaine, Pres.
Elliott Blaine, Gen. Mgr.
Labels: Atlantic, Blue Note, Brokko, Capitol, Commodore, Concert Disc, Cornel, Dona, Del Ray, Fox, Foreign, Language, Spanish State, Manpower, Nature, Harold, Hill, Jay,_Record, Jubilee, Randy, Nuphonic, Omega, Oppette, Panorama, Potmac, Reicher, Shad, Top Rank, Vim, Vinea, Wanderlust

Elton Export Co.
122 Broad St.
New York City
Werner T. Glanzer
Labels: (All Labels)

Everest Rec., Sales Corp.
726 Eleventh Ave.
New York City
Sidney Low, Branch Mgr.
Labels: Everest

Fiesta Record Co.
1615 Broadway
New York City
Jose Morano, Pres.

Folk Dancer Record Sery
108 W. 10th St.
New York City
Michael Herman, Dir.

Green Bros.
101 W. 31st St.
New York City
H. Green, Partner
Labels: Abbott, Atco, Atlantic, Barry, Cadence, Checker, Chess, Columbia, Imperial, Decca, Duck, East-West, Epic, Era, Faber, Glory, Imperial, Jubilee, Kapp, Library, Regent
Phones: CBS, Webster

Harlem Hot parade
129 W. 46th St.
New York City
Sidney Olin
Labels: Ace, Vin
SOUTHERN MUSIC PUB.

New

534 W. DIST.

1619 Away.

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Labels.

RECORD

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CO.

CORDOVER

MERCURY

TWELGRENN

SUPREME

5805,

CO.

All trends

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Beth Guild, Pres.

Sr.

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ECORDS

Power Point Needles

MUTED

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Discchargers

RACKS

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Mala, Mohawk,

intro,

Clock, Decanter, Defy,

YANKEE

Strand,

Classic

Remitt,enn,

Odeon,

Nikon,

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RU-CTN

halo

Nett',

Prided

New

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Wynn.,

Runt,

Old

ardent,

Door*,

top,

Arrow,

All,

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continued on page 149
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A Directory of
ONE-STOPs
Listed by State and City

Listings highlighted within benday areas (gray) are those of companies carrying advertisements in this edition. The advertisements carry additional information about the services listed here. For the convenience of readers, an alphabetical listing of these advertisements, with page references, is carried in the Advertisers' Index on the page facing the inside book cover.

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<td>Emeryville, Calif.</td>
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<td>Dodo Record Service</td>
<td>1647 S. Orchard</td>
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<td>Los Angeles, Calif.</td>
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<td>W. R. Louveneger</td>
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<td>Mort's One Stop</td>
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<td>Specialty Record Dist.</td>
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<td>Record Supply</td>
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<td>Tower Record Mart</td>
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<td>Sacramento, Calif.</td>
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<td>Operators Record Svs.</td>
<td>372 Sixth St.</td>
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<td>San Francisco, Calif.</td>
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<td>R. F. Jones Co.</td>
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<td>Pheon Records</td>
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<td>Decatur, III.</td>
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America's largest and most complete 1-Stop Inventories

All LP's (Stereo & Mono) at dist. prices.

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r.b., pops, jazz thru classics
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Order from the most complete stock of
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Free Strips to Operators • Complete Record Service

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A One-Stop for Dealers Only . . . (We're your suppliers, NOT your competitors)

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RECORD AVAILABILITY  Los Angeles is the biggest distribution point in the West.

TEST US WITH YOUR HARD TO GET “SPECIAL ORDERS”

Why Order From a City That Can’t Supply Your Needs? The Records Are Here.

SPEED  All orders received in the morning mail are shipped that same evening.

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And—
We supply accurate “short sheets” showing if records are out of stock at the distributor or no longer available.

And—
We run weekly special prices on various labels.

And—
We publish weekly Top Hit Sheets and monthly Spanish Top Hit Sheets.

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PRICE  ONLY 2c OVER WHOLESALE ON ALL L.P.’S

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Midwest Music
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Cleveland, O.

Mobil Record Service
1816 Prospect Ave.
Cleveland, O.

Modern Record Rack
Cleveland, O.

Northern One Stop
2006 Prospect Ave.
Cleveland, O.

Schaeffer Music
2725 E. 21st St.
Cleveland, O.

C. & C. Records
849 No. High
Columbus, O.

A. & E. Records
215 Monroe Ave.
Rochester, N. Y.

Sound Dist. Company
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Rochester, N. Y.

Syracuse One Stop
515-517 Erie Blvd. E.
Syracuse, N. Y.

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Tulsa, Okla.

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Sixth Ave. Record Shop
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Portland, Ore.

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Harrisburg, Pa.

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**BINGHAMTON, ONE STOP**

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**WE STOCK ALL LABELS**

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- **CHECK WITH US BEFORE YOU BUY ON REGULAR MERCHANDISE**
- **DON'T BE MISTED BY ONE-SHOT DEALS**
- **OURS IS AND WILL BE A STEADY PROGRAM**
- **WE STOCK A COMPLETE LINE OF OLD-TIME STANDARDS. LIST UPON REQUEST**

**PROMOTIONAL RECORDS TO MEET COMPETITION!**

- 100,000 LP's: RCA, Col., Bethlehem, Unique, Mercury, etc. $100 per C; $100 per M
- 100,000 EPS: MCA, N.G.M., RCA, Epic, etc. $25 per C; $200 per M.
- 100,000 45's: $10 per C; $95 per M. All merchandise brand new and factory fresh!

Naturally we maintain a complete stock of latest pops, LPs, stereo, bags, needles, carrying cases at competitive prices. Inquiries invited.

**RAYMAR SALES CO.**

170-21 Jamaica Ave.
Olympia 8-4012
Jamaica 32, N. Y.

---

**The West's Most Complete One-Stop**

**Low Prices and same-day service on all 45/EP/LP record orders**

- **AMI PHONOGRAPHS**
- **Du Grenier Cigarette Machines**
- **Tusko Kiddie Rides**
- **Chicago Coin Games**
- **Williams Games**

**DISTRIBUTORS FOR**

contact Pete Geritz

---

**MOUNTAIN DISTRIBUTORS**

3630 Downing, Denver 5 Colo.
Phone AComa 2-5515

---

**TENN.**

Pep-Log Co.
306 Poplar
Memphis, Tenn.

**HOMESTYLE MUSIC CO.**

174 Lafayette St.
Nashville, Tenn.

---

**TEX.**

Baker Dist. Co.
2107 Farnington Blvd.
Dallas, Tex.

L. & P. One Stop
2202 Irving Blvd.
Dallas, Tex.

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Listings highlighted within benday areas (gray) are those of companies carrying advertisements in this edition. The advertisements carry additional information about the services listed here. For the convenience of readers, an alphabetical listing of these advertisements, with page references, is carried in the Advertisers’ Index on the page facing the inside book cover.

A Directory of

**RECORD MERCHANDISERS**

**Selling Records Via Racks**

---

**ARIZ.**

Arizona Sundries, Inc. 1610 E. Maryland
Phoenix, Ariz.

**ARK.**

Little Rock Wholesale Co.
4115 Asher
Little Rock, Ark.

**CALIF.**

Glamour Counters, Inc.
773 University Ave.
Berkeley 10, Calif.

Blackman Distributing Co.
1301 65th St.
Emeryville, Calif.

Pic-A-Tone, Inc.
6430 Hellis St.
Emeryville, Calif.

House of Toys
3-479 Union Pacific Ave.
Los Angeles 23, Calif.

Music City Record Racks, Inc.
33-42 West 1st St.
Los Angeles 4, Calif.

Record Rack Service
4450 Santa Monica Blvd.
Los Angeles 29, Calif.

Wesco Merchandising Co.
3111 East 4th St.
Los Angeles 50, Calif.

**COLO.**

Guaranteed Sales Co.
4454 York St.
Denver, Colo.

Western Merchants Wholesale
4454 York St.
Denver 16, Colo.

**CONN.**

Bobby Distributors, Inc.
6714 Madison St.
Hartford, Conn.

**D. of C.**

Edge, Ltd.
6405 Chillum Place
Unit 1, Wash., D. C.

**FLA.**

Sov-A-Stop, Inc.
3645 N. W. 7th St.
Miami 35, Fla.

**IND.**

Tri-State Dist.
3343 Broadway
Fl., Wayne, Ind.

**IOWA**

Quality Drug Service, Inc.
1234 Harding Rd.
Des Moines 14, Ia.

**GA.**

All Purpose Rack Service
1018 N. Side Drive
N. W.
Atlanta 10, Ga.

Marchens Sales, Inc.
770 Ponce De Leon Pl.
N. E.
Atlanta 6, Ga.

J. S. Smith & Sons, Inc.
99 Romanelli St.
Waycross, Ga.

**KAN.**

Drug Distributors, Inc.
609 Quincy St.
Topeka, Kan.

**KY.**

Toy House of Ky.
753 E. 7th St.
Lexington, Ky.

**MICH.**

Spooling Bottor Products
529 E. Chicago
Coldwater 3, Mich.

**ILL.**

General Distributing Co.
113 Washington
Bridgport, Ill.

**LA.**

Modern Record Service
519 Central Ave.
New Orleans 21, La.

**ME.**

Bryson H. Smith & Co.
345 Main St.
Bingham, Me.

**MINN.**

Rotas Euphomette Co.
116 N. 2nd Ave.
Marshall, Minn.

**MO.**

Pioneer Distributing Co.
3916 St. Johns St.
Kansas City, Mo.

**ONT.**

Sundry Shops, Inc.
1015 Poplar
Holton, Mont.

**NEB.**

ilhnon Products Co.
125 North 17th
Lincoln, Neb.

**NEV.**

Music Enterprises of Las Vegas
5400 Gypsy Ave.
Las Vegas, Nev.

**N. H.**

O. W. Defranse, Inc.
South State St.
Manchester, N. H.
Speaking of Directories... make it a special point to get, read and use the NEW 1960 PHONOGRAPH DIRECTORY to be published in The Billboard dated September 12, 1960

You'll find it right up to the minute with a 1,001 important facts to help you buy —and sell—the best and most profitable phone lines for your particular store location.

You can be sure to get your copy, if you subscribe to The Billboard now. Use the subscription order forms elsewhere in this issue.
CLEVITE 'WALCO'
The World's Leading Producer of Highest Quality

Phonograph Needles and Record Care Accessories

DIAMOND - SAPPHIRE PRECIOUS METAL REPLACEMENT NEEDLES

More Clevite “Walco” Diamond Needles have been sold than all other diamond needles combined! More Clevite “Walco” needles of all types have been used as original equipment in hi-fi phonographs and cartridges than any other brand! Yes, the same models specified and used by phonograph and cartridge manufacturers are the same needles your customers are asking for everyday. Good reasons to stock and sell the needles proven to be best. Stock and sell high quality Clevite “Walco” popular models, the fastest moving replacement needles in the industry!

SEND FOR FREE CATALOG

36 PAGE COMPREHENSIVE REFERENCE SOURCE

Send for this valuable reference source for all types of replacement needles. This profusely illustrated catalog provides rapid identification of the correct “Walco” replacement needle because it is divided into sections keyed to the reader’s available information: By cartridge manufacturer’s name and needle number; phonograph make and model number; conventional, foreign, stereo needles and plug-in cartridges; all cross-referenced to the correct “Walco” replacement needle to be ordered. In colorful, coated stock; Kalamazoo punched. Send for your copy today.

See Your Distributor or Write:
CLEVITE 'WALCO'
60 Franklin Street, East Orange, New Jersey

Walco DisCloth
With Permanent, Anti-Static Action
Luxurious, Chamois-soft, 112 sq. in. record cloth (the finest record cloth on the market) wipes away static and eliminates excessive record wear. Special, permanent anti-static impregnate lasts and lasts — will not dry out. Records last longer and sound better.

Walco DisCleaner Kit
Anti-Static Record Cleaner
World’s most effective anti-static record cleaning solution with two deep-pile applicators that penetrate to groove bottoms — wipe away static, dust and crackle from micro-groove and stereo records. Actually improves hi-fi record reproduction and prolongs record life.

Walco Stylus Pressure Gauge
Measures Stylus Pressure Within 1/2 Gram
Insures Balanced tone-arm accuracy for maximum record protection and audio reproduction — eliminates distortion, gouging, bouncing and skipping. Easily calibrated with tone-arm in normal operating position.

Walco DisCleen Record Brush
Clip on Any Tone-Arm
Cleans record as it plays, reducing record noise and improving sound. Fine, sable-soft camel's hair brush. Fits any tone-arm — practically weightless. Fastest selling branded brush on the market. Every record owner a prospect.

Walco Stati-Clean
Anti-Static Record Spray
One spray whisks off dust, stops static for months. No clinging lint, dust, dirt to scratch vinyl surface. Records keep “new” brilliance much longer. Absolutely safe for all records. 6-oz. can treats hundreds of discs. Most popular anti-static product available.

Walco DisCovers
Protective Plastic Record Sleeves
Provides double protection, enclosing records inside original jackets. Soft, moisture-proof plastic protects clean surface against dust, finger marks, scratches, liquids, etc. Exclusive contoured bottom for easy insertion.

FREE CATALOG
36 PAGE COMPREHENSIVE REFERENCE SOURCE

Send for this valuable reference source for all types of replacement needles. This profusely illustrated catalog provides rapid identification of the correct “Walco” replacement needle because it is divided into sections keyed to the reader’s available information: By cartridge manufacturer’s name and needle number; phonograph make and model number; conventional, foreign, stereo needles and plug-in cartridges; all cross-referenced to the correct “Walco” replacement needle to be ordered. In colorful, coated stock; Kalamazoo punched. Send for your copy today.

See Your Distributor or Write:
CLEVITE 'WALCO'
60 Franklin Street, East Orange, New Jersey
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POPPULAR DEALER ACCESSORIES

CLEANERS, CLOTHS & BRUSHES

Anistate Mfg. Co. 400 S. Wyman St. Rockford, III.
Paul Bennett Co. 210 E. Ohio Chicago 11, Ill.
Bradley’s 9130 Franklin Downey, Calif.
Codex Chemical Products, Inc. 605 West 130th St. New York 27, N. Y.
Capital Records (See local distributor)
Chamex Record Cleaner P. O. Box 3032 Rochester, N. Y.
Cham Wipes Manard Products 9 Echo Ave. New Rochelle, N. Y.
Clevite-Makes 60 Franklin St. East Orange, N. J.
Columbia Records (See local distributor)
Carl Cordover & Co. 101 Liberty Ave. Mineola, N. Y.
Desso Records (See local distributor)
Dexter Chemical Corp. 319 Edgewater Rd. New York 29, N. Y.
Dunstone Co., Inc. 2614 St. Keypart, N. J.
EBY Sales 130 Lafayette St. New York, N. Y.
Electro-Sonle Loko 35-56 30th St. Long Island City, N. Y.
Elson Products P. O. Box 417 Brockton, Mass.
Fiddelhoove, Inc. 6413 Ravenswood Ave. Chicago 26, Ill.
Interelectronics Corp. 2430 Grand Concourse New York 30, N. Y.
Jenison Industries 133 Grove St. New York 12, N. Y.
Kirsch Music Corp. 269 W. 48th St. New York 36, N. Y.
Krell Trading Co. 133 Grove St. New York 2, N. Y.
LeBoe Products Co. 418 W. 49th St. New York 19, N. Y.
Laudiere Products 104 W. 55th St. New York, N. Y.
Librenceo, Inc. 40 E. Verdiyo St. Burbank, Calif.
Manard Products, Inc. 9 Echo Ave. New Rochelle, N. Y.
J. W. Marsh Co. 4216 W. Jefferson Blvd. Los Angeles, Calif.
Merrill Products P. O. Box 56, Highbridge Sta. New York 52, N. Y.
Mertz Chemical Co. 1234 E. 73rd St. New York, N. Y.
N. A. Miller Mfg. Co. 4th & Church Sts. Libertyville, III.
Museum Products 10173 E. Rush St. El Monte, Calif.
Olympia Manufacturing 721 11th Ave. New York 19, N. Y.
Ortho-Sonle Instruments 66 Mechanical St. New Rochelle, N. Y.
Pfumsteho Chemical Corp. 104 Lake View Ave. Waukegan, Ill.
Phonodel, Ltd. Toronto, Ont., Canada
Pre-Sound Corp. 175 9th Ave. New York 10, N. Y.
W. J. Purdy Co. 312 Seventh St. San Francisco, Calif.
Rcotton Corp. 52-35 Barnett Ave. Long Island City 4, N. Y.
Robins Industries 41-06 Bell Blvd. Bayside, N. Y.
Tone King Corp. 65-55 Grand Ave. Manhasset 70, N. Y.
United Audio Products 202 E. 110th St. New York, N. Y.

CARRYING CASES

Amberg File & Index 1637 Deano Blvd. Kanakee, Ill.
Caxcraft (Dir. of Red Rope Stationary) 70 Washington Ave. Brooklyn 1, N. Y.
Ike Publications Co. 823 So. Wabash Ave. Chicago, Ill.

3 SURE STEPS IN BUILDING GREATER SALES & PROFITS

RECONTO FINEST DIAMOND NEEDLES
in attractive new package

RECONTO
COMPREHENSIVE LINE OF REPLACEMENT NEEDLES

RECONTO
PHONOGRAPRO CARTRIDGES AND ACCESSORIES

Write for complete information

RECONTO CORPORATION 52-35 Barnett Ave., Long Island City 4, N. Y.
FAST-FAST-FAST RELIEF FROM HEADACHE PAIN

DIAMOND NEEDLE SALES HEADACHES

ARE NO MORE WITH THE NEW ATTENTION-GETTING 12" x 12" (RECORD SIZE) DIAMOND NEEDLE PACKAGE.

3 out of 4 phonographs can use one of the LOW-PRICED diamond needles offered in this new Pull "selectomatic" package.

Genuine Diamond Needle

The Transcriber Guarantee is unconditional - Unexcelled Top Quality Sensationally priced Pull Diamond Needles

TRANSCRIBER CO., INC., DEPT. C, BOX 478
ATTLEBORO, MASSACHUSETTS

Columbia
(See local distributor)

Columbia Plastic Prod., Inc.
1625 W. Mount St.
Columbus, O.

Bevco Inc.
Bevco Records, Inc.
469 Park Ave.
New York 22, N. Y.

BECO Mfg Co.
BEDROUGE Industries
70 Washington St.
Brooklyn 1, N. Y.

