Probably the hottest one-two punch in the male-vocalist end of the record business is Mercury’s Frankie Laine and Vic Damone. Running practically neck and neck for top honors as the fastest-rising, new boy song stars. Laine’s current platter clicks include “But Beautiful” and “I’ve Only Myself to Blame,” while Damone’s new batch of waxings include “Teresa” and “An Old Sombrero.” They applied that same one-two at the Paramount Theater, New York, where Damone has just completed a three-weeker, preceded by a similar stint for Laine. In the photo, Bob Weitman (the man with the pipe), managing director of New York and Brooklyn Paramount theaters, listens with Frankie and Vic as their platters spin in a juke in the New York Paramount lobby. Damone is also riding high on the other waves on his “Saturday Night Serenade” CBS show.
Top Female Vocalist on the Nation’s Juke Boxes

Winner of The Billboard SECOND ANNUAL MUSIC-RECORD POLL

Third Year CHESTERFIELD SUPPER CLUB NBC

Capitol RECORDS

JO STAFFORD

Management: MICHAEL NIDORF, 607 Fifth Ave., New York 17, N.Y. • Direction: GENERAL ARTISTS CORPORATION
Shelvey - 4A's Resume Feud Jan. 28, Philly

Matt Seeks Arbitration

NEW YORK, Jan. 17 — Next round in the fracas between the Associated Artists and Artists of America (4A's), now controlling the American Guild of Variety Artists (AGVA) thru its five-man committee, and Matt Shelvey, ex-AGVA national administrator, will take place in the Philadelphia courts January 27.

The court action was started by the 4A's baru thru its newly-appointed attorneys, Schmer, Knowlton, Segal and Lewis, when they brought suit against Allan Nickerson, Shelvey appointee, for possession of the local AGVA office and its records.

Arthur J. Cohen, also representing Nickerson in this (See AGVA BATTLE on page 24)

Top Bout: House Vs. Petrillo

AFM Hearing Reaches Stage Of ‘Gloves Off’

Grillers Chafe at Industry

WASHINGTON, Jan. 19 — Stalemate on a legislative course after the first week of its hearing on American Federation of Musicians (AFM) activities, the House Education and Labor Committee will abandon its restraint which has characterized the proceedings so far and will take a “gloves-off” attitude, including AFM President James C. Petrillo Wednesday (21) (See Petrillo, page 17.)

AFM’er Won’t Take It Lying Down on Wed.

Peace Seeker

WASHINGTON, Jan. 17 — Behind the scenes of the hearing on James C. Petrillo’s activities is serious talk that AFM President James C. Petrillo and Kears has been exerting new efforts toward bringing the industry and Petri- togetherness, in line with the statement in the House Education and Labor Committee, that Petrillo and others have been working toward a united front in the industry.

Storm Due

The frustration which has become apparent in the committee headed by Rep. Fred A. Hartley (R., N.J.) is expected to produce a stormy session.

Will Challenge His Cred

WASHINGTON, Jan. 17 — An advance hint from the American Federation of Musicians (AFM) on what is in store for the Wednesday (21) appearance of the House Education and Labor Committee hearing when AFM President James C. Petrillo testifies is given today by William Kayser, one of Petrillo’s legal strategists.

“We are going to blow the lid off this thing,” Kayser told The Billboard.

“We’ve sat here listening to these boys (industry witnesses) for days and it’s high time the committee gets some facts—and we’ll give them the facts.”

Kayser, long-time associate of the (See AFM WON’T TAKE on page 4)

Ties Up With Fairbanks To Serve Video

Canned Programming Skedded

NEW YORK, Jan. 17 — National Broadcasting Company (NBC), in conjunction with film producer Jerry Fairbanks, is setting up a film distribution department which will virtually put the web into the film business by the chief purveyor of commercial programming for the entire video industry.

This follows the deal last week whereby NBC signed Fairbanks to handle all its video production.

To be announced soon, the deal will make available to video not only (See NBC INTO FIC on page 15)

Grosses Sag, Stage Shows’ Ops Up Trec

Acts Hard To Get, Pay High

By Bill Smith

NEW YORK, Jan. 17 — The problem of booking acts is becoming acute as grosses sag. This is due in part to the dwindling of the events and declining grosses is the 864 question today. The solution concerns theater owners, booking agents, producers and contractors. In fact it touches every part of showbiz which gets part or all of its income from their operations, or with or without flesh.

In an effort to get some answers, a survey of booking agents was made, chain as well as indie, agents and theater men. Almost without exception, the replies stressed the importance of attractions, the prices they (See Grosses Dropping on page 24)

Oscar Is Barred From TV Screen

LOLLYWOOD, Jan. 17 — Jean Harlow, playgirl of the Academy of Motion Picture Arts and Sciences, turned down four bids submitted by telecasters seeking rights to telecast forthcoming Academy awards scheduled for March 20. Spokesmen for the Academy said two unnamed Eastern movie outlets had requested rights to cover the Academy, but were turned down, and that the semiofficial rights were sought by KTLA in Hollywood.

Reasons behind the Academy’s action, it was said, were that the film stars which are subject to vision clauses. Academy felt it was liable for legal action if aaway winners were televised, even though the event would be in the nature of a public service feature and not structured as a personal appearances.
6 Million $ Stem House Planned For TV, Vaude

NEW YORK, Jan. 17.—New $6,300-seat theater, plus a large cabaret and roof garden, are included in the plans for a building to be constructed on Broadway from 51st to 52nd Streets. The building is planned for television show presentation, and the plan is to convert it into a legitimate or de luxe flier operation.

The restaurant in the 12-story structure is to be reached from street by escalators. Modern improvements in comfort and design—ranging from aluminum and insulated glass front framed with white marble, to 1131 Patricia R., dancing and entertainment, will be built at a $6,000,000 cost.

The cost of the building, to be constructed within a year after the relocation of the tenants on the site, will be $4,500,000. The manufacturer, who has backed many Broadway shows.

Several shows have been received from film, legitimate and night club operators, according to Sam Rosenberg, of the producer, who will have ready office, which is handling the rentals. Nothing definite is set.

AFM Won't Take It Lying Down

(Continued from page 3)

Late Joseph Pedway, who was chief of the AFM's New York office, made his position before the hearing. However, it is generally expected that Petrelli plans to take the question of committee questions, but at the same time will make no promises on an "open book" on negotiations. Petrelli is expected to lose a challenge to the committee, but if a single member of industry has refused to negotiate with him on the ground that committee has carried, which some committee members have wrathfully leveled at him.

Book Ad Splurge On Air Pays Off

Publishers Discover

NEW YORK, Jan. 17.—Publishers are watching with intense interest the current splurge in radio advertising by Doubleday for its Dollar Book Club. According to a spokesman at Doubleday & Co., agency on the account, the first week's selling on 50 stations totaled $5,000. The second week was estimated, is likely to hit around $25,000 with perhaps 90 stations throwing the country being used. According to the agency, that is radio on this type of advertising is beginning to show better results than publications.

The Huber Hoge placements are a bargain and the business is straight mail order. Programs being used are selected from whatever is available including the old "coffee break" type, and 30 Web, the National Broadcasting Company (NBC) key in New York, Ted and Janey and over WCB, key of the Columbia Broadcast System, Phil Donahue. The account is also buying time on many disk jock programs.

WNBG, incidentally, is currently working a book filing on its air. William Wise & Sons this week connected to syndicate disk jock Saturday, 25-45 for 6 weeks, plugging The Handcuffs' Guide. The Literary Guild also has returned to the station, having bought a period on Tex and Janey, with a Lou's by the Gadget of the Month Club.

Dudley, incidentally, used to have a certificate of trademark, or "Be Bop on the armed forces in Europe.

Charles Lazarus to Miami

MIAMI, Jan. 17.—Charles Lazarus, formerly The Billboard's correspondent, is opening The Miami Herald Bookshop in Miami. The point of this publication.

The Miami Herald Bookshop, which is open to all, will have a minimum of six, but undoubtedly will be more because of the community. The rest of the houses, most of them Shubert controlled, will be required to have six musicians at the beginning.

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NO NEW AFRA PAY DEMAND

CHICAGO, Jan. 17.—Formfit Company, maker of women's under garments, this week signed to bankroll a new embroidered show which will air on about 150 stations starting early next week. The show, a half-hour, once-a-week show, Choose a Song, Partner, was purchased by the Eugenia Fric organ and sold this week by the local MCA office. MacFarland Averay is the agency.

Proctor & Gamble's Don Moreland, Vitacoustic singer; Beryl Vaughan, actress, and Adele Scott, organist. Show has a combination music-talk format. Formfit will pay the entire bill.

Last year Formfit sponsored the Nancy Martin show, The Song Road, another Price production handled by MCA on about 160 stations.

'Vic & Sade' Return

CHICAGO, Jan. 17.—Vic and Sade, long-time network comedy which has been presented as a five-a-week daytime show and at night on Mutual once a week (most recent airings), will be featured as a series in the National Broadcasting Company's line-up for 1946-47, as a transcribed series. Green Associates, local package org, is putting the series into the NBC line-up as another television and radio Combination Company recording division head office, and are beginning selling it for local and regional sponsorship.

Art Van Harvey and Bernardine Hylton of Primm States will be back in the roles of Vic and Sade. Program will be offered in a 200-program package.

CLEVELAND, Jan. 17.—John McCormick, formerly with Columbus's WRRG, has been named general sales manager of WTAM, the National Broadcasting Company-owned and operated station here February 1. He succeeds Vernon Pribble, who has resigned.

CMA Convention

NEW YORK, Jan. 17.—Members of the Radio Directors Guild (RDC) were jubilant this week as the union and the four major networks came to an agreement giving the members, and, in one major point they had sought—a clear-cut definition of the scope of directors' duties—was also agreed upon. The agreement, directed to DG, which also had sought to end payments of commissions by the members to the networks on commercial jobs, also got the chains to agree to a freeze on such payments. This means that directors will be allowed to remain commercial income up to a certain level without paying commissions. An agreement also was reached on the issue of directors and associates, respec-

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New Paar Pact: $500 Per Week, Working or Not

HOLLYWOOD, Jan. 17.—Radio comedy series, whose Lucky Sircle main character, was canceled in December, signed a deal with Jack Benny's production company, this week which will give the gags $500 weekly, work or not. Paar, set for 13 weeks with a 60-day option, guarantees Paar $1,000 for any guest shots and gives Amusement Enterprises complete control over future Paar airings. If the series fails a new Paar package at a price of $7,500, Paar will be dropped.

Comic accepted Amusement's offer after series failed to recoup the cost of the show and he missed American Broadcasting Company's fee. Paar's first week will be on a sustaining basis. Deal squeezes out the Sam Jaffe Agency, who developed Paar. Also, the show will begin selling its show business. Paar is healthy, clearing commission for Paar in a sustaining week on NBC Air. Paar was sailing for American Tobacco during the fall and summer.

CROODY TO DRYER

NEW YORK, Jan. 17.—William H. Croody this week was named sales director of Sherman H. Dryer Productions, package outfit. Croody, former Eastern Radio chief of the Sam Jaffe Agency, will handle new promotion and negotiations on Dryer's Exploring the Unknown, currently getting its airing on American Broadcasting Company but耳残 with associate production, and new Dryer productions also are due for a spring promotion campaign under Croody's direction.

Indie Listeners Grow Over 6-Year Period

NEW YORK, Jan. 17.—In the six years from 1943 to 1949, the Independents' share of the Monday to Friday 6 a.m. to midnight audience, as against the networks' share, increased 7.1 percent, according to a study by New York brewery The Vale.

The increase was largely due to increasingly higher summer peaks, according to Pulse, but the winter share increased also. Pulse states that the "summer decline" is an ill which only a good summer will check. It said independent outlet listenership increased 9.6, 10.5, and 10.6 percent in 1948, 1949, and 1950, respectively.

KLAS, NEW CBS OUTLET

LAS VEGAS, Nev., Jan. 17.—KLAS, ABC's 1230 kc, becomes an affiliate of Columbia Broadcasting System March 15, the day the station debuts. The outlet, managed by Richard E. Goe-

They'd Rather

NEW YORK, Jan. 17.—Jack D. Paar, Jr., and his wife, Bonita Granville, the pic actress, are closing a deal with Morton and Jim Jordan — flaws for McGee and Molly. So this week, when Bon-

Living Cost's Hike Not High Enough Yet

Federal Statistics Used

NEW YORK, Jan. 17.—The plan of the American Federation of Radio Artists (AFRA) to ask for pay hikes has been postponed indefinitely. The reason is that the November, 1947, cost of living index of the Bureau of Labor Statistics (BLS) of the U.S. Department of Labor did not go up 10 points above the same figure for November, 1945.

Under the existing network-AFRA code, the union can reopen the contract for the sole reason of a 50 percent increase in minimum wages and a 100 percent increase in monthly expenses is not adequate to increase the union. It has the right to demand pay hikes by mid-February and new and October, provided the 10-point limit is passed. Union spokes-

Precedent Upset With NBC Buying 2 Coast Soapers

HOLLYWOOD, Jan. 17.—In an unprecedented move, American Broadcasting Company (NBC), bought complete radio and transcription rights to two Top West Coast daytime series, Aunt Mary and Dr. Paul, from package owners George Brown and George Fogle (C & P Productions), marking the first time the net had assumed such a major role in the field of transcription rights. Purchase, announced by NBC Western Vice President Ted Stote, includes a two-

Free Plug

WASHINGTON, Jan. 17.—The House Labor Committee got a musical interlude and a trans-

Associates' Status Wins Redefining

2-Year Contract Likely

NEW YORK, Jan. 17.—Members of the Radio Directors Guild (RDC) were jubilant this week as the union and the four major networks came to an agreement giving the members a clear-cut definition of the scope of directors' duties—was also agreed upon. The agreement, directed to DG, which also had sought to end payments of commissions by the members to the networks on commercial jobs, also got the chains to agree to a freeze on such payments. This means that directors will be allowed to remain commercial income up to a certain level without paying commissions. An agreement also was reached on the issue of directors and associates, respec-

A very beautiful rendering, intended commented Chairman Fred Hartley.

A crew of 31 musicians got praise for their part, "musied" Testut.

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TV, FM Music Impasse Near Solution in AFM-Web Talks? Alternate Deals Proposed

AFM Exec Board To Huddle on Duplication

NEW YORK, Jan. 17—With musicians' union chief, James C. Petrillo, acquitted in Chicago Wednesday (14) of the charge of violating the Taft-Hartley Act, and with union-network negotiations resumed in New York Thursday and Friday, the two sides seemed to be getting ready to reach agreement, and left the following points in sharp focus: (1) Prospect of a strike against the AM stations; (2) likelihood that the web is the real culprits (AFM), rather than the local managers who are demanding FM and video in addition to a certain amount of cash. The next meeting is scheduled for Washington Friday (29). Date was made after Thursday's meeting this week, when, after exploring the FM-tele duplex simulation, Petrillo told the broadcasters that any strike would not be without discussing it with the union's executive board. Tuesday's meeting will be the first time the executive board and, of course, the web, will be present.

Talks in New York this week centered around FM and video, with Petrillo saying he was ready to break the logjam affecting these media. The broadcasters, he again, of course, will try to work out a deal whereby they would make AM stations AM only, and FM to video without extra charge. Webs' theory is that they will not sell more music to FM stations now. Petrillo believes that the audience is being split up by the different media, and wants to be paid for music used on video or FM alone. The network execs are hoping to have the AM stations switch to FM and pay a comparatively low scale for FM, which would result in something of a present economic status of both media.

Weekly Interchangeability

In the event the above-mentioned deal cannot be worked out, webs hope to get a contract permitting interchangeability (FM-tele duplex simulation) whereby the webs would be permitted to go on any station, giving AM to FM to video within a framework imposed by hours and conditions.

The situation with regard to AM ties in very nearly with—and may be a great deal worse than—the contractual clauses covering AM and FM. Petrillo said the web is not yet not enough in a big hole in scale, but rather in more employes. It is, Petrillo said, to the web's counter with the philosophy that they do not need more AM musicians, but could make do with a Doctor of Arts-over-all capacity—that is, including voice and others.

That's the picture. A significant angle to it all is that Petrillo is not going to override the preferences of the local in New York, Los Angeles and Chicago. Once the general policies are set with regard to all facets of the contract, details and wages will be worked out by the individual locals covering employment in the origination centers.

Chili Decision

Petrillo called off network negotiations with the decks cleared by his acquittal. Petrillo was represented by the AFM attorneys as "the death of the Leo bill." His former running-mate, Joseph Owens, spokesmen in New York stated U. S. District Court Judge Walter J. La Bute of the Southern District of New York, stated that it kept Petrillo out of the witness box. La Bute also stated Lu Bay reached out to establish the "fiction" that Petrillo has not been informed that the station needed no musicians. In any event, the acquittal will not be appealed. Petrillo will have his day in court. Petrillo's attorney, a government attorney, asserted, "precludes the government from making an appeal." It was explained that the under the law no appeal can be made on a judge's finding of fact and that the ruling of the judge is final. Petrillo said he has been guilty of some arbitrariness. Petrillo's attorney, a government attorney, asserted, "precludes the government from making an appeal." It was explained that the under the law no appeal can be made on a judge's finding of fact and that the ruling of the judge is final. Petrillo said he has been guilty of some arbitrariness.

Industry's Liking for Dealing With AFM Burns Hartley Crix

(Continued from page 3)

Today (Monday) during cross-examination of network and station witnesses, the hearings before the NLRB in Washington, D.C., has been assigned a full day for testifying, are considered likely to feel the impact of the case. The hearings are said to be seeking to determine what and when the NLRB's viewpoint on the issue is.

Pointed Questions

With industry witnesses having consistently asked to be excused from the hearings and putting forth punitive legislation on the ground that they have to "live with" Petrillo, several members of the AFM team have, on their own, put the uneasy committee members to point "questions" in examining radio operators on why they are willing to "seek to come to terms with Petrillo" even though he has a leadership position. Today the NLRB is in the process of formulating its findings on the point, third week's sessions.

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Committee Hostility

It is apparent that an overwhelming majority of the Hartley committee men are bitterly hostile to Petrillo and would like to put punitive legislation on the books. But, most of these members acknowledge that they cannot start writing the laws when the committee is staging its hearing. Rep. Thomas L. Owens (R., Ill.), who was put into charge of the committee has already proposed to Chairman Hartley that Petrillo be the networks be subjected to produce records of all recent conflicts. Owens said he does not need more AM musicians, but could make do with a Doctor of Arts-over-all capacity—that is, including voice and others.

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PayHike for FM Chore Absent, WXYZ Gabs May Bolt AFRA

DETROIT, Jan. 17.-Possibility that WXYZ announcers may move to another station with an American Federation of Radio Artists (AFRA) and affiliate with another union became apparent in the Airline strike last week when gappers expressed their disaffiliation with the strike but the station management, AFRA Local 276, announced that the local was not considering the possibility. The strike continues, however, and if no agreement is reached the station may have to close down.

Zenith News Seg Goes to Mutual

CHICAGO, Jan. 17.-Zenith Radio Corporation, thru its local distributors and dealers, beginning March 1, will sponsor a new Mutual Broadcasting System (MGS) news program. Nearest of the Air, Deal is announced. MacFarlane Ayward is the agency.

Program, to be aired Monday thru Friday in three cities, will be originated in New York. Pick-ups from various cities, both abroad and local, will be used, it was announced. The new program, it was said, is to start next week. In Chicago, the program will be sponsored by the Chicago Tribune.

AFRA blackballing continued as an issue in the last few days. A group of AFRA members have been excluded from entering the station, and the station management has been forced to take action to prevent further blackballing.

FCC Sets Hearings For Coast FM Bids

HOLLYWOOD, Jan. 17.-Largest hearing on new radio applications to be held here is scheduled by the Federal Communications Commission (FCC) next Thursday, Jan. 21. The hearing will be held at the FCC headquarters at 10:00 a.m. and is expected to last until 6:00 p.m.

Robert Bell, FCC chairman, explained that the hearing is a 90-day preliminary hearing on applications for coast FM stations. The applications are those of the following companies:

1. The Associated Press
2. The Los Angeles Times
3. The San Francisco Chronicle
4. The Chicago Tribune
5. The New York Times

The hearing will be held in two parts. The first part will be devoted to the applications of the above-listed companies. The second part will be devoted to the applications of other companies that have filed applications for coast FM stations.

Blues in the Night

CINCINNATI, Jan. 17.-Bill Fields' debut over WSAI here Monday midnight (12) as Cincinnati's first Negro TV host was a flop. The show, which was supposed to be a sequel to the popular radio show of the same name, was not well received by the audience. Fields had been in the business for over 20 years and was supposed to be a natural fit for the role. However, the show did not generate enough interest to continue.

NY Compete Too Stiff for Many G.I.'s

NEW YORK, Jan. 17.—The employment situation for actors in New York radio has become so tough in the last few months that a number of new players have been given up because of the general strike against the heads against directors' walls and are quitting the business. According to reports, some actors who were employed in the past and are now unemployed are considering leaving the business due to the poor employment situation.

The exodus started shortly after Christmas, when it was announced that a number of actors had left the business due to the poor employment situation. It is expected that many more will follow suit, as the employment situation is expected to remain poor for the foreseeable future.

G. Gallup To Release Air Personality Audit

NEW YORK, Jan. 17.—Research by the Gallup Organization for the first survey of the Continuing Radio Audit of Radio Personalities, prepared by George Gallup's Audience Research, Inc. (ARD), was being concluded this week and will be released for release to clients early next month. The survey, which covers 128 radio personalities of all types, will attempt to measure the popularity of radio personalities and their listeners.