Enterprise
Toronto, Ont., Canada

Freedman Aircraft Record Display Fixtures
Charlotte, Mich.

Hillcrest, Inc.
11 W. 30th St.
New York, N. Y.

Knight Industries
166 Liberty Ave.
Brooklyn, N. Y.

Leslie Products Co.
410 W. 49th St.
New York 19, N. Y.

Machine Co.
780 East 134th St.
New York, N. Y.

Meady Record Supply Co.
693 10th Ave.
New York 36, N. Y.

Metropolitan Prod., Inc.
Masscher & Lippincott Ets.
Philadelphia 33, Pa.

Monroe Novelty
383 Bridge
Grand Rapids, Mich.

Nuchman Products
780 E. 134th St.
Bronx, N. Y.

Ogdon Wire Products
Baltimore, Md.

Olympia
721 11th Ave.
New York 19, N. Y.

Pink-Blue
Art & Industry, Inc.
11 W. 30th St.
New York 1, N. Y.

Plattner Porter
Columbus, O.

Quilters Int'l., Inc.
102 Columbus Ave.
Tuckahoe, N. Y.

Record Accessories Corp.
493 10th Ave.
New York 36, N. Y.

Republic Globe, Inc.
1901 N. Harrogansett Ave.
Chicago 39, III.

Seebroo Products Co.
2019 S. Michigan Ave.
Chicago 16, Ill.

Seebroo Warner Bros.
4000 Warner Blvd.
Burbank, Calif.

Specialty Case Mfg. Co.
1701 N. 8th St.

Standard Products
741 West Front St.
Plainfield, N. J.

Shubridge Industries, Inc.
258 Irving St.
Framingham, Mass.

Wakefield Industries
Lowell, Mass.

Wells-Clevite
60 Franklin St.
E. Orange, N. J.

Werner Bros.
666 Fifth Ave.
New York 19, N. Y.

NEEDLES

American Lebesbor
250 W. S7th St.
New York, N. Y.

American Stylus
Popper Needle Co.
436 Wyoming Ave.
Scranton, Pa.

Atletic Corp.
212 Harbor St.
Conneaut, O.

Boge-Pruise Co.
P. O. Box 100
Paramus, N. J.

Capitol Records
(Through local Capitol Distributors)

Clayton Reproductions,
Corp.
18-06 127 St.
Colgate Ptg., N. Y.

Clevite-Walco
60 Franklin St.
East Orange, N. J.
YOU SELL EVERY TIME YOU DISPLAY PIC-A-DISC
(reg. trade mark)

The only wire record rack that permits leafing through for instant selection and easy removal.

- DANGER OF WARPAGE IS ELIMINATED
- RUBBER-TIPPED NO-SCRATCH FEET
- NON-TARNISHING BRASS FEET
- FITS EVERY DECOR

PIC-A-DISC SENIOR
holds 50 records—$5.95 sugg. retail

PIC-A-DISC JUNIOR
holds 24 records—$3.95 sugg. retail

PIC-A-TAPE
holds 17 tapes in tape boxes—$5.95 sugg. retail

Order From Your Nearest Distributor

ATLANTA—Dave Dist. Co., Inc.
BOSTON—Mutual Dist.
BUFFALO—Best Record Dist.
CHICAGO—James H. Martin, Inc.
CINCINNATI—Casnet Dist. Corp.
CLEVELAND—Casnet Dist. Corp.
DALLAS—Ben Baker Dist. Co., Inc.
DENVER—Davis Sales Co.
DETROIT—Jay Kay Dist. Co.
E. HARTFORD—Trinity Record Dist. Corp.
HOUSTON—Baker Dist. Co.
LOS ANGELES—Hart Dist. Co.
MIAMI—Pan American Dist. Corp.
MILWAUKEE—Taylor Electric Co.
MINNEAPOLIS—Herrick Bros., Inc.
NEWARK—Laredy Dist. Co.
NEW ORLEANS—All South Dist. Corp.
NEW YORK CITY—Ideal Record Products

FREEDMAN ART CRAFT, INC.
11 West 30th St., N. Y. C.
Worldwide distribution by
HARRY SULTAN
38 E. 23 St., N. Y. 10, AL 4-1636

Freedman Artcraft's complete line of self-service record display fixtures are being used by hundreds of progressive record shops and record sections of supermarket, variety, and department stores.

Specifications, and complete details on the Freedman Artcraft line are fully outlined in the catalog. Write, wire, or phone for your copy.
If your company is not listed...

Editor
The Billboard Record Industry Source Book
1564 Broadway
New York 36, N. Y.

I wish to provide the following information about my company so that you may use it in answering inquiries and as a basis for inclusion in next year's Billboard Source Book.

Company Name:

Type of Business or Record Service(s) Offered:

Address:

City: __________ Zone: _______ State: _______

My Name & Title:

☐ My company was omitted from your 1960 Source Book.
☐ My company's listing was incomplete.
☐ My company's listing was incorrect.

SPECIAL NOTE: Please advise us of the specific directory, or directories, in which you feel your company should be listed—and check such directories in this edition to be sure you are furnishing complete information. If there is not enough room on the coupon for all of the information, kindly list such data on a separate sheet and return it together with the completed coupon. Thank you.

... in any of the directories in this Record Industry Source Book, please accept our apologies. The lists were compiled from the Billboard's own detailed records, supplemented by names provided by leading industry sources, and further supplemented by three industry-wide mailings. Every company secured thru any of these broad efforts has been included. If your company is not listed—or if the listing is incorrect or incomplete—please be sure to send us the information promptly. In this way, you can be sure that the Billboard will include your company's services in answering the many thousands of inquiries that come in during the year. It will also insure a directory listing for your company in next year's edition of The Billboard Record Industry Source Book & Directory. The coupon is here for your convenience.

If your company is not listed...
NOW—
DOUBLE-DUTY SERVICE
for
High Fidelity suppliers . . . .
High Fidelity dealers!!

It's the only publication in its field that does two jobs for product advertisers — two jobs for retail dealers! And the returns are more, much more, than double.

A presold, upper income bracket for high fidelity records, components, tape products follows every monthly issue of High Fidelity Magazine. It's a quality market with a specialized interest—nearly a quarter million high fidelity reader-buyers—who use the magazine as their number one guide to home listening pleasure. Product ads plus provocative editorial content does the job for advertisers and dealers. . . . But even before High Fidelity reaches its subscribers and newsstand buyers . . .

ADVANCE TRADE NEWS from High Fidelity, along with the advance trade edition of the magazine itself, brings more than 7,600 select record, component, tape retailers, manufacturers and ad agencies advance information that means more sales, more profit on each monthly issue! This special dealer-designed package is jam-packed with useful merchandising-promotion tips . . . timely news facts . . . Tie-in ideas that help dealers anticipate and plan for customer reaction and demand that HIGH FIDELITY sets up.

It's a new service, an exclusive service for dealers and their suppliers, and you get it only from

high fidelity
The Magazine for Music Listeners
Want More Information? Just send in this coupon

Please send me more information about High Fidelity's

ADVANCE TRADE NEWS EDITION

NAME
SHOP
ADDRESS
CITY
ZONE STATE

Please check one or more:
☐ Component Dealer
☐ Tape Dealer
☐ Record Dealer

45 RPM Record Case with Set of Indexed Folders
Model 745-60.
- Sturdy Lightweight Steel!
- Complete with Set of Index Dividers, Gummed Labels, Master Index File!
- 8⅜ x 5⅝ x 8 inches!
- Brass-Plated Safety Catch!
- Holds Sixty 45 RPM Records!
- Bronze Hammertex Enamel Finish!
- Finger-Fitting Plastic Luggage-Type Handle on Each Case!
Suggested Retail, $3.98 (EASTERN)
ADVERTISED SERVICES
not listed in other directories

Accurate List Letter Service, Inc.
1650 Broadway
New York, N.Y.

the addressing & mailing center for the music industry
provides a complete printing, addressing and mailing service that
includes all music industry mailing lists:
- record dealers
- one-stops
- record mfrs.
- distributors
- music publishers
- radio stations

diskjockeys—on accurate, current list of 6,400 deejays coded by
the type of music they play.
here's your means of reaching the people who can most influence
sales, promote your artists and increase business or help you launch
a new artist or label.
for additional information, please call
mr. hober, columbia 5-8093

accurate list letter service, inc.
1650 broadway
new york, n.y.

record stores
increase selling efficiency—don't lose sales
the original and most convenient record listing catalog service specifically designed
to keep the record store abreast of the latest release information as well as
older numbers.
release information cumulatively up to the minute of the latest popular records by
titles and artists rushed by first-class mail, three weekly mailings a month.
monthly—two big books of over 225 pages of current and older numbers by
titles and artists, each month complete in itself with no need to refer to previous issues.
for further information and samples sent on request, compare with other services.
three months' trial, $10.00, or economical yearly subscription, $35.00. order today.
recordaid, inc.

one-stops
continued

bumble bee music, inc.
5615 11th
kenosha, wis.

non-variant music
1611 w.
reno, nev.

music box
10th & broadway
salt lake city, utah

j. w. off laboratories, inc.
541-5
boston, ma.

jim mccarthy
press relations &
record promotion
1619 broadway
new york, n.y.

j. w. hardin laboratories, inc.
(mrs. of record
compound
stockton, pa.
niss service, inc.

one-spot publishing, inc.
(record dealer cataloging
service)
1910 w.
river rd.
river grove, ill.

phoeby publishing co.
(record dealer cataloging
service)
2720 beverly blvd.
los angeles 57, calif.

record, inc.
(record dealer cataloging
service)
75th & broadway
new york, n.y.

record promotions, inc.
(record mfrs.
consultants)
150 w.
424 st.
new york 36, n.y.

w. schwann, inc.
(record catalog)
137 newbury st.
boston 16, mass.

w. va.

edward e. white, inc.
(record mailers mfrs.)
342 madison ave.
new york 17, n.y.

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**VOTE FOR S.O.R.D.**

**SOCIETY OF RECORD DEALERS OF AMERICA**

- Support the suit vs. record clubs & discourage new clubs.
- Eliminate dump sales.
- Obtain 10% exchange from ALL suppliers.
- Stabilize price structures.
- Develop better merchandising practices.
- Organize local groups for local problems.

Dealers who care, make your opinion count!

**HOW?**

Send your check for $25 payable to “Treasurer, S.O.R.D.” to:

S.O.R.D.
P. O. Box 518, Chicago 90, Ill.

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Reviews of THIS WEEK’S SINGLES

SPECIAL MERIT SPOTLIGHTS

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

CONTINUED FROM PAGE 49

* Renowned for his smooth and attractive, and spins of other sides should be well-received.

DON RANK

Oh Yeah. (BIL, BM/B) — OUR LAST DANCE (Har-Beat, BM/B) — "Oh Yeah" is an interesting rhythm side with Real Deal playing some classily syncopated piano in Prevost's "Like Young." "Our Last Dance" is a pounding rhythm theme that features a weaveless chorus.

MIL ROYER

East Wacker Drive (Const, ASCAP) — Pepe's Theme (Const, ASCAP) — Both themes are given bright, instrumental workouts. They have a smooth, contagious jazz flavor. "East Wacker Drive" spotlights melodic jazz features of Pepe's Theme in "Happio 330.

WY SMITH

Since I'm Here (Leeds, ASCAP) — The jazz organist has an interesting interpretation of the classic blues that should both flip and fans. His reading of full soul, and there's also a fine top note and guitar work to support him. Flip is "Came On Baby."

NORMA BROOK WITH KEYNOTERS

"I'm Going Build A Mountain" — Pepper 895 — Brook has a wild drum figure on this Pacifica side on a cheerful and rather lively tempo. (Marx-A, ASCAP)

STEVE GIBSON

"I Went To Your Wedding" — ABC-Paramount — Gibson has a fine vocal and chorus over a stronger rhythm. It is a strong side which could become a hit soon. (Timmer, ASCAP)

JANE MORGAN

"Romanticia" — Kapp 332 — Song by the San Remo Song Festival and Miss Morgan gives the ballad a warm persuasive reading to a slightly Latin beat. A strong side that could become a hit side soon.

"I Am A Heart" — Another pretty ballad effort, this time done in a lighter manner to a big brass backing. Side is also worth exposure. (Grazda, Samini, ASCAP)

BILL HALEY AND HIS COMET

"Chicken Safari" — Warner Bros. 854 — Haley channels an interesting song with a "Fist East" flavor to a Nashville note piece of material that could score with vinyl. (Martin, ASCAP)

BRENNER EPPS

"Bongo Bongo Bongo" — Original Sound 09 — Preston Epps has a wild drum item, and he makes the most of it with some sharp bongo work, backed by a rhythm combo. The record has life and a chance for success. (Drive-In, BM)

PRESTON EPPS

"Holly Golly Bongo" — The title is fantastic, and the song is backed by a wild side. A guitar supplies some contrast. Cute wax. (Drive-In, BM)

THE CASHMERE

"Everything's Gonna Be Alright" — Lake 703 — The Cashmere sell this wild rocker with a touch of the gospel. A smart lead is backed smartly by a fine group. Good work. (Gervina, BM)

"Four Lonely Nights" — The Cashmere sing a rockabilly sweetie that's very strong and scored over the fom sounners. Both sides are good. (Gervina, BM)

HUSTON BELL

"The Dream" — Signet 278 — Rockabilly is softly narrated by Bell. It tells the story of a boy and girl who meet a dream. This is the most important pop record that could catch listeners. Eventually the dream leaves. (Music Prod, ASCAP)

"King of the Mountain" — Low-key vocal on the tunes, also wanged by Jerry Wallace. This version can pull some color. (Thunderbird, ASCAP)

LARRY BRIGHT

"Moo Workout (Dance)" — Tide 006 — The lively rock in this one is built by big orgel and chorus backing. Strong side could catch on. (Coboba, BM)

"I'll Change My Ways" — Ballad with beat is strongly read by Bright over pounding ork and chorus support. It has pop and ear, what. (Coboba, BM)

NORMA BROOK WITH KEYNOTERS

"I'm Gonna Build A Mountain" — Pepper 895 — Brook has a wild drum figure on this Pacifica side on a cheerful and rather lively tempo. (Marx-A, ASCAP)

SAMUELS LEE

"I Want You Love" — Madison 800 — The pretty nicely done in Swing style. Side is a pop number with some Latin-American interest. (Habersham, BM)

CRETE FARMS

"Softly Baby" — Sony 836 — Side is tasteful, and the piano is very good. "I'm Going To Build A Mountain" — Pacifica, ASCAP

MARTY ANKA

"Tell Me (That You Want Me)" — Imperial 801 — Side is a bright side of pop and features a strong organ figure. Side is a pop number with some Latin-American interest. (Habersham, BM)

JOHNNY TWO-FOOT

"I Hate You (Almost)" — Specialty 223 — Slight vocal a is applied to this theme. Side is a pop number with some Latin-American interest. (Habersham, BM)

"You Don't Care" — Specialty 223 — Slight vocal a is applied to this theme. Side is a pop number with some Latin-American interest. (Habersham, BM)

BRUNO WINGRASS

"The Drum" — Columbia 41652 — Columbia would like this side to be well-received. It is a fine side and should catch on. (Mats Out, BM)

LITTLE RICHARD

"Directly From My Heart" — Speciality 886 — Little Richard delivers this ballad with beat in fairly sedate style, backed by a full organ in the back and a strong chorus. It should sell. (Lone, BM)

"The Most I Can Offer" — This side should also sell in less-vigorous style than the former. Nice idea. (Timmer, BM)

NM MCCLARRIN

"A Doomed Lover" — Mercury 76143 — McClarrin gives an upbeat blues strongly helped by a gal in the back- 

B. J. LEVY — Viva Lev 1172 — All-at
tie evolution of the solo in his key, and has been recorded to a side with a real chance for vote. Watch it. (Music Products, BM)

"By Meself" — Jimmy McClarrin tells this sad story of his broken heart with a lot of heart, over simple and solemn backing. This could happen if exposed. Powerful performance. (Music Products, BM)

BILLY C. HENDRICKS

"Tarz" — Mercury 76166 — Belford Hendricks leads his multi-stringed ork thru a smooth, flashy instrumental performance of the standard with a chorus making vocals sounds in the backing. Strong work here. (Peer Intl, BM)

"Peg O' My Heart" — Another class reading by the Hendr

BILLY EDWARDS

"I Live and Let Live" — RCA Victor 7172 — Swit

BILLY LEY — Katz 109 — Folks and gospel styles mark this one out. It's exciting, with a beat that rolls right along. (Docuba, BM)

FORUM

"The Story of Elvis Presley—Drumfire DP-1" — A truly emotional recounting of the Elvis, Presley story from the tone he made his first record in Memphis, thru his Army career and his return to earn his good fortune.

DESSERT WALK—A sharp instrumental, with funky guitar and sax work. The Teen dancing set is going to like this one and it should get a lot of play. (Stoakville, BM)

RECKHAM

"Mass Out" — Decca 21909 — Vervected washing machine at an attractive up-tempo ditty with solid backing. (Leds, ASCAP)

"Only the Broken Hearted" — Moving reading by Reckham on a winfielded ballad. Melotv spins. (Cemell, ASCAP)

TIVI CARR

"A Little Time" — Roulette 241 — Miss Carr sings an interesting ballad and should do well. (Coboba, ASCAP)

HENRY FULLER & DIANE MAXWELL

"Blue Eyes" — Parrot 242 — A pleasant, country-style flavored effort by Fuller and Maxwell. It is very close to the above material in the tone. A pleasant, pleasing side with a country rhythm. It was made for the band. (Band, BM)

RINGO OWEN AND HIS SONS

"When I Feel In Love" — Parrot 242 — Side is a romantic ballad, mainly written by G. N. Brown. It should sell. (Stella, ASCAP)

DOUG EXCELSOR

"I Was 3, Last Night" — Columbia 61861 — The furore side in this one is built by big ork and chorus. Nice idea. (Stella, ASCAP)
FOLK TALENT & TUNES

By BILL SACHS

Around the Horn

Bob Wills and Tommy Duncan, back together again after a 12-year separation, played last Wednesday (20-21) recorded for Liberty Records in Los Angeles. On April 27 they begin a four-week stand at the Wagon Wheel, Lake Tahoe, Nev. new, followed by a like engagement at the Golden Nugget, Las Vegas. The Hillbilly Brothers' Band, after a three-week trek through the winter, Colorado and Nevada, moves into the Golden Nugget, Las Vegas, for four weeks, followed by a country contest. Following the Las Vegas date, the Miller combo makes its annual appearance at the Aladdin Hotel, in Shreveport, La., May 21, and July 1 or taken off from for M. M. and R. F. of Puerto Rico.