The personality audit will be conducted three times annually, according to Samuel Northrop, head of ARD's radio department.

Join the MARCH OF DIMES
Television becomes a widening reality in 1948. An exciting promise is now an actual service to the American home. After twenty years of preparation, NBC Network Television is open for business... When the Radio Corporation of America formed the National Broadcasting Company in 1926, its purpose was to broadcast better programs in the public interest—and that purpose continues to be its guiding policy.

Today, twenty-two years later, NBC has the most popular programs in radio. Outstanding in its contribution to the public welfare, the National Broadcasting Company has served the nation in war and in peace. Now, it has added a new service—Network Television—in the same spirit as that which first moved its parent company: public interest. NBC, in pioneering and developing this great new medium of information, news, entertainment, and education, is fully aware of its responsibility... In 1948, NBC offers to the public the greatest medium of mass communication in the world—Network Television.
THE TELEVISION PICTURE LOOKS BRIGHT

NBC's TELEVISION NETWORK

In the East, four stations now make up the new NBC Television Network: WNBC, New York; WNBW, Washington; WPTZ, Philadelphia; and WRGB, Schenectady. WBAL-TV, Baltimore, and WBB-TV, Boston, will be on the air shortly as NBC's fifth and sixth television affiliates.

In the Midwest, three NBC affiliates are independently engaged in telecasting operations: KSD-TV, St. Louis; WTMJ-TV, Milwaukee; and WWJ-TV, Detroit. It is anticipated that within the year these stations will be carrying network television programs originating in Chicago, where NBC will open its station. In addition, NBC will construct a station in Cleveland.

On the West Coast an NBC station is under construction in Los Angeles. It will serve as a focal point for the establishment of a western regional network. The plan for 1948 and 1949: To add ever-increasing numbers of affiliates to these three regional networks, culminating in a coast-to-coast television network.

TELEVISION STATIONS

Today, nineteen stations are engaged in television operations throughout the country. In addition to the stations now telecasting, fifty-four have received licenses and sixty-four more have applications pending. Total: 137 stations in actual television operation, being constructed, or waiting for official approval from the Federal Communications Commission.

We confidently expect that the same NBC-affiliated stations which pioneered sound broadcasting will take the lead in bringing this great new medium of sight and sound to their communities.

THE TELEVISION AUDIENCE

One year ago there were 8,000 television receiving sets in the country. Today there are 170,000. Estimate for December, 1948: 750,000 sets.

With multiple viewers per set, NBC Network Television programs will be available to an audience of millions.

TELEVISION PROGRAMMING

Hundreds of thousands of viewers will remember these recent NBC Television programs among many others equally outstanding.

IN DRAMA...

Kraft Television Theater is the first regularly sponsored dramatic series on NBC Television. The Theatre Guild series brings the greatest art of the New York theatre to viewers distant from Broadway.

On the American National Theatre and Academy series, comedy, drama, farce — the whole scale of the theatre — is brought to viewers as it is played.

IN SPORTS...

NBC Network Television has pioneered in bringing major sports events to its audience — from the exclusive broadcasts of the Joe Louis championship fights against Conn and Walcott to the World Series games of 1947. Today, one-quarter of NBC's current television schedule is devoted to sports.

IN SPECIAL EVENTS...

The Presidential Conventions in Philadelphia this coming summer will be comprehensively covered by mobile units of NBC's Television Network, bringing the faces and voices of political speakers into thousands of American homes. The campaigns that follow will receive equally emphatic coverage.

Since the televising of President Roosevelt's speech at the World's Fair in 1933, special events television has risen from the status of a novelty to the position of a significant communications reality.

NBC'S PROGRAM SCHEDULE...

In addition to extra hours for news and special events, a wide variety of programs can now be viewed on the new television network. Here is the current breakdown of each week's programming:

7 hours for women's programs
7 hours for sports events
3 1/2 hours for variety shows
3 hours for dramatic presentations
3 hours for children's shows
2 hours for educational programs
1/4 hours for quiz and round-table shows

Two months from now the number of teletax hours will jump from twenty-seven to thirty-five a week. Still more hours will be added as the number of receiving sets increases and more stations join the network.

TELEVISION AND THE AMERICAN ECONOMY

ADVERTISING

Like standard radio broadcasting, network television will depend for the expansion of its facilities and programs on advertising. As advertising has built the wide range of radio's broadcasting schedule, so it will make possible an increasing wealth of fine programs on television.

Today, 18 of the country's large advertisers are sponsoring NBC television programs — about half of them on the entire television network. Some two hundred other advertisers are currently sponsoring programs on the twenty-odd individual stations throughout the country.

ECONOMIC FORCE

It is NBC's belief that, within a few years, more than a quarter of a million people will be employed in the manufacturing and telecasting operations of the business alone. Available estimates point to television as a half-billion-dollar business by the end of this year. This new industry will grow in size and service with the years.

THE FUTURE

NBC's new eastern television network is only the beginning. But it is the beginning of a working reality. 1948 marks the end of television's interim period. 1948 signifies the appearance of television as a new force in the United States. The greatest means of mass communication in the world is with us.
NEW YORK, Jan. 17—A talent-owned transcription series featuring seven top Hollywood stars became a hot property here this week. Called Radio Repertoire Theater, the waxed dramas will feature Roy Milland, John Garfield, Myrna Loy, Charles Boyer, Franchot Tone and Dana Andrews, among others, who own all the stock in the package. The series was put out over a year ago, but until now they were not even in transcription.

The series guarantees the appearance of at least one of the film stars for each show, which eliminates the talent problem that plagues most Hollywood stars, that of co-ordinating appearances with other commitments of the film stars. The series is now owned by the producers, which fact that the talent owns the series, plus the security that transcripts can be done during free stretches simplifies the situation. The producer is Arthur Kurland, whose package firm was formed, is believed to be, to enable the stockholders to cut down the heavy tax rap they would ordinarily suffer from salary situations.

The deal, it is understood, involves special agreements with the top literary agents and publishers, whereby the show will get first crack at new books, even in script or galley form, before publication or prior to sale to pictures. One official connected with the series pointed out that no "tired" scripts from the book publishers have been accepted, as all arrangements already have been set for 42 properties, involving some of the best of radio's short-plays. Just now when properties have never been heard on radio before. Included are short stories by Ernest Hemingway, F. Scott Fitzgerald, Somerset Maugham, Jack London, John Barry, Robert Sherwood, Sidney Howard, S. N. Behrman, William Rose, Louis Bromfield, John Hersey, Dashiell Hammett, Hart and George Bernard Shaw; also novels by John O'Hara, John Steinbeck, Evelyn Waugh and Fitzgerald.

Yawning Hour's
Competitive Gains

NEW YORK, Jan. 17—Latest sphere of competition among New York stations is for the early morning listening audience, where WCBS is still the WCBS stronghold for some time. A few weeks ago, to buck the competitive atmosphere, WNYC lured Mr. and Mrs. Kienman into the 6:30 a.m. spot, and this week WNYC switched Gene Roddenberry and Deene Finch down a few hours to buck the WABC entry. The WNYC program has just built its audience at a later hour.

Latest report is that WNBC now may be moving to the morning show Smith show. The program now airs at 7:30 a.m., but may be moved opposite Godfrey, who starts at 6.

Ha' ding Strikes It Rich

NEW YORK, Jan. 17—Larry Harding, director of Strike It Rich on the Columbia Broadcasting System (CBS) and a veteran with 30 years of production work at CBS, has resigned to become managing director of Rochester, N. Y. WVEC, a new station, is co-operatively owned by 38 ex-G.A.'s.

Minn. and St. Paul Newshawks

Invaide Radio; on 16 Programs

MINNEAPOLIS, Jan. 17—Newspapermen here have invaded radio to an unprecedented degree and are now successfully ensconced on 16 programs, either sponsoring or syndicating. This radio-newspaper type of agreement has been a gradual development, but reached a peak when several newshawks grabbed programs within recent weeks. Just now when the newspapermen have blanketed the radio field is illustrated by the fact that they have the box on five of the six Minneapolis-St. Paul stations. The only outlet which has not been invaded is the rival medium is WDGY, local independent.

Leading the field in use of newspaper talent is WCCO, Columbia Broadcasting System affiliate, known locally as CBS, and Jack Adams, the syndicated column who writes In This Corner For The Minneapolis Star, is doing an impressive job of it with the star's Junior Cardinal and Starrytom, both talent segments on Saturday evenings. Radio-newspaper through the years, Jack Adams has been doing the newscasts for a decade. George Grimm, whose I Like It Here column appears in the Minneapolis Tribune, is doing a daily morning newscast strip for Peter Paul Candids and Vicks, and a Thursday weekly newsletter for Standard Oil. The Minneapolis Tribune has a daily radio column by Don Murray, whose five-minute Community Calendar is broadcasted by the newspaper. Don Murray, Ken Murphy and Don Wiley, St. Paul Pioneer Press sports writers, are sponsored by their own eight-month syndicated newspaper-newscast, an all-star radio-newscast, Neways, and Morning Night show, and Halsey Hall, Tribune sports writer, is doing a guest spot for the newscast.

At WTCN, the American Broadcasting Company (ABC) affiliate, two flagship newstheatres, C.W. F. S. and P. J. Hoffstrom and his daughter, Virginia, Hufn & Hufn columnists, who have been doing their five-week show, which is now a five-week morning show, have moved to nine in Great Falls. Additionally, Jay Vessels, recent technical writer for the Minneapolis Tribune, is now associated with the Press Conference, using other reporters as guests.

A local 5lide, Paul Light, St. Paul Pioneer Press columnist, and Mrs. Light, do a husband-wife chatter show in the morning with a noon show, and the Schennumen's department store, St. Paul, also does a show of the St. Paul Dispatch's Bob Engler, sponsored by his paper in a Men in the News newscast six to eight times daily.

On WLOL, Mutual Broadcasting System sold by the newspaper, is a weekly newscast six to eight times daily. On WLOL, Mutual Broadcasting System sold by the newspaper, is a weekly newscast six to eight times daily.

WWRL, Woodside, Sparks UN Segs

NEW YORK, Jan. 17—An unusual situation, whereby a 250-watt station is spark-plugging what is tantamount to a national newsroom, involves United Nations newsroom, has developed from a series originally local in scope. Just now when the UN is now air ing, in addition to WWRL, on some half dozen stations. WWRL furnishes the UN with all news.

The program is handled by Maude Davidson, WWRL news commentator. She has been on the air in New York for over a decade, since then has had top UN officials, including Warren Austin, U. S. delegate, guest. Others have included the British, Indian, Chinese, Philippine and Greek delegates.

Ford May Pass
By NBC's Hour

NEW YORK, Jan. 17—The hour-long Ford Theater is likely to exist: from 5 to 6 p.m. Sunday on the NBC network, but for the next 12 weeks the web is unable to furnish a suitable evening time. Both the Columbia Broadcasting System (CBS) and the American Broadcasting Company (ABC) have already made strong presentations. NBC is likely to follow with its own program (The Billboard, Jan. 17). According to a spokesman at Kent Bleecker, NBC news commentator, "no decision has been made on the Ford show, but the Ford slot with the express understanding that later on NBC would have a suitable evening period. If not, he said, a switch is likely."

be,

Room for All Media, Says NBC's Beville At Urbana Meeting

CHAMPAIGN-URBANA, III., Jan. 17—Speaking before the communications convention here today by the Institute of Communications Management, Mr. Beville, regional director for the National Broadcasting Company (NBC), today said that the competition, media—radio, television, magazines, newspapers, and now mutual services, are all "striving to find a place in the communication structure, yet not to deflect any existing media."

Mr. Beville said why this would come about, according to mutual services, being and increasingly population; standards in education and evidence of improvements of all educational standards; standards of national leisure time. Additionally, Beville said that the medium stimulates another interest in another, the "being the growth of a medium" and "the desire of all people to read anything existing anywhere." Beville said, and that this would come about, according to mutual services, being and increasingly population; standards in education and improvement of all educational standards; standards of national leisure time. Additionally, Beville said that the medium stimulates another interest in another, the "being the growth of a medium," "the desire of all people to read anything existing anywhere." Beville said, and that this would come about, according to mutual services, being and increasingly population; standards in education and improvement of all educational standards; standards of national leisure time. Additionally, Beville said that the medium stimulates another interest in another, the "being the growth of a medium," "the desire of all people to read anything existing anywhere." Beville said, and that this would come about, according to mutual services, being and increasingly population; standards in education and improvement of all educational standards; standards of national leisure time. Additionally, Beville said that the medium stimulates another interest in another, the "being the growth of a medium," "the desire of all people to read anything existing anywhere." Beville said, and that this would come about, according to mutual services, being and increasingly population; standards in education and improvement of all educational standards; standards of national leisure time. Additionally, Beville said that the medium stimulates another interest in another, the "being the growth of a medium," "the desire of all people to read anything existing anywhere." Beville said, and that this would come about, according to mutual services, being and increasingly population; standards in education and improvement of all educational standards; standards of national leisure time. Additionally, Beville said that the medium stimulates another interest in another, the "being the growth of a medium," "the desire of all people to read anything existing anywhere." Beville said, and that this would come about, according to mutual services, being and increasingly population; standards in education and improvement of all educational standards; standards of national leisure time. Additionally, Beville said that the medium stimulates another interest in another, the "being the growth of a medium," "the desire of all people to read anything existing anywhere."
Aussie Equity Fights Free Audition Racket
SYDNEY, Jan. 17.—Actors and announcers' Equity here is trying to break a local racket wherein Equity members are victimized by "auditions for a public." According to Equity officials, some stations are guilty of this exploitation of talent. The racket is apparently widespread, Equity sponsors who give an artist a private audition and then instruct him to do his work in public in order to ascertain audience reaction.

Being dubbed an "audition," it's not a free. However, Equity points out that under its rules a public audition is unethical and such work is permitted. Offenders are warned they'll be treated with heavy penalties.

Only 1 1/2% of Plugs Offend the FTC
WASHINGTO N, Jan. 17.—Radio commercials which are ethically questionable are only about 1 1/2 per cent of the total number of commercials examined by the Federal Trade Commission (FTC), according to FTC's annual report to Congress.

The report stated that of 641,002 commercials scrutinized, 6,172 were set aside by the radio division for further study as containing representations that might be false or misleading.

The FTC said that where ads were found objectionable, it gave the advertisers the privilege of disposing of the matter by voluntary stipulation to cease the practices involved.

Fort Moves Sales Office to New York
DETROIT, Jan. 17.—The national sales office of Fort Industry Corporation moved to New York City.

The move is in line with the company's plans to expand its operations in the east. The office has been here since Fort Industry moved from Detroit about two years ago to the 15th floor of the New York Building.

The company now operates seven stations and has three video permits, ranking as probably one of the largest independent chains now in the country.

Webs, Meggers Come to Terms
(Continued from page 5)

mediation authorities intervened and since then the networks and the union have been haggling steadily.

Break for Associates
Under the agreement set yesterday (Friday), associate directors are to be paid full director fees for any show on which they assume full responsibility. Otherwise, they will be allowed to direct, on an associate basis, such programs as newscasts, street interviews, round tables, spots and small music groups. The line of demarcation is to be the question of whether a show is corporate or network and any degree of production, other than simple, routine presentation. The Guild's major beef had been that the networks had been using associates to direct full-fledged shows of all types.

The new scale, to become effective when the deal is signed, will give staff network directors weekly, up to $50 from the present minimum, and associates $55, up $3. The floor on commercial is to be $65 for directors and $55 for associates. Commissions to the webs will be paid above these sums.

The contract probably will be for two years, with the standard provisions for reopening of wage schedules if cost of living indices warrant.

The Guild negotiating committee included Bill Swenson, network president; Wynne Wright, free-lance; Charlie Harrell and Len Blair, of the American Broadcasting Company; Maurice Robinson, Tom Bennett and Don Gillies, of the Mutual Broadcasting Company; Larry Harding and Ace Ochs, of the Columbia Broadcasting System; Fort Industry, and Jack MacGregor, of WOR, and Lester O'Keefe, free-lance.

BOB HOPE

Gots What's Coming to him!

Be sure to read George Frazier's brilliant profile of this fast-talking wisecracker who is rated as

A Great Living American in the

February Coronet

Now on sale, 25c
True or False
Reviewed January 10, 1948
Sustaining Via MBS

Saturday, 10:45-11 p.m.
Estimated Talent Cost: $1,000. Pro-
ducer, Ray Kramer; director, Lucian
Davis; loan cost, $1,750. (Mr. Davis
and if seven are, these are, the pro-
ducer’s program.)

Sustaining: ABC

TOMORROW, January 15, 1948
Sustaining: NBC

WXYZ Schedules 77 Nights of Kegging

DETROIT, Jan. 17.—A new kind of
kegging is being hung up by the schedule
of 77 straight nights of bowling con-
tests and shows at the Detroit Bowling
Congress. The Detroit free press is also
offering a novel transcrip-
tion service to American Broad-
casting Company (ABC) affiliates
throughout the country, covering games
in which their local teams play during
the tournament, with a pin-by-
pin report the same as for high-
lights games in their daily mid-
night program.

WXYZ Airs Detroit Community Dances

DETROIT, Jan. 17.—Series of weekly com-
munity dance is being held in differ-
ent sections of the city is being
started by WXYZ to plug its ace
disk jockey, Russ Mulholland. Billed
as Bandstand Caravan, the set-up is
a show built around Mulholland
and two Detroit Free Press personalities:
Lyll Smith, sports columnist, and
Mark Beltane, gossip columnist.

Events are being booked by the
Department of Public Recreation in
various community centers. Because of
the strong radio press build-up, publicity is good in
the media. Proceeds of the dances go to the
local community center.

Sustaining Via CBS

Saturday, 9-9:30 p.m.
Estimated Talent Cost: $3,000. Pro-
ducer-director, William Spier; music
by Edward Van Zandt; writer, Arnold
Perl; announcer, George Kirby; per-
sonalities, Dashiell Marlowe, and
several others.

Sustaining: ABC

Sustaining Via MBS

ABC: "Voice of the Week" 11-11

MBS: "Voice of the Week" 11-11

Sustaining: NBC

"Voice of the Week" 11-11

WXYZ's 77 Nights of Kegging

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the tournament, with a pin-by-
pin report the same as for high-
lights games in their daily mid-
night program.
Calling all Show Business to THE BIG SHOW of 1948!

National Association of Disc Jockeys
New York Chapter, Inc.
545 Fifth Avenue
New York, 17, N. Y.

Show Business
Everywhere,
U. S. A.

The National Association of Disc Jockeys cordially invites your participation in the Souvenir Journal of the "Big Show of 1948" taking place at the Metropolitan Opera House on January 25, 1948. We urge you to take this opportunity to greet the entire trade in print by means of your personal ad.

Already, we are extremely gratified at the tremendous response from recording artists, record companies, music publishers, song writers et al. We respectfully request you too, to act now. WRITE, PHONE or WIRE (NADJ 545-5th Avenue, New York) at your earliest convenience. The deadline is January 23rd. Gold page, $200; white page, $100; half page, $60.

With best wishes from,
National Association of Disc Jockeys
New York Chapter, Inc.

P. S.
IMPORTANT: Proceeds will be used to set up a National system of scholarships for new, deserving talent—vocalists, arrangers and instrumentalists. In addition, a system of annual awards will be inaugurated much in the manner of the Motion Picture Academy awards, to the best recording talent of the year, to be selected by the country's disc jockeys.

Part of the proceeds will be given to: Damon Runyon Cancer Fund, March of Dimes, New York Heart Association.
MURRAY:

Diskers Bid for Service Bands To Cut Platters

WASHINGTON, Jan. 17.—An open bid to the United States Navy Band and other “service” musical aggregations was held yesterday here. Any and all interested persons could bid to record manufacturers at professional pay rates cut off by the Navy. The bidding is for all types of musical activities. Edward Wallenstein, president of Columbia Records, and others took part in the open meeting for the music industry. The activities are not considered exclusive, but it is probable that a number of the “service” bands will be willing to use the service bands for entertainment purposes during the period.

WAXERS WOULD OK COPYRIGHT CHANGES FOR BENEFIT OF PERFORMING ARTISTS IN AFM

But Petrillo Wants Non-Performer Fund, Opines Murray

A complaint that Petrillo’s disk-making ban left the record manufacturing industry with no opportunity for negotiations was placed on the record of the hearing Friday (16) by James W. Murray, vice-president of the Radio Corporation of America in charge of Victor Records, speaking for the six largest manufacturers of records. Murray told the committee that Petrillo’s statement was a “statement that the record company has made no demands ‘for terms of a new contract’ and has suggested collective bargaining. Murray also told the committee that his company’s bid for the unit sale of the record company has “announced his intention to end the record business.”

J. Murray Figures Nation’s Waxes Grossed 50% of 200 Million Dollars’ Retail Biz

MFRS’ Net 4%: Musical Talent Got About 15 Million Bucks

WASHINGTON, Jan. 17.—The nation’s largest record manufacturers, called upon by the House Education and Labor Committee to submit financial statements to the committee, will report a 200,000,000 volume of gross retail business in records for 1947, the committee was told yesterday (16) by James W. Murray, vice-president of the Radio Corporation of America in charge of Victor Records. This amount, Murray explained to the committee, “represents what the consumers actually paid to the retailers and does not indicate the amount received by the record manufacturers themselves. The committee’s statement is based on the figures furnished to it by the manufacturers and would be about $24 per cent of the figures.”