Johhnie Lee Willis, now working the Montana sector, stops off May 2 at Richfield. Quarry, Idaho. Johhnie 'Lee Willis Stampede, one of the Southwest's major rodeo events.

Bob Momney, veteran country songwriter, has opened his own distribution office. The Rem Record Distribution, at 327 N. Limestone, Lexington, Ky. He operates this office in conjunction with his distributing office, "When Will I Shelter My Sheep," gospel song written by J. W. Grishop and Irby Melton, was recently recorded by the Akron Sisters on Saturday EP, to be in the No. 1 slot on Wayne Ramsey's "Vicky Jamboree." Champaign, Ill., May 19. Janie Taylor of the Vanna Vettes has guest appearance on "Jubilee U.S.A." Saturday (9). Miss LeBey, of Huntington, W. Va., sells the name of his label in Monroe, N. C., recently carried here. "I don't want anyone to think I am looking for some other label," writes Ben.

Joe Taylor and His Indianna, Red Womack, and the Old Wagon Wheel, in Los Angeles, Calif., are expected to appear at the RCA Victor Studio in Chicago. Release will be on Tuesday around midnight. Joe Johnson, of Glenwood, Ind., has a release coming up soon on the Dick Taylor record label, backed up Johnson on the session.

W. S. L. has a release coming up Saturday night jambores over WSKY, New Castle, Pa., will soon be released. W. S. L. has called "Little Knee" Ranch, which brings the season to an end, May 2. He and His Cool Mountain Boys continue to pitch their wares over WPIN, VT, Albion, Va., and WVSC Radio, Somerset, Pa.

Jim Watson is oncording for the Circle Theater, Cleveland, when they played c.w.m., attractions on a regular basis, is scouting for a location in the Cleveland sector to house another country music jamboreshow type show.

When he ain't singing, George Kent, new artist on the Nashville label, is hard-working Dallas policeman. His new release is titled "Rollin', the Red-Eyed Rabbit," C. C. Carton, producer of "New Dimension Night," WZWA Theater, Richmond, Va., reopens Ed's Park on Route 371 west of Hartfield, Va., May 1, with Don Reno and Jimmy Warren and the Tennessee Cut-Ups the opening attraction. Bill Monroe and His Blue Grass Boys are set there May 8, and the following night at the Jacksonville, Barn Dance cost will be the May 15 feature. Jerry Copple and the Troublemakers will continue their personal management of Jim Gimlett, are booked for "New Dimension Barn Dance," Richmond, Va., May 14, Ed's Park, Harrisonburg, Va., May 15, Cendito, N. Y., Va., 20.

Sunset Park, West Grove, Pa., 22; Dore Theater, Tappahannock, Va., 27; "New Dimension Barn Dance," Richmond, VA., May 30; Ed's Park, Harrisonburg, Va.

Members of the Association of Country Musicians and Entertainers have recently donated their services at a six-hour square dance for the benefit of the desolate local family. Event was held at Steele's Stables Club near Fort Wayne. Among those who gave their services were Ray Kiley, Johnnie Lee Willis, Slim Adams and the Rhythm Sons. The benefit noted an attendance of over 50.

D. "Mr. Market" Morgan, of Puerto Rico, has been appointed to the position of Puerto Rican representative for Carnegie Steel Co., Philadelphia.

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For the week ending April 24

Title, Artist, Company, Record No.

1 4 6 PLEASE HELP ME, I'M FALLING, Earl Hook. RCA Victor 7661

2 3 3 JUST ONE TIME. Dave Gibson. RCA Victor 7660

4 2 1 BITTER END. Dave Drury. Disc. 30174

5 8 9 IRISH FIDDLER. Marty Robbins. Columbia 5439

6 5 5 YOU'RE THE ONLY GOOD THING. George Morgan. Columbia 5417

7 13 20 WNYK. Wally Wallace. Sun Records. 3065

8 5 10 MY MANDOLIN. Dinah Shore. Columbia 5401

9 13 30 10 MORE LOVES OF PEGGY. Patti Page. Columbia 5402

10 6 5 IF I HAD THE WORDS. Scotty Moore. Columbia 5403

11 15 13 POMADE MACHINE. Luzzy Irving. Scotty Moore. 3065

12 16 13 I KNEW THAT WOMAN. Dottie Rambo. Columbia 5404

13 10 5 FAMILY BURIAL. Claude Gray. D. 1118

14 25 4 AMPHIBIAN. Roland Powers. Paramount. 3065

15 10 9 LIFE OF A POOR MAN. Sonjawill Slaton. Columbia 5405

16 26 21 LEFT TO ROUGH. Kitty Wells. Disc. 30175

17 24 12 NIGHT OBSESSION. Edouard Hardy. Columbia 5406

18 19 2 YOU OLD BEER TO ME. Faron Young. Columbia 5407

19 24 16 COME (THEE) LOVER'S BANG. White Pierce. Disc. 30188

20 17 19 SHEARER. Maria Esther. Salem 364

21 26 9 ACCIDENTALLY ON PURPOSE. George Jones. Monarch 5181

22 24 2 THE OLD LANDLORD. Bernice RCA Victor 7720

23 17 14 ANDY'S SONG. Eddie Wright. Disc. 30987

24 26 21 EYES OF LOVE. Marle Simpson. Starday 422

25 22 24 I MUST YOU ALREADY. Jimmy Dunn, N. Y. 12484

26 21 2 SHAKLETON BROWN EYES. Joe Jones. Mercury 5182
Reviews of New Pop Records

Black Bandits 1155
Sassy D американск.

GOOD SALES POTENTIAL

* * *

The Sunny Seeds

Harry, Max, Bub - FIVETH PRO

SMILEY LEE

I Want to Be With You - MIRACLE

BILLY CHAPMAN

Right or Wrong - MONUMENT

MYRNA RAINBOWER

A World of Our Own - COLUMBIA

CINDY ELLIS

On You Think of Me - LAUREN

THE VIRTUES

Just Blackmail - ZONETONE

TROY LEE

In Your Arms - HONEY

FAYE OTT

This Thing Has Got To Stop - INTERPRET

GARY FUNDAYER

Everywhere When You Go - SELECTED

A LONELY SOLDIER

Jerry Butler 1103

EASY LOVIN'

Wade Flemons 366

(Continued on page 156)

WHY DO YOU TREAT ME SO COLD?

Gene Allison 1107

A LONELY SOLDIER

Jerry Butler 1103

EASY LOVIN'

Wade Flemons 366

See Page 12 for Details
PLEASE NOTE
The Best Selling Pop Records in Britain chart, which has run in this space in the past, now may be found in the Music News department on the International Music page.

MONEY
SAVING
SUBSCRIPTION
Order
Billboard, 2160 Patterson St., Cincinnati 22, Ohio
Money subscription by the Billboard for full year (51 weeks) at the rate of $12 is considerable saving over single copy rates. Foreign rates, $20.

O SAVE MORE MONEY
MAKE MORE MONEY
Subscribe to The Billboard TODAY!
*Reviews of New Pop Records*

**MODERATE SALES POTENTIAL**

- **BOBBY BLAND**
  - *Duke Record* 318
  - *WDRT.*
  - *V.*
  - *N.*
  - *M.*

- **JOHN LEE HOOKER**
  - *Vanguard* 1394
  - *RHYTHM.*
  - *5.*
  - *A.*

- **LLOYD RENNER**
  - *30.*
  - *V.*
  - *5.*

**HIGH SALES POTENTIAL**

- **BARBARA FITZ**
  - *The Eleventh Commandment* - PHILIPS 7255
  - *HLK.*
  - *TBS.*

- **HUMOROUS BLUES**
  - *The High Lighthouse* - GROOVIN' 1203
  - *HLH.*

**LOW SALES POTENTIAL**

- **JOHNNY MANN**
  - *V.*
  - *S.*

- **JOHNNY MANN**
  - *V.*
  - *S.*

- **ROCKIN' DAVID ALLEN**
  - *My Broken Heart* - JIN 110
  - *HLH.*

- **DONALD O'CONNER**
  - *A Pretty Girl Is Like A Melody* - R&B.*

- **THE LAYMANS**
  - *V.*
  - *S.*

- **BILLY CAIN**
  - *V.*
  - *D.*

- **WILLIAM H. BUNKS**
  - *Una Llorona* - EAGLE 126
  - *TSL.*

- **RAY CORTES**
  - *V.*
  - *S.*

**GREAT SLEEPER**

- **JOHNNY HINES**
  - *V.*
  - *S.*

- **RAY LAWRENCE**
  - *V.*
  - *S.*

- **RAY NELSON**
  - *V.*
  - *S.*

- **ROFFY GAYN**
  - *V.*
  - *S.*

- **PAPA ROY**
  - *V.*
  - *S.*

- **HAROLD SHORTER BAKER**
  - *V.*
  - *S.*

- **TEDDY WILSON**
  - *V.*
  - *S.*

- **WALTER WATTS**
  - *V.*
  - *S.*

- **JACKIE MOORE**
  - *V.*
  - *S.*

- **JOHNNY McCLAIN**
  - *V.*
  - *S.*

- **BOBBY THOMAS**
  - *V.*
  - *S.*

- **PAUL WILLIAMS**
  - *V.*
  - *S.*

- **CARLTON* 528

- **PAPER ROSES**
  - *PERIODS* 101

- **PRESSINGS talk to DISSKINDERS**
  - *FAMILY* 101

- **GUYDEN RECORDS**
  - *OVERNIGHT PRESENTATION* - "PINK CHIFFON" - *MITCHELL TOROK* Garden 5967

- **NEW RELEASES**
  - *WE'VE BEEN WRONG* - NO. 1

- **LOUVIN BROS.**
  - *I JUST SEE A BRIDGE* - CAP. 4339

- **JOHNNY McCLAIN**
  - *ALWAYS YOURS* - A&M 1001

- **GUYDEN RECORDS**
  - *EVEREST* 101

- **THE BILLBOARD'S MUSIC POPULARITY CHARTS**

- **Complete MUSIC INDUSTRY DISTRIBUTION**
  - **JUKE BOX OPERATORS' CONVENTION**

- **Billboard's May 9 Juke Box Convention Issue**

See Page 12 for Details
1960 the Band Revival Year!

**Continued from page 1**

with a local live venue, as half-bakedHandle with care.

The album purchased by UncleArtists from Warner Brothers, and

**Continued from page 1**

a 1960s revival record trade.

Many have stated that the readiness of

the album looks interesting in light of

recently released records, showing how

recording budgets are increasing.

The feature covers of the magazine

would make a method of judging

weekends. The most popular stars are

not exposed as an exposure medium

for disk product.


to the very least, is likely to make

the prime markets for the next year.

teen-agers, definitely one of the prime markets for

rock hits, known to be increas-

ly albums-conscious due to

recent Uber-Buddyism. The

SSEEBURG TO ADD JUKE ALBUM PROMO GIMMICK

**Continued from page 1**

ATCo record business may take.

As in the case of the record

For those operators who have already bought

will be released in a small effort,

At this time, it suggests that

and to run with the current tide,

that whatever conversion equip-

ment is required to allow for the

disk cover idea will be made avail-

able at no extra cost.

ABC States

**Continued from page 3**

1971’s sponsorship announcement by ABC stems from the FCC’s new interpretation

of the very language of that section.

In the matter of identifying free

ABC feels that as long as there is no

obligation to play on the part of the broadcaster, the

material is “grasped” and can be

considered payment or “valuable consideration”.

The network may submit a billing
to the FCC and, if approved, broadcast the

message. Whether since, 1971 actually

reviewing will depend on what

interpretation the Federal Communica-

tions Commission will ultimately
take. ABC believes if the FCC does

not approve the submission, the

section should be amended to

remove such ambiguous language.

LEON PAYNE

129. Matt’s Heart on 3/11 1346.

ABC14.

In January 1336, ABC

is a beauty spot for its

programmatic design.

GIDEON DAY

261. I’m a Dreamer – America, a

notable by a single listener.

(Blowin’ Cup and Swingin’ Big,)

to its presentation.

RAT’LY

260. Big Lemon – The

Blues. (A new, young

man – the first to

be premiered on the

Blues.)

GLENNA FAYE

190. Glenna Faye Can

190.

Meanwhile, the

Ratings of new programs

are not affected by any

attribution of listener surveys.

TOM FALCON & THE STAINLUSTERS

73. Wacky & Quirky – Rock

music exposed.

(DeLorenzo, BLM)

Folks

BILLY RAY

278.

Son of a Gun

Strangely, the album

stores

unabashedly.

Musicians

MGM After Six

**Continued from page 1**

**Continued from page 3**

was originally announced $25,000 on

the ad campaign. Another inter-

testing angle is that with every-

gate sold.

After Six is buying the albums from MGM for this pur-

pose. The two are divided.

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HOLIDAY'S QUICK MOVE SAVES DATE

UTICA, N. Y. — The new Municipal Auditorium had its ice equipment bought down last week at the "Best West" of the opening, for which an advance ticket sale of $25,000 has been paid in, Monday and Tuesday (18-19) were lost, but „Bill‟s‟ and "Pete‟s" will run. Its 100,000 fans up from the lower end of the hall, many of the seats have been paid for in advance to help the combination of advance and window sales, and exchanges.

Calif. State Fair Plans Garden Show

SACRAMENTO — First State Spring Garden and Landscape Fair will be held during the State Fair & Exposition grounds and Zoological Park (20-28) Sunday, Dody T. Forth, fair manager, said.

This year will feature advanced designs in garden and patio layouts, which can be applied to homes and top landscaping techniques. Many nurseries are co-operating in the project.

Additional features will include a "Young McDonald's Farm," a unit stocked with new!! baby! farm animals. There will also be an art show in the setting of the natural habitat.

Ferth said that the event is designed to be a forerunner of spring fairs to be held annually.

VIDEO SHOW SALUTES FAIRS

NEW YORK — The National Broadcasting Company's "Ford Startimes" television program will salute musically the American county fairs on its May 3 segment, Show will be the first of the 1960-61 television season.

Celeste Holm will host the program, which will include the Amazing Mr. Bihleno, Hermoine Gingold, Margaret Hamilton, Marion Haskie, J. P. Morgan, Peter Palmer and Charlie (Chuck Arthur) Weave.

Palisades Boosted By New Unit Array

Added Are Sky Wheel, '2000 Leagues,' Felix Circus, Turnpike, Other Features

PALISADES, N.Y. — New features in unproved production bid to make this a record season at Palisades. Some of the new units have been moved in every season, providing a handy source of income. It has improved and publicity clients, proprietors feeling Rosenthal has unprovedly himself during 1960.

Visitors to the amusement spread this past week saw the following items in readiness: A 2600-foot long Turnpike ready to speed from the outside, a new Satellite Jet, Mac Duburg's Flying Coasts, Harold Steinman's '200 Lueages Under the Sea,' John Torp and Bryan Lewis' Flea Circus and Archie McLaren's Illusion Show. In addition to these operating units, there is the Hunt Bros. Circus, operating behind a five-ring international ring on the parking field, and the entire park has been refurbished with blacktop. Add to this the fact that all the major rides are back in business, and the entire stimulation makes a for a public.

The Turnpike is a 25-car unit running over a course built by Joe McCray. It features a large sign for the overhead sign, and has been4.

Herschel's is Ready, Others Get Rides

NORTH TONAWANDA, N.Y. — A 25-car unit designed by the new Seaway Kiddie Park, located only miles from the Eisenhowder Lakes at Massena, N.Y. Ten cars are utilized by the company, which is owned by Larry Robert Hrantom and! Mr. and Mrs. Richard Hendrickson. The company has agreements with the Great Western Rhythm Band, the Silver Slammers and the Golden Slammers, plus a band, which are all expected to be in business, and the entire stimulation makes a for a public.

An attraction of the new Kiddie Park is the exciting new "Green Thumb" roller coaster, which will offer a ride.

2-Year Fair Gate Of 70,000,000 Is Projected for N. Y.

Average Day: 200,000 at 1964-65 Fair; Plan Submitted for Site Preparation

NEW YORK — The 1964-65 Fair is well on its way to permanent construction of exhibits. Costs of erecting and maintaining an exhibit are lower and have other drawbacks — the building of which is that the Fair has a permanent home needed for neighborhood recreation. In addition, there will be motorized lounge chairs and railroad cars, in the fashion of the earlier fair. In addition, the consultants suggest replacing the top of the public gardens, which held 60 passenger spaces and operated through the grounds over three separate routes. There will be 30 railroad trains and two 200 lounge cars in use, there, also.

2-Year Length Required

Studies indicate that it would be best for the Fair to raise a fair for a single year. The conversion relating to international relations is expected to last 12 months, and will have its duration to six months, but provides that two-thirds of the cost.

Best Riverside Debut Over Easter Weekend

AGAWAM, Mass. — The combination of stock car racing, a TV attraction and good weather sent Ed Carroll's season off to a perfect start over the Easter Sunday weekend. Saturday night (16) racing pulled large crowds, and the opening night in Carroll's tenure 10,000 patrons were on hand.

Easter Sunday business was stimulated by a fashion contest. Easter parade, egg hunt, and an appearance of Robert Horton of the "Wagon Train" series. It kicked off with a large string of Horton's personality vehicles and arrived at the Chicago parade company, thru busker Al Martin of Boston.

Crowds estimated conservatively at the close of 40,000 persons swarmed thru the park during the day. It was the best opening Sunday in 10 years, Carroll reported. On several occasions during the day traffic backed up along Route 1A for two miles.

Judges for the various contests wereeya by Candy Jones, model agency proprietor, and her 12-year-old son, "Miss Riverside of Agawam."

Park business was covered in bold and story form by Springfield field newspapers. Carroll's season has a new four-color promotional folder showing photos of the Wagon Train, Ten Car ride, Riverboat Jungle Land,MIN Train and Western village, grandstand, free toys, and rides which emphasizes the free parking and free gate.

1961 BOW SKEDDED

Complete Plans for $1 Million Indianapolis Amusement Center

INDIANAPOLIS — Completion of plans for the construction of a $1,000,000 amusement center on the north side of Indianapolis was disclosed Tuesday.

To cover the area around a scenic 20-acre lake, the center will include a kiddie park, a fishing lake, golf range, a restaurant and facilities for swimming and boating.

Principal sponsors of the project are Lloyd C. Goode, Richard H. Stackhouse and Robert Dawson. A request for rezoning of the property will be made by the developers of the new field Boulevard bridge over the White River, will be heard by the county commissioners Wednesday.

June 22, William F. LeMond, the amusement park is scheduled to be ready for operation by the end of the month.

The amusement park is scheduled to be ready for operation by May 15.

Mr. and Mrs. Russell Felton of Rochester, on an order for a Pony Car, will take 16,000 US., $12,000 for the Tiny Train.
THE BILLBOARD
SHOW NEWS

Mills 60 Edition Bows to Overflow

JEFFERSON, O—Despite torn
winds and pre-opening in-
nings, the Mills 60 Edition
Circus got off to an
ning start here Saturday.
Even the bad weather did not
withstanding the new blue-con-
ted lineup.
Youth sun beat down on the
which was trimmed in
blue, and Sidewalls are blue
stripes. The new menu pre-
ts the same color.
The new cookhouse is in all
blue accents.
Side the midway leading
the new white and blue-trimmed
pavilion.
Four small floats, a giant
drummer carried by a pure
ng and green-trimmed
circus, get kids gittering and
luster to the Baby Burma, acquired
ear previous registration in the
ills.
's was put to use pulling one of
floats. Single teams of pull the
other three floats.
Children of show personnel
erate excitement. All the while, the
fourth, labeled
has a small plastic figure.
argar, which is pulled by another
circus with the lamps. The other floats
are pulled by clowns, a mustachioed
captain and a princess coach.
June 25, 1960

Mills 60 Edition Bows to Overflow

Only one man did the initial performance, and
several others filled in the roles. The show
almost filled the night on the
Park, Oklahoma. The night performance
on completion of the
was a small pavilion. The
all out and all over.

No weather, developed, but con-
venient rain accompanied the show.
The children were present in white
the day's events.

South Whacker

JUNE 25, 1960

CIRCUS REVIEW

JOHNSON, N C—The Carolina
Circus opened to a near-capacity
Thursday night in the
Business here Mon-
day showed a light matinee
with a three-quarters night crowd.

SOUTH WHACKER, S C—The
Carolina Open House was a
success.

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COLUMBUS O. — Mrs. Anna Elizabeth Gooding, 52, wife of Floyd E. Gooding, president and principal owner of the Gooding Amusement Company, died Monday at the University Hospital here after being stricken Saturday afternoon. She had been in good health up to the time of her death. Mrs. Gooding was vice-president of the company and was widely known in the amusement business.

She was a graduate of the Grant Willow Grove Opens Strong

PHILADELPHIA — Willow Grove Park will open to the public during the Easter Sunday weekend, following several days of dress rehearsal for the regular full weeks for the season. The suburban amusement park begins its second season under the ownership of the Franklin Brothers bankers and realtors of Willow Grove, who said the park had operated for 60 years, attracting about 1,500,000 visitors.

For this coming season, innovation is evident in the park area and the wiring of all exhibits for sound effects and music. The sound effects were designed by a firm which wired Disneyland. Ray Batty, the artist, has created new exhibits and effects for the park.

Mills Bows to Overflow

at the same time, Duke Jenson then name on for the second concert season was perfect. Being victorious by a number of concerts.

A. R. T. W. — Duke Jenson, of Steel, presented Libra horses in Rings 1 and 3. Following this Vos had his five-year-old, walking, walking, riding and other similar stunts to please the money.

Duke Jenson and Count Carlos were on the track. The crowd was filled with a horse, including Duke Jenson, who was the last to call for the money.

For Display 18 the Red Ashes offered a balanced baffle number to follow up on the success of the first display. This number presented intricate feet of balanc-

In Ring 13 and 4, the successful three-year-old horses were being ridden in a manner.

Joe Rosslaire has been the first to use the horse's head to perform the opening performances. Harry Mills, in Vaudeville, presented the feature of the evening, with a display of the famous Kings of Hollywood.

The opening date was sponsored by the Astabula VFW Post Junior Hunt. The show was presented by 600 fans, a sponsor representative and other guests of the Mills of Willow Grove. The show was sponsored by the Willow Grove School for the 21st annual opening banquet.

The crowd overflowed into the overflow hallways, where tables were set up in the side rooms, and the entire school was filled to capacity.

The opening program was sponsored by the Astabula VFW Post Junior Hunt. The show was presented by 600 fans, a sponsor representative and other guests of the Mills of Willow Grove. The show was sponsored by the Willow Grove School for the 21st annual opening banquet.

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AMUSEMENT PARK OPERATION

Parks Assn. Launches '60 Membership Drive

URGING EVERY member to get at least one member during the coming Easter Monday, Chairman Marvin Sotion, of Spring Lake Park, Oklahoma City, is launching a spring membership campaign for the National Amusement Parks Association. In a special bulletin sent last week from the NAPAAPB headquarters in Chicago, Sotoline advises each member to "look around" and see what his neighbors are doing. He then asks each operator or supplier as a candidate for membership. "There are many reasonable people in our industry who have not been thought of join us," he said. In vital that NAPAAPB continue to enroll members to keep us 'strong and progressive."

Attached to the bulletin is a membership application for the convenience of each member in enrolling his "neighbor."...few practicing, each new member will receive, upon being formally admitted to the association, a copy of the "S. Manager's Guide." and a copy of the printings of the 1959 convention which contain a multitude of out-cutting and revenue producing ideas for any operator.

San Diego Enacts Rules For Trampoline Centers

RECENT DEVELOPMENT In the trampoline center picture was the enactment of regulations governing them in San Diego. The ordi-

San Diego Police Department have enacted the first set of rules for the operation of trampoline centers with 12 trampolines. Other requirements include the limiting of entry to one person per trampoline at a time. The 10-odd centers in this area are closed down because of the new regulations. It will be noted that they can not be operated under the San Diego "inspector." Action in San Diego was taken after a year's survey by the city council after a young child was injured at a trampoline center.

Mrs. OLA HUEDEPOHL Rests Well; Kaufman, Baker Visit Disney

Mrs. OLA HUEDEPOHL, wife of retired NAPAAPB Secretary Paul H. Hudepohl, is resting most satisfactorily following minor surgery performed at a hospital in Portland, Ore... Paul glass to join her in Portland soon...John and Tooe Phyllips, of the fiphip Acquatic Club, Daytona B., securing a home in the area to find a new abode after selling their center residence property in Dayton to an oil company. The site will now be used to construct a new 20-bed hospital for an existing service station...Milf Kaufman and Dave Baker, of Revere Beach, Mass., flew to Los Angeles Tuesday (19) for a few days business in the West. They will be at Disneyland and look over the new attractions there... Incidentally, Tom Woff, of the Disneyland guest relations department, reports the Disneyland staff is looking at the 7,000-seat grand opening in June when they plan to bring in the press, radio and TV for a big Disney-style event...Bob Phillips, NAPAAPB president, is back in Miami for the look-up of his Walt Disney World, which opened in 1971...Sagamore Hill will also include the Participating Sports Association meeting in Flushing, N.Y., May 4...Also attending the Harrisburg meeting will be John S. Bowman, NAPAAPB secretary....Among the newest members of NAPAAPB is William H. Thiele of Country Fair Amusement Corporation, Lake, Wis. He is building a miniature golf course on a 5-acre plot, which will also include two baseball batting cages. He plans to open on or about May 14.
FLYING COASTER

OCEAN VIEW AMUSEMENT PARK ~ NEWPORT'S PLAYGROUND

ATTENTION PARK OWNERS

TWO TALENT BILLS FOR WATERLOO DAIRY SHOW

WATERLOO, Ia.—Two acts of entertainment will be offered during the eight-day run of the National Dairy-Castle Congress, October 1-8, in addition to the Art B. Thomas Shows on the midway. Greater Kansas City's Rodeo Kids will provide the first three days' entertainment in the Hippodrome, and OAC-Hamild will offer name and variety acts for five days. The Thomas show will set up a separate Kiddieland adjoining the PFA Kiddie Barnyard.

Last year it was necessary to make an additional 200-foot building available to accommodate commercial exhibitions. This year it has been necessary to expand the outside exhibit area by over 50 units. This brings the total exhibit space to over 100,000 square feet in the three halls and to 363 outside units.

Five official national shows will again be featured in the show, which last year attracted entries from 20 states and Canada. Other attractions include the National 4-H, PFA, and Intercollegiate Dairy Judging Contests, the Iowa 4-H Dairy Club Exposition, the Horse and Pony Show featuring society horses, stallion pensioners, and quarter horses, the Midwest Garden and Flower Show, and a new and delightfully different Women's department built around a "Christmas in October" theme.

FLORIDA FAIRS CONVENTION SET FOR MAY 15-17

GAINESVILLE, Fla.—A wide range of fair management subjects will be treated at the annual meeting of the Florida Federation of Fairs Sunday-Tuesday, May 15-17, on the campus of the University of Florida. The program will consist of panel discussions and answers to questions drawn from a question box, and talks. Among out-of-state speakers slated are Frank H. Kingman, of Winchester, Salem, N. C., secretary of the International Association of Fairs and Expositions. His topic will be "How Are We Doing and Where Should We Be Going?"

CALGARY EX STILL HOLDS RR CONTEST

CALGARY, Alta.—A contest involving guessing the weight of Roy Rogers' horse will remain a part of the 1960 4-H Dairy Club Exposition, the Horse and Pony Show featuring society horses, stallion pensioners, and quarter horses, the Midwest Garden and Flower Show, and a new and delightfully different Women's department built around a "Christmas in October" theme.

FAIR EXHIBITION MANAGEMENT

MINNESOTA STATE SKEDS 10 DAYS OF GO-KART RACES

ST. PAUL—Go-kart races will be an added feature at this year's Minnesota State Fair. A one-mile track is to be built in the Grandstand area on the site of the 1960 dairy exhibits. The races, limited to 6,000 persons, will be held each evening, Monday through Saturday, August 24-29, at 8 p.m., each evening. A weekly total of $10,000 in purse money will be offered, according to Frank Winkler, who with Frank Durkon own the new go-kart track in a lease basis. A New Diamond combination will operate Go-kart races at the Metropolitan Stadium, Minneapolis, on a third of a mile track which will have seating accommodations for 10,000 people. The races will be operated on a concession basis on one night each week, and will be operated as a concession on one night each week. The first program is slated for May 22.

GREENFIELD, Mass., Memorial Day Weekend: Festival May Erase Deficit of Fair

GREENFIELD, Mass.—Not enough money is produced by the annual Franklin County Fair to support the grounds maintenance and actual fair operation, so the sponsoring society is trying something new: two fairs. The circumstances do not apply to many agricultural events but many, like Greenfield, are faced with the perennial problem of financial stability. The second fair here is called the Spring Festival. On May 15-22, the grounds will be made open to individuals from 50 communities in Massachusetts, New Hampshire and Vermont. The festival has managed to incorporate several existing events such as the annual Franklin County 4-H Fair, the St. Mark's Jovian Park (auto driving contests) and springtime 4-H programs.

Vice-president Alvin F. Oickle geared the budget low, being no professional talent, restricting prizes to ribbons and trophies rather than cash, and setting space rates at a moderate level. Estimate was that from the first weekend's $10,000 in prize money, the goal was met by mid-April.

Especially satisfying is that, with the exception of farm machinery, nothing will be carried over from the fall fair. There are no Breeds or midway.

WISCONSIN ASSOCIATION TO DISTRIBUTE BROCHURES

PLYMOUTH, Wis.—The Wisconsin Association of Fairs, thru its vice-president, Mrs. Waldo Elridge of Winnebago, has purchased the Horseless Bar Lodges on Leech Lake, Minn., and will devote full time to that enterprise. Vice-President Carroll L. Enders, of Donovan, secretary of the Lee County Fair, is expected to succeed Mrs. Elridge.

In addition to providing fairs with the mailing piece, the association will also distribute information about Wisconsin parks and play areas. Each county fair secretary has been asked to canvas his county for good display ideas, and the sponsoring society is right on the fringe of the information centers, important filling stations and other sources. Plans also call for distribution in large cities outside the State.

On April 23, the date of the 1961 State convention, Elridge said there would be January 10-12 but in a different Milwaukee hotel, the Pfister. The change from the Hotel Schroeder to the Pfister was due to no accommodations on those dates for the former. The association did not desire to switch the dates due to conflict with other major meetings.

The association's series of regional meetings this winter and early spring were attended by 212 delegates from 51 fairs. Largest turnout was at Weyauwega where 75 attended.

MCDOWALL RESIGNS AS IOWA ASSN. PRESIDENT

CHICAGO—Robert R. McDowall, of Greenfield, Ia., has resigned as president of the Fair Managers' Association of Iowa, as he has purchased the Horseless Bar Lodges on Leech Lake, Minn., and will devote full time to that enterprise. Vice-President Carroll L. Enders, of Donovan, secretary of the Lee County Fair, is expected to succeed Mrs. Elridge.

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Le Sourdville Skeds Preview

MIDDLETOWN, O., April 15—The opening of the arena for the first time planned for LeSourdville Lake Park here before the May 21-23 start of the regular season. Preview will be held May 11-12, with entries taken May 13-14. All park facilities will be open, and the display room will be kept open. Parking fees for the first 10 days will be $1.25, and all subsequent days will be $1.50, with unlimited admission for all of the Yacht Club, located on the street near the park entrance.

Aires of Airmates pertain to the use of the park's facilities, with the Yacht Club, located on the street near the park entrance.

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Ice Follies' Wins Big at Minneapolis

MINNEAPOLIS — Ahho final contest figure was not avail-
able. Ice Follies concluded Sun-
day (17) what it was probably the most suc-
cessful tour of its 29 years. At Minneapo-
lis Arena last night and on Monday, the 25-
year-old troupe presented a show estimated that about 12,000 per-
sons saw the show during its 10-
night run. The Follies were from outside from the Twin Cities.

From Minneapolis the troupe
hurried to St. Paul, where the run
ended on Friday. They had been on tour
since the opening of this year. It
was the troupe's third visit here in 24 years. Lyfe
Palmer, manager, described the con-
struction and perhaps best described it as "de luxe, soap-box with power mower motors. Some fans may have different de-
ces.

Mulligan's problem is that in his building that it has to be something mighty good in order for him to take in the ice out. This is especially true of week-
end. Today is when the Follies races are available beginning at 11:30. The troupe has topped 1,000 for attendance at skating sessions and it did three times this winter, one Saturday reacting.

One reason and used the weekend also for a kart, two, and 1,500. The kids drive karts in some other cities also. Their next show is at a kart, the problem is that they do not seem to generate the fumes and smoke of other racers frequency. Mulligan said he encountered some problems that they are low and they don't have. The shows were wired, provided good pro-
tection from storms and rain.

The opening show is at the Metropolitan Opera House on October 22, and the orchestra on November 21. The show is divided into three parts, with the first being to Seattle and the second being to New York. The third part will be in Chicago, and the fourth in New Orleans.

Grand Rapids Skeds

Symphonies, Jazz Dates

SYMPHONY and JAZZ will play important dates during the '61 season at the Civic Auditorium in Grand Rapids, Mich. The Civic Auditorium will be the National Symphony Orchestra on November 28, and Glenn Gould, pianist, will wind up in April season in a concert.

In between, offerings will include the Allegro Music Association, the New York Philharmonic, the Boston Symphony, the New Orleans Symphony, the St. Louis Symphony, the Orchestra of the Americas, the Kansas City Philharmonic, the Chicago Symphony, the Cleveland Orchestra, and the Detroit Symphony.

The season opens on October 28, and the opening date is scheduled for November 28. The opening concert will be conducted by Arthur Fiedler, and the orchestra will be the New York Philharmonic. The program will feature music of Berlioz, Saint-Saëns, and Debussy.

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CIRCUS TRouPING
by Tom Parkhson
A NIMAL AND CIRCUS history is being made at Madison Square Garden's new Town, Ringling-Barnum's baby opal is in at play there, head of the Barnum and Bailey men. He brought his star bearer to New York for the engagement. Ringling, owner of the famous men, is in charge of the venture. He brought his star bear to New York for the engagement. Ringling, owner of the famous men, is in charge of the venture.

In view of the location, not the best neighborhood, the American Chamber of Commerce was enthusiastic and held the first public meeting at Town Hall in 1961. It was under repairs at circuses this year.

Wilk, Barre, Pa., played to four turnouts house the tail end of the day. Thought there is named at extending the longer engagement than the four days used since now.

At the close of the show, the ringmaster, Krall, had the final words, "I'm thru."

A Chicago theater usher here who himself a tip when Robert Price, Circus director, gave the current programs on "Ringus, the Dancer," at the show. Spring's in California in connection with the operation of his circus, as reported. It was held in the city club that keeps him busy in Florida.

**

While Jimmy Armstrong's team with the Cat on the Rampage, they're still close today, they report. They are named as Logan's Pack. The show was a name for a number of years ago. Little Tuffy Nelson is being fitted out for a future career, having been named for his father's (Count Nelson) ringmaster unit, and Kay and Virginia are their sons.

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Bill Bryson, above artist and cartoonist, is in charge of the Big Top, that he'll be sending into True Family magazine. True Family magazine. True Family magazine. True Family magazine. True Family magazine.

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**Show News**

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The Big B. Mittler Boat for the Waterways

Weymouth, Mass.

Published by Kenneth W. Mittler, 4823 W. 42nd St., Chicago 40, Ill.
ROLLER RUMBLINGS

By AL SCHNEIDER

LOU and CHARLES MYERS, operators of Cincinnati’s Price Hill Roller Rink, and their manager, C. V. (Cap) Setzerman, have their eyes set on the June 1 close of a season that will barry an unforeseen slump in business, produce a gross slightly in excess of the excellent business recorded in the 1958-59 season. Most of the credit for the increase, the managers feel, is due to the fact that the rink was able to change into a large enough presence to take advantage of a need for amusement facilities in the city. This has been true for the past three seasons.

The Season

The season opened on April 1 with a few small shows and a lot of work to do in order to get the rink ready for the opening. This was done, and the rink was opened on April 11 with the return of the Big Apple Show. The rink had been closed since the end of the season in 1958, and the work done was to get the rink ready for the opening.

The Shows

The shows run from 6:00 PM to 11:00 PM, and the rink is open from 6:00 PM to 11:00 PM. The shows feature a variety of acts, including clowns, comedians, and magicians.

The Management

Lou Myers, just returned from a trip to the amusement shows in New York, reports that the prices are high and that the shows are good. He says that the shows are good because they are well produced and well presented.