Tests for Waxers

Murray made the statement during cross-questioning following his direct testimony before the committee at the hearing of the RCA Victor division of RCA; Capitol Records, Inc.; Columbia Records, Inc.; Decca Records, Inc.; Mercury Record Corporation, MGM Records and the independent. Murray reported that the record manufacturers would be glad to comply with the committee’s statement.

Manufacturers Get 50 Per Cent

In explaining the $300,000,000 gross retail business figure, Murray cited the fact that the manufacturers’ gross “take” of this figure was approximately 50 per cent and that payment by the manufacturer for expenses of talent, technical, management, manufacture, etc., reduced it to about 4 per cent of the original gross amount. In answer to further questions from Murray, the committee’s statement revealed that about 98 per cent of the record manufacturing retail business has come from music and that musical talent received about $15,000,000 in 1947.

Music-Disk Biz at Convention

NEW YORK, Jan. 17.—As a result of keen key music and record men are at the Columbia Music Industries, Inc., trade show and convention in Chicago this week, so are many of the regular Billboard features, Music Personality Charts as well as special music-record lists and articles appear in the supplement this week.

BING NOT EVERYTHING

WASHINGTON, Jan. 17.—The muddy rumour about Bing Crosby controlling a big bunk of sheet music companies was at large last but one—least of all the official record—here yesterday (16) week, during the committee’s hearing on American Federation of Musicians (AFM) activities. Milton Rackmil of Decca, during question period, asked Albert L. Weatherford of the HDF, whether the rumor was based on accuracy.

“I’ll be glad to answer that, sir, raked Rackmil. "About a year, Bing and I owned a small amount of stock in Decca—and that’s the extent of his holdings.”

Leeds Buys Four Catalogs for 45G

NEW YORK, Jan. 17.—Leeds Music,topper, Lou Levy, returned from the West Coast this week after completing the purchase of four music catalogs for the firm’s currently reactivating Broadcast Music, Inc. (BMI) affiliate, Duchess Music. Among the catalogs was a collection of approximately $50,000 for which an estimated $45,000 was paid, will bring the Duchess holdings up to about 1,000 copyrights, including the Jimmie Wakely Micro Music catalog, and would bring you a Love You for Sentimental Reasons and Opus the Door, Rachel. The new acquisitions include the Carol Music, Russell Music, Reis and Taylor Music and Lester Melrose Wabash Music catalogs.

Reactivation plans for Duchess were completed this week under a new deal with BMI. Leeds execs George Levy would not reveal the terms of the new paper, but said that they were considerably better than Leeds’ initial BMI proposition. Under the new set-up, Arnold Goodman is to now advertise, publicity and promotions. The new deal will become vppee in charge of Duchess. Shaw will serve as liaison between Leeds and Duchess.

Duchess has almost completed building its professional staff, having hired Dol Scholl and Al Miller for New York, Goldie Goldmark for Hollywood and a fourth man, whose identity is undisclosed, for Chicago. Initial Duchess plans under the new set-up are Terra and Jungle Jamboree.

Polydor Set To Cut Masters In Paris

NEW YORK, Jan. 17.—French Polydor, which has completed the installation of two new recording facilities in its Paris studios for cutting masters later this week, is to learn here this week.Equipment will include a new cutting machine line for the Polydor production line, including pressing, cutting and printing plants. These will be in operation by next week and will go into full operation for the first time since 1946. Polydor has also expanded its artist and recording departments under the management of Jacques Canetti.
**NEW RECORDING GOES ON!**

Vitacoustic Is Sinking 50G In Test To Find Out Disks’ Sales Potential, Before Market

CHICAGO, Jan. 17 — Independent research has been conducted to determine sales potential of disks before putting them on the market, and to aid in other aspects of marketing. The results of this study will be made public at the International Consumer Electronics Show in January.

The study was conducted by a market research company, and involved testing a sample of consumers to determine their interest in purchasing the disks. The results were then used to determine the most effective marketing strategies for the disks.

**Scott To Ditch Ork; Revive 5**

NEW YORK, Jan. 17 — Raymond Scott, noted composer and conductor, has decided to discontinue his work with the Mercury Records label and to revive his own label, Scott & Co.

Scott, who has been associated with Mercury for several years, has decided that he wants to have more control over the production of his music. He plans to record his own music under his own label, Scott & Co. The label will be staffed by a professional management team, which will be responsible for the business aspects of the label.

**Barnet-Raye Wax for Apollo**

NEW YORK, Jan. 17 — Apollo Records has completed a deal with Charlie Barnet, one of the disk's producers, to record six new six-music albums for the label. The albums will feature the Raye band, and will be produced by Barnet and arranger, Charles E. Raye.

Barnet, who is well known for his work with the Raye band, has been working on the project for several months. He has been recording in New York City, and has been working closely with the label's management team.

**CA Inks Cooley To 1-Year Pact**

HOLLYWOOD, Jan. 17 — Continental Artists (CA), the Jack Archer-Milt Deutsch booking house, last week signed an agreement with Harry Cooley, better known as the Cooley Gang. Cooley, who is the label's top booking agent, has been with CA for the past 10 years.

Cooley's duties under the new agreement will include booking for CA's top acts, including the Cooley Gang, the Raye band, and other major acts.

**Music**

By-Passing of Petrollo Ban Shaping Up

A Capella and Non-Union

NEW YORK, Jan. 17 — On two fronts the common trade assumption that Petrollo’s ban would be lifted in a few months appeared cockeyed this week. Not only was the major label pledging that its first full-fledged capella recording activity would start in a week, but a focal price for non-AMF-licensed recording seemed to be generating in the Philadelphia area. The gathering evidence would indicate that by-passing of Petrollo's edict via a capella, non-union recording system would be a likely event by union tolerances isn't just around the corner but is on the way.

Columbia Records' spokesmen this week admitted that the diskery is laying the groundwork for a permanent solution to the Petrollo ban.
WIRE-SNEAKING ON UP?!

Magazine Loads Developed for Mass-Market Sales, Diskeries Plan Home and Jake Releases

By C. Wagner

CHICAGO, Jan. 17—This may well be the year of progress in the-wire-recorded field which could open up entirely new facets in the music-recording biz.

Such are the indications here as various companies reveal hitherto bash-bush plans and developments on three major planes.

First of these is a perfection of a new amplification principle to make the wire recorder which now makes it possible to reproduce from wire, in a set built for mass-market use, the fidelity of frequency response which has been hitherto available only to the professional.

Next, a Chicago company has already designed, tooled and next month expects to get into quantity production of a wire recorder using a "magazine load." It has been the prediction of wire recorder prophets for years that there never would be general acceptance of wire-recorded music in place of records until the magazine load of music-on-wire was brought out that the public could buy at the corner music store and take home on its wire reproduction.

Meanwhile, two independent record companies here have announced plans to release both pop and classical on wire this year, thus affording another beginning for a potentially significant avenue of wire-recorded releases featuring talent offerings which the public can buy on a regular basis.

Polyphonic Sound

One of the major steps in the integration of recorded music recording has been the development of the polyphonic sound amplification system by the Electro-Recording Engineering Company here. This may be the David to the Goliath battle, for Cadillac Wire, which has been built up by inability of the industry to keep up with the demand for wire fidelity in any but the most expensive professional-type equipment.

Experts in the field attribute public dissatisfaction with some wire models sold to date to poor fidelity in low-price, low-frequency sets. The Electronic company's model has a frequency response ranging from 40 cycles to 15,000 cycles and can be sold at a low cost. In addition to integrating other companies to use its amplification system, the company's co-owners, Electronic Sound's Manager Bernard Sullivan and Engineer Harry Becker, tell The Billboard they are planning to make at least 1,000,000 home sets next year, using their wire reproducing system. The Becker-Sullivan model, the Becker-Sullivan claim, will be table style and will include AM-FM radio, wire recorder and reproducer, loudspeaker, pick-up arm...

New Act

NEW YORK, Jan. 17—Perry Como, already having a recording duet with songwriter Gene Doyle on the stage of the State Theater, is winding up his current tour. The duet occurred when Doyle discovered he was skidded off stage at the same time Como was on, so he was due to introduce the song, "When You Stop Dancing, Baby Don't Make A Shower On The Chesterfield Supper Show. Doyle and his publicist, Bud Elder, staged it by piping the air show onto stage and proceeded to orchestrate it out of form, to an encore on Como's Rain Drop plug.

Philly Holds 4 on Naught Record Charge

PHILADELPHIA, Jan. 17—Philadelphia Recorder Corporation, a 20th Century Record Label manufacturer, and three other men this week pleaded, allegedly pornography charges. The four men were held in $2,000 bail each for a grand jury action when they were arrested. The grand jurors were Magistrate James T. Donnelly in Central Court.

Targeted by the cops were Ballen, Irving C. Leerman, identified as a co-proprietor of the Ballen waxery, and Jacobs, a truck driver for the Ballen company, and Edward Cohen, operator of a record shop in North Philadelphia.

Vice squad Detective Clement Pyle testified the records seized both at the record shop and at the manufacturing plant were "suggestive" and "filthy." He read excerpts from the recordings which he demonstrated to the grand jury. The record can be heard by anyone working for the equivalent playing of two record players, and if the music on this cartridge also would be automatic.

Eukuchen claims that a couple of the companies have queried the Ballen company: "I'm happy that there's been more cooperation rather than opposition in the magazine development for release of music on wire."

Diskeries Plan Wire

Two platters here which have announced plans to release music on wire are: Western Platters, Mercury's president, Irv Green, admits that he is making plans for wire releases this year and indicated that its first releases undoubtedly would be part of the Czechoslovak Library it has recently acquired.

More significant is the fact that Mercury plans to announce a contract for the manufacture of multiple dubbing machines, which will enable it to cut 1,000 spools a day in its Chicago plant, starting in the next few months. The company will sell these machines and, sold through regular Mercury sales channels, the new entire output, the Armour Institute, developers of the wire-recording system, will be paid a royalty amounting to one-tenth of 1 per cent on the retail cost of each spool. While the Wire Recording Corporation's Clapper stated that Universal definitely would come out with wire recordings, (See WIRE SNEAKING on page 23)

Refinancing Of Musicraft is Approved

NEW YORK, Jan. 17—At the Musicraft Records stockholders' meeting Thursday (15) an overwhelming majority approved the refinancing amendment as outlined in The Billboard last week. The diskery's execs now will seek approval of the Securities and Exchange Commission (SEC) to expand its original registration to include a new $175,000 bond issue and an increase in capital stock from 700,000 to 265,000 shares. The firm will also prepare necessary papers for the underwriting of the first lien, $775,000 bond issue, by a group of Philadelphia financiers, headed by Vincent Forrester.

Meanwhile this week music publishers' agent, Henry Fox, indicated that his pub clients had agreed to go along with the new plan. Fox had sent out a form letter to the pub recommending that they approve a cash settlement of 25 cents on the dollar on all deferred royalty royalty debts over musicraft records, which had been deferred until April 15, 1946. Fox also stated that as of November 30th last, Musicraft's potential payment to publishers would have been $225,000, or about 15 cents on the dollar.

Referred, therefore, that the unsecured publisher creditors approved the plan, and that Fox would not get a divorce. It is reported that all negotiations have been moving along satisfactorily.

Mutual Inks Beneke's Ork For Air Force

NEW YORK, Jan. 17—The U.S. Army and Army Air Forces' air recruiting program, employing top drawer music, music as originally reported in The Billboard several months ago, continues to mount in coverage with the signing of the Tex Beneke ork to do a weekly Mutual network show. The Beneke ork. On the Band, syndicated for the Air Forces (16) at 10:30 p.m.

This marks the third musical show line up on three major networks for the recruiting drive. The fourth show, the Howdy Doody show, which is owned by the Columbia Broadcasting System (CBS), is prepping a show to round out the web coverage. Webs are already involved in the Beneke show, while the ork features are paid scale shows.

Other shows include the American Broadcasting Company's (ABC) Sound-Off, which features Warnos and crew, and the two-a-week Fred Waring (Monday and Wednesday) National Broadcasting Company's current presentation.
New York:

Some of Gotham's music pubs act annoyed because songwriters have developed their business on their notoriety. The notoriety of some of the Gotham pubs claim the clerks are short-sighted, since some firms are already planning plans for post-ban exploitation skeds and want to have new tunes on tap.

Most public house owners such plotters few songs have a chance now. They concede the clerks may have some point in thinking that they had better hold their stuff until wax outlets reopen.

Johnny Burke and Jimmy Van Heusen signed a new score for an EKO-Dore Schary picture. Team has to finish out an old RKO commitment and will probably turn in four tunes... Arnold Green, on his way back to Hollywood after a Florida vacation, will center with Buddy DeSylva and probably get down on paper final plans for the Morris pub group to absorb the Burke-Van Heusen pub group. Eddy Wolpin's contract as general professional manager for Famous-Paramount renewed for two years.

Cleveland Phonograph Merchants' Association elected Buddy Kaye and Carl Lamp's Thoughts as its tunes for February... Conversation on the street had it that Tommy Dorsey was standing out over some other man to be named as conductor. Wally and his playing artists (along the lines of Norman Lowrey's old NPA proposal) as well as a leader voice within the AFM. RT denied the talks, telling The Billboard that "too spoken to nobody."

Buddy Rich's offer to sign for a Paramount Theater stint here begun... beginning were expected to begin... Rochester, N. Y., beginning February 2 for three weeks... King Guiton work not going back into Rustic Cabin as earlier planned... WINS disk Jockey Jack Larry's air contract has been renewed for another year.

English band leader Ted Heath clothes for forthcoming British-International film musical, On Easy Terms, Jack Feinman, drummer-recitat with Heath, signed for same-terms role... Duma Records took on All-State... as its New Jersey distributor.

The Bob Thiele-Monica Lewis divorce finalized this week... MCA's one-night booker Bill Richards is the proud pop of a seven-pound daughter born this week... Joe Morris, nationalist, has booked his plane and trained to Chicago for the Coin Machine Industries, Inc., convention... Eddy Wolpin's contract as general professional manager for Famous-Paramount renewed for two years.

In spite of the general "business-is-bad" aura in the one-nighter field, Sammy Kaye and his band played to capacity crowds last week at Toronto (February 15, 16) and Montreal (February 11, 17): with a reported $5,000 draw in the former city and a $3,650 gross in the up-state New York location... Al Green, owner of the Centaur Pub, is now handling the MCA's national distributing... 

Southern Music's Jerry Johnson skedded for a one-month trip to the Coast in February... So is Broadcast Music's Jule Searcy... Adolph Ballin, trio, back into the Piccadilly Hotel's Circus Bar next week after an 18-day vacation... Song writer Buddy Kaye's five-piece ork signed to a General Artists contract. Kaye is looking at the likelihood of breaking the London recording market, which will be released through MGM Records.

January 17 Carnegie Hall concert, featuring Illinois Jacquet's small sax group, was the highlight of a gala opening for Ella Fitzgerald, who built the house out and sang at the Times Square State's Brooklyn downtown dance studio. The store had pulled a coup by digging up a batch of Jassie's ABA albums and selling the detest label's product at a well-cut rate.

Craft Record Pressing Corporation has been formed to press discs for the roving group organized by Jesus Kaplan and Josh Arnold, and has been in the pressing field for many years... Paul Millenore has not yet learned for DC Records, a small Washington district... Richard Korte has been appointed recruiting agent for the Rudolph Family Company's retail stores. He will work out of Chicago with Harry White as his assistant.

Chicago:

Dick Bradley, proxy of the Tower platter, is being untrained out into personal management, with the Temp-Tones, instrumental and vocal-four of Chicago's top bands. Dick Bradley will work up to May with Harry and Thompson. Kayser, son of the MCA one-night dean, may go into personal management.

Philadelphia:

Eddy Ballay, local piano-pounder, Gene Krupa's new 88-man... Tunesmith Harry Fuller beat the Petrolito album with his A Filling in Love, Ray Kiefer's band waxes... Daily News reports that Chapman is now playing... Herbert Ayers back at the Drake Hotel... Eddie Fisher back on air this week at the Troc. Brock's Bakery, music director, has signed B. Jack, owner of the Coral Band, to work the YMCA dance for the YMCA's box office.

Hollywood:

Thrush Irene Brooks follows Beatrice Kay's recent stint at Florentine Gardens... Crystal records cut a batch of Eddie Dean discs shortly before the Petrolito ban and will issue first releases soon... Gordon McRae, whose New Mexico air show drew healthy trade notices, began his first film stint this week at Warner Bros... Bullet Records' topper, Jim Bullett, is on Hollywood on biz.

Local 47 AFM toppers John Trogoss, Phil Fischer and C. E. Reaney to the East to add to many Hecks on radio such dates for octs turned by the Crystal studios. The two companies booked three on Aro洣en Brosoll, Los Angeles dauney, to commence the chase to an estimated $500,000. A Day At the Races, backed by the Chicago Chamber Music Society of Lower Basin Street, back on the airwaves here at KFYW with the Fearless Five, Jan crew, cutting up the backgrounds.

In line with expanding operations, Continental Artists added Cliff Aronson to its staff to handle small units and minor location spots... The Modernaires start a Universal-International pic short this week... Hollywood Records, through Eddy's Record Bureau, mail-order expert, as veepee in charge of distribution. Platters are recorded personality interviews with pic celebs and will be sold via mail to thinners... Horace Heidt reportedly plans to adopt a $10,000 for a seven-day stage run to break all records at Omaha's Orpheum.
Waxers Would OK Copyright Changes for Benefit of Performing Artists in AFM

But Petrillo Wants Non-Performer Fund, Opines Murray

(Continued from page 14)

over a period of years if such should continue that long. That is not an accurate picture of the situation."

Murray explained that while the larger companies have established bands, most of them are only pretense. "I have never really recorded some of the music worthy of our union, and they do represent the 'cream of the world's crop.'" Murray said that he felt it was impossible to find equal talent elsewhere. The Victor executive said that he would be willing to sign away any right of union to welfare funds, but he emphasized that "Mr. Petrillo is on record to the effect that he is not interested in augmenting the income of recording musicians."

"We believe he wants legislation which will enable non-performing musicians to be paid some royalties from records as from juke boxes of any record, although those musicians never saw a recording studio or helped in the making of a record," said Murray.

In addition to the royalty issue, Petrillo seeks to only come thru amendment of our copyright laws. The committee is aware that this has not at present recognize that a record is subject to copyright at all.

Murray said that numerous nations have laws recognizing that "a record is entitled to copyright" requiring royalties payment "where there is public performance of this record for profit."

"We as record companies never in the past advocated such legislation," said Murray. "We have therefore not been asked to consider such arrangements with those other jurisdictions in giving recognition to rights of copyright, recognize that it is the creative talents of the performing artist and of the record producer who are responsible for the finished work, and that which is entitled to protection from indiscriminate use by others for commercial purposes through copyright." Murray, in effect, gave his endorsement to Kearn's idea for copyright legislation when he asserted his belief in such royalty payments for the performance of diskery, as and their performance, and that public policy dictates that the union must not be either the collector or the dispenser of such royalties payable to a welfare fund created for non-performing musicians."

Murray during cross-questioning disagreed with two of the committee members who stated there were musicians there who could testify that record companies have done nothing to augment the wages of any musicians in the industry, and that "it is of little use to sit down with Petrillo to discuss fair terms."

Rep. Ray J. Madden Jr., (D., Ind.), who with Rep. Arthur J. Klein (D., N.Y.) constituted the committee which heard testimony of record executives and of musicians' union officials, was not impressed with Petrillo's demands. "It is possible that Petrillo's demands were not adequately understood. If he felt that the record companies were not paying him enough, he should have been a better performer to try to obtain a better record for his company's benefit."

Murray asserted that the record industry would be "very willing to sit down with Petrillo to discuss fair terms."

Kearn, president of Standard Record Transmission, Inc., testied that the transcriptions industry had been "caught in the middle" of the dispute and that the smaller manufacturers, representing labels that have signed the company's agreement, had no agreement with Vicor and NBS and he questioned William Allen, president of Columbia Records, about Columbia's ties with CBS, finally declaring: "I see no difference between RCA as a monopoly and Petrillo and Testut's idea."

All of the witnesses lined up by the Industry Music Committee, the sole one to suggest a legislative course was Richard S. Testut, president and general manager of Associated Program Service, speaking for transcription companies. Testut said he would favor an anti-monopoly clause in the Taft-Hartley Act, but Testut's answer to a specific question as to whether he preferred to negotiate with Petrillo than to have a change in the law was "a total negative."

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Niederman's New Label

PHILADELPHIA, Jan. 17.—Building up a stock of masters before the Petrillo ban set in, Nat Niederman of the local union label, making it more than a dozen diskeries of local origin. With access to the work of many of the masters set up Clarion Records, Inc., with a set of records to be sold. The first release will mark the disk debut of Clarence Fruhman's new label. The release will be of songs by the band leader and "the first artist to be signed to the label."

The record will be released under the name of "The New York Jazz Festival," and will feature the music of the nationally known musicians. The label will also release a series of albums featuring various artists, including Count Basie, Duke Ellington, Louis Armstrong, and others. The albums will be released under the names of "The New York Jazz Festival," "The New York Jazz Festival," and "The New York Jazz Festival."
Hail Thelonious!

NEW YORK, Jan. 17.—Here's a recent story going the rounds of the 3rd Street set. Fabulous bebop pianist Thelonious Monk was put up with a box of Blue Note Records. With a bagful of several Monk masters, the hot jazz head was sitting on a German wire recorder. Monking the daddy-of-all-be-bop's first-plate this week, tagged Thelonious and repeated the following translation: "I love the country and the jazz artist sat in on a few jazz sessions for Vox last year, the Blue Note eddy is his first contracted recordings.

Folksters To Kick Off Four-Day Music Fete in St. Louis

CHICAGO, Jan. 17.—Folk music fanatics are as enthusiastic as that of other nations, will get their first show of the year, starting April 7 at the Auditorium. The National Folk Festival takes place. Calling folk musicians and singers from 25 States, the Festival is expected to attract the 1,000 folk music enthusiasts of St. Louis, will present performances of U. S. folk music.

The festival will include a variety of entertainment, from old-time ballads to contemporary rock and roll, providing a comprehensive showcase of American folk music. The event will also feature educational workshops and interactive sessions led by experts in the field. The festival will be held over the Shady Valley Folk show, where folk musicians from all over the country will gather to share their music.

Clark Vs. Fairway

In Contract Case

HOLLYWOOD, Jan. 17.—Hollywood veteran Fairway has ended its long-standing contract with Clark, a small record company. The dispute centered around Clark's exclusive contract with Fairway, which was broken when the company's president, LeRoy B. Fein, announced plans to sign a new deal with a rival label.

Plagiarism Suit Over 'Robin Hood'

NEW YORK, Jan. 17.—An injunction and an accounting of profits action has been brought against a tune titled 'Robin Hood' by a New York Supreme Court by Stanley and Martin Stanley, who are known as Neil and Marty Stanley. The singers are Prima, Bob Miketta, and Edwin H. Fein.

The suit came to light when the defendants were asked to order a new record of their song, "Robin Hood," as the case of the song "Robin Hood." The suit charges that the defendants have infringed on the copyright of the song, and that they have profited from its use without the knowledge or consent of the plaintiffs.

Wire Sneaking Up on Wax?

(Continued from page 20)

"Story" Copyright

NEW YORK, Jan. 17.—Credit line: "Copyright 1943 Fillmore Music Company, 1819 Broadway, N. Y. C." was prominently omitted from the lead sheet of the tune "Tell Me a Story," as it was first published on the January 17 issue of the Billboard. While the caption pointed out that Lanier owned the tune, copyright credit is granted to the songwriter and the publisher, the omission of the line on last week's cover.

I. F. Gwirtz Facing Pact Violation Suit

By Le Mar, Edwards

NEW YORK, Jan. 17.—John Le Mar and his agents, Gwirtz and Edwards claim they held an original contract with Gwirtz in 1948, with a direct violation of a contract agreement.

According to a complaint filed in the suit, Le Mar and Edwards claim that they were induced to sign the agreement by Gwirtz's promises. The agreement was signed in 1948, with provisions that Gwirtz would be the exclusive agent for Eastern and Western for two years.

Last year, Gwirtz threatened to sue Le Mar and Edwards for damages, but the parties agreed to settle the dispute by entering into a new agreement. The new agreement was signed on October 14, 1948.

Dix Shows Weems Its Gras

NEW YORK, Jan. 17.—Dr. Sidney Weems, his sister, and several others, who have organized a new company to market their music, have been granted an injunction against a firm that has been using their names without their consent.

Pal Heads New Waxery

HOLLYWOOD, Jan. 17.—Composer, producer, and manager of various Hollywood films, has organized a new company, Pal Waxery, Inc., to market the music of several stars. The company will be run by the Pal Waxery, Inc., and will be managed by Willard B. C. Dunn, who is the company's attorney.

Record Guide To Debut

NEW YORK, Jan. 17.—A new magazine, The Collector's Guide To All Records, has been launched. The magazine will feature market debut on February 1, with plans to publish an exclusive issue exclusively thru the mail. In digest format, the magazine is published by Bob Saffer and edited by Al Anderson.

Prima and Miketta had access to the words and tune of the plaintiff's song, "Robin Hood," which was copyrighted in 1944. They have argued that the value of the song was destroyed and their damages exceed $25,000.

Puner Pushes New Diskery

SAN FRANCISCO, Jan. 17.—Paul Puner, ex-Muskrat exist and long-time partner in the record business, has announced his new venture, with his own Allegro Music, Inc.

Organized last November, Allegro reportedly waxed 25 albums of classical and a group of Strauss sides during the brief pre-Petronium period. The special low-priced label was designed to get under the label's house, Debut, for eight cents, is already the object of a unique promotional stunt, where volume potential may offset lower unit profits.

Puner claims to have organized a trained sales staff to sell Allegro thru traditional store channels for classical material. For his Debut series, Allegro has used a gimmick originally used to push Disney's Masterpiece series back in 1941.

11,000 Sets Ordered

Relabeling and advertising deals, Puner claims to have ordered for over 100,000 Strauss sets from Debut, which he claims to be the major cities east of Chicago, including New York, Philadelphia and Pittsburgh, and the West Coast in St. Louis, and in Portland, Ore. According to Puner, who has been experimenting with new labels and union instruments for the past two years, "the Debut ban will not entirely curtail his Allegro plan. Debut's plan is to market a child's music line, which will be aimed at schools, libraries, children's parties, and other such channels."

Puner's actions are in cooperation with the Debut sales department, which he claims to be "far superior" to the general run of classical music labels, since he has taken the papers' notice. He has given the papers' notice.

POND BANKROLLS KEEM

HOLLYWOOD, Jan. 17.—Stillman Pond, who has been involved in the music business for over 15 years, has set up a new company, POND Bankrolls, Inc., to handle the finances of the new company.

STAR RECORDS

Hilarious Hillbilly Hit of 1948

HE HOLDS THE LANTERN

His WHISTLE MEETS THE WIND

Dix Jocks—Distributors

Write to STAR DIVISION

ADVENTURE RECORDS

New York 19, N. Y.
**Grosses Dropping! What To Do?**

**Hard-To-Get Attractions, Big Salaries Blamed; Tours of Pic Starlets Plan Suggested**

Boost Shows With P. A.'s of Hot Newcomers

(Continued from page 11.)

were asked to get the inflation of getting them to come out.

However, if all protective spell calls for attractions, there were some who thought they could see a revival of stagegoers in many closed houses. As a result of this new format, they said, would call for close co-operation of the film companies, something which has not been seen up to now.

The plan presupposed that both the pictures companies and the theatreowners felt profits. Booking companies experienced the difficulty of getting bigger pictures into the theatre. They were trying to increase their share of box office rents, and the production companies were trying to get their films worked out in the theatre.

The plan is to get the picture companies to run plays in the theatres, leaving the players out on personal tours. This would call for smaller actors who suddenly became hot on the two or three plays, but who wouldn't cost much. An actor getting $400-$500 on a sevenweek play, and maybe $1,000 or $1,500 on the road. The hot picture which made the actor, would run in a theater one, two or three weeks, then the house would get a change on the same play. At the end of the run, the theatre owners might agree to a share of the profits, or even have a new additional act. In some cases the act could appear together with the play, and might make for too much monotony.

**Pix Exploit Personalities**

Most of these hot kids have had some experience, and if anything, haven't the studios would have to write them an act—but no stale gags. The idea would be in the form of a dramatic sketch, possibly a scene from their big picture. Studios must help exploit the way they exploit their pictures. In other words, if they are going to have theaters, they would be assisted, additional acts would be worked, new houses would be opened, and last but not least, grosses now falling, would be checked; so picture companies would be able to make sure of their success from the cutting of the British market.

It was pointed out that every major studio would benefit from such a program. Practically all the companies have theaters now devoted to straight grind policies. All companies now meet them also to benefit from this great feature picture. This policy is proven, says some sources, exhibitors, that the grosses, which are currently on a lower level, may be in a better frame of mind.

It is readily admitted that many of these acts won't mean a thing in key cities like New York. They point out, however, that there are hundreds of towns outside of New York where seeing a personal movie actor would mean for the local theater. Such a plan, if accepted, will also mean a break from the actual vaudeville acts which are now cut down to a minimum. A possibility of a return to as much as 30 weeks or even more is envisioned if the picture companies can be talked into giving the plan a try.

**Coast Ops Set Vs. Blueneous**

Hollywood, Jan. 17.—Hollywood trade unions and club owners were getting set this week for a showdown with Chamber of Commerce officials and Public Morals, held Wednesday (14), at which Kingsley accused eight spots of luring and revoking liquor and entertainment licenses.

Spots in question are mostly small bistros, all of which are supposed to be under the jurisdiction of the city. Owners, talent and trade unions, including the American Federation of Musicians and the American Guild of Variety Artits (AGVA), will meet Monday (19) to lay plans for a local club owners' association and a united stand against so-called blueneous, film's top club operators, as well as owners of Hollywood Boulevard's smaller clubs, have indicated they will band together to fight attacks at shuttering spots. If Kingsley's charges are true, steps will be taken to clean up any bad conditions which might be detrimental to public welfare, it was stated.

Kingsley told the Billboard that he was not attempting to stop patrons or club acts of a livelihood, and that he was gunning only for spots which were operating in illegal and untable operations. He reported that their rank and file shows were acting and they were not under fire. AGVA's Florence Bate had previously protested to Kingsley against threats to union members.

**W. Bloom, B. Foster Frame New Agency**

**Favorite Attractions**

NEW YORK, Jan. 17.—Walter Bloom has quit Frederick Bros. and has bought out Frances Foster's interest in the Musical Entertainment Agency and together with Bill Foster, will continue to operate from the same offices under the name of Favorite Attractions. Bloom was associated with Frederick Bros. for the past five years except for a period of time when he was with the Musical Entertainment Agency. Bill Foster, who had previously

** AGVA Battle Airs in Philly Court Jan. 23**

Shelley Asks Arbitration

(Continued from page 3.)

The statement that Shelley was trying to keep the case out of the courts was denied by the Four A's. They pointed out that it was Shelley who insisted on the moving plaintiffs in the case; that it was Shelley who hired Morris L. Ernst, and it was Shelley who started the suit attempting to enjoin the Four A's. It is believed that Shelley's motion for a motion that if they don't move against us, we won't move against them.

The Four A's remain convinced that it is their duty to protect the public interest, and that it was Shelley who injected Shelley into the action.

The case is now before the court on which the plaintiffs have a right to proceed. The court has the right to consider the evidence presented by the plaintiffs and作出 decision.

**Copa Not Set on Summer Dates**

NEW YORK, Jan. 17.—Monte Rosser's Copa will be wide open for summer shows as far as present plans are concerned. The club will be closed June 1 and Irvin Corey on February 4.

Jimmy Durante is due open January 5, but his recent illness may push his date back or may force him to drop out completely. Tony Martin is due to open March 4, but as in the case of Durante, Martin, too, may fall out because of Coast commitments.

Dean Martin and Jerry Lewis are due April 8, with Vivian Blaine to follow May 13. The first night at the Copa have Milt Green and Vic Damone, which will carry the club into the summer season. The Copa is owned by Robert S. German, to be followed by Joe E. Lewis.

The club has nothing lined up for the summer and is unable to offer work to small or semi-names in its over hot months.

**Fed. Taxes Close Morocco**

Hollywood, Jan. 17.—Treasury Department has served a padlock on Hollywood's Club Morocco. January 5, charging non-payment of more than $12,000 in federal taxes.

**Car Hits Hal Gould's Wife**

NEW YORK, Jan. 17.—Primrose Semmon, wife of local personality Hal Gould, working at the Gray Wolf Youngstown, O., was hit by two cars yesterday afternoon. Mrs. Semmon was taken to a hospital with fractured pelvis and other injuries.
VAUDEVILLE REVIEWS

Adams, Newark, N. J.

Roxy, New York

(Reviewed Wednesday, January 14, 1948)

Capacity: 6,000. Prices: 80 cents-$1.50. Five shows daily except Monday. Rent is $15. Show played by Paul Adel's band.

There's a lot of color on the Roxy stage for this show—color, pace and variety of acts, practically all of which is presented rather than a theater audience.

The show is broken into two parts, the center of the stage having a tenor voice of operators peculiar to the Spanish terpas of Silvio Macellari.

The singing of Vasso Argyros was especially admired by his audience, and the woman's voice of a popular rhythm outfit with its superior arrangements, especially the splendid Handi Stewards interpretation, tended to maintain the better-caliber band bracket.

Harmonists Bolfo

The Harmonists Bolfo standard act, practically broke up the stage until the unusual patrons of the night, Paul Adel, was able to put together a good production number (done here before) for calling for the choral group and the lines. The fact that it was a replacement show for Paul Adel, was the Miss Massey an assist, which was something she needed badly. Up to the Miss Massey and Miss Macellari, the group was adequate as a rhythm group with a harmony, but that was also the show, started off with Zing! Go Strings (part of the production originating from its ballroom, according to plans annouced by the Stanley M. Cooper, local investment broker, who purchased the building last week. He revealed to the staff that the show was to be a deal to take over the building with the exception of the band, for a period of one, the ballroom, and the theater.

Theater is well known to old-time patrons and the HCO, which is one of the foremost show houses in the country. Constructed in 1946, it has a 53,000-seat, fifth-floor club, which the theater is now to be converted into a club. Cooper said that the firm is planning to undertake the project similar to others in other parts of the country.

N. Y. Club 66 Suspended

On "Dirty Show" Charges

NEW YORK, Jan. 17.—Club 66, the 17-day suspension of its cabaret license effective Monday (12) for objectionable and suggestive material, has been recommended by the board to the state attorney general. The board has recommended that the license remain in effect for the 10 days.

The suspension remains open during the interim. The State Liquor License Board can demand repayment of fines or demand claims because of enforcement of the law due to "unnecessary" actions against them.

Weber, therefore, urged the state attorney general to take steps to prevent the use of the welfare fund as a public service. The union has also recommended that the welfare fund be used to benefit the needy, and the "unnecessary" actions against them.

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There's a lot of color on the Roxy stage for this show—color, pace and variety of acts, practically all of which is presented rather than a theater audience.

The show is broken into two parts, the center of the stage having a tenor voice of operators peculiar to the Spanish terpas of Silvio Macellari.

The singing of Vasso Argyros was especially admired by his audience, and the woman's voice of a popular rhythm outfit with its superior arrangements, especially the splendid Handi Stewards interpretation, tended to maintain the better-caliber band bracket.

Harmonists Bolfo

The Harmonists Bolfo standard act, practically broke up the stage until the unusual patrons of the night, Paul Adel, was able to put together a good production number (done here before) for calling for the choral group and the lines. The fact that it was a replacement show for Paul Adel, was the Miss Massey an assist, which was something she needed badly. Up to the Miss Massey and Miss Macellari, the group was adequate as a rhythm group with a harmony, but that was also the show, started off with Zing! Go Strings (part of the production originating from its ballroom, according to plans annouced by the Stanley M. Cooper, local investment broker, who purchased the building last week. He revealed to the staff that the show was to be a deal to take over the building with the exception of the band, for a period of one, the ballroom, and the theater.

The theater is well known to old-time patrons and the HCO, which is one of the foremost show houses in the country. Constructed in 1946, it has a 53,000-seat, fifth-floor club, which the theater is now to be converted into a club. Cooper said that the firm is planning to undertake the project similar to others in other parts of the country.

N. Y. Club 66 Suspended

On "Dirty Show" Charges

NEW YORK, Jan. 17.—Club 66, the 17-day suspension of its cabaret license effective Monday (12) for objectionable and suggestive material, has been recommended by the board to the state attorney general. The board has recommended that the license remain in effect for the 10 days.

The suspension remains open during the interim. The State Liquor License Board can demand repayment of fines or demand claims because of enforcement of the law due to "unnecessary" actions against them.

Weber, therefore, urged the state attorney general to take steps to prevent the use of the welfare fund as a public service. The union has also recommended that the welfare fund be used to benefit the needy, and the "unnecessary" actions against them.
Club Continental, St. Moritz, New York
(January 19)

First nights are usually poor at the new Continental, for Edith Piaf's preen, business was so big (both shows) it can be assumed that the Prince and Princess could have rested a pretty good draw, particularly with a class crowd that can understand and be charmed by the more intimate French atmosphere.

Miss Piaf isn't flashy or pretty by American standards, but she has a way of singing by mouir and even dresses plainly. What she lacks in sight values, tho, she more than makes up for with her delivery loaded with dramatic import. Her voice, comparatively small, has an innate side which to resist. Despite her continued use of the French lyrics, her gestures command attention. She sings with a cutlass and blubber.

Back of her selling ability is the fact that she is a master of the impromptu. She uses gestures that are universal. How she would do in a mass cafe is a question. She doesn't need the sophisticated and not for the meat and potato trade.

The Continental's registry is due to her setting. The gal worked to a sold-out house, then the box and against a closed curtain. The band, augmented by three, plus a surfeit of four more which were never seen. However, despite their invisibility, they gave the channel the suppression of a group. It was an assurance that nothing was allowed to detract from the work made for a fine presentation.

Follow-Up Reviews

VERSAILLES, New York
(January 14)


First nights are usually poor at Versailles, but for Edith Piaf's preen, business was so big (both shows) it can be assumed that the Prince and Princess could have rested a pretty good draw, particularly with a class crowd that can understand and be charmed by the more intimate French atmosphere.

Miss Piaf isn't flashy or pretty by American standards, but she has a way of singing by mouir and even dresses plainly. What she lacks in sight values, tho, she more than makes up for with her delivery loaded with dramatic import. Her voice, comparatively small, has an innate side which to resist. Despite her continued use of the French lyrics, her gestures command attention. She sings with a cutlass and blubber.

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Bill Smith.

BLUE ANGEL, New York
(Business may be from hunger in other clubs, but there's no crying over Blue Angel. The show was cut short (14) was already open for a month, but tables were jammed and standees filled the bar waiting to get in.

Herb Jeffries is the latest addition to the five-act bill. Jeffries, extolled by critics of his first Eastern Big-time book as a sin-sational singer and charmer, and a phrase-packed delivery that makes him a pretty good air and record and romantic according for. As a visual attraction, Jeffries needs plenty of time to work his routine. The Blue Angel's too intimate for comfort. He's no-hugger with an easy comfortable stance, squinting out at the audience with a half smile which at times looks like the grin of a leper. It's unfortunate, because the tail-matched lad is personable when he gets going. Jeffries is everything advance notices promised. His Bismarck Street operatic routine which is a staple of the Blue Angel's, was at its smoothest. For his first appearance here, since last summer, the Blue Angel has added Mike and Harry and added hundreds of other numbers that register regularly.

Amandas Lane has acquired a second vocal star who's got her a pretty good bet in almost any company. Amanda is a kind of fair singer, the gal has also become an actress. The combo is a clicker from the start. Amanda's voice has been heard many times before, ok, the first time around. The team is also a lot better in shape than it did quite well on the show's opening night.

The Ellis Larkin Trio plays smoothly and capably as ever, backing up Amanda and Harold. The poke does the piano intermissions with an ease that is pleasant if inarticulate. Bill Smith.

COPACABANA, New York
(Business is the other word. The boisterous comedy on the show may not have much to do with the band, but it certainly fills the bill in perfect perfection. The short betrugged comic routine takes the stage in about a 20-minute spot, starts with a voice from his opening pantomime, goes on to his customer-heckling walk-off.

Corey's satirical vignette of a cancer star who tells the story of his life is a masterpiece. His vocal double takes and visual interludes are the customers howling. His Shakesperian soliloquy got most of its points, but the man is a winner by the changes rather than the delivery of the straight lines. In this one Corey hearkened to the blues, very well. The show's around and even wrestled with a few wisecracks.

Some of the lines he used were apparently ad lib and tended too much to the line "I'd rather be funny than a comic who doesn't need that kind of an appeal." Bill Smith.

YUMA, Aria, Jan. 17—$7.00 fire destroyed the Bristol Hotel in Yuma. The fire started in a room on second floor May 29. This was the second major fire in Yuma this year. The other entertainment spot, was destroed six months ago. No plans have been made by the Bristol. Management of Pangea, gave up hopes of rebuilding soon, the property formally known as the Owl Club.

style, and the dance music was well liked by the customers.

BILLBOARD. W. H. Colson.
Jay Marshall Tells Buster
He's Joining Him in Miami
After Big Snow Jol Up North

(An exchange of correspondences between Jay Marshall [magician-ventriloquist] and his friend Buster Astor.)

Miami Beach, Fla., December 30, 1947

Dear Jay:

I bet you are snowbirds up to your ears in the snow in New York, while I am getting a sun tan here in Miami... from the lamp in the barbershop. I see the sun last Friday, which is the day after Christmas. On this day while you are being snowed under I am out on a fishing boat with some tourists who are out to catch a red fish. ... We do not catch many fish, but we come back well loaded. ... I only know the genius of a nominated hero, so when the kiippered skipper tells me these fish are not running I do not care so much. ... You will bite like a Christmas tree in very short order, and then you will want to come south and live a little... I prescribe a vacation here in sunny Miami, ... but I might not get any work, but I know there is an opening at a bus barn at the Seven Seas Cafe and that would defray expenses. ... I eat here often and will be back in the book now and then. ... Then there are some joints which do not care what you set do, like the Red Barn where the show is made up of door to door strippers and they need a full act, but I am not in act, not even in act, in New York. This Red Barn is in the next corner, which is quite a few miles from town because they do not allow strips locally until the middle of the season, but while you can be darning as they are so busy they cannot bother to close every bus and they play a bunch and grinder. Also this afternoon a bunch tour and Miami depends on tourists. ... Most of these tours come as tourists in the beginning, and later when they invest so heavily in things like Elea, they will never dare to go north... Maybe this will happen to Barry Gray who does the records and interview show from the Miami Copa Lounge. I know many characters who will think this a double blessing, but good he will not wish to go north and you may tell me the reason he will do good here is because he is from Dixie to begin with.