The Future

Lou Myers hopes that the rink will continue to do well in the future. He feels that the rink will continue to do well because of the large amount of business that has been done in the past and because of the good shows that are presented.

During the summer the interior of the Price Hill rink will be re-decorated and the floor resurfaced.

A New Season

A new season is planned for 1960, and Lou Myers hopes that it will be as successful as the past seasons. He feels that the rink will continue to do well because of the large amount of business that has been done in the past and because of the good shows that are presented.

The Future

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THE FINAL CURTAIN

Down Under Expo
- Continued from page 161

Palisades
- Continued from page 160

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PARK MAINTENANCE FOREMAN

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BIRTHS

Aston, Joseph Richard, April 13 in Southwest Memorial Hospital, Coral Gables, to Mr. and Mrs. E. A. Goddard, of the Greater East Shores.
HAROLD NEVINS and Al Lefranc had their L. & M. Amusements going in East Meadow, N. Y., last week. With it were George Regan, Maty Aquilino and assistant manager, Michael Ryan, who is in charge of the restaurant. They will tour with Mark the Milliner. Mark and Al Lefranc will hopscotch at fairs with their popcorn, and fairs will be used as a starting point for their business, which is located at 57 Franklin St., Providence, R. I. They, too, will make the Philip circus date. Tommy Carson was given several pints of blood in North Shore, Mass., for a blood drive. Mennonites in Miami, Fla., now have a new Yellowstone trailer. For the last four years they've left Miami-with a new one, then sold it upon their return.

Harry Flannagan heads the new Owners' Association, formed to seek the organizers' games fair. Morris Vivona and Angulo are other officers. Dom Vivona made a quick Florida trip. Visiting Charlie Long in St. Petersburg were two director-trial units in Gibbstown bought by John Vivona. Glen Porter, back-end show operator, also was in Gibbstown, where he is at the Century Theatre in Harrisville, Maine. Mennon didn't make it any warmer. Joe and Moddie Straw bring back Miami after visiting relatives in Florida. Eugene is the faithful king an American Joe. Uncle Lou is back in the hospital in Miami with heart trouble. George was the best of times show at the Anderson End Fair with his concessions.

Marie LeDoux, secretary-treasurer of the Northwest Showman's Club, was elected president of the organization's first party on April 11. It was a good one with over 200 members present. The party was a great success for the festivities. Dinner was served in the Civic Auditorium. All was brought in a 25-pound cake with a Merry-Go-Round on top for decoration. The organizers were presented a personal chords and among other things, thanked the ladies for their help in making the event successful. A total of 400 doz. balloons. After supper and annoucements were made. The party lasted until late. Out-of-state members who attended for the first time included Mr. and Mrs. Van Dusen, Mr. and Mrs. Howard and Mr. and Mrs. Ettinger and William DeGandolfo. Next party will be the October 10th. H. V. (Vic) Williams, long-time popcorn man and hamberger conces- sionaire, is at the International Fair, Bateville, Ark., and deco- rations of other foods and beverages in that area, is recently the subject of a feature story in the St. Louis Post-Dispatch. Vic has also been a school teacher and restaurant up during 54 years, said his brother, who is now very well over a million hamburgers. Tex Tansey is in Virginia. He sold more than 3,000 during a 20-hour period at the fall fair before Woodcreek, Ind. When they were at the White River Water Carnival, also in Indiana, they sold 1,800 of the sandwiches in 14 hours. Prices have changed over the years, but they sold for as low as $10.80. They're a quarter. Daylight comes before breakfast. Williams had time to raise a family and be he and Mrs. Williams had five children. Al Rossetti was back in Chicago last week to prep for the show.

CHARLIE BOWES

W. E. (Shogun) Page writes from Athens, Ala., that Page Bros. Shows are going strong in the area. They have closed their May 5 opener in Nashville. Plans are to play around that area for some time. The Octopus and Roller Coaster have been brought in and personnel is being added. In addition, Page Bros. House, Brownsville, Calif., is now in the business. Of course, tairy-tarrier, Norman Littlefield, and Bubbi, a new companion, will be on hand.

Charles Chancy, long-time conces- sions op, is back at his Biloxi, Miss., home after being released from the hospital. Chancy has been a treatment for ulcers. Chancy can be seen on the second block of Main Street in that Mississippi metropoli- tan. Walter (Blackie) Stein- felder, the Biloxi hospital followed a heart attack, Mr. and Mrs. Steinfelder, and connections who deserted the road last year and now have a tavern in Biloxi.

Charles Flatt, despite wet weather, a large crowd attended the April 3-10th Arkansas State Press. School has also been closed and the school and restaurant up during 54 years, said his brother, who is now very well over a million hamburgers. Tex Tansey is in Virginia. He sold more than 3,000 during a 20-hour period at the fall fair before Woodcreek, Ind. When they were at the White River Water Carnival, also in Indiana, they sold 1,800 of the sandwiches in 14 hours. Prices have changed over the years, but they sold for as low as $10.80. They're a quarter. Daylight comes before breakfast. Williams had time to raise a family and be he and Mrs. Williams had five children. Al Rossetti was back in Chicago last week to prep for the show.

PLASHBACKS: 15 Years Ago — Important question among show owners, with the war in Europe nearing its end, was whether to remain showmen, or to move into other fields. Most showmen in this area have local authorities, many of whom were concerned over the intensity of the upcoming celebrations. . . . Royal American Shows lost its last three shows at Pittsburgh, Pa. The tour was canceled due to the war. William Goslin changed his name to William Goslin, Jr. A special agent, William Goslin, Jr., the chief electrician; Nest Hunter, trammaster; and Eugene Hughes, press agent.

H. W. (Shogun) Page, owner of the Page Bros. Shows, was arrested in New York on charges of false pretenses.

GARMAN OPENS 31ST SEASON AT SHOW'S W.Q.

EXCELSIOR SPRINGS, Mo. (APL) — The Gorman Shows will wrap off their Spring Amuse- ment Company here Thursday (61), marking the 31st season for the show. As usual the opening didn't go unnoticed in this resorttown that has served as winter base for the Gorman op- eration for that many years.

The Daily Standard not only devoted much editorial space to the show, but sold two pages plus of advertising to herald the annual event. The show has been under auspices of the Hyde Gustine Post of the American Legion. Tickets sold out for the first time in 31 years and the show has bowed here, but everything was up and sparkled for the bow.

In addition to the usual strong complement of rides, a Side Show and a House of Fun, Gorman has three other back- end units on tap. Included were Chuck Renison's Lion- Faced Woman, Lou Holland's Hollywood Revenge and Alfred Lemock with a dragon show.

The stand was scheduled to last thru April 30 when the show hits the road.

Royal West

Switches Bow

SANTA PATULA, Cali. — Royal West shows, under the direction of Jack Larsen, added its initial route and opened here instead of visiting as previously announced. Show was made because of construction work on a grade leading to the show. While here, the show added four

light towers with 12 more under construction. Each car now rolls 18 feet.

A 75-kw. Caterpillar generator was installed Friday (12). It was built in San Leandro, Calif., under the supervision of a California State Dept. of Commerce. The show will add a Miller Roller Coaster and a No. 2 tower, where it opens for a six-day run on April 26.

CARNIVAL CONFAB

At the last show, the showmen of the New Jersey Tours, including Mr. and Mrs. James C. Gorman, took a flying visit to the Gorman Shows at the Anderson (End) Fair with his concessions.

Will Carry Own Kiddie on Tour; Groscut Takes Over Gen'1 Agent Job

TAMPA—By the time Blue Grass Shows open its regular summer tour, all rides, shows, and equipment will have been completely rejuvenated. That's the word from C. C. (Spike) Groscut, general manager, who has also taken over the show's general agent chores in lieu of his late son, C. F. Groscut was here last week at his Tampa home and reported that activities there were the best in the show's history. The old FL- base were swinging into high gear. After the show is completed the show will move to its show-owned home base in Owensboro, Ky., in early May and open its final season there on June 9 at the Groscut Homecoming.

All rides and ticket stock are getting new paint jobs, matching the factory colors in almost all in- stances. New to the lineup this year will be a Paratrooper. For the first time the show will carry its own kiddie rides, a complex set having been purchased this winter by Mr. Groscut and was added in '59.

Addo Trailer

Also new this year will be an entertainment trailer that will be fitted with an eight-voice speaker system and a refreshment bar for the relaxa- tion of committees. A new semi- trailer is being built for the Downey

Vets Show.

New Lights

Rose City Rides, Gear Set to Go

CAPE GIRARDEAU, Mo. — With the exception of a few minor touch-ups, Rose City Rides are ready to open the season at Lakeside Park. Mgr. L. M. Schrader, who has been reported here in two weeks.

Lutesville is the only due to open on the Central States circuit.

Missouri centennials have been

Continued on page 2

THE SHOW THAT GETS UP ON SUNDAY

Fountain Inn, S. C., This Week

followed by Sparkman, Downtown Location; Kings Mountain and Shelby, N. C.; New Martinsville, W. Va.

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Get Your Spring Bank Roll Here, April 28 to May 8 inclusive. All Paved Midway.
Uptown Location—300,000 Attendance. Now Booking Shows and Concessions.
CONCESSIONS AND SHOWS: Ask Bob here for a long season in California. He runs, no nix, no blowdowns.

BOY SIEBERG WANTS: Handcuff Escape, Parachute for Little Show, Motor-Ground, Roller-Skating, Pike, Wheel and Octopus Foremen, Ticket-Sellers, Trunks and Boat-Drawers. Must have clean C Achievement's Standard. We can make new riders. Write Bob, 4642 Broad, 45th National Orange Show, San Bernardino.

CRAFTS 20 BIG SHOWS, INC., WINTER QUARTERS
Phone: P defeating 5-0909 or P defeating 5-0120

IMPERIAL SHOWS
WANT
Opening May 19-21, Fairbury, Ill. Alton, Ill., May 21-June 4, to be followed by our strong route of Celebrations and Fairs for balance of season.
CONCESSIONS: Long Range Cattery (must be flashy) and Basket Ball. CONCESSION HELP: Wanted Counter Men, Concession Agents for all-off-season-owned gunmen. Concession help contact HARRY ROSS, Box L207, Knoxville, Tenn.
SANTA MARIA WANTS COOKHOUSE AND GRAB BAG RIDE: No rides, no change, no nix, no blowdowns.
RIDE HELP: Forever and second men for Tillar-White, Octopus, Penn's Wheel, Coat and Kid Riders. ISMOR and Ross, contact immediately. Others stay on. All must stay sober and have licences to tile. This sells with bonus and good working conditions. 115 mile rides.

Electrician wanted. Good proposition to one who can handle large show. Contact as above.

ROBBIE MATTICE and Company (17 yrs. contact), Snake (must be well-trained, no geeks, etc) Motor-drome (Skinner, contact). Other clean family-type Shows not considering. All contact IMPERIAL SHOWS, Fairbury, Ill.

JOHN GALLAGAN, Owner-Mgr.

Wm. (Bill) GUILLETTE, Asst. Mgr.

RUBACK, PARKER
To Operate at San Antonio
SAN ANTONIO—Two machines will operate rides and carnival activities during Fiesta week here. Jack Ruback, sole carnival operator in town for several years, is threatening to operate here despite the Fiesta commission contract that has a high bid, but he's being sanely advised by others not to.

It was decided at a meeting that Ruback will operate, but will pay 50 per cent of his gross income to the commission. Ruback will be on two parking lots in the carnival area while Tim Pegg will occupy the remaining area of the fair.

Meridian, Miss., Centennial Pacts World

Meridian, Miss.—World of Pleasure Shows has signed with Yos- nish all midway attractions at the Centennial to be held here May 8-14 on the grounds of the town area.

In addition to the midway there will be a queen contest with 69 contestants sponsored by local code organizations, in addition there will be parades, free sets, pageants and other entertainment. Meridian, Miss., is the host for the World of Pleasure Shows.

Roy, President of Panorama Pictures, that they anticipated taking-overs of the midways will be a coming picture with a carnival background.

This is the show's opening spot of the season and it then moves to Michigan to start its round of fairs and celebrations in Michigan, Indiana, Illinois, Tennessee, Alabama and Mississippi.

Show took delivery of a new helicopter ride and a 3-abreast Allan Herschell in Merry-Go-Round. Personnel remains practically the same as last year.

WANTED
AGENTS—WANTED
Rolled Gals and Long Riders. Have Booking for Surprise Shows, 3-Mile, Brahma, and Long Riders. Must have good booking and reputation. For information give your contract address. Apply to Los Angeles office and give your qualifications.

JOHN A. HELLER
Box A, Los Angeles, Calif.

WANTED
ROBBIE MATTICE and Company (17 yrs. contact), Snake (must be well-trained, no geeks, etc) Motor-drome (Skinner, contact). Other clean family-type Shows not considering. All contact IMPERIAL SHOWS, Fairbury, Ill.

DIXIE AMUSEMENTS
WANT
WRITE FOR 1960 DATE BOOK
EBNER'S Show Poster Co., Inc.
MADISON, WIS.

SAFE FIREworks

AMERICA'S FINEST SHOW POSTERS
WRITE FOR 1960 DATE BOOK
EBNER'S Show Poster Co., Inc.
MADISON, WIS.
Show Builder

Want Show Builder who has had experience to work on horses and other animals. Must have own horse and trailer. 3 M.C.'s and other Riders to work an. WANT TO PURCHASE USED M.C. HORSES IN GOOD CONDITION. CONTACT,

BEAMS ATTRACTIONS
BOX 367, WINDSOR, PA.
TELL: 564 -fragments only.

WANTED
RELIABLE CONCESSIONAIRES
To do相同的工作和职位
for Boardwalk for legitimate Games, Carnival, Rides, etc. Must have own Town, Ball Games etc. and other legitimate Group Concessions to work on. Must be equal to the job. We have both board location experience. Interested parties please contact,

FURST, INC.
1327 Lime Ave. N. Y. Tel. 1.2243

Agents--WANT--Agents for Horseless Rides. Picture Frame. For Rides. Shop. Motherly, Merry, M. H. and Stick. Salesmen, Concessions. Conn. and open. Also any other type of Concession, likewise Manager, General Manager, or concessionaire to handle the office for one of the units. Early delivery is expected on a new Paratrooper and a new Scramble.

Winer quarters at Mason City, Mich. Have been in action for several weeks, with a crew of about 16 hands.

Another of the office trailer, now under construction, is slated for completion by June 15.

Hall's Open Shop Mart Show in Ga.

MACON, Ga.--Hall Bros. Circus, curators of Sarasota, a shopping center show, made its debut here May 21 at the Pinson Plaza Shopping Center, first show of this type to play in Macon.

The circus was the first road date and was held in Macon, Ga., where the circus may be played in another shopping area here after the show fills a previous contracted date in Huntsville, Ala.

Included are an elephant ride, a pony ride with six rides, all elephants, and a cage of animals, four concession stands and a safe toy act, featuring David Seckel.

Lorin B. Hall Jr., manager of the circus, and general agent, Scott H. Hall and Robert S. Hall are also part owners.

Tampa Auxiliary Awards Trophies To Top Bowlers

TAMPA--The Ladies Auxiliary of the Greater Tampa Shrine Club (Women's Auxiliary) awarded its bowling league trophies at the final regular meeting which had President Egle Seitzinger in the chair.

The Auxiliary in the Sales division was first placed, followed in order by La Lodge of Manila, St. Joseph's Hospital, University of Tampa, and the American Fraternal Order of the Sons of France. Their individual trophies were awarded Mary Cain, Frances Scott, Marie Weaver and Jackie Manza.

A thank-you letter was read from the Shriners, thanking the Fraternal Order and the Banker's Commercial Bank for their generosity.

In May, the Auxiliary made a donation of $125 for the smoker's fund raiser.

Along with the above, the Auxiliary also made several donations to various groups, such as the Salvation Army, the Prototype Brotherhood, the St. Joseph's Hospital, the University of Tampa, the American Fraternal Order of the Sons of France. Their individual trophies were awarded Mary Cain, Frances Scott, Marie Weaver and Jackie Manza.

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King Opens Second Tour

performer, Remo Loyal, son of Jus-

tin, shows a significant increase. He is

ware of his surroundings, backed by

and forward somersaults, won tre-

mendous applause. Remo is now a

talent in the circus. This Easter vaca-

tion and then return to school, but is to be back on the

show in June as a regular feature.

Aldo Cristiani presents a
troupe of 10 doberman pins-

kers in a variety of displays. The
togue number was another

strong crowd pleaser. Three

horses and a dog were the star

features. Justin Loyal, Conco-Cristi-

an, Pete Cristiani and Tecon-

noda Fornassari.

Old favorites retained include

the Cristiani-Sterling ball, with Chita, Conco-Remy

and Tripoli Cristiani. The less

known but still impressive, are

Orecie and italo, and a swinging

ladder display. A large elephant

at the Zoo.

Carnival Routes

• Continued from page 167

United Expo: Memphis, Tenn,

Victoria, Va., 25; Longwood, Va.,

Virginia Great: *William C. Mor-

nSuffolk, Va., Criffield, Md.,

Maryland, 27.

West Coast: San Jose, Calif.

Washington, D.C., 8; R. H. Foul
t


Circus Routes

Adams-Sibley: Springfield, Mo., 25;

Maine: Field, Vt.; Sibley, Ida., 26;

Porter: Jefferson City 29; Co-

slo, 30.

Reeley-Com: Lexington Park, Md.,

Arlington, Va., 26; Hager-

towns, Md., 27; Allentown 29;

Washington, D.C., 30.

Carson & Barnes: Jacksonville, Tex.,

Crane: 26; Jal, N. M., 27;

Eugene: Springfield, Ore. 29;

Denver City, Tex., 30.

Cole: Helen; Webster: Kansas City,

Okla., 27.

Circus Rew: *Jimmy Daniels;

New York, N. Y., 25; Fredon

Royal 27; Mornings-

burg, W. Va., 28; Wayneta-

po, Pa., 29; Detroit, Mich.,

Daytona, May 2.

Daytona: Grand Forks, N. D.,

May 2-1; Winnipeg, Man.,

May 3-7.

Deboby Bros.: 

St. Louis, Mo., May 2-15; (Uline Arena

Washington, D.C., 16.

Haggs Bros.: *Book Leash; 

Euf.-ville, P., C. 25; Smith-

field, Vt., 26; Henderson; De-

ford, Calif., 27; Redbird: Ros-

boro: Redville, Calif. 28; Alt-

ville, Va., May 2; Bruno Vill-

a: Charlotteville, Va.,

5; Ashland 6; Marion: 7;

Hendall-Morton-Joshu-

Harrisburg, Pa., 29-30; Aton-

a, Iowa, May 2.

Henderson Bros.: 

Jim Conley; Palisades


Jackson Bros.: Northern, Okla.,

25; Agra; Kansas 27; Hobler-

ville, Iowa; 28; Weveka: 29;

Palmyra: May 30; Nic-

osa, May 31.

King Bros.: 

Morganton, N. C., 25;

Forsyth, N. C.; Valley, N. C.,

Chapel Hill: 27; Chil-

ey: 28; Newport, Tenn.,

29; Greenove, N. Y.,

30; Pineville, Ky.,

31; Dayton, Ohio.

Mills Bros.: Amberst, O., 25;

Tul-

bow: 26; Bowling Green 27;

Des

Prairie, 28; Toledo 29;

Lido, Mich., 30; Inver-

ness: 2; Green-

n River, 31.

Ringling Bros. and Barnum & 

Baylis: Garden New York 23-

J. R., 24-25; New York, N. Y.

(Continued on page 18)

SMILEY'S AMUSEMENTS

WANT FOR BASSET, VA., MAY 2-7

CONCESSIONS: All types of Honky Ponks, Short Range Galle-

ry, Photos and Novelties. SHOWS: Can use family-type Shows.

Want Agents for office-headed. Con. can use general Rad Help

who drive. All replies to Concord, N. C., April 25-30.

P.S.: Chuck Simmons, French Fry, who I can phone you.

POWELSON AMUSEMENTS

OPENING NO. 2 UNIT—NAVARRE, OHIO, MAY 2

CONCESSIONS: Floss and Apples, Popcorn, legitimate con-

cessions of all kinds. Large stock of Honky Ponks, Short Range

Galle-

ry, Photos and Novelties, Age and Weight. Gloss Pitch, Fishes and Fish-

pound. Need First and Second Men on all rides. Want Wheel Mow.

Jack Bennett, contact us.

POWELSON AMUSEMENTS, INC.

P. O. Box 125, COSCOOHCTON, OHIO, MAIN 2-1727

REED'S AMUSEMENT CO.

RIDES: Can please out of Rad Rides to fill book and own Rad Kids. Want Ochre-

ter-Show Shows. All shows different. Want Concessions. Power shows. Have Wagon. 

Own Tent. Don't want to scrounge for men. All work. Answer. Want in all States.


WANT FOR SOUTHERN STATES SHOWS

WANTS AT ONCE.

RIDE GIVIN

one knows how to drive friction

pneumatics. Applicant Concerned

must desire this type of work.

WANT--WANT--WANT

Wants

Paper show. Must have

own

people. Must give

two.

CARNIVAL WANTED

FOR ELEPHANTS, ELEPHANT, ELEPHANT, ELEPHANT.

ELEPHANT SHOWS. ELEPHANT SHOWS. ELEPHANT SHOWS.

Leland Turner, Book Agent, 1612 S. Bonnie View, Phoenix, Arizona.

WANTED

Fun Foreman and Second Man. Will travel. C. E. L. SMITH

1493 W. 28th St., Chicago, Ill.

O'NEIL AMUSEMENT

2235 North Dale, St. Paul, Minn.

BILL LUCK WANTS AGENTS for Grind Stores, Pin Stores, Six-Cent

Picture Frame, Alibis and Honky Ponks. Also Up & Down Boys. 

TED O'NEIL WANTS RIDES and Fun Foreman for 2 Tils, 2 Wheels, 2 M-G-B, 

Pintoophone, Roll-Phone and Mad Mouse. Must drive same. Want only sober and reliable Men.

HIGHEST WAGES AND GOOD TREATMENT.

WANT--WANT--WANT

PROMISES ON ROCK-PLANE, TWINS WHEELS, TULLE, SCRLABUS, BOLLERO PLANE, ETC., FOLLOLOWING PEOPLE: CHARLIE KESTER, CHARLIE JONES, BILLY CRANE, HARRY RAINBOW, EDWARD BOWERS, RUDY BARNES, ALFRED HENDRICKS. Transit company, St. Louis, Mo.

WM. T. COLLINS SHOWS

321 F. 5TH ST., MINNEAPOLIS, MINN.

ALL AMERICAN SHOWS

Want for Greenwood, South Carolina, April 28-May 7, Laguna Spring Festival

MOTOR STATE SHOWS

12 RIDES - THE SHOWS

Madison, Bloch, Gy, 41st Ave. in Atlantic City, and Mississipi. Can also handle Sessions, General Session Price, 12th Ave. High.}


J. W. EDMONDSON

3243 NEWTON, DETROIT, MICH.

J. S. FREDDERICK

CARNIVAL CONFAB

Continued from page 170

A real showman, he has been on the road several years dealing in a paralyzing street, white hat that he has been living at 129 Montclair Avenue, San Antonio 9, for the past seven or eight months, but only recently discovered that two other children, Charley and Dorothy, were not

Ferrying around the world, giving the impression to the Wiltshire and the Wind, Joe Town in charge. Projects include other local colleges,seo.23-with 10.000 tickets, and 11 10.000 tickets, and 11

Department of Fine Arts and the University of South Carolina. The in addition to the Rollins and the Reynolds. The ticket price will be $5.00, and the show will be held at the Civic Auditorium on Friday and Saturday, May 1-2.

Wanted-A. T. WALLACE-Wants

Have 18 ft. native ship, going west, Des Moines, Iowa. Try Agent, J. C. Wall, 323 W. 15th St., Chicago, Ill.

PHIL DANNIELI SHOWS

OPENING APRIL 30TH, RECREATION PARK, FULTON, N. Y.

Don't miss the new, the exciting, the thrill. Don't miss the Phil Danniello Shows. The biggest, the best, the most spectacular show of the season. See the wonderful Red Indians, the amazing Siamese Elephants, the beautiful Russian Ballet, the thrilling acrobats, and much, much more. Don't miss it.

S.A.M. McGINN, LAKESHORE AMUSEMENTS

Wanted-A. T. WALLACE-Wants

Have 18 ft. native ship, going west, Des Moines, Iowa. Try Agent, J. C. Wall, 323 W. 15th St., Chicago, Ill.

A-1 AMUSEMENT

FERRIS WHEEL AND MERRY-GO-ROUND FOREMEN

Want also all foremen of all kinds. Write, phone, or call. Also ride help of all kinds. In and around Philadelphia. Good pay. Long term. No dancing while on duty. Inquire as soon as you can. SAM TANKELLE

5439 Warrington St., Philadelphi, Pa. Phone, 3131-1852

WANT-A. T. WALLACE-Wants

CONFERENCE CREW-ROCKETS-AGENTS WANTED for J. M. KEANE,

Agents for Hallen Darts, Bubble Tattle, Peruvian, Chinese Goods and Jewelry. General Coleman Dede and General Location Work. affix your name and address to your letter. All agents will be paid.

EXPERIENCED MAN OR COUPLE

To operate Cars, Appetizer and Piano. Must be able to take complete charge. Good Deal. Want Agents for Ball Games and other Games. Contact

HARRY J. KAHN

24 PARISHSt., SPRINGFIELD, MASS.

Phone: 880-6-0271

BEE'S OLD RELIABLE SHOWS, INC.

KIDDIE RIDES FOR SALE

Adam Hartwell, Track Ride, $1,200. 4 Merry Go Round Cars, 34 ft. wide, 15 ft. high, 12 passengers, with houses, 400 lights, suitable for State Fair. Atlantic City, N.J. For sale 30 ft., 800 lights, $1,000. Contact Ray Law. Phone: 546-3468.

RAYMOND E. HILTON, Franklin, N.Y.

THE BILLBOARD

Fla. Tour OK, Endy Heads Into South

MIAMI — A 26-week season of Florida world is closing for Endy Amusements, a string of dates on committee lists and catering center plazas. Owner Dave Endy beams that the series has extended over eighteen months, and will continue another week outside of the Christmas-New Year's holidays.

Homesite, Fla., was particularly good for four days, he reported. Endy set up on the streets for the first time, and 76 merchants took part in an Easter Sale promotion. Lights and Klig lights were spotlighted around the town.

Merrit Hillard of Radio WZSD and Levy of Photos, Inc., helped get the things going, and jewelry, J. Rosenbloom, a former cashier when the series first started, helped plan the billing for Drugs.

The show will take a 12-mile bus circuit with a cast on a tour of shopping centers, through the South, on completion.
BROOKE'S BEST

FARM & HOME

NOW IS THE TIME TO ORDER

FOR LISTING

SEND NEWS RELEASE, GLOSSY PHOTO OR DRAWING TO:


NEW BROOM

BARBECUE TOOLS

Broom is all white, has staple-set bristles, that roll and turn with speed, and hang-up fly. Wrapped in see-through packaging to retail at $2.99.—Cedar Division of American Martelle, Chicago 9.

COOKING KIT

Barbecue tool line features die-cast chrome-beaners on all items, black hardwax handles and chrome shaded for protection. Available in nine sets. Retail for $5.75 to $11.25.—Everyday Company, Frederick, Md.

DOG ROASTER

Roaster cooks six franks at a time, has crank at end of handle that rotates the dogs while they're cooking. Chrome plated ring is 34 inches in diameter and rests on grill while roasting. Retail for $1.49.—Washburn Company, Worcester, Mass., and Rockford, Ill.

PEARL OYSTERS

Each and every oyster comes equipped with pink or more cultured pearls. Can be used to make rings, earrings, pendants. Shells are lined with mother-of-pearl and make attractive ash trays or decoctions. Sell for $2.25.—Ekim Sales, Box 1877, Indianapolis.

WHEN YOU REPLY, PLEASE MENTION YOU SAW IT IN THE BILLBOARD PARADE OF HITS.

PRICE LIST READY

Send for Your Copy at Once

SLUM . . . Greatest Line Ever Assembled

PLUSH TOYS and DOLLS

FLASH . . . Superb Values

NEWS ITEMS When They Are New

If you have not dealt with us in the past, ask those who have

BERNIE NOVELTY CO.

114 West 14th Street

New York 11, N. Y.

FREE CATALOG ADULT GAMES

JAR TICKETS

NEW 1960 CARNIVAL CATALOG READY!

Write for your FREE copy today!

LEVIN BROTHERS

MIDWEST WATCH CO.

MEXICAN IMPORTS

Purchased from the World's Largest Premium Houses.

McLean Imports

Purchased from the World's Largest Premium Houses.

MEXICAN IMPORTS

Purchased from the World's Largest Premium Houses.

FOR SALE

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Purchased from the World's Largest Premium Houses.

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FOR SALE

MEXICAN IMPORTS

Purchased from the World's Largest Premium Houses.
THE MARKET PLACE FOR BUYERS and SELLERS

REGULAR CLASSIFIED ADS

A set of used goods at style, or any paragraph, or display. First line at $5; each balance in regular size 3 pt. upper and lower case. Rate: 70c per word, minimum 14 CASH WITH COUP.

IMPORTANT: In determining cost, be sure to count your name and address. When using a Box Number, add 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 than the use at larger type and with space. Type up to 14 pt. inserted, illus. illustrations, reverse, or other decorating matter. One pt. rule border on any of one inch or more.

RATE: $5 per page size, $16 inch. CASH WITH COUP unless credit has been established.

FORMS CLOSE WEDNESDAY FOR FOLLOWING WEEK'S ISSUE

Send all Orders and Correspondence to 2160 PATTERSON ST., CINCINNATI 22, O.

PORTO-LIGHT ROLLER STOVES

Compressed Timber Gasoline 9.5 cents per 100 cu. ft. 104 W. June St., E.R. 1870/1873 Markets Ave. Dayton, OH.

COE ROLLER COASTERS FOR SALE

Semi-activated, 2, 2 1/2, 3, 3 1/2, 4, 5, 6, 7, 8, 9 ft., all different colors and sizes. E.R. 1240, 1241, 1242. Market Ave., E.R. 8131, 8132, 8133.

MORE BUYERS

Will Step and Read

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RATE ONLY $15 per inch.

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Compressed Timber Gasoline 9.5 cents per 100 cu. ft. 104 W. June St., E.R. 1870/1873 Markets Ave. Dayton, OH.

COE ROLLER COASTERS FOR SALE

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MORE BUYERS

Will Step and Read

YOUR AD

DISPLAY CLASSIFIED AD

RATE ONLY $15 per inch.
Nickel Nuts in Bowling Alleys: Click for Ops

LINCOLN, Neb. — Where the location is such that very few people are used to everyday transactions, the bowling alley is a sympathetic atmosphere, 5-cent machines are the most popular, according to John and Joe Sullivan, the bowling operators. A long history of bowling, in which the bowling alley is involved, has given the conclusion that often 3-cent machines will do a much better job on location than a 1-cent machine.

Typical are bowling alleys in which the Sullivan brothers have numerous machines. In almost every instance, bowling alley spots contain two-head machines, 3-cent models vending Spanish peanuts, cashews, and various candy items mixed nuts.

Bowlers

The bowling alley market has proved ideal for 5-cent nuts for several reasons, the Sullivan brothers say. It is a self-serve machine, each bowl played being an amount for every game, which does not involve the use of peanuts; they are readily accepted in the popular exchange of nickels across the counter.

This means that almost every bowler is bound to have two or more machines in a given evening and records the two vending machines that serve the service counter. Second, bowlers are generally more likely to purchase their own energy, whether they are actively bowling or not, and are usually part of a team. As the evening wears on, bowling patrons become a bit hungry, but they aren't likely to leave the game to have a sandwich, even if food service facilities are available in the building.

Third, while bowling is extremely popular with women, it is primarily a masculine sport, and men are more conscious of the high calorie intake involved in rich candy and nut planks in a nickel. The fact that the machines contain 3-cent models vending Spanish peanuts, cashews, and various candy items mixed nuts, makes them even more appealing.

Bowlers

The bowling alley market has proved ideal for 3-cent nuts for several reasons, the Sullivan brothers say. It is a self-serve machine, the bowler paying an amount for every game, which does not involve the use of peanuts; they are readily accepted in the popular exchange of nickels across the counter. This means that almost every bowler is bound to have two or more machines in a given evening and records the two vending machines that serve the service counter. Second, bowlers are generally more likely to purchase their own energy, whether they are actively bowling or not, and are usually part of a team. As the evening wears on, bowling patrons become a bit hungry, but they aren't likely to leave the game to have a sandwich, even if food service facilities are available in the building.

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Shopping Centers Are Top Earners; F. Thorwald Tells How to Land Them

By ROS LATTIMER
DENVER — When the bulk vending operator is setting up in shopping centers, it's necessary to up-grade his machines right down the line to match, according to Frank Thorwald, veteran Denver operator.

Probably no bulk operator in the Rocky Mountain area is as well entrenched in shopping centers. Thorwald's red and yellow vending machines appear wherever there is a small supermarket, Drugstore, a King Soopers supermarket or a Kusky supermarket. Because of excellent relations with the drugstore and supermarket chains when he first went into the field many years ago, Thorwald's machines have been an automatic consideration whenever a new store has been built or extended.

And since it is the Republic drugstore and the two supermarkets have been the hub of at least a dozen new shopping centers in the Denver area, Thorwald has become a front-line operator.

An internationally known movie actor during his youth, Thorwald has developed a sense of showmanship as well as an innate appreciation of what immaculate cleanliness in the displayed products means to the market. A year or so after he began building up his chain of 600, he settled on brand red and yellow and as his standard color scheme and has retained this ever since.

Bright colors are not enough to justify a location in a brand-new shopping center, however. Thorwald has up-graded not only the machines, but the stands as well.

Each Thorwald installation consists of six machines, all standard Victors, finished in red and yellow. Thorwald has replaced all of his original glass panels with plastic, which he keeps clean with special detergents and a hard-glass wax that does away with much of the maintenance which had existed with earlier plastic.

Frank Thorwald

Stainless Steel

The six machines are mounted on a combination of stainless steel sign and hardwood shelves, in two banks of three, the second bank spaced approximately 11 inches behind the first. Full visibility is afforded both rows and the combination of glittering stainless steel, polished hardwood shelving and bright red and yellow machines attracts much attention.

The new stands have been ordered as each new shopping center opens. Thorwald is also building up his older locations with the same stands, since they are not only more attractive, but easier to handle and occupy a minimum amount of floor space.

Where supermarket operators equip their floors continuously, the fact that a minimum amount of metal touches the floor is most appreciated.

High Traffic

Because of the high traffic density in such locations, Thorwald has found it important to use explanatory signs inside each vending machine which indicate the customer's curiosity. Signs, however, are concentrated in the upper row of machines, where they are far more readable.

A typical label-type sign points out: "This Machine Contains Big Values---Look For: Knives, Harmonicas, Companions, Card Dice and Charm Capsules. Holy Washington, Gov. Colorado, December 12 and Diamond Jewelry." Repeated in most 3-cent machines, these small signs, which Thorwald makes with black points, have made a noticeable difference in sales volume.

The machine operator can be lighted either red or yellow Scotch tape identification which is permanently affixed to the back of each machine or to the back of the stand as the case may be. The yellow strip gives his name, telephone number address. Thorwald has found this means quick reporting by the location owner whenever a machine is out of order, familiarizes suburban motorists at each location and helps to reduce stelculations for new spots.

The theory is to get location owners the sort of excitement that makes them want new machines. As Thorwald's machines are in heavy-traffic areas, they feel that businesslike methods are an absolute necessity.

Paul A. Walker

Your Authorized Victor Distributor

IS FULLY EQUIPPED TO SUPPLY YOUR EVERY BULK VENDING REQUIREMENT. WE CARRY COMPLETE STOCKS OF VENDORS ... PARTS AND SUPPLIES.
Hard Work and Cold Canvassing
Best Way to Get Bulk Locations

by OLIVER ALLEN
DALLAS — "Hard work and cold canvassing is the best way to get locations." That's the philosophy of Robert O. Well, former insurance man and owner of a 630 ball gum capsule machine room, a route which covers approximately 3,000 miles of West Texas and part of Oklahoma. "And Dallas-based Prewitt says, 'the business has been mighty good to me.' He means good financially, but looking at the lean, lanky, blue-eyed operator you can see that the business has been "mighty good" for him physically, too. Quiet spoken, unassuming, he could tell, without benefit of makeup, into the role of the honest advertiser on any television or Hollywood western.

A life insurance salesman in Dallas for eight years, Prewitt ended that career to enter the vending business almost four years ago. He bought an established route in West Texas and through his willingness to learn and a liking for hard work he built that route. He built it even though he looked over the business without benefit of previous experience.