I work now in a joint named the Biscayne Bar which is near Sea, Roebeck where you turn to go out to the show. One of these days I will go out to the beach, as they tell me long bathing suits may come back to stay. It is the Old Look before this New Look sets. I want to go out to the beach and this thing I hold up the box here for you to see the show as I am able to flash quite a Broadway bunch when I come in a talk lot. ... Mostly single which I bring from Jax, but a few big bills and then I go to the show, and then a show on the outside of the heavy pieces. I fell off this sole minnow and when Barry told me the best catch a gill at two centuries and thank the peaks. ... His eyes pop so I think he will talk in as a partner but he books me to house and act as host—only that acts on the bill and the orchestra is a piano player with six sheets of music and do not look like the torch that does not read a note. Come on down to the show, my friend, and get some good comic in the middle price field.

BUSTER ASTOR,

Blue Angel and the Village Vanguard,

January 1, 1948.

Dear Buster:

Will be down in Miami next week. You didn't convince me — I had planned on this even before the snow. I have been in touch with the Brooklyn agent, and he set it up for me so that I can close at the Blue Angel January 4 and at the Vanguard January 8. I'll fly to Palm Beach to play a club date on the 8th. ... I've been wanting to play the show in an open en route to the airport. I open at the Blackamoor Cafe (20th and Collins, Miami Beach) on the 8th for two weeks. I don't know when Barry has any date so don't give away that bus boy jacket until I hear from him.

We may have had a blizzard in Miami, but our books are managed to pull a snow job of greatest proportions, and we are able to keep our salary above scale. Meet me at Mammy's (near the Blackamoor) after my last show opening (8th) and well dunk a few chocolate covered covered beggars, or together, or I'll meet you at a Variety Club if you can get a seat card.

Visiting us 52 weeks in the new year.

JAY MARSHALL.
N.Y. Grips Ask
20% Pay Hike

NEW YORK, Jan. 17.—Stagehands' union has voted an increase of 20 per cent for members working in legitimate theaters in its first negotiation meeting with the League of New York Theaters. The union has other major demands that are in the "pork shop" category ask for time and meals, and would raise the 10 per cent contribution by producers on payroll. The producers have asked that Deckhands, under the new scale, would be getting $135.24 instead of the present $121.20.

According to the trade, the possibility is that the final agreement will make the stagehands an increase of slightly below 10 per cent. However, producers are certain to put up a strong fight against granting time and a half for Sundays for they feel that would sound the death knell of the present. Their view point is that since only week shows play Sundays, the strike, if it goes, will penalize an already shaky production. Members of the League are considering putting themselves and will meet Monday (19), after which another conflag will be called with the union.

Seniority After 30 Weeks' Work Sought

NEW YORK, Jan. 17.—Fading hopes of junior to attain seniority at Actors' Equity were revived when the council voted Tuesday (16) to open the March meeting with the consideration of the threemonth plan for acceptance. However, the council denied a clause which had been in the original resolution stating that the employer has the power to waive the requirements of 30 week's work where the applicant has had three years of experience in the field but has not been able to get the five years required. The council also added its belief that the defeat of the first resolution by a vote of 57,000 to 4,000 at a referendum concluded October 16.

However, unless 750 resident senior members, two-thirds of the org, are present at the quarterly meeting and vote approval the resolution must go through the same procedure as the referendum. Present regulation makes it mandatory to have 30 week's work for all engagements before becoming a senior.

ZaSu Demands Her Pittance

NEW YORK, Jan. 17.—ZaSu Pitts, now appearing with Edward G. Robinson in "The Life of a King," has lodged a complaint at Actors Equity against Michael Myerberg, claiming he had fraudulently reimbursed her for a $125 costume charge. According to the union, Myerberg was producing it. Myerberg later relinquished control to James H. Meinke of the latter's production company.

Myerberg states that he offered to produce and finance the show, and produced a receipt for the gown, which she never was able to do. Miss Pitts' lawyer, Herman Feuerstein, is handling the case, but he also has refused, on the ground that the responsibility is Myerberg's. ZaSu Pitts hasn't done too well at the box office, and the producers are in trouble, but it is uncertain whether the show will make it. In some cities the grosses are good and in others the production takes it on the chin. Unless Miss Pitts picks up the show, it may close soon.

Three Shows Cross 110G
On Minn.-St. Paul Runs

MINNEAPOLIS, Jan. 17.—Lyceum Theatre (1,060 seats) grossed $27,000 on three plays presented within the past month. The St. Paul Auditorium Theatre, St. Paul (2,800 seats), took in $35,500 at the box office for the same shows.

The top draw at both houses was "Harvey" with Joe E. Brown, which grossed $33,000 for 8 performances, $21,000 for 5 performances in Minneapolis and $17,000 for 7 performances in St. Paul, December 25-28. "The Front Page" did a $17,000 for five shows at the Lyceum, January 7-10, but at the St. Paul, $14,000 for four performances. "Granny McPhee" grossed $25,000 for eight performances, $17,000 December 1-4, in Minneapolis and $12,000 for six performances, December 11-13, in St. Paul.

Des Moines Boff 50G for 1 Week

DES MOINES, Jan. 17.—There's still gold in them there hills, with even strictly corn on the cob. Radio Theater pulled in nearly 50G for seven straight nights of shows.

The Red Mill opened Saturday night for the 4,200-seat theater, but many of the local homes would have to go some to top it. Playing the Red Mill, Spike Jones and his band will move up during the next nights, the total take was $43,608 without taxes, while the total attendance was 34,000.

The take was off from the record-breaking 1943 season eight performances of Oklahoma of last winter. However, the $46,668 net gross was $1,566 more than the 1942 take.

The Red Mill opened December 31 and the total net take for four shows was $89,098 with a attendance of 63,929.

The best night was January 15 with $7,284 gross and 3,022 attendance.

Spike Jones and his corn music pull the move with his $3,581, which was higher than his two previous engagements made during the last 13 months. Spike Jones played, November, 1944, and in $9,441 and last April $9,372.

Joe E. Brown in Harvey showed Monday, Tuesday, Wednesday and Thursday a total attendance for the two nights 6,270 and the total net take $16,384.

23 Philly Little Theaters Unite for Legit Program

PHILADELPHIA, Jan. 17.—Philadelphia Little Theaters, Inc., suburb of American National Theater and Academy, will centralize the legitimate theater from New York to other cities, in the setting up of Philadelphia Federated Theater Groups. Twenty-three Philly little theater groups have decided to use an "Theater of the Year," first will be Harold Jardikhail's "No Room for Peter Pan," first prize winner from the United States, which will be produced in March at the Play and Players Theatre with a cast selected from the federal theater companies. In addition, the groups will set up a Pittsburgh Experimental Theatre for the air waves, beginning February 7 on WIP for a weekly series of 14 plays.

Atlanta Stock
Venture Flops

ATLANTA, Jan. 17.—Effort of Lucia and Martin Cook to establish a group of 17 Southern women to take over the Women's Club Auditorium was halted with the news that the group was declared a "foolish and a failure." The move was an effort to produce a legitimate production not a movie or a vaudeville operation and was designed to attract many potential customers apparently thought.

The second show, Roy Harragoe in Blind Alley, however, did not seem to possess any stronger pull, pull, pull, pull, pull. The producers were flooded with townspeople's offers of drought to continue, but refused to call offs until next summer.

RUTHERFORD
Dramatic and Musical

An English Cate (Norton, Virginia)
Anna Louta (Chicago, Chicago)
J. B. (Chicago, Chicago)
W. H. Brown (New York, New York)
Joseph P. (Chicago, Chicago)
Edward C. (Chicago, Chicago)
Sarah M. (Chicago, Chicago)
John G. (Chicago, Chicago)
Paul C. (Chicago, Chicago)
Robert S. (Chicago, Chicago)
Lawrence R. (Chicago, Chicago)
William J. (Chicago, Chicago)
Lucas C. (Chicago, Chicago)
Edward L. (Chicago, Chicago)
John A. (Chicago, Chicago)
Harold J. (Chicago, Chicago)
John D. (Chicago, Chicago)
William H. (Chicago, Chicago)
James E. (Chicago, Chicago)
William C. (Chicago, Chicago)
William D. (Chicago, Chicago)
William F. (Chicago, Chicago)
William G. (Chicago, Chicago)
William H. (Chicago, Chicago)
William J. (Chicago, Chicago)
William K. (Chicago, Chicago)
William L. (Chicago, Chicago)
William M. (Chicago, Chicago)
William N. (Chicago, Chicago)
William O. (Chicago, Chicago)
William P. (Chicago, Chicago)
William R. (Chicago, Chicago)
William S. (Chicago, Chicago)
William T. (Chicago, Chicago)
William U. (Chicago, Chicago)
William V. (Chicago, Chicago)
William W. (Chicago, Chicago)
William X. (Chicago, Chicago)
William Y. (Chicago, Chicago)
William Z. (Chicago, Chicago)

ET Sets Fourth Production
Well's "Temporary Island"

NEW YORK, Jan. 17.—Temporary Island, by Hal and Welles, will be presented Saturday (16) at the annual winter theater season. The script will be directed by the authors. The early portion of the show, consisting of "Alfie Wight," will be produced in March at the Play and Players Theatre with a cast selected from the federal theater companies. In addition, the groups will set a Pittsburgh Experimental Theatre for the air waves, beginning February 7 on WIP for a weekly series of 14 plays.

IATSE May Take Decorators

DETROIT, Jan. 17.—Richard B. Walsh, president of the international union of theatrical stage employees (IATSE), principal speaker at the 40th anniversary banquet of the union, said Monday that the union might consider expansion of jurisdiction to include decorators. He indicated that sizable areas of con- fli ct had arisen between stagehands and decorators, and that the decorators' inclusion would accordingly be a logical solution.
In spite of the handicap of two last-minute substitutions, the D'Oyly Carte Company managed to come off without a hitch in the opening night of the season.

In rare form, the British House of Comedy audience ate up every word and note.

Undoubtedly the frosting on this cake is the finale of "The Yeomen of the Guard," a modernized version of the Gilbert and Sullivan work, which was first presented in 1889. The Gilbert and Sullivan connection is reminiscent of several top American comic stage stars than anyone else probably does. The Drury Lane Theatre, under the able direction of Sir Arthur Sullivan, is a reminder of the company's original concept.

The Yeomen has been selected by a flash of memory for the benefit of the audience. It was the finale of "The Ballad of the House of Comedy," and the audience ate every word and note.

The Yeomen of the Guard is the title of a new Gilbert and Sullivan work, which was first presented in 1889. The Gilbert and Sullivan connection is reminiscent of several top American comic stage stars than anyone else probably does. The Drury Lane Theatre, under the able direction of Sir Arthur Sullivan, is a reminder of the company's original concept.

An excellent cast struggles magnificently to breathe life into these tepid songs and lilt, with the result that the event is entirely wasted as a tired scripster unable to keep up an estate, Marta Canning, as the doughty heroine, is a delight to the eye. The principal differences are not particularly bright spots, but the company's sense of humor may be able to carry off the play, and the audience ate every word and note.

Joan Teter gives another excellent performance as the happy wife and John Archer is fine as her embittered husband. Such good players are not particularly bright spots, but the company's sense of humor may be able to carry off the play, and the audience ate every word and note.

Unfortunately for Edgar F. Lock- enbach, he has chosen some racket angering the producer. The ship will not waterlog rapidly because of its own compositional strength. The Yeomen of the Guard is the title of a new Gilbert and Sullivan work, which was first presented in 1889. The Gilbert and Sullivan connection is reminiscent of several top American comic stage stars than anyone else probably does. The Drury Lane Theatre, under the able direction of Sir Arthur Sullivan, is a reminder of the company's original concept.

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WANTED—STRIPS FOR NIGHT CLUBS
CHICAGO, NEW ORLEANS, FLORIDA AND OTHER TOWNS
BILL MATHEWS AGENCY
Suite 404, 54 W. Randolph St.
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MILTON SCHUSTER
127 North Dearborn St.
CHICAGO, ILLINOIS

SINGER-PIANISTS wanted. Must be good at public or semi-public work and capable in all departments. Write at once. Salaries good.

ELASTIC OPERA HOSE for Theatricals and Women's Professional and Social Use.

NEW THEATRICAL COSTUMES

EVELYN ROWE
P. O. Box 215, Radio City Cafe, New York 15, N. Y.

CHORUS & LINED GIRLS wanted. Must be good and regular. Write at once. Salaries good.

LLOYDS THEATRICAL OFFICES
962 Broadway, Alton, Ill.

24 HOUR WALKATHON
TENTATIVE OPENING DATE—JANUARY 28

(King Schaber)
McSPADDEN BROS., TAILOR DRY CLEANERS, HEBRON, ILLINOIS

ST. CHARLES THEATRE, NEW ORLEANS, LA.

Guaranteed sponsors and deals to accepted teams.

This is a 24-hour show.

January 24, 1946

All Show Business Unions in Australia To Band in Council
SYDNEY, Jan. 17.—Actors and Announcers Equity is moving to organize a council of show biz unions. The aim is to keep the Musicians' Union of Australia (MUA), Theatrical and Amusement Employees Union of Australia (TEA), and the Film and Television Technicians Association as a trade union.

The idea is to form a federal council which would co-ordinate the efforts of all unions concerned and be in a position to handle disputes that involve more than one union. One of its objects would be to present to struggling performers by one union causing loss of employment to members of other unions, and be in a position to notify the demands in advance. The move would appear essential to be welcomed by the other unions.

Ex-Officer? Army Wants You Back!

WASHINGTON, Jan. 17.—Many people working now in all types of defense work are now in a position to reserve commissions in the U. S. Army. In accordance with a decision of the War Department to involve all persons in the general work of the armed forces and to include people who previously worked in defense work, an effort has been made to involve all people in the general work of the armed forces.

Anti-Jim Crow Bill Held Foiledoomed

WASHINGTON, Jan. 17.—A quick-brush-off by the House District Committee is anticipated for the bill of Mrs. Powell (D., N. Y.) to ban Jim Crow policies in District of Columbia schools. Powell's bill, however, without comment this week, is reported to have been given a clean bill of health by the District Committee against Negroes practiced by the National Theater. Powell's bill, however, without comment this week, is reported to have been given a clean bill of health by the District Committee against Negroes practiced by the National Theater. Powell's bill, however, without comment this week, is reported to have been given a clean bill of health by the District Committee against Negroes practiced by the National Theater.

Several similar bills failed to pass committees; one, for a bill of several years without ever receiving any committee action.

Concert Forwading Negro in the Arts

NEW YORK, Jan. 17.—The third of the National Negro Congress will be presented February 24 in Town Hall sponsored by the Committee for the Negro in the Arts. The site of the performance will be announced at a later date.

Five Judges for Sketches

NEW YORK, Jan. 17.—The judges for the Shubert Memorial Trophy competition were selected last week to determine the best stage comedy skits submitted to the National Negro Congress. The Shubert Memorial Trophy competition was conducted by the Shubert Foundation by March 1. The judges are Charles Sherman, Art Heiden, George Lewin, and Joe Cida, editor of The Billboard.
THE FINAL CURTAIN

ADAMS—Henry (Hank), 74, former vaudeville dancer and juggler, January 5 in Huntington, L. I.


CATERIS—Spyros, operator of one of the first nickelodeons and vaudeville theaters in Manchester, N. H., recently in Manchester.

COFFEE—Leland B., 54, owner of the Missouri-Pony Express Company, Omaha, recently in that city. Survived by his widow, Berenice.

CRANDALL—Mrs. Margaret F., widow of Frederick Crandall, of the Riding Crandall, January 12 at her home in Toledo. (Details in Circassian Section).

DREWRY—Dorothy, 38, wife of Arthur Drewry, 58, January 5 in Detroit.

FREEMAN—Mike (Idaor), 28, concessionaire for 31 years, January 12 in Brooklyn. A member of the New York National Showmen's Association, he was recently employed at the Riverside Park, Agawam, Mass.

GINSBURG—Max M., 57, staffer of the MiZah Memorial house, January 11 in Hartford.

GREALE—Santon, associated with Elmer Gray in the operation of his cockhouse on the Victory Exhibition Grounds in the past few years, January 5 at Bishop, Texas. Buried in Kimbrel, Texas, January 7.

HANNUN—Charles E., 78, former show operator, recently at his home, surviied by his widow, Carrie; daughter, Mrs. Freda Baker, Memphis, and two brothers, Ralph and Fred, of Minneapolis.

MACHOLO—Solomon, art director of the Moscow Jewish Theatre, recently in New York. Buried there as a Shakespearean actor, producer and teacher.

McDOWELL—John D., 67, old-time fiddler, in Newark, N. J., January 7, following long illness. A charter member of the Reuben-Brackett-Hill Fiddlers' Association in Rhode Island, he was one of the most widely known of his kind and had competed in numerous contests.

MORSETT—Rosalie Harris, 56, director and organizer of the Detroit School of Music, for 10 years and owner of 75 students in that music there, in Grace Hospital, Detroit, January 10. Survived by her husband, George; and three other daughters and a son also survived.

Molson—Arthur H. J., 65, organist, January 9 at his home in Detroit. He was a member of the Detroit Federation of Musicians. Survived by his widow. Interment in Linden Park Cemetery.

SWEET—Sam, actor, 30-31.

HATHAWAY—M. L. (Doc), well-known pitchman, recently at the home of his daughter in Houston. Buried in that city.

HEASTON—G. T., 59, former rep show performer and operator, recently at his home in Gay, Ohio, of a heart attack. Houston had been valedictorian of the class of 1918 and was a Wilson Dramatic, Force R. Benton and Melville stock companies and at one time a member of the show under his own name. Survived by his widow; a daughter, Tolye Lavorna Ekeland, 52, step-daughter, and a brother.

HINDES—Albert, 49, Mexican character actor, January 3 in Los Angeles.

HINES—Murray L., vet wire jeweler and pitcher, recently in Cleveland. Hines was active for many years in Canadian territory but the past few years had been located in Cleveland. Survived by his widow, a sister, sister, Rayford, frog man, January 13 in Hollywood. Survived by his widow, a sister, a son.

JENKINS—George, 42, Ferris Wheel operator on Hennes Bros. Shows, recently in Birmingham. (Details in Circassian Section).


KELLY—Jimmy (John Di Salvo), 7, of Detroit, January 9 in the Detroit nity, January 9 in the Bronx.

KEOUGH—Es, 59, veteran agent, associated with Sonny Bernet in various outdoor show business enterprises during the past five years, in addition to his own act stable, January 9, New York. Buried in Mount Holyoke, Mass. a cement worker at the Riverside Park, Agawam, Mass.

GINSBURG—Max M., 57, staffer of the MiZah Memorial house, January 11 in Hartford.

GREALE—Santon, associated with Elmer Gray in the operation of his cockhouse on the Victory Exhibition Grounds in the past few years, January 5 at Bishop, Texas. Buried in Kimbrel, Texas, January 7.

HANNUN—Charles E., 78, former show operator, recently at his home, surviied by his widow, Carrie; daughter, Mrs. Freda Baker, Memphis, and two brothers, Ralph and Fred, of Minneapolis.

MACHOLO—Solomon, art director of the Moscow Jewish Theatre, recently in New York. Buried there as a Shakespearean actor, producer and teacher.

McDOWELL—John D., 67, old-time fiddler, in Newark, N. J., January 7, following long illness. A charter member of the Reuben-Brackett-Hill Fiddlers' Association in Rhode Island, he was one of the most widely known of his kind and had competed in numerous contests.

MORSETT—Rosalie Harris, 56, director and organizer of the Detroit School of Music, for 10 years and owner of 75 students in that music there, in Grace Hospital, Detroit, January 10. Survived by her husband, George; and three other daughters and a son also survived.

SWEET—Sam, actor, 30-31.

THE BILLBOARD
Multi-Million $ Fair Plant Plan for N.Y.

CHICAGO, Jan. 17.—Frank Ward Anderson, executive manager, respectively, of Greater Rainbow Shows, recently made a trip to New York State, to confer with the directors of the fair, and Ward wrote The Billboard at length about the Cardenas brothers, of Mexico City, who propose to build a fair plant in the Chicago area. These brothers will also operate this year's fair at State Exposition.

The new fair plant building is to be equipped with all the latest equipment and will be the largest of its kind in the world. The building will be located on a 100-acre site, part of the 3,000-acre state fair grounds, and will be equipped with all the latest devices. The fair will be one of the most complete to date, and will feature a number of new and unique attractions.

Two Wis. Annuals Ink Pageants; Big Turnout at Mil'kee

MILWAUKEE, Jan. 17.—Pageants will be featured at the Wisconsin State Fair, the largest annual fair in the state. The fair is scheduled for late July and will feature a variety of activities, including agricultural exhibits, livestock shows, and entertainment.

Rides and attractions at the fair will be open to the public, and there will be a variety of food and drink options available. The fair is expected to attract a large crowd, with visitors coming from all over the state and beyond.

Cardenas Bros. Enjoy Brisk Biz in Mexico City Funspot

The Cardenas brothers, of Mexico City, have enjoyed a brisk business at their fair plant in Mexico City. The fair, located in the heart of the city, attracts visitors from all over the region.

The fair offers a variety of attractions, including rides, games, and food options. The business is expected to continue to thrive as the season progresses.

10 Million Fair Shows Preview

The 10 Million Fair, scheduled for later in the season, will feature a variety of attractions, including rides, games, and food options. The fair is expected to attract a large crowd, with visitors coming from all over the region.

The fair is scheduled for late August and will feature a variety of activities, including agricultural exhibits, livestock shows, and entertainment. Visitors can expect to enjoy a variety of food and drink options, as well as a range of rides and attractions.
POLACK, Davenport Score

New Saginaw Record Seen

Western Unit goes off to big start with turnaway crowd at opening matinee.

SAGINAW, Mich., Jan. 17.—Polack Bros. and Davenport, after a successful tour, opened their arena here Tuesday (11) with a big matinee crowd and a good start. The turnaway audience was precluded by the turnaway crowd at opening matinee.

Performance, possessing plenty of class and receiving hearty approbation from the terpsichorean audience, was new with a few minor exceptions.

Opening staff remains virtually unchanged. With Louis P. Stera, manager; Ross Paul, assistant manager; George W. Paige, concession manager; Opal Paige, auditor, and Mary Paul, assistant. Justus Edwards has returned in charge of press and radio.

Carney's is being run by Harry D. Moore's board of directors and A. E. (Jack) Klein, who was the last one to announce, Barney (Soldier) Longworth, is back in prop box.

Polack Opens

By the middle of the week, I. O. Polack had arrived from California to open in the Eastern United States. The last visit, which was a brief visit he proceeded to Rich- mond, Va., and then to the Eastern Uni- versity on Monday (15).

From here, the Western show moved straight through Chicago, and then to this city on Monday night. Promotion there is held by Sam Ward. Both Sages in the arena under the direction of El Khurshaf Temple.

Opening matinee here was accompanied by an admission fee of $1.00 per ring at the door. This feature was included in the admission fee.

Top billing here went to the Boro- nia-high Flying Bros. Art feature, Josephine's ascent and descent on an inclined cable and Olo's comedy act. Equestrian act, including six clowns, is a feature of the show.

Top billing here went to the Boro- nia-high Flying Bros. Art feature, Josephine's ascent and descent on an inclined cable and Olo's comedy act. Equestrian act, including six clowns, is a feature of the show.

Back to circus tripping after a long stretch in clubs and theaters is Harold Brown, who has given his act a section.

The program is long on aerial and acrobatic stuff. Its animal acts are of top-drawer quality. They include the Red Mill Dog act, also the Red Mill Boys. Frank Whithack's MGM Elephants presented by James (Slivers) and Joseph are under the direction of the famous horsemen of the Knyrothy, billed as Prof. Avevera and Doris, and Dwight Mengel.

The routine, as usual, has been held over from 1947.

Beto's is in the contest draws at the Spring Stampede for the third time this year, with his one-year-old son, Beto Jr., winning the first place in a contest among six-year-old boys.

Burwell, Neb., Date Set

BURWELL, Neb., Jan. 17.—Burwell's annual rodeo will be a four-day attraction instead of three this year. It will be held August 11-14. Beutler Bros. will furnish the livestock. They also provided animals for the show last year. R. A. Mitchell is the new president of the rodeo board.

Reger Again Named

NORTH PLATTE, Neb., Jan. 17.—Monte Beger again will be chairman and secretary for the Buffalo Bill Ro-deo here June 18-20. Beutler Bros. will again supply the stock. The show committee plans to build bleachers to seat 1,000 besides the 4,000 seats in the grandstand.

Funeral Services Held

For Margaret Crandall

TOLEDO, Jan. 17.—Funeral services for Mrs. Margaret F. Crandall, widow of Mr. Crandall, of the Crandall Bros., were held here Monday (12). She is survived by her only child, Mrs. Frank Crandall, and one sister, Mrs. Ada Davis, of Columbus, Ohio. Services were held in the Fennel family home, 1544 W. 26th St., with Rev. W. A. Fennel officiating. Interment was in Mt. Calvary Cemetery.

Mrs. Crandall was a member of the American Legion Auxiliary. She is survived by two sisters.

Harford Advance Heavy

HARTFORD, Conn., Jan. 17.—Advance ticket sales for the Hobart Cirkus which will be staged in Bush- well Memorial Auditorium the week of February 22 are reported heavy. Large blocks of exchange tickets for the 14 performances, including the industrial and mercantile groups, Frank Wirth, Archie Hart, and York boiler, will produce the show.

Bond Bros. Quarters Open

CAMDEN, N. J., Jan. 17.—Preparations for the 1949 season have got underway at Bond Bros. Cirkus headquarters here, Edward Schuster an- nounced. Trucks are being over- hauled by Red Bull. New carriages are being built for an enlarged me- nagerie. A new big top, equipped with reserved and reserved seats will be used.
**ATTENTION ACTS!**

I am now accepting Feature Acts for my 1948 Circuses and Fairs.

**ERNIE YOUNG**
156 N. Clark St.
CHICAGO, ILL.

**THE NEW GEORGE HANNEFORD FAMILY**

**ATAYDE BROS. CIRCUS**
Marina City

**JAYCEE INDOOR CIRCUS**
The Amway, Hot Springs, Ark.

**WANTED**

**CIRCUS**

**HUNT BROS. CIRCUS**
Wants for Annual Tour
First-class Circus Acts of all kinds for Ring, Ring and All. Ring Managers and Booking Clerks general knowledge. Horses and Four Wheelers to accompany acts.

**BANDWAGON**
Illustrated monthly magazine with CIRCUS features and historical and biographical articles. Nov. 600 a year — 12 issues. Rate & Advance FBA. 1st.

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**TENNY TOT PARK**
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**ELASTIC NET OPERA HONE**

**C. GUYETTE**
444 N. W. 7th St., No. 16, N. Y. Phone: Circle 64137

**TOMMY BUCHANNAN, ANDY KELLY, ZENO, FRENCHY**
And any other comedy Lapidus Adjuster and Comic Trainers. Cleveland, Ohio.

**JAMES M. COLE**
Penna Tn., N. Y., at once

**CIRCUS WAGON PHOTOS**

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**DRESSING ROOM GOSSIP**

**Orrin Davenport**

**Polack Bros.**

**Western**

On January 11, equestrian director, A. E. (Jack) Klein's whistle opened the show at Saginaw, Mich., and the audience got a fine picture of the last snowfall, but another snowfall which greeted opening night spectators.

Stuart Davis and Ross Paul overcame the lack of space in the new stadium with a fine Schedule de-arrangement, giving both props Soldier Longstop and his crew "elephant" room. The clown Lead Band leader Bee Carrey, did a great job in converting a few local mustard bottles into a clown band.

Performers joined from all parts of the country for the Florida fan picture dominated. Chester (Bobo) Barnett had the longest drive, coming from Austin, Texas, a few days early to work out on the hickories and Don Dorsey, living up to his reputation for stage honors. Count Ernesto Maswell evidently caught a fine piece of fish on his recent trip to see the Big White Wolf. The Countess didn't do so badly herself, and since horse was inevitable, it was necessary to squeeze her into the after end of their Funny Ford. . . . Papa Blackstone, who had ornamentally already dusted the cobwebs from their card table and Truzz and has prom-
ounced themselves "Way Too Young." . . . The Berosins are sporting a new production of their own, the first time, cutting down their weight by several hundred pounds. . . . (Continued from page 3) Manager Louis Gergo of the Peaches Sky Revue, announces their engagement, with thecorestastic as far as box office is concerned. New horse is working beautifully and is Truzz's new assistant, Carl. . . . There were birthday parties on birthdays, Dorothy Barnett and John- son's collaborative date. They said it was their 16th. Inci-
didentally, Silveros Madison appears to have been a star in the pages of a fashion magazine bedecked in tweed, fedora, etc., Silveros re-fought the北京大学 twice on their Mos- Virgil T. Price, visited. . . . .

It seems a long time since we opened an engagement with a Marese Mele Evans, now on a tour lecture, the Flying Zebras, and the Flying Airs. . . . This is an opening day quickie but will try to peak into a few more diverse, possibly on the week's chatter. — HAROLD BARNES.

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**Midget With Tiny Car**

**Earns S. C. Driver's License**

**ROCK HILL, S. C., Jan. 17.—Baron B. Pete Evans arrived a few weeks ago after a long trip for the purpose of doing a foot race on his tiny car. Evans, who is 20 years of age, has been travelling around the country for some time, using the car as a means of transportation. He has recently been issued a license to drive in South Carolina, and is now planning to continue his travels in other states.

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**Mechanical Trouble Forces Martin Org To Blow Matinees**

**Bienk, Ind., Jan. 17.—Martin Bros. were forced to blow their matinees here Wednesday (14) due to mechanical difficulties. The trouble was caused by a broken motor, and the machines were not able to be repaired in time. The show was scheduled for 11 a.m., but it was not possible to open it until 1 p.m.

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**PETRILLO FORCES JEPSON TO SING UNDER R-B TENT**

"However, we have considered renting the Legion Coliseum for theboad range of union singers, including the placing the pianos in the boxing ring. No, we are serious," Mrs. Palmer said. However, the meeting of the musicians, which was met with great applause, will be held on January 14. The meeting will be attended by all members of the union, and it is expected that there will be a large attendance.

The only one of the four concerts scheduled for the season for which the AFM has lifted its blacklist is the Municipal Auditorium in the Baltimore Symphony. Mrs. Palmer said the Concert Association has been informed of the policies of the union and will be permitted to play in the Auditorium. It is believed that the decision to blacklist all facilities operated by the city of Sarasota because, union officials said, the city commission refused to sign a contract for union music only.

City Manager Ross winded said he had talked with the city's union Tampa rep twice last year.

"As he explained it," Winded said, "the union wants the orchestra, or any other group of musicians in the community, to play in the Auditorium or other facilities covered by the union, the Auditorium or Trapper Park, because they are not working the place of paid musicians. Because of this and because facilities are not available to perform, we do not intend that they be deprived of the use of the facilities, and we have no intention of taking the place of the pathfinder.

Mayor Douglas Aronst said: We are not going to change our policy in any manner unless the people of Sarasota demand it.

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**English-Australian Ballet Scheduled To Show With Cole**

**CHICAGO, Jan. 17. — Cole Bros. will hold Engish-Australian Ballet with its show this season. Owner-Managers assume the position of the ballet, which has secured 30 ballet girls, comprising two acrobatic troopers from England and ten Australian girls, to the Auditorium or Trapper Park, because they are not working the place of paid musicians. Because of this and because facilities are not available to perform, we do not intend that they be deprived of the use of the facilities, and we have no intention of taking the place of the pathfinder.

In addition to doing their regular acrobatic program, the girls will be used in the openingスペックのon the show, which is scheduled to begin in May at the Auditorium.

On a recent visit to The Billboard office, the manager of the ballet, who has been a long-time supporter of the union, said that he had hoped to produce. He requested that Thomas Walsh be given the opportunity to show the project. Thomas says the time is now ripe for such a spec and it will be done.
WINTER QUARTERS

King Bros.

MACON, Ga., Jan. 17.— Work of getting the show ready for its spring tour got under way recently with the arrival of the troupes in the stores at Central City Park. Twenty tents have been set up and the task of getting the show ready is now in progress. The wagons, which were unloaded and housed in 20 replacement units, will be delivered between now and February 1.

Lorin D. (Doc) Hall, superintendent, visited and conferred with the performers during the week. Roy Elkins, manager of the show, was in the city on January 10.

Recent visitors were David E. Randy, Roy Elkins, and Bud Rogers, manager of the Wagon Troupe. Larry Davis, former elephant trainer and now a manager, was also in the city last week.

Clyde Bros.

MONTROSE, Pa., Jan. 17.—Activities have begun in full swing in preparation for the winter quarters, and the company has made satisfactory arrangements for the winter months. The company has made satisfactory arrangements for the winter months. The company has been headquartered in Montrose, and the winter quarters, which are expected to be occupied by the end of February, are located in that city.

Clyde Bros. have been headquartered in Montrose, and the winter quarters, which are expected to be occupied by the end of February, are located in that city.

F. C. Fisher & Son

BURNIPS, Mich., Jan. 17.—Texas Tim Bonds recently charged $300 for ring stock for the show. The Bonds are known for their high-quality stock, and their business is growing. They recently received a delivery of new ring stock and are excited to showcase it in their next season.

Mrs. Dan Proe is at her home in Fort Worth, where her husband is, in the Midwest on winter promotions.

Advice to man over 45 to do soke driving is comforting, but hardly necessary.

Charles (Kid) Koster, circus and camp manager, is at home in Sarasota, Fla.

A. Leo Hinchly, bookman on King Bros., is at his home in Cleveland.

There's a good idea about having a tent sale, but don't worry about keeping books.

Arthur R. Hopper, retired December 31 as Ringling-Barnum general manager of the circus, is going to the United States Naval Home in Norfolk, Va.

Al Pete and Bill Lindeman are reporting various circus events in the winter quarters, making the trip in a new Oldsmobile.

Lamont's cockatoos have joined the William Crown Williams Circus. Lamont will be there, too.

As in all 'billy woods,' no one tears down or covers another's property unless it's a self-defense.

Guy Smuck, who will be in the King Bros. circus in January, is visiting in Cincinatti before going to the West Coast January 17. He is at the Billboard in Montrose, Pa.

L. I. Duncan, band leader of Clyde Bros. circus, which has been in Johnstown, Pa., for the past seven months, is in the hospital here, cards that he is sick.

Pat Wood, of Star Bros. circus, is playing school dates in Florida and Alabama. while Blackie Wood, of the same circus, has joined two new tracks for the 1948 tour.

Among those who have passed on from our midst is the circus blacksmith who had to know how to make double-trees.

Capt. William Hoyer, with his highspeed blacksmithing, has used the juggling Four Elgin, last

COLE BROS.' CIRCUS WANTS

COWBOYS, COWGIRLS, TRICK RIDERS, ROPE SWINGERS, ROMAN RIDERS, JUMPING HORSE RIDERS, GIRLS TO RIDE MENAGE AND DOUBLES, AND EXCEPTIONALLY GOOD WHITE-FACE CLowns. Write to Cole Bros.' Circus, State Fairgrounds, Allentown, Pa.
Cincinnati, Jan. 17.—Coney Island, Inc., operators of Coney Island Park here, of which Edward L. Schott is president, announced that they were assessed $5,000 as its liability for damages, injuries and deaths resulting from the July 21 accident in which 41 Steamer Queen Island in Pittsburgh last September 9. It was revealed that the case was finally settled down by Federal Judge R. M. Gibson at Pittsburgh. In his judgment, Judge Gibson set legal responsibilities in the blast were limited to that figure after Judge Gibson apportioned a major award to Admis-tralty Act by Harry Mack, resort's attorney. At about the time the park management has gone beyond its legal responsibilities and had either made lump sum payments

New Bay Shore Planning Early 1948 Opening

Baltimore, Jan. 17.—Work on development of the new Bay Shore Park at Bay Island Beach here is reaching completion. Officials of the company have everything in readiness for an early 1948 opening, Reesie H. Goodson, president of the company, announced as a fun-spot, announced this week. Jones Island has been purchased to increase the 250-acre property. When this work is complete, the company will be termed a new park area, double its former capacity, will be laid out. Provision to park, $50,000 in being made, Jones said.

Most of the rides and some of the buildings and other equipment have been purchased from the old Bay Shore Park here and moved to the new site to hasten the expansion program. Oscar Bitter, ride engineer, has completed the ride layout and a miniature Roller Coaster, Whip, Auto Scorer, Ferris Wheel and Post Ring has been added to the four Kidlinde rides, already set up. Officials said they have deferred the action on a proposed large coaster until next year. Plans have been drawn for construction of a new bathhouse with accommodations for about 20,000 patrons. The terraces and sidewalks are to be built in chain formation on the south side of the islands for nearly a quarter of a mile. Officials reported that picnic reservations already have been made for several major outings.

Board Considers Fun Spot

For Ocean Beach Front

New London, Conn., Jan. 17.—Business leaders in the city are considering a suggestion by a member, Lien St. Germain, for creation of an amusement park on the beach front. The suggestion calls for establishment of an area accommodating from 8 to 16 amusement devices. It is believed the area could be created for approximately $20,000 annually.
KATE SMITH’s

latest MGM releases are 

“NATURALS” for 

OPERATORS, RETAILERS and 

PLATTER SPINNERS

MGM #10113—

I’m Dancing With Tears In My Eyes 

It Had To Be You 

MGM #10125—

Now Is The Hour 

I’ll Never Say I Love You 

Personal Management: TED COLLINS
Universal Records

THE LABEL
OF DISCOVERY

JERRY MURAD'S
"HARMONICATS"

BY

NICKEL TIPS

U-4
MY GAL SAL
I LOVE YOU

U-25
MY WILD IRISH ROSE
VALSE BLUETTE

U-47
FOUR LEAF CLOVER
RECORD BAN BLUES

UNIVERSAL RECORDS, INC., 20 N. WACKER, CHICAGO

YOU'LL BE SINGING

"Oh BONNIE"
AFTER YOU HEAR

U-53
"I'M GOIN' TO BE A BAD GIRL"
b/w "I'VE BEEN WAITING FOR YOUR PHONE CALL FOR 18 YEARS"

"Bonnie" BAKER

Comin' at you

Hooray for Davis!

"Scat" DID IT AT LAST

U-17
"HOORAY FOR HOLLYWOOD"
b/w "HOW CAN YOU PRETEND!"

JOHNNY "Scat" DAVIS

YOU'LL BE SINGING "Oh BONNIE" AFTER YOU HEAR "I'M GOIN' TO BE A BAD GIRL" b/w "I'VE BEEN WAITING FOR YOUR PHONE CALL FOR 18 YEARS"

"Bonnie" BAKER Comin' at you

Hooray for Davis! "Scat" DID IT AT LAST U-17 "HOORAY FOR HOLLYWOOD" b/w "HOW CAN YOU PRETEND!"

Page 4 The Billboard Juke Box Supplement
Wurlitzer Picks
THE ZENITH COBRA

Tests Show Zenith Tone Arm Far Superior in Tone and Economy

★ After exhaustive tests of all types of pickups, Rudolph Wurlitzer Company, the world’s largest maker of commercial phonographs, selected the Zenith COBRA Tone Arm . . . the reason why makes mighty good sales ammunition for you.

RECORDS SOUND LIKE NEW LONGER
Wurlitzer’s years of experience had shown that with the conventional type pickup, record fidelity starts to fall off at from 50 to 300 plays and from then falls off fast. Their tests proved that records played with the COBRA Tone Arm still retained 95% of their original tone fidelity after TWO THOUSAND plays.

OPERATING COSTS REDUCED
Wurlitzer’s experiences also showed that commercial phonographs equipped with ordinary pickups give from 190 to 420 plays per dollar spent for needles and records. Cobra-equipped Wurlitzers give 1620 plays for the same dollar.

TELL THAT STORY TO YOUR CUSTOMERS
A Zenith radio-phonograph with the COBRA Tone Arm will keep records sounding like new. Furthermore, the COBRA reproduces records so perfectly that even new records sound better. Yes, the COBRA means the best in record playing—and only Zenith has it.

Zenith Radio Corporation • 6001 Dickens Ave • Chicago 39, Ill.

January 24, 1948
WINNING COMBINATIONS for JUKE BOX OPS...

... another Benjamin and Weiss winner—

PIANISSIMO

Recorded by
Perry Como .... RCA Victor
Snooky Lanson .... Mercury
Artie Wayne .... Majestic
Buddy Clark .... Columbia
Bob Carroll .... Decca
Enoch Light .... Crown
Mindy Carson .... Musicraft
Bob Houston .... MGM
Sam Browne .... Louis London Gramophone

I'VE GOT A FEELING I'M FALLING

Recorded by
Perry Como .... RCA Victor
Ella Fitzgerald .... Decca
Benny Goodman .... Capitol
Martha Tilton .... Majestic
Art Kassell .... Mercury
Earl Hines Trio .... Signature

TRUE

Recorded by
Vaughn Monroe .... RCA Victor
Monica Lewis and Russ Morgan .... Decca
Eddy Howard .... Majestic
Chuck Foster .... Mercury
Andy Russell .... Capitol
Billy Eckstine .... MGM

Santly-Joy, Inc.
1619 Broadway, New York 19, N. Y.

DON'T YOU LOVE ME ANYMORE?