Credit Where Due
Typical of his straightforward character, he's always ready, even eager, to give credit where he considers credit due. "I had some mighty good teachers," he emphasizes. There is, for instance, Harald Greer, another West Texas operator, who showed him a lot of the ropes, and there is Everett Graff, owner of Graff Vending Supply Company in Dallas, from whom he gets his Victor machines.

Leaves little time for idling, and the business every time I talk to Everett," Prewitt says.

But teachers, every teacher of a top-flight caliber, can't do it all. They didn't do it all for Prewitt, either. You see, this, you get a better understanding of this success when you read between the lines of his observation on locating. He advises: "Get acquainted with the operator of a location, let him know you can furnish him with any machine he wants and as many machines as he wants. Pretty soon he will come to depend on your judgment as to what is best."

Fair Share
A lot of Prewitt's success can be summed up by an overworked word, 'salesmen.' Just talking with the man, you realize that he knows a fair shake for the location owner is to the advantage of both parties. And, of course, he knows the business. After three years and eight months on a route which goes south to Brady, Texas, through Dumas and west to Clovis, N. M., you learn things.

And after learning from experience and talking with the men, you realize that Prewitt's contention is correct: that the best locations for his ball gum and capsule machines are supermarkets, variety stores, dry goods stores, and stores near various cinemas. "Look for the spots where adults and a lot of children gather," he advises.

Prewitt Machine
Another bit of advice is that if a machine isn't paying on a location after at least two servicing trips, apologize to the location owner, move the machine, and start over. Incidentally, he services each machine every other week, doing the work on the spot in his station wagon.

Best producers for his area, he finds, are the penny machines, and out of the 630 locations on his route about 440 consist of the 1-cent variety, with the other 190 being made up of 5 and 10-cent capsule venders.

Best time of year for him, in what is predominantly an agricultural area, is from September to February, with business especially good when crops are being gathered and there is an influx of workers for the fields.

He buys a new station wagon every two years and drives it about 250 miles each week, with gas and oil furnished by the AAA oil company.

While in Dallas, between trips west, he spends his time assembling mechanical parts for all the machines which he is handling.

He's married and has one son, an 18-year-old student due to graduate from high school this year.

An insurance salesman, who has the home going in Dallas, doesn't object to the life of an operator. In fact, when he is home he always has a home, and is always looking for the figures and does not consider that he spends more time at hones, now that he did as a city-based insurance salesman.

Guggenheim
23 UNION SQUARE
N. Y., N. Y. 15-8393

H. B. "Hutch" Hutchinson Says:

"Contact me for complete information on the Golden 750, the 400, and Woodrow. These machines have been designed to meet every need today and in the future."

1804 N. Douglas Street, N.E.
Saskatoon, S. D.

THANKS FOR YOUR CUSTOM
THE BILLBOARD

BULK VENDING

NO SHORT CUTS:

MOLLER GUARANTEED

201-411-4111

MANUFACTURER OF

Physicians, Dentists,
Pharmacists, Drug Stores,
Apothecaries, Corners,
Hospitals, Schools,
Banquet Rooms, Hotels,
Nursing Homes, etc.

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MANUFACTURER OF

SIXTY SUPER C
WITH GUGGENHEIM
FOR YOUR BETTER LOCATIONS
1012 Balls 100 Count Gum
2886 Balls 210 Count Gum
365 Regular Capsules

THE NORTHWESTERN CORPORATION
3844 S. Armstrong Street
St. Louis, Missouri

GIVE TO CONQUER CANCER

American Cancer Society
S. C. Legislature Mulls Lower Vending License

COLUMBIA, S. C. — A bill which would correct inequities in the vending machine tax passed by the 1959 General Assembly, already passed by the state Senate, currently is being studied by a House Ways and Means Committee.

As noted, the measure would authorize a tax of $1 for each machine vending merchandise for 4 cents or less, and a tax of $3 per machine on those vending merchandise for 5 cents or less.

"Last year," says Senator Manley, "was paid $10 per machine, and the big operators had to pay a maximum of $150 regardless of number. Some big operators paid only a few cents per machine as a result.

"Under the proposal by a tax study commission, composed of three senators, three representatives and three private committee members, machines vending postage stamps, candy, paper drinking cups and certain sanitaries would be exempt.

"Under the 1959 vending machine tax bill, it was inadequate as to who should pay the tax, the operator or the person in whose place business was conducted. Sometimes, it was observed, the tax was collected from both parties. The new measure clearly states the tax shall be paid by operators of the vending machines."

MORRIS G. GISSER SAYS:

"We are happy to report that the post office will accept bulk coin machines in the Near West Side mail."

Cleveland Coin Machine Exchange, Inc.

2129 Point Ave

Cleveland 15, Ohio

COMPLETE SERVICE for BULK VENDING

Largest selection of charms, bulk candle, salt and pepper, bulk gum, nectarine and parts.

Serving the entire Delaware Valley area since 1927

SEND FOR CATALOG

RAKE COIN MACHINE EXCHANGE

608A Spring Garden Street, Philadelphia, Pa.

Exclusive Vending Distributor

Walnut 3-1570

Send $3 for complete list of machines, parts and supplies. No obnoxious telemarketers allowed.

"A NEW OPPORTUNITY IN VENDING" of CRACKER JACK

"Now for the first time this famous product that has been the market for 42 years is available to the public in vending machines.

"Our founder, Mr. George Rosenbloom, was an inventor and was known for his work in the field of vending machines. He developed the first Cracker Jack machine in 1909.

"Dispersed at 25 cents each, the machines are now available in restaurants, schools, theaters, and other public places. They are also popular with children and teens.

"The Cracker Jack machine is easy to use, and the cost to operate is minimal. It requires only a small investment, and the profit margins are high.

"If you are interested in purchasing a Cracker Jack machine, please contact us at (555) 555-5555.

"We offer a variety of models, including the original Cracker Jack machine, as well as newer models with additional features.

"With over 40 years of experience in the vending industry, we are dedicated to providing our customers with the best possible service.

"For more information, please visit our website at crackerjackmachines.com or call us today.

"Thank you for considering Cracker Jack for your vending needs.

"Sincerely, The Cracker Jack Team"
CHICAGO—Forums on diversification, tax problems, leasing and related questions with the phonograph industry will be the most important of the annual convention of the Music Shows in Chicago, May 6-8.

Harry Snodgrass, Albuquerque, N. M., will moderate the panel discussion, which opens the convention's first day morning (9). Lou Casola, Rockford, Ill., will moderate the session on coin-operated vending, while a representative of the Rowe Manufacturing Company will speak on the future and problems of the Broadway business.

The Continental Vending Machine Company will present a demonstration of their maintenance requirements, and a Bally Vending Corporation executive will talk on vending product and controls, and related vending plans and cigarette supply.

Kiddie Rider, Bowling

The Ray Manufacturing Company will provide rides with a kiddie ride expert, and Chicago Dynamic will send an expert to discuss the advantages of sound systems.

German Juke Box Progress Fantastic

By OIBER ANDERSON

NIBURG—A juke box census has been taken in West Germany at 40 cents, which shows that the German far is in need of a continental jube box lead, and of course the fantastic Rolf Vondel, in which the 1951 market was almost doubled. The box count in this country was under 1,000.

There were 4,500 in 1953 this number has more than doubled. The latest survey by the German government revealed that 100,000 juke boxes in 1965.

Contested sales are decreasing, but German operators have made such an estimate at 500.

They have switched to say that from the west and to the St Jure survey of the American measurement the jube is a modest estimate to only a few cases, and in the West German 1991 counted fewer than 250,000.

New York—There's a flurry regarding the matter of diversification in the coin industry which has been fostered by the recent move of Meyer Parkoff, head of Atlantic City, New York, full-line supplier to distributors, and other companies.

Sure diversification is the big thing in the business today. Distribution and other companies are veering away from the one-sidedness of coin machines. Now we have operators in our office every day looking at equipment. They don't show you the fancy ideas. They don't show you the fancy designs. They don't show you the fancy colors. They don't show you the fancy materials. They don't show you how to install them. They just show you the best ideas. You can have a cigarette machine and a carpet machine and a coffee machine and a vending machine and a soda machine.

PARKOFF AIRS VIEWS ON COIN OP DIVERSIFICATION

With distributors it's even more pressing matter according to Parkoff, "We have to make up our minds to the fact that if you diversify you can't see it.

PARKOFF AIRS VIEWS ON COIN OP DIVERSIFICATION

By HARRI ALLEN

TORONTO—A mixed reaction has come from operators to a jobber company's move to diversify in the Canadian market.

Banks in Canada are now charging 8 per cent on all American coin machines, and in Canada it is a tough going.

Operators are able to stop the losses in the United States quarters, but when it comes to the lesser coins, it's tough.

Flood of Coins

James Gourley, of Renfield Brothers, Ltd., Toronto, has a new order for U.S. coins for the Imperial Bank of Canada, Ltd., for the Seeburg line, said this week.

A different story is told by Allen D. Baker, director of the Canadian Automatic Merchandising Association, who said the machines have not been flooded with foreign silver during the week's campaign against U.S. coins.

"It's been nearly as good as we expected," he said. Several operators fear a government stockpile of coins, but Baker said that isn't the case. The Coin Machine Council is ready for public relations.
MANUFACTURERS—DISTRIBUTORS—SUPPLIERS

PUT MORE
Sell
into your sales effort at the time when you
can reach the largest buying audience of
the year. Use...

The Billboard’s
M.O.A. Convention Issue
Dated: May 9, 1960. Advertising Deadline: Wednesday, May 4

INVESTING YOUR ADVERTISING DOLLARS

Your ad in this important M.O.A. Convention issue will take your sales message to more than 7,500 key coin machine operators who buy 95% of all juke boxes, amusement games, vending machines and supplies bought by the coin machine industry... and it reaches them when they are primed to buy!

Coin Machine Manufacturers, Distributors and Suppliers invest their advertising dollars, instead of just buying space, and they expect a solid return on every dollar invested. Week after week, month after month, year after year, Coin Machine Distributors continue to place more than 80% of their advertising in The Billboard and less than 20% in other trade publications. Why? RESULTS!!!

Music Operators of America Convention will be held May 9-10-11 at the MORRISON HOTEL, Chicago

Start Planning Now!!! Have your advertising sales messages ready to appear in pre-convention, convention and post-convention issues of The Billboard.

Remember... The advertising deadline is Wednesday, May 4, for The Billboard’s M.O.A. Convention issue. Prepare your copy early.

Make your reservation for advertising space today!

Contact your nearest Billboard office listed below for complete information and rates.

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Dick Fink
Jack Shuster

New York 36, N. Y.
1564 Broadway
Plaza 7-2800
Dick Wilson

Hollywood 28, Calif.
1520 N. Cahuenga
HOLlywood 9-2831
Sam Albert

St. Louis 5, Mo.
370 Arcade Bldg.
Central 6-0443
Frank Moselle
DOLLARS BRING DIMES

Costs and Profits of Today's Modern Amusement Arcade

By KEN KNAUP

(The fourth in a series of five articles on the modern amusement Arcade.)

CHICAGO—You give a dollar to make a dime. Then if things go as they should, there gets to be many more dimes coming in than dollars going out. That is, in a not-so-little acronym: Bidding. It is the story of costs and profits in the modern amusement Arcade.

The dollars go for equipment, labor, servicing and maintenance, and for everything from ballyhoo to bookwork.

The dimes come from Arcade patrons in direct proportion to the Arcade's traffic, appeal and pulling power.

A top-drawer Arcade should get most of those "zone" dollars back in one year or season and then start converting the incoming dimes to book-bank dollars. A $200 to $350 weekly gross (in the average 40-machine spot) is generally required to meet overhead and depreciation. Everything over $500 is usually gravy.

For the rare but welcome Arcade owners, Arcade entertainment starts with nothing more than a fairly heavy wall of cash, profits may be longer in coming for the average Arcade newcomer (who more than likely already operates 40 or more amusement machines on a regular game route) profits can be expected sooner.

The advantage held by the man with the most cash on hand is that by far the biggest initial cost of Arcade operation in the equipment. This fellow may already have many machines on his route which can be put into the Arcade, and he should have a better idea of what additional machines to buy and at what price.

As to the fellow with merely a dream, and a wand of cash, well, he will have to work out some way to "get the most for his money": how, too, he can turn 100 dimes back to dollars, and he'll have to be more careful and more patient.

Can the amusement machine operator just take games off his route and move them into the Arcade? Not so fast, there! Only a portion of those games on location in taverns and restaurants will do for the Arcade. He'll have to invest in added equipment, and prefer, he'd best buy some new machines.

But, the games on the route can be worth stepping on the molesk. Ball bowlers, shuffleboard, gun games, amusement-type pinballs, baseball games, some instances even coin-operated pool games, have all gone well in Arcades. But other machines not ordinarily found on the route are needed. A photo machine and/or voice recording machine, for instance, is a virtual necessity, are beverage and snack vending machines where food and refreshment service is not at hand.

For the operator starting from scratch, at least $25,000 can be figured as cost to equip a small in-resized Arcade with from 40 to 45 machines. This would include Photomatic, voice recorders, guns and bows, but not all the "gimmicks" that go with this—would be new.

In the medium-to-large size Arcade (over 50 machines), from $35,000 to $50,000 should be set aside for equipment. The giant-sized Arcade, such as those seen at some Eastern amusement parks, may have as many as 600 machines, and so few as five to 10 machines may be seen set up in Arcade form at bowling alley locations and smaller fastfood eating places. Amusements park Arcade equipment, they run from at least 15 machines, to make an Arcade worthwhile.

The equipment line-up for the average Arcade building, which would usually measure 40 by 50 by 20 feet, might include something like this: Photo machine, voice recorder, eight to 10 coin operated bowling alleys. In battery formation, a dozen gun games. A slot machine, a 

Weekly Costs and Profits
Of Average Arcade
($600 Gross)

<table>
<thead>
<tr>
<th>Costs</th>
<th>Profits</th>
</tr>
</thead>
<tbody>
<tr>
<td>25% ($150)</td>
<td>Equipment Depreciation</td>
</tr>
<tr>
<td>20% ($120)</td>
<td>30% ($180)</td>
</tr>
<tr>
<td>30% ($180)</td>
<td>Rent or Commission</td>
</tr>
<tr>
<td>50% ($300)</td>
<td>Net</td>
</tr>
</tbody>
</table>

*Equipment Depreciation deductible for tax purposes. Figure here at 25%,说不定 on $25,000 investment value.

Parker Henderson
Operates Route of D. Highfill Estate

MEMPHIS—Parker Henderson, president of Bargain Amusement Company, has taken over in mind: Costs and how Amusement Company fee the estate of the late Douglas Highfill, which makes it the largest and most popular music box hooper in the U.S. Highfill had a "put up home money" for the option, but that's not the route was only a rumage.

Henderson has just announced that his company is a "medium priced" vote for Memphis. It represents 150 machines, 25 per cent of which are current, and 75 per cent of which are new.

Canteen Pushes Panoramic Zoo

FRANKFURT, Germany—Canteen has announced plans to improve its Tomos, a Palace of Panorama 200 juke boxes and to expand distribution and servicing. Every third joke box now sold in West Germany, claims the company, is new a Panorama 200.

Panoramic sales have jumped since the Automatic Canteen Company of America purchased the Tomos company of Japan, Australia, a Frankfurt subsidiary, last autumn. Canteen is converting its Tomos property into a center of Canteen production for the European Common Market.

Frankfurt Coin Fair Set

FRANKFURT, Germany—West Germany's coin magazine industry will hold its first exclusively coin-operated equipment trade show this autumn, from September 16 to September 19, at the Royal Fairs Grounds.

The Germans are showing a strong interest in the field of coin-operated equipment. The International Coin-Operated Equipment Association has re-elected Ollie Erfurth to its president. Erfurth has served Erfurth with Philip, von president, and treasurers, and Eugen Helmersdorf, from Erfurth.

At Hamburg, Carl Heinz Wende has been elected president of the German Coin Operated Equipment Association, succeeding Franz Tresieu. Other officers elected are Martin Michalki, vice-president; Hermann Hess, treasurer, and Wacker Wolf, secretary.

The Coin Machine Association of Lower Saxony has elected its president, Otto Tacker, and vice-president, Wolfgang Schmidt.

Coin Change Due for U.S. Sales

HEREFORD, Germany—The Max Taekes concern of Hereford has announced that it will change to U.S. carriers in the U.S. Some of the changes will be made after 1960, including the possibility of combination coins. The German version changes the dime size-50-cent coins to five nickel-size 10-cent coins and a U, S, quarter-size one-cent coin into one 50-cent and five 10-cent coins.

Coin Ops, Moviemen Battle Tax

HAMBOUGH, Germany—West Germany's coin machine industry is such a cause of conflict, with motion picture bowlers in battles for the amusement tax. Coleman and here sold for a Republican candidate.

It is discriminatory in that television is exempt from the tax. Coleman claims that cashes and other footage in the business have been exempted from this tax, but he is not sure that coin machines install for the revenue purpose are subject to tax.

In two recent decisions, the Hamburg courts have ruled there is ground for a constitutional suit against the amusement tax.
Detroit Assn. Re-Elects Slate; Mulls New Licensing Set-Up

Detroit—The Detroit Shuffeboard Association, which includes operators of most types of amusement games permissible in this area, has re-elected its entire slate of officers, headed by Barney Burke, of Brown Amusement Company, as president. The other officers include Thomas J. Duggan, T. J. Amusement Company, vice-president; Bob Calderwood, secretary-treasurer, and Fred Chapman, executive secretary. According to the rules as directors were Maurilio J. Fieldman, Central Coin Machine Exchange, Jim Thorpe, Jake Dumler, Jim P. Service; Everett DeWitt, Joseph Kanterman, of Imperial Amusement Company, and Kenneth Guilman, Lakeshore Shuffleboard.

Discussion at the April meeting of the DSA was devoted primarily to the projected new ordinance which would require licensing of all types of legal games. At present, none exist because of the lack of knowledge of which game is legal and which not. The plan was first proposed by the DSA, and members at the meeting said that Chapman indicated unanimous support. Principal advantages of the plan, both for the public and the industry, include:

1. The license fee will mean additional revenue for the government body. The DSA, in making its proposal, pointed out that State and local governments here are in serious need of additional funds and felt this self-sacrificing effort would help.

2. With an assigned number and operator's name required on every machine, the property tax assessors will be able to determine their value and place the assessment where it belongs—again helping city and county revenue.