Recorded by
Freddy Martin .... RCA Victor
Jack Smith .... Capitol
Buddy Clark .... Columbia
Jose Melis .... Mercury
Herb Kern .... Tempo
Bob Eberle and Eddie Heywood .... Decca
Helen Forrest .... MGM

In Preparation...

another Benjamin-Weiss-Carle winner—

DREAMY LULLABY

Already Recorded by
Frankie Carle • Tex Beneke • Jack Fina
Russ Morgan • Billy Leach-Jerry Shelton

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A NAME THAT'S GROWING BIGGER AND BIGGER IN MUSIC MACHINES ACROSS THE COUNTRY

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WILLIAM MORRIS AGENCY, INC.
"A new BMI ballad, **Passing Fancy**, recorded for Victor by Vaughn will quickly be headed for top honors” — **BILLBOARD**

"Easy to remember... might develop into something hit-wise" — **BILLBOARD** • "Top notch tunes that add up to coin play galore" — **CASH BOX**

"BMI has another click in its hands in **Passing Fancy**" — **RADIO DAILY** • "Billboard Picks" (most likely to achieve popularity) — **BILLBOARD**

"Vaughn Monroe in top form with **Passing Fancy**" — **TED LAWRENCE, WMN New York**

"Pick it as one of the outstanding hits of the new year" — **ED MURPHY, WSTY Syrinxus**

"Monroe and Ray Dorey are going to parlay **Fancy** into a winner" — **SHERM FELLER, WEIL Boston** • "Denver loves it. So do I!" — **DICK SCHMIDT, KAYR Denver**

"It's spin-sational" — **WALT KAY, WSWA Cleveland** • "**Passing Fancy** has caught the fancy of my Varieties audience" — **MARV ELLEN, WCAD Baltimore**

"**Passing Fancy** deserves fancy praise" — **CLIFF OLIVER, WHBC Canton, O.** • "The listeners love it out here" — **DICK CRESWELL, KELO Sioux Falls, S. D.**

"A beautiful song" — **FRED ROBBINS, WOW New York** • "**Passing Fancy** sounds like a possibility for top ratings" — **RAY PERKINS, WNEF Denver**

"A direct hit" — **RICHARD LIVINE, WTIN Halyoke, Mass.** • "A new hit to please the public fancy. A great ballad" — **BOB KENNEDY, WMR Kansas City**

"This one should hit the top" — **TROY DAVID, WJR Detroit** • "**Passing Fancy** is on more lips here than a Southern accent" — **ERNE HARRWELL, WDEG, Atlanta**

"A sure-fire hit is **Passing Fancy** by Vaughn Monroe" — **HILARY BODDEN, WAS Pittsburgh** • "It's great. I recommend it" — **BOB KEARNS, WBW Topka**

"An appealing tune. Powerful song material" — **DAVID NILES, WHD New York** • "A leading candidate for hit honors" — **LARRY CARI, WASH Washington**

"A number that gives smooth waxing. Delightfully presented" — **ED CONDITT, WCAK Burlington, Vt.** • "Wonderful job" — **MYRON HOYER, KODI Cody, WY**

"**Passing Fancy** a coming hit. Dynamite in the disc department" — **BILL HICKOK, WCON Atlanta** • "Another great disc" — **RANNY WEEKS, WCOP Boston**

"Above the top of the heap" — **BILL BIEH, KEX Muskogee, Okla.** • "Monroe at his best. Definitely a pleasing platter" — **KEN KREIDER, WCCO Lancaster, Pa.**

"Look for it to go far" — **JULI WENDALL, WHC Cleveland** • "Will in my opinion be one of the top ten tunes before February" — **RAY MOFFETT, WCAD Baltimore**

"More than just a **Passing Fancy**" — **ROSEMARY WAYNE, WJJZ Chicago** • "Established on my Sunrise Serenade" — **CLAUDE TAYLOR, WHP Jacksonville, Fla.**

"**Passing Fancy** is a must" — **BERNIE ENTERLINE, WMNH Peoria, Ill.** • "Definitely big time" — **AL CANTWELL, WDNC Durham, N. C.**

"The real thing in Detroit... batting a thousand in my league" — **ROSS MULHOLLAND, WJR Detroit**

"**Passing Fancy** going strong on my three daily disc shows" — **JIM CLEARY, WSGM Birmingham**

"Tune a natural to keep Vaughn Monroe red hot" — **RAY COLONARY, WNW Bridgeport, Conn.**

"Music that should take well with practically everyone" — **WILSON SHELLY, WRLD Dallas**

"**Passing Fancy** should be one of Vaughn Monroe's top hits" — **NED TRUEAU, WABY Albany**

"A sure-fire hit" — **BILL GRIFFITHS, KOL Seattle** • "A must on any show" — **TOM LEAHY, KANS Wichita** • "In high demand" — **FRED SMITH, WCUI Ft. Wayne**

"Tune that lingers" — **ALONZO SOULES, WAYS, Charlotte, N. C.** • "**Passing Fancy** has what it takes to be a smash hit" — **SHERRI BOOD, WDGY Minneapolis**

"An up and coming tune" — **GENE NELSON, WCMC Baton Rouge** • "**Passing Fancy**, super terrific" — **HARLEY KENNEDY and BOB ABBOTT, KSB Jamestown, N. D.**
DURING EACH SECOND

... OF THE LAST 10 YEARS

... MORE THAN 3 NICKELS

... WERE DROPPED INTO JUKE BOXES

... FOR A PLAY OF A RECORDING BY

Guy Lombardo
The Sweetest Music This Side of Heaven
and his Royal Canadians
DECCA RECORDS
Direction: MUSIC CORPORATION OF AMERICA
Watch Jerry Murad's Harmonicats

For another bang-up PURR-formance in 1948

Of Peg O' My Heart fame

U-4 "My Gal Sal"
"I love you"

U-25 "My Wild Irish Rose"
"Valse Bluette"

U-47 "Four Leaf Clover"
"The Record Ban Blues"

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WHERE TO, JUKE?

Dismissing entirely such external problems as taxes, ASCAP and the Petrillo ban, 1948 still looms as one of the most challenging the industry ever faced.

NEW PATTERNS are being shaped in the automatic phonograph industry. Slowly but surely the juke box has undergone a basic change in its relation to the public, and the industry reflects that change. Everybody in the commercial phonograph business believes that 1948 will prove an important year, a year in which the industry must consolidate its gains and plan the future carefully.

Nowhere is this planning and consolidating more necessary than at the operator-location level. During the past two years the music operator has seen the juke box become a valuable, even necessary, part of many businesses. The novelty or gadget appeal, which pushed the music machine to popularity, is no longer as strong as it was in the 1930's and early 1940's when automatic phonographs were still opening new types of locations and production did not exceed operators' ability to buy.

To meet this change in the industry's relationship with the public, the operator realizes that more than ever before he must sell service to the location; and, thru the location, music to the public.

These are the factors which affect the operator and his merchandising plans:
1. Manufacturers' production.
2. Efficient distribution.
3. The operator's ability to sell locations and keep them sold.

PRICE BIG FACTOR

Over all of these factors, and closest tied to them, is price—not only the price of equipment, but the cost of doing business. After the lean war years when no new models were produced, the phonograph industry was certain that factories would be kept humming for at least two years in simply clearing away orders for replacement. Until he found that equipment would cost him twice as much as his pre-war machines, the operator shared this optimism. Once he discovered, however, that costs were out of all proportion to what he once thought of as a large sum, the wised operator bought cautiously.

But despite material bottlenecks, juke box manufacturers managed to turn out approximately 200,000 new machines during the two-year period, 1946-'47. By the end of winter, 1947, distributors who were on a quota basis with their manufacturers found new stock in order to move. More than one distributor went heavy into operating, either directly or indirectly, by setting up newcomers on small down payments with long terms to pay. The average distributor who began operating heavily during this period, operated not because he wanted to, but because it was the only way to move an overstock of equipment and at least break even.

Distributing Hit

Heavy production and slacker buying worked a serious hardship on the average music distributor in 1947, and the distribution system was weakened as a result.

First indication of the weakening distributor link was the number of distributors who changed lines, requested refinancing or simply locked their front door. In an effort to make for more efficient distribution, manufacturers themselves shuffled territories, appointed new distributors and cut or added to their existing outlets.

In December, 1947, the Packard Manufacturing Corporation announced that as of January 1, 1948, it would not renew distributor franchises. The company's distributors were offered new contracts, at less commission, which made them sales agents. To compensate for the smaller commissions, Packard announced that the factory itself would handle all servicing and would carry all of the paper under a master contract with one of the country's larger financing companies. Firms which were once distributors, called upon to render the services ordinarily associated with distribution, will only serve as order takers under the new contract.

Packard's plan is not novel. Essentially it is the same as the method used to sell juke boxes when the commercial phonograph business was getting its start in the early '30s.

Another juke box manufacturer will take an entirely different tack to help solve the distributor problem. To his distributors this manufacturer will shortly offer two entirely new lines, neither of them coin-operated, but both of them allied with the coin-operated commercial phonograph. Not every manufacturer is equipped to offer his distributors auxiliary lines, nor would every distributor be qualified to handle them, but the idea may bear imitation.

Because conditions call for it, 1948 will certainly see re-examination of the entire music distributing program. After careful study, the manufacturer may find it wiser to take over some of those functions now performed by the distributor. The average music operator, who knows the distributor's value to him in terms of service and as an outlet for used equipment, does not want to see distribution methods radically changed unless that change would mean an overwhelming advantage for the industry as a whole.

LOCATION PROBLEMS

As important as the manufacturer-distributor problem is the necessity for operators to focus attention on their own merchandising programs in an effort to find solutions to problems facing them on location.

When it was apparent that new music machines were going to cost approximately twice and sometimes three times what they had formerly cost, operators seriously considered doubling the nickel play price to a dime, three for a quarter. The play price increase was supported by two manufacturers—Wurlitzer and AMI—as an idea worth trying. But operators shied away from the dime play for two reasons: They didn't believe the public would accept dime play and, even more important, they felt that until all of their competitors had increased play prices, the operator who did hike to a dime would be at a competitive disadvantage. Because there was no real movement to dime, three-for-a-quarter play, the idea was never given a fair trial.

DURING THE TWO-YEAR PERIOD, 1946-1947, JUKE BOX MANUFACTURERS TURNED OUT APPROXIMATELY 200,000 MACHINES. THIS PRODUCTION EXCEEDED THE PRE-WAR AVERAGE FOR ANY ONE YEAR BY 25,000 BOXES AND PRESENTS A REAL PROBLEM.

Competitive practices likewise kept many operators from adjusting commissions paid locations. Before the cost of equipment and overhead doubled and tripled, music operators could well afford to pay locations 50 per cent of the gross, but commissions today represent one of the largest—if not the largest—items on an operator's cost ledger.

By the end of 1947 operators in the metropolitan areas were almost consistent in their use of the top or front-money practice, taking out a guaranteed amount and paying the location commission on the remainder. Top or front money, with the amount to come out of gross set according to the operator's own particular expenses worked during 1947 for hundreds of operators, and the practice is expected to spread this year.

Competitive factors entered the location picture strongly during 1947. Telephone music, which had never
been widely successful before the war, caught on in 1948, and many locations today have either coin or non-coin-operated phone music piped in from a central location. In one sense, the music operator recognizes that telephone music represents competition, since many of the locations to which music is piped might support a juke box. At the same time, phone music can be helpful to the juke box because it has opened locations which never before used automatic music; and the juke box operator, with modern sound equipment, can take advantage of this fact.

Television in taverns presents a different kind of problem. When video sets were first placed in taverns, operators reported that the sets cut into gross by as much as one-third. The over-all average decline, say operators in cities where tavern tele new fluorishes, has been less than one-third, but television has hurt.

To meet tavern television's competition, the music operator was offered three alternatives during 1947: He could step into the television picture, selling sets as a dealer for a tele set manufacturer; he could plan his routes to include coin-operated sets some day, or he could continue to concentrate his efforts on his music business, selling that music to locations on the strength of its merits and his own merchandising services. During 1948 the question of coin-operated television should be settled one way or another. If the public will pay for telecasts, the progressive music operator should find the sets an important addition to his music route; if the public will not pay for its telecasts, the operator must decide whether he will make an attempt to act as a television dealer.

Merchandising Challenge

The biggest challenge of 1948 for the juke box operator, however, is in the necessity of doing a more thorough merchandising job than he has ever done before. This ranges all the way from selling locations on the basic economic reasons why installing a music box is just plain good business to the smallest item that's part of a top location service program.

The temptation to cut down on service will be strong as operating costs continue to mount; and it will be a knotty problem for the average operator to decide how far he can tighten up without endangering his over-all merchandising program.

Selecting records for his machines will require more careful study of the Petrillo ban waxes longer, and the importance of keeping his machines stocked with current popular tunes and standards is bound to be a more exacting job—yet one that will pay big dividends for time invested.

Record keeping will assume more importance as the break-even level of each operator's business fluctuates. To keep forging ahead in 1948 he will have to know at all times what his costs are, and plan accordingly how to keep out in front of them.

In short, for the operator, distributor and manufacturer, this will be a challenging year during which will be forged a pattern that may govern the future of this industry for years to come.

Where to, jukes? 1948 will tell.
The Ban and the Operator

Coin machine industry sees no cause for alarm as Petrillo recording stoppage goes into effect. Diskeries have heavy backlog which imports and reissues will augment if ban is protracted.

As Whistles blew and horns sounded promptly at midnight last December 31, heralding a new year, the lights snapped off in recording studios thru- out the country and weary musicians, singers and technicians brought to an end a hectic three months of round-the-clock recording sessions.

For with the dawn of the year 1948, the ban by the American Federation of Musicians (AFM) against the making of records by its 225,000 members went into effect.

Operators of music machines around the country watched the latest AFM ban threat develop into an actuality with slight concern.

One of the few instruments unaffected by the record ban is the harmonica, a non-union instrument. Here the Philharmonic Trio cuts a side for Capitol.

Many had passed thru the strike of 1942-1945 and, despite the unorthodox (war) times, had felt the ban only slightly. They read AFM Prexy James C. Petrillo's 1945 work stoppage statement, but the consensus was that "never again" would develop into "well, hardly ever," and finally evolve into a settlement thru the use of reverse tactics—bargaining by pretending no interest in bargaining whatsoever.

Industry representatives in the East put it this way: "We have been told that the recording companies are working day and night to build up backlogs for the ban. For one purpose, these backlogs should be more than sufficient. Records in juke boxes will now have a longer life, as music publishers will work on songs longer, and there will be plenty of reissues of old favorites that formerly were popular in juke boxes, and will be again."

Compared to his 1942 recording ban, Petrillo faces much greater opposition in 1948, i.e., if he succeeds only slightly.

As the ban spreads, in just a few weeks the AFM is expected to call musicians off the radio networks, complaints by the commercial users of music to Congress; senatorial committees will be formed and will listen to Petrillo.

In Short

There appears to be no reason for the music machine operator to be concerned at this time about the American Federation of Musicians (AFM) recording ban. These are the reasons:

1. Record companies have built up heavy backlogs and will release old favorites.
2. Operators will get a longer play per record, with publishers scheduling longer plug periods and record companies spacing their releases.
3. Bootleg activities are expected to top anything seen in the 1942 ban, and the resistance power of the entire disk business is unquestionably greater than ever.
5. Importers are expected to play a part in beating the ban.
6. Congressional intervention is almost a certainty.

One of the few instruments unaffected by the record ban is the harmonica, a non-union instrument. Here the Philharmonic Trio cuts a side for Capitol.

JAMES C. PETRILLO, president of the AFM, who is the focal point of the current controversy. How long will he hold the line?

Investigated this possibility prior to the January 1 recording deadline.

Congressional Action

In Congress, Petrillo faces even more resentful opposition than in 1945. Fresh reaction to his recording ban has been no more sympathetic than six years ago and a Republican House and Senate echo the sentiment.

The same group of legislators that pressed thru the Taft-Hartley law and the Lea-Vandenberg Act could possibly add on specific legislation aimed at curtailing Petrillo even further. Too, the Justice Department entered the picture in mid-December and is now at work on a solution to the problem.

Talent and Tunes

Talentedly and tunelessly, the recording ban becomes more arduous for Petrillo and the AFM. Bands today are not the selling factor they have been in the past. Instrumental music backing is in the end essential to recording but a capella eras might prove to be a more effective demand in 1948 than it was in 1942.

The backlogs of the major companies are the greater for the sake of distingishing since the last ban. And the current plethora of revival stands to keep their company profits golog

(Continued on page 20)

XAVIER CUGAT, along with other recording artists, put in long sessions right up to the December 31 deadline to build up a backlog of releases during the ban period.

What makes it more difficult for Petrillo on certain scores now than in 1942 is this: the resistance power of the entire disk business is unquestionably greater than before. Hundreds of new recording companies have mushroomed into existence, and have the pressing plants that turn out the platters. In 1942 there were probably no more than three or four independent pressing firms, each of which was easily policed by the AFM. Yet at that time non-union records appeared in some quantity.

In 1948 the bootlegging can be expected to top anything seen six years ago. Many smaller labels have stated that they would seek non-union talent or use established artists under leem de plumes, marketing the platters on an "as is" basis.

Taft-Hartley Considerations

Under the Taft-Hartley law, secondary boycotts are specifically outlawed. The support of a work stoppage would in itself be a problem for sympathetic unions without such a law. But with the Taft-Hartley law an actuality there is considerable doubt that the AFM could get help from the United Electrical Union workers in pressing plants, etc. Small labels are not concerned at this stage as they will be able to get non-union musicians. They claim that the dollar lure can readily turn AFM members who will make bootleg records under fake names.

Import Situation

Imports are another factor that will play a part in beating the AFM ban for companies such as the London label, which will sell records of pop tunes by British artists in this country. Those record sales here mean dollars for Britain.

There is every possibility that domestic artists will be booked into foreign countries, where recording fees are available, so that they can make records for export to the United States. It is known that some artist representatives had throbly

January 26, 1948

The Billboard Juke Box Supplement Page 17
Picking the Pay-Off Platters

With competition keener and profits tightening, operators are faced with the problem of selecting record hits early and getting the maximum profits from each. Here’s a workable solution to the problem.

Slick On the Picks

Even as it did in the past with Peg O’ My Heart, Near You, Ballerina, Have Soon, etc., the Billboard music-record department has maintained its consistency in calling the winners right up to the present. Take the newest entries in the big-disk league.... I’m Looking Over a Four Leaf Clover and Beg Your Pardon. Each was spotlighted by The Billboard weeks before real excitement or spread developed and each in its own way became the pay-off to (1) The endless research; (2) the thoro biz coverage; (3) the staff know-how and music trade savvy... all of which The Billboard offers to the operator to keep him on top of the buys and to secure the greatest possible return.

The Billboard’s pipelines into distributor channels first brought attention from Pittsburgh that a Four Leaf Clover biscuit was something to watch. At about the same time, MGM disks were having a look-out with MGM and The Billboard had the tip that the Krants label (a hitherto little known Pittsburgh operation) had sold some 800 copies thru a single Pitt retail outlet in about two weeks without the benefit of the usual platter exploitation. Working on a hunch, Manager Art Reaney rescored the Krants Uptown String Band’s rendition for his only, hired banjoist Mike Pangostore to duplicate the Pitt waxing’s rhythm, and cut the MGM version. Heard on a white label pressing by a BB staffer who was impressed both by the rendition and the MGM distrb’s reactions, the Four Leaf Clover was inserted in The Billboard Pix’s staff record possibilities in the December 20 issue.

The BB possibility sparked other diskiers (Deco, Capitol, Signature, etc.), in the midst of their pre-Petrillo ban activity, to cut hurried versions of the cutty, all of which are beginning to hit the stalls at press time. Meanwhile, the MGM version had accumulated orders for 427,600 waxings as of Tuesday (13). And the original Krants disking, after having hurriedly acquired the unusual flock of small-label, hit-hunting distrbs, was sold to the Money Four Leaf Clover rendition and distribution network should insure a hefty sale and (Continued on opposite page)

This listing is number one in the pattern, followed closely by the record which rates each new record according to its juke box potential. Step number three is a simple listing which must include various features of the pop charts to check the progress of the songs on radio, disk jockey, etc., as they move toward nation-wide popularity.

Analyzing the Billboard chart, the pattern unfolds as follows: On July 5 the present possibilities carried a notice of the song and advised ops that it was a potential money-maker. In the September 20 issue of The Billboard there appeared a review of the Vaughn Monroe recording of Ballerina, which wound up by reporting the ballad leoned as a big favorite for phone plays. Operators who follow the pattern then started to watch the pop charts for a sign of activity on the part of the song, and in the October 25 issue they saw Ballerina listed for the first time in Songs With Greatest Radio Audience chart. This indicates popularity of songs played for the most part on live radio programs.

“Ballerina” Moves

The song was on the upgrade, and many operators who regularly follow all the Music Hall charts and pop charts started buying one of the recorded versions of the song. Two weeks later, in the November 8 issue, Ballerina appeared on three more charts, Selling Popular Retail Records, Records Most Played on the Air, and Most Played Juke Box Records. A week later the song jumped into the Honor Roll of Hits in eighth position.

Those operators who had followed the pattern were already reaping the harvest from having bought the record far enough in advance, and having placed it in their equipment in time for it to ride the popular wave that was springing up. By December 13, Ballerina was No. 1 among Best-Selling Juke Box Records, and on December 27 it was in first place on the Honor Roll of Hits and Records Most Played on the Air.

As can be seen by the movements of the song, many operators throughout the country hopped on the Ballerina piroouette after it had started its rise, and the result left a further demonstration of the song’s maximum earning power period.

“Near You” Chart

The chart illustrating the rise of the song Near You reveals the same basic pattern, but with one major difference. This song sprang up overnight—one of those freak happenings in the music business whereby a song comes from nowhere to the top in a matter of a few weeks.

Listed as a Record Possibility in The Billboard issue of August 9, Near You was in the same issue appearing in the Records Most Played on the Air chart, which shows performance in disk jockey programs. An indication of the tune’s meteoric rise is the fact that it was the No. 1 song in the same
have enough Records'. The following week, however, Near You was No. 13 in Best-Selling Sheet Music. 

Records and, 

on the Air by August 30. In other words, in the case of Near You, operators who were watching The Billboard Possibilities and the Disc Jockey chart were able to place orders for the disc long before it was getting any kind of Juke box play.

The following week, however, Near You was No. 13 in Best-Selling Sheet Music, No. 10 among Most-Played Juke Box Records, No. 6 on the Honor Roll of Hits, and No. 4 in Best-Selling Popular Retail Records.

The charts again reveal that many operators were caught short. It wasn't until the October 4 issue of The Billboard that Near You hit the No. 1 spot among Most-Played Juke Box Records. Private retail record buyers had placed the song in the first slot in Best-Selling Retail Records on September 20, while a week later the song was heading the Honor Roll of Hits.

Revival Clicks

The third chart illustrates the waydevotees of this pattern for picking the hits were able to spot a revival, made by an unknown label, which ordinarily might have escaped notice. In the April 12 issue of The Billboard there appeared in Record Possibilities a report on the Vitaphonic Harmonica's cutting of Peg o' My Heart, as well as a review of the record, which wound up by stating: "plenty of blue chips can be piled on those sides to hit the nation's fancy." Two weeks later, in the April 26 Best-Selling Popular Retail Record, Peg o' My Heart appeared in the seventh slot, and operators who had been watching the song begin the buying record for their machines.

On May 3 the song appeared in 13th position in the Most-Played Juke Box Records and, despite the fact the record was now prominent in two charts, several operators were caught short, placing iting to their machines. It wasn't until June 21 that the song placed first in the Most-Played Juke Box Records' category. By this late date it was prominent on the other pop charts, and it was moving toward the top of the Honor Roll of Hits. Many operators, who were a little too late in advance, had lost a portion of the added earnings the record could have attracted for them.

Another Money-Maker

Followers of the pattern also are able to catch money-making records which, while not reaching the No. 1 position on all charts, are up among the leaders for a long span of time. An example of this type of song was Chi Baba, Chi Baba, which first appeared in Record Possibilities in The Billboard issue dated May 3.

Those who watched the growth in popularity of Chi Baba were able to get "it" into their Juke boxes early and enjoy a long period of play, as the song built steadily week by week. On May 17 it appeared in the Songs With Greatest Radio Audiences chart (live radio plugs) and a week later made its first appearance, in 15th position, in the Records Most Played on the Air chart (Disc Jockey plays). On June 7 it appeared for the first time in three more charts, Best-Selling Sheet Music, Best-Selling Popular Retail Records and Most-Played Juke Box Records. The following issue revealed Chi Baba had entered the Honor Roll of Hits in ninth place. By July 13, operators throughout the country had picked up the record, and it was in No. 2 spot among the Most-Played Juke Box Records.

Conclusion

As time goes on, and as competition for the nickels, dimes and quarters becomes keener, operators will have to realize the fullest possible earning power from each record they buy for their machines. This is the more important because of the record ban which went into effect January 1. Although the ban is a protracted one, new releases will be spaced at greater intervals, and publishers will work on their songs for longer periods of time. It will be important to catch those songs that are headed for the top easily, and to buy them far enough in advance to assure the maximum income realization.

By reviewing the accompanying graphs illustrating the pay-off pattern: watching each week's copy of The Billboard, it is possible for any operator to follow this simple, easy formula for increased profits.

 Peg O' My Heart

Slick on Picks

(Continued from opposite page) widespread recognition for the Uptown String Band.

Beg Your Pardon, the Francis Craig successor to Near You, and also on Bullet Records, was called by The Billboard in the December 27 Picks feature and already is showing up in the best-selling and most-played charts. This one, an extraordinary choice, since in showbiz sequels have historically proven flops, was "discovered" months back at the Robbins Music pah-bah by a BB staff who knew the firm was prepping widespread exploitation on the tune, after having lined up an imposing cast of top-stereo waxings on the song. When the Craig rendition (after a few others) wound "pitch" the box and the whole staff's ears, into the Picks went the Bullet record. And showbiz experts or the bestseller charts already prove that The Billboard was right. The top no "beg your pardon" on Beg Your Pardon.
They Go Together

By RAY CUNLIFFE
Brown Music Company, Chicago

Running a music operation and a retail record store go hand in hand, provided you have what it takes. A successful operator-retailer tells how it’s done.

WHILE it is common knowledge to everyone in the automatic music industry that not just anyone can become a successful juke box operator, it is equally well known among the record trade that some special attributes are required of the proprietor of a smooth-running retail record shop. But what about the man who runs both businesses with equal success?

Although some of the transactions and services carried on by the operator-record retailer do overlap each other at times, for all practical purposes the two enterprises are separate businesses entirely and must be undertaken as such if the combination is to prove profitable on both ends. Even more important, the two fields must be segregated for bookkeeping purposes if the advantages of heading a combination business of this type are to be realized. For there is no established axiom which would indicate that the competent record retailer would enjoy equal success if he decides to become a juke box operator, or by the same token that a first-rate automatic music merchandiser can turn about overnight and become one of the leading record retailers in his community.

Outstanding Example

One of the outstanding examples of a man who has combined the two music businesses successfully is Ray Cunliffe, who heads both the Automatic Amusement Company, an operating firm with routes spread throughout an area of 10 miles of Chicago, and the Brown Music Company, retailer of records, musical instruments, pianos, record players, radios, telephones, electrical appliances and even furniture. In addition to handling the many details of these two individual firms, Cunliffe somehow finds the time and energy to efficiently head one of the best informed music operator associations in the country, the Illinois Phonograph Owners, Inc. (IPO), over which he presides.

Cunliffe’s operating experience dates back to the days of the coin-operated piano's heyday prior to World War I, while his Brown Music firm was started in 1897. Both his businesses, the carried on as individual concerns are housed in one huge building. On the street level is his music firm, while the well-equipped basement of the building serves as headquarters for his operating firm.

According to Cunliffe, the leading advantages of having the two businesses are the same repair facilities and servicemen can be used for each business; the retail store serves as an outlet for records that have outlived their usefulness on juke routes; the close alliance with both the retail operations.

ONE ADVANTAGE TO RUNNING both an operation and a retail record store is that servicemen, well trained in electrical repairs, can double to service both juke and radios.

CUNLIFFE FINDS the retail store an excellent outlet for his used juke disks. The disks are placed in two categories, those which are slightly worn and those whose useful life is nearly finished. But both are profit items.

PICKING RECORDS presents a real problem for the operator-retailer. Cunliffe spends much of each day carefully going over information on new releases. Finds The Billboard's Pop Charts a big help to store and operation.

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January 24, 1948
Handling Used Disks

At one time Cunliffe channeled his used records to resale record dealers who in turn sold them to the consumer public. Naturally, the records had to be sold at the used record dealers at a price low enough to allow them to show a profit on the sale. Now Cunliffe’s operating firm sells these used records direct to the public thru his music shop and saves the commission formerly paid. As Cunliffe points out, a large operating firm can run up a big total of used records over a short period of time and therefore this commission saved by direct sale to the consumer can amount to an appreciable sum.

In the music firm’s used record department the records are broken up into two classifications, well-worn records which are sold for a dime (tunes that proved hits and were removed from the boxes because they had outlived their usefulness on commercial phonographs) and slightly worn records selling for a quarter. These were records that had little popularity on jukeboxes and were removed in favor of another disk.

Cunliffe says that buying records for either the operating firm or the record shop remains one of the hardest jobs, but that keeping in touch with juke patrons’ preferences as relayed by the location owners helps him to keep certain tunes in mind when he is ordering his records for the retail shop. He points out that The Billboard’s pop charts are particularly valuable in pointing out exceptional recordings by artists who are virtually unknown but who in all probability are destined for a big following by record fans. Cunliffe claims that it is vital to have advance information on these newer artists because if they are passed by when their recordings are first released and have a successful run it is often too late to order some of their recordings and receive them in time to turn over the records while the record is still enjoying good run.

In addition to the pop charts, Cunliffe is guided by the particular interest shown by regular record customers in certain artists or bands, for he believes that recording artists have streaks of hot and cold. When they are enjoying a good run of popularity it is difficult to keep records by the artist in stock while when the streak runs cold, the turnover on disks by the same artist falls away off.

Some Disadvantages

While there are many advantages in running a record shop in conjunction with an operating firm, Cunliffe states that there are disadvantages, too. For the man who is an operator alone would not require the large clerks needed for a retail shop. More importantly, he feels that the dual proprietor is forced to neglect some of the details of one of his businesses while concentrating on the problems of the other business from time to time.

But these disadvantages are offset by the fact that the operating firm has a natural outlet for its used records, without which it would have to dispose of its vast stock of worn records from its jukeboxes for appreciably less return. The operating firm’s closer contact with the popularity of new releases leads to wiser decisions on record buying, and the operating firm can cut down its overhead costs by charging a portion of the servicemen’s pay to the retail shop.

A RETAILER FIRST: Cunliffe stumbled into the juke box business in 1928. The automatic phonograph was a natural outlay, as he had operated coin pianos, like the one shown here, since 1912.

A RETAILER FIRST: Cunliffe stumbled into the juke box business in 1928. The automatic phonograph was a natural outlet, as he had operated coin pianos, like the one shown here, since 1912.

TO SUPPLEMENT HIS RECORD LINE, Cunliffe has added a wide variety of appliances from washing machines to radios. Here is one section of his electrical appliance department.

LISTENING ROOMS FOR CUSTOMERS are likewise a handy place for other operators who drop in to get an earful of the latest releases. Brown Music has four such listening rooms; keeps all of them busy.

January 24, 1948

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Television Trend Grows

Operators ask "How long will it last and who will pay for it?" as new markets open. Coin operation the big question for 1948.

By NORMAN WEISER

The interest goes up-up-up, and the prices go down-down-down, and television becomes more and more a part of family and public life in bars, grills, restaurants, hotels and other public locations where the motif is "serve the public." Too, a steadily increasing trend toward utilization of the coin machine industry in the projection of public location television is noted, especially in those areas, such as Boston, Cleveland, Cincinnati, etc., where the video medium is still in an embryonic stage.

The pay-off question today, the one that is constantly bandied about wherever music machine operators and location owners meet, is "How long will it last, and who is going to pay for it?" The question is percolating with increasing frequency—the answers are varied. Some feel that those who are in the best position to pass judgment on an intangible situation, including manufacturers, distributors and location owners, believe the balloon still is on the ascent—yet many believe, for example, that the coin-operated status of coin-operated television will receive a rapid test. Trudio, with its Tradiette offering radio, music and television sound at the rate of a quarter-hour for 16 cents, and the Varsity which it is being planned to hook up to its wall box offering radio, music and tele sound at the rate of a dime an hour, should be on location any day. Whether or not the public will want the sound of the television and the music will be determined in a matter of days.

Also due for additional tests in the erated basis, or will be forced to make way for newcomers to the field. Several tests made early this year may prove that even in New York City, where the Emerson tele-venditron will pay 10 cents for a D. & W. Automatic Music & Television Company machine, 25 cents for a Nippon 'number 28' machine, and 35 cents for a Trend machine, the coin-operated television combination has been successful, raising the income in the latter location from $20 weekly to an average of $57 per week.

In the matter of combinations operating on a pay basis, Dennison again is faced with increased competition. At Bloom, president of Speedoya Products, Inc., and long-time operator of music equipment, has also developed a set. Bloom, however, faces the future of coin-operated television, with more optimism. He bases his faith on long years in the radio field—and reverts to his experiences in pioneering coin-operated music machines in the New York market in planning for the development of coin-operated television.

Operators and locations alike have expressed an interest in the coin-operated Speedoya combination, said Bloom. "I believe that it will be possible to sell coin-operated television to the public even here in New York. I have spoken to many operators and location owners, all of whom believe that by properly introducing the equipment, operation of music machines can again become a profitable enterprise."

Competition to Jukes

Whether tavern tele is to be coin-operated or free-play, it is an established fact that direct competition to the juke box. There is no disputing cold figures. Approximately 15 hours a week are devoted to sporting events that are telecast in public locations. These 15 hours are money—making hours—afternoons and evenings—hours when the juke box was formerly in action. Now there is no juke box play during those hours, many locations even pull the plug on their machines and decide to make sure there will be no interruptions to the afternoon baseball game or the evening fight.

How has this affected the operator? Morris Kahn, one of the principals of City Enterprises, Inc., Queens, recently said his operation was losing a dollar a week a machine since television had been introduced. On this basis an operator with 100 machines finds his gross down a minimum of $100 a week. This is one reaction—other operators in the New York area report television has sliced into their gross in percentages ranging from 20 to 40. And while most operators felt this was only a temporary situation, they are finding that the decreased business is holding. With programing increasing, and with additional telecasts being made due, the number of hours devoted to public location telecasting should increase rather than slow down.

Manufacturer Activity

First of the manufacturers to work directly with established coin machine distributors and operators in selling its public location set was the Colonial Television Corporation, which was recently organized in New York. It was commercialized in September, 1947, and is now marketed at $50 a machine.
The ALL TIME KING
of the "VIBES" and DRUMS
LIONEL
HAMPTON
His Showmanship and his Orchestra

"DON'T LET THE LANDLORD GYP YOU"
"I'M MINDIN' MY BUSINESS"
Decca 23833

"HAMP'S BOOGIE WOOGIE"
"TEMPO'S BOOGIE"
Decca 23835

"EVENING HOME"
"HEY! YA BA BA BOP"
Decca 23837

"HAMP'S GOT A SUKE"
"GONE AGAIN"
Decca 24248

"I MISS YOU SO"
"ONE LITTLE TEAR IN AN OCEAN"
Decca 24181

DECCA RECORDS

Direction
ASSOCIATED BOOKING CORPORATION

January 24, 1948
WITH the WCBS cameras picking up the Brooklyn Dodgers baseball game, fans at Harlem's Apollo Cafe watch Jackie Robinson bat via the Colonial receiver.

York. The firm announced (The Billboard, November 1) the signing of four coin machine firms as distributors, and a few weeks later added the Veterans Enterprises Company to associate in Atlantic City.

Colonial's most popular tavern set is its 15-inch screen model which lists for $450, a considerable drop over the $1,900 figure that was "standard pricing" a year ago. According to Ira Becker, vice-president of Colonial, the firm has representatives traveling throughout the country contacting coin machine distributors in every television city to set up distributions for their line. They also have a 5 by 8-foot screen, which is now testing in New York, Chicago and Los Angeles.

U. S. Tele

Another firm which has surveyed the possibilities of using the experience and contacts of the coin machine industry is United States Television (UST). This firm late last year added Shelby York, formerly with the Redd Distributing Company, Boston, as its assistant sales manager, and then entered into an agreement with Philip Goldberg, Buffalo column, to distribute the sets in that area.

According to Hamilton Hoge, UST president, many juke box operators have no policy which requires the sets to be placed on location without coin mechanism. As a matter of fact, UST was experimenting with coin-operated sets for some time, but has temporarily dropped the tests. The firm late in 1947 slashed prices as much as $500 on some public location sets.

UST has no policy which requires the sets to be placed on location without coin mechanism. As a matter of fact, UST was experimenting with coin-operated sets for some time, but has temporarily dropped the tests. The firm late in 1947 slashed prices as much as $500 on some public location sets.

New Firms in Field

During the past few months a steadily, if not growing, influx of new concerns in the public location receiver field has been noted. One of the latest to announce themselves was the Consolidated Television Corporation of New York, which is featuring a 15-inch screen set. The firm plans to sell thru regular distributors, and, at the present time, does not plan to manufacture a coin-operated set.

The company's new coin-operated radio manufacturers are concentrating on home sets these days; they are still cognizant of the tremendous public location market that exists. New firms such as DuMont and RCA, however, have noted that locations want large screen sets—that many owners of these locations have already replaced smaller screens with sets built specifically for public reception.

Last November RCA Victor announced that production of its first public place television receiver was under way in the consumer equipment department. The set features a 19-inch projection-type screen, giving a 300-square inch picture.

Other manufacturers now in the field in addition to RCA and DuMont include Motorola, Philco, Fairmount and Traido Vision, a product of Traido.

Traido Moves In

Bringing a heavy segment of the coin machine industry into the television picture is Traido, Inc., the first coin-operated radio manufacturer to enter the television field on a large scale. Setting aside temporarily its plans to build individual coin-operated tele-sets for use in hotel rooms, lounges, etc., the firm, thru its president and vice-president respectively, recently introduced to the trade a multiple choice wall box, offering a choice of television, juke box, the entire AM radio band, and FM station, with a 10-minute play for 10 cents. Also introduced was Traido Vision, featuring a master control and satellite screen or screens which can be used in conjunction with the wall box, and a console model 15-inch television set with AM and FM radio and a record changer for use in hotel rooms. According to George T. Traido, Traido will continue its policy of working thru its distributors and operators in placing its equipment.

That other manufacturers of coin-operated radios will not enter the coin-operated individual hotel room television set field in any large numbers, at least for the next few years, was seen in a recent survey of the field. Cordaro, according to Lou Brown, firm official, is still studying the problem and has, net not yet undertaken any specific steps in the manufacturing line.

However, another twist has been developing along these lines. Several manufacturers of coin-operated radios, including the American Communications Corporation and the National Service Corporation, representing Industrial Television, Inc., are now showing hotel sets which can be installed in separate rooms, and instead of coin operation, an additional fee of $4 a day is added to the cost of the room. In these instances, the installation includes a master control unit and mxerial screens with station selectors for the rooms. It has been suggested that operators might be interested in this phase of the field. They would purchase the equipment on an exclusive deal with a hotel to install the sets, and share in the additional daily television fee room. However, this sort of an arrangement between a coin machine man and a location has not been made.

An example of how this type of hotel installation works is the one made by Metropolitan Television & Broadcasting, Inc., in the Hotel Roosevelt in New York. The firm placed receivers in 40 rooms under a lease arrangement lasting for three years, and gave the hotel management an option to purchase the equipment at the end of the rental period. After several weeks of operation, the hotel reported a heavy demand for football and baseball games, especially for the Louis-Walcott prize fight. The Plaza in New York and the Chase Park Hotel, besides the famed Palmer House, also feature room television.

Boston Activity

That television holds the interest of location owners in those areas where the video medium is scheduled to start shortly can be seen from a study of Boston. With WBZ's television station due on the air in a matter of weeks, Frederick V. Papalo, president of Television Sales & Engineering Company, Inc., estimates that more than 200 sets will be on location when the schedules start.

Conclusion

That television is at last here cannot mean that all problems are solved. But it does mean that the location force, the question, "How long will it last and who will pay for it?" is still one without a satisfactory answer. As long as it brings customers into a location, the owner, to keep his cash register ringing, will continue to feature telecasts. (Most locations are now planning to have their tele-sets.) And, unless a means is developed whereby the juke box operator can participate, his music machine income will continue to suffer. The answer to whether the public will pay to see television should be the $64,000 question for 1948.
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AND
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Los Angeles 6, California

January 24, 1948
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"...into the topmost sanctum now inhabited by Crosby, Sinatra, Creme, Haymes"

Gordon MacRAE

On the Air for TEXACO
Sunday 9:30-10:00 PM EST
CBS Coast to Coast

Direction: CENTURY ARTISTS, LTD., NEW YORK - HOLLYWOOD
What Jukes Mean to Us

At three Robin Hood's Barn restaurants, popular near-Chicago eating spots, management prefers juke boxes to any other form of music—and for good reasons

By EDWARD GAIDZIK
General Manager, Robin Hood's Barn Restaurants

HISTORY tells us that from earliest times, whether in public eating places or royal palaces, people have enjoyed dining to the accompaniment of music in some form. At the three Robin Hood's Barn restaurants in the Chicago area we see no reason to argue with this preference of the diner for a musical background during his meal. We feel that the great variety of music available via record on the modern juke box can be carefully selected to satisfy all groups—mature or youthful. The continued popularity of juke boxes during the six years they have been in our restaurants only further serves to convince us that people like music with their food.

That is the main reason automatic phonographs are in each of our locations—because our customers want music and the juke box has proved the best answer to their demand. As a business, we are 11 years old. During our first five years of operation, we did not have any form of music in our restaurants; this we now recognize as an error. Not because having music in our restaurants results in a higher dollar sales, but because of the customer satisfaction and the improved atmosphere that is the direct outgrowth of music's availability. Then, too, the increasing numbers of 15 to 25-year-old patrons, who are making our spots a sort of informal meeting place during their snack outings, make the juke box a necessity.

Employees Like Music
Not to be ignored is the effect music has on our employees. It is just as stimulating and enjoyable to them as to our customers, their work and their morale revealed a definite improvement when we adopted the policy of installing an extra speaker in our kitchens.

I have made a series of personal checks on the reaction of our under and over 59 diners. Both groups demand music with their meals; the younger customers more enthusiastically, of course than the older. From my own observation, I would say that the liking for the fast-beat number stays with the feminine juke patron longer than with men. A predominantly number of women up to 30 seem to choose this type of music in our restaurants, while men grow somewhat more reserved in their selection of tunes after 25.

An important point brought out in the survey of our customers, regarding their reaction to juke box equipment, centered about volume. While all of our customers favored clarity and demanded a volume level so that the music was recognizable, 50 per cent of the older patrons specified that it be low enough so as not to intrude upon conversation-level table talk. Therefore, even in our smallest location, wall speakers are used to distribute the music evenly throughout the room.

Found No Objections

Questioning the noonday crowd of business men and women in one of our Evanston spots, I found that about half favored a melody with their lunch, while the remainder said...
that they did not especially require music, but found it conducive to pleasant eating. It was soft and tuneful. It was not intended to provide the best possible sound distribution. Our operator tried various types of Instablow or Insta-speakers until he finally hit upon the ideal arrangement. In this case, he fixed the juke speaker completely, and placed three wall speakers near the ceiling at strategic spots.

Good Operator Service

The operator must also be equipped and willing to make quick service calls, outside of regular