3. The license division of the police department would have knowledge of each machine and its owner, and thus be in a position to operate the enforcement more effectively.

4. It would eliminate the present attorney's fee for adjusting game problems and would thus be a saving to the public and the industry.

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Canadian Ops | Continued from page 183

We have just completed a sampling of the coin machines in this last week and it's not bad at all.

Baker claimed the coin machines work well all the while he didn't claim to know where it was going.

Colori Separation

Operators, however, have the problem of separating the different colored parts of the Canadian coin.

But the cigarette machine operators take the brunt of the attack.
Their profit is 10 per cent. This has been cut to 2 per cent as banks claim all the U.S. coins at 6 per cent.

Vending Machines

Other vending machines which deliver a product are taking a ticket, as newspapers and radio ads urge the public to try smoking their American coins in vending machines and telephone boxes.

If the machine is broken, will reject American quarters, but they can't reject the nickels and dimes.

Juke box operators find the profits cut from 75 per cent in one place, to 50 per cent in another, and have pointed out that they have not made much profit, the machine has to be equal to that as much as 75 per cent of the coins in vending machines were of U.S. origin.

Danes Await | Continued from page 183

They are also interested in finding locations for coin boxes, and they simply amount to a pool which can handle almost any type of street fair or bazaar and such a pool need not be restricted to one type and right type and right number of such machines will catch the most money on which the event is to be held.

Among the members of this group are the pool operator, the importer and distributor, who has already made a large profit on the coin machines, and also is a tope operator of Launfaun, the big amusement park of Helston, Maine, who has secured a contract with the company, who also is an importer and distributor of coin machines and park and carnival equipment.

Judging by one street fair visited early this season, coin boxes on machines, such as football and hockey game machines, take in as much money as machines in parks or at parades.

At this event there were two big tests which held about 50 pay-outs and more than 20 of the sports machines, which were in good condition and bravely petrified.

COLORADO ROUND-UP

Colorado Springs photograph operator B. L. Smith is devoting over a new addition to the city. His home, which was not shown after the Smith had considered the family complete. The latest, a girl, brings the total to four. A son, Mrs. Smith, and a daughter, Mrs. Smith, and a daughter, Mrs. Smith, and a daughter, Mrs. Smith, and a daughter, Mrs. Smith, and a daughter, Mrs. Smith.

CHARLIE WHALE, veteran Colorado Springs photograph operator, has taken on an unusual sideline. Whale recently completed a contract for the food service concession in Colorado Springs' plant Albert P. Wolf who divides his time between the model's studio and his extensive photographic pin, game and vending machine routes. Bob Rothberg, head of Continental Machine Company, Denver, Colorado, has been associated with Whale.

Alto his farm is only a few months old, Louis Babers, operating a free-lance photography and amusement machine repair service, has a new shop and his extensive photographic pin, game and vending machine routes. Bob Rothberg, head of Continental Machine Company, Denver, Colorado, has been associated with Whale.

Sonny Samuels, Grasby, has routes in the town of Fraser, which holds the distinction of being the coldest spot in the country most days of the year. One of his junks boxes has provided entertainment for President Eisenhower, who enjoys a brief vacation each summer in the Aikin-Niswanger Ranch in Fraser. Another operator, Charlie Martin, Leadville, can lay claim to the title of "the nation's highest jukes box operator." Leadville has the highest altitude of any city in the United States, and most of its buildings are well above the timber line.

Bob Littman
Tusko Mfg. Co., 3277 Ventura Blvd., Burbank, Calif., California

Establish a Kiddie Ride Route
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Memphis Mentes

Milos Solomou, owner of Ace Amusement Company and merchant on the side, is thinking of selling his route and devoting his time to his store. He is one of the veterans who is in operation.

George Sammons, president of Sammons-Pennington Company, distributor, with the warmest wishes for the success of the weather the Mid-South is enjoying. He travels the territory in an old-time 1940 sedan, and the weather makes driving a joy, he says.

William Forsythe, Forstie Amusement Company, is installing a coin-operated moisture bowling alley at a nearby suburb Millington, Tenn. Edward H. Newell, Orman, Amusement Company, says he is going on outings with a boy Scout troop. He's been long active in scouting.


Mrs. Rose Werner, Dixo Amusement Company, seen serving the phonograph at Greyhound bus station.

Alan Dixon, general manager of S & M Sales Company, reports a nice catch of bass off a weekend fishing trip,

Jack Emery, Central Amusement Company, tells returning from his route on equipment, switching, to take advantage of increased play which started with the good weather several weeks ago (freezing temperature which kept folks home most of the time).

Elton W. Wentz

Arkansas Items

The hard racing season is ended at Hot Springs and operators there report their biggest collections in history. They are getting in shape now for the big tourist crowd. Operators reporting big increases included W. E. Lewis, Lewis Novelty Co.; J. Reid, Gift Amusement Co.; R. G. Jennings, R. J. Jennings Coin Machine Co.; Van Erdinger, Van Erdinger Music Co.; Phil Marks, Phil Marks Amusement Co.; Duane Paul, Paul Amusement Co.; and William Green, Spa Amusement Co.

George Sammons, president of Sammons-Pennington Company, Mesophin, was on a swing thru Arkansas calling on operators and headed home, after a stop at Pine Bluff. He got stopped for speeding and there turned out and the trooper had a mutual friend, and Sammons got off with a warning. Billy Bledsoe, Bledsoe Amusement Company, Lake Village, reports fishermen are swimming to fish at Chester Lake, one of the best spots around, and giving Tate a lot of business.

Incidentally, Grody Wallace, Wallace Amusement Company, Columbus, Miss., was seen fishing at Chester Lake. He got a big catch of crappie. It's 200 miles from Columbus to Lake Village (across the Mississippi River from Greenville, Miss.), but Wallace says Lake Chester is the best place in the country on fish and worth the trip.

Mrs. Elwood Woodall, secretary to C. O., Temple's, Hope Amusement Company, Hope, is recovering from a recent operation. Temple is enjoying horseback riding in the good weather.

Lynn Fisk, Central Music Company, Texarkana, is in construction business on the side and is at work on a subdivision. He has 100 home sites.

Ernest Varhels, Twin City Amusement Company, Texarkana, reports the area will have booming business in the near future. A big paper mill is to be built soon, Servo Refrigeration Company is putting a new factory there, a new Holiday Inn is going up and a new Howard Johnson motel and restaurant is being built there, as well as a new Walgreens supermarket.

J. H. (Ted) Dickens, Arkansas Novelty Company, Magnolia, has been a city councilman for 20 years. This is election year and he is out tralking hands. He has occasion, but on one expects him to have any trouble being re-elected. He has two talented children, a daughter, Faye, 21, senior at the University of Arkansas, and Hampton, 19, junior at Arkansas & M. They are a dance team and were selected to judge S. S. arsenal bases in Europe this summer with an USSR show. Dickers got his nickname of Tex because he wears a 10-gallon hat and cowboy boots.

Bili Bledsoe, Bledsoe Amusement Company. El Dorado, has purchased a big lot in a grove of pine trees on which to build a house. There were 100 rain and freeze during the winter killed about half of the trees, but ice and the lake are filling up.

Charles Schobach, Helena Amusement Company, Helena, seen in Memphis recently shopping for equipment.

Bill Adams, Ozark Sales Company, that a Vandalia is on the National title started arriving in his area for the splendid fishing, camping, boating and hiking.

Elton Wentz
Gotham UJA Drive Approaches Climax

NEW YORK — The campaign of the coin division of the Jewish Appeal is moving toward a successful climax, according to reports rendered at this week's committee meeting at the Hotel Astor. The campaign will culminate in the annual banquet to be held Saturday (20) at the Hotel Commodore here.

At the meeting this week, in the absence of committee chairman Irving Hoffman, Lou Bourne, of Seeburg Distributing, operated as an effective substitute. Boorne re-called the committee members with observations gathered during his recent trip to Israel.

**NY. Op Guild Sets Outing**

POUCHKEEPSE, N.Y.—The New York Operators' Guild monthly meeting was held Wednesday (20) at the Nelson Hotel. The meeting was called by the group's forthcoming outing, June 5th, at the Roxie, Loch Sheldrake, N.Y., in the Catskill Mountains.

A number of pledges and donations were also received for the coin industry's charity drive, which will be climaxd this Saturday (30) by a banquet at the Hotel Commodore. One of these guests of honor at the meeting will be New York Operators' Guild president, Jack Wilson.

Elections held at this week's meeting resulted in a return to office of the following of the current officers—Jack Wilson, presid.; Mike Mulqueen, First Vice; John Truczalski, Second Vise; and Mrs. Gertrude Brown, secretary-treasurer. The key board slot of Tom Gobel, who is again in the business, was filled by Eddie Solomon.

Boorne, on behalf of the UJA, presented an attractive gold UJA pin to the New York Operators' Guild as a token of thanks for its lengthy telephone efforts to raise funds for the campaign. Similar keys will be presented to Mrs. Irving Hoffman and to Mrs. Max Bloom for their part in the phone campaign. The inscription on Mrs. Bodkin's key reads: "This UJA key is presented to you in deep appreciation of your participation in UJA on the Previous Day, which was set to open the door to a new life for many thousands in Israel and throughout the world.

This year's honored guests at the UJA banquet will be Carl Pavali, president of the Westchester Operators' Guild; Jack Wilson, president of the New York Operators' Guild; and Tom Gobel, president of the New York State Coin Machine Association.

The final committee meeting prior to the dinner will be held Wednesday evening (27) at the Hotel Astor.

Hammergren To Settle on Back Tax Claim

MINNEAPOLIS—Milton C. Hammergren, former vice-president and general sales manager of the Wurli-Tzer Company, has agreed to accept a federal tax assessment of more than a million dollars in back taxes and penalties. It was made by the government, according to a resident of Chaska, Minn., stipulated that the United States tax court on March 19. The fine in the amount of $1,235,000.00 for against him, a government official confirmed.

The government claimed that Hammergren failed to file tax returns during the periods 1941 to 1947. Sam T. Tizan, a former St. Paul distributor, provided part of the income Hammergren failed to declare, the government claimed.

Mr. J. M. Steele, assistant regional counsel for the Treasury signed a statement stipulating that the same statement as a large amount is not in addition to the tax assessment fine were written in the United States Tax Court in Washington. Jamir.

The stipulation, Hammergren did not imply necessarily that he owed all taxes determined against him or that a tax court trial would show that he did. Steele pursued the tax.

The federal attorney said Hammergren did not wish to incur further legal and other expenses in the matter because of his present financial situation.

Hammergren indicated that he would attempt to negotiate a compromise with the director of internal revenue, stating that he was not prepared to deduct expenses for his firm reimbursed him and claimed business for personal losses in his Crosse, Minn., resort, according to the government official.

The federal government also claimed that Hammergren failed to file $7,995 income in 1945 paid by Taran in order to retain Taran's cooperation for Wurli-Tzer phonographs. Hammergren also failed to report some $367,000 in other income from persons and firms seeking to retain Wurli-Tzer distributorships during those years, the government contended.

Hammergren's case had been scheduled for trial in the St. Paul federal session which begins May 16.
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Detroit Juke Box Ops Must Identify Phonos

Detroit — Adequate identification of music machines on location will be brought into focus as a result of a meeting of licensing officials that met earlier this week. Officers of the MOI have been meeting with city officials to discuss the industry thru appropriate representatives of the industry.

President of the MOI was Frank R. Fabiano, Fabiano Sales & Service, presiding officer of the MOI, members have been given the assurance by both Inspector Maxon and Sergeant Schwarz of the Police Department, that any unidentifiable machines will be seized, pending charges resulting in a fine for both the location and the operator. The police have a legal right to seize and impound any unidentifiable machines that do not meet the requirements of the MOI.

Legal Aspects

Officers of MOI and the city have been given the assurance by both Inspector Maxon and Sergeant Schwarz that the city has the legal right to seize and impound any unidentifiable machines that do not meet the requirements of the MOI.

MOA to Offer Hospitalization Insurance Plan

CHICAGO—A national group hospitalization and surgical insurance plan will be presented to members of the Music Operators of Chicago, meeting this morning, as a result of the 10th annual MOA convention.

The plan will be offered in conjunction with the national life insurance plan, which has been operating for nearly two years, under the leadership of the California Life Insurance Company under the name of the "MOA.

MOA members and their employees would be covered for accidental death and dismemberment, accident and sickness, major medical expenses, hospitalization and surgical costs.

The membership will determine whether the policy to be selected will pay $500, $200 or $100 deductible. The plan will pay up to $20,000, with $50 per paid by the insurance company and 20% paid by the member.

The president of the insurance company and his staff members will be on hand to explain the program and answer questions.

Westchester Ops Set for Banquet

WHITE PLAINS, N. Y.—Ticket reservations are coming in at a fast clip for the annual affair of the Westchester Operators Guild, according to Seymour Pollack, chairman of the affair. Pollack made the statement today at the Guild meeting (18) in American Legion Hall here.

Pollack said attendance would be limited to a comfortably filled room that will assure everyone a good view of the entertainment line-up.

The affair will be held May 2, at The Holiday Inn, Scarsdale.

Drew Canale Buys 70-Unit Operation From M. Solomito

MEMPHIS — Drew Canale, owner of Canale Amusement Company of New York, and other downtown business men, including M. Solomito, one of the veterans in the business in Memphis, starting out in 1913, has been an outgrowth of the Canale Company under Canale and Solomito, and has been making the route for Solomito for nearly a year.

Jumbo Operation

The purchase by Canale and Solomito of a large additional route of operations for Ace Amusement Company, will remain in the employ of the company under Canale and Solomito, and has been making the route for Solomito for nearly a year.

Store, real estate holdings and interest in other enterprises.

Jimmy Horne has been in the employ of the company for several years ago Canale and Brown first purchased the Service Amusement Company.

Canale has continued to increase and expand his music, game and cigarette vending operations. He has recently opened a co-operated bowling alley with Parker Anderson, general manager of Solomito Company. Canale also has a coin-operated laundry and other enterprises.

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Reconditioned like new!
Gordon Stout Answers
Attack Vs. Coin Trade

DONALD, S. D.—Gordon Stout, IIUMEN, is president of the South
West Photograph Operators' As-
nociation and currently is a board
member of the Music Operators of
America, took issue with an edi-
torial in The Daily Plainsman here.

"We are a just people like anyone
else."
Seeburg to Bow Disk Displays for Phonos

NEW YORK—A new development which ties juke boxes in at the exploitation level for records more closely than ever, will be unveiled by Seeburg at a series of distributor meetings to be held in May.

The idea makes possible for the first time the display of album covers on a juke box, making juke a new and prime exposure medium for disk product, particularly albums. The idea is seen as especially provocative in view of two factors: first, the increasing dominance of the album market in the record business; and second, the growing importance of juke boxes as a promotional medium for records in view of the current uncertain promotional status of radio in view of current governmental inquiries into the payola situation.

In the case of the new Seeburg unit, which has been given the "wash-bush treatment" till now by factory sources, the panel above and behind the record storage will be made available for display of seven-inch-square, full color reproductions of album covers.

From the albums selected for display there will be a number of selections available on the juke box in the form of angles and/or EP's taken from the LP. It is reported that Columbia and its subsidiary label, Epic, have become the first to enter this field, by sending out disk packs to one-stop. The packs contain five records taken from a specific album, together with the color cover for box display. It is also believed that the disks will be in the form of stereo 33 singles, another item being pushed heavily by Columbia.

One interesting aspect of the new idea, according to a record company source, is the matter of the selectivity which must necessarily come into play in deciding which album covers will occupy the limited space on the box, set aside for this purpose. The Seeburg juke boxes soon to be introduced will feature display space for album covers (see separate story).

United, Inc., Opens Doors on May 1

MILWAUKEE — An Open House celebration Sunday, May 5, will mark the completion of United Inc.'s addition to their headquarters. There have been a number of closed but successful parties during the past few months, plus a number of closed door meetings.

On this occasion, guests are invited to attend a luncheon at noon. Parking events will be in the Walnut Room of the Morrison Hotel. Reason for the switch is that AMI distributors are meeting 5 p.m. that day at the Black Hawk Hotel and AMI distributors are also members of NCMDA.

NCMDA MEETING TIMES CHANGED

CHICAGO — The annual board meeting and banquet of the National Coin Machine Distributors Association originally scheduled for the after- noon and evening of May 5 has been pushed up a few hours. The board meeting is now set for 10 a.m. that day, with the membership to attend a luncheon at noon. Both events will be in the Walnut Room of the Morrison Hotel. Reason for the switch is that AMI distributors are attending 5 p.m. that day at the Black Hawk Hotel and AMI distributors are also members of NCMDA.

Talent Set for MOA Banquet

CHICAGO—Several of the nation's top recording artists will perform at the annual banquet of the Music Operators of America at the Morrison Hotel, May 11, MOA President George A. Miller announced last week.

An N-G-M Records contingent, headed by Jack James, will include Conway Twitty and Mark Dinning. Other top talent will include the Browns, RCA Victor; Brenda Lee, Decca; Janis Black, Capitol; the Eyres, Embee; Jimmy Walker, Stasha; Barbara McNair, Signature; and many others.

Stereo 33 Single Releases Increase

NEW YORK—The much talked about stereo 33 single record, heavily encouraged by the Seeburg and National teams, has made its appearance in force this week, via a special release by Epic Records. The company released five of the new type singles each by Roy Hamilton and Buddy Greco. Others are believed in the way from both Epic and its parent firm, Columbia Records.

Earlier, Cadence Records released its first stereo 33 single, a special release by Buddy Greco, which was produced by the currently hot artist, Johnny Tillotson. The sides on the Tillotson record were "Earth Angel" and "Pledging My Love," both currently on "The Billboard Hot 100 chart. The Epic releases are a part of a new series of record packs for Seeburg juke boxes soon to be introduced. The new Seeburg units will feature display space for album covers (see separate story).

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- Lighting all 3 Kick-Out Holes lights Pop Bumpers and Cylindrical Kickers for high score
- Two super-powered Flippers fog offer skill shot fun
- 3 or 5 Ball Play
- Col-bases with Locking Cover

'69's Hottest! Profitable to Operate Gottlieb Games

THE BILLBOARD

APRIL 25, 1969

The Midway, Red Robin, Washington, Christy, and Ern Trach, Columbia.

Howard Miller, Chicago jockey, will emcee the show, and the Frankie Frankel act will finish the backing.

NOVEMBER 1968

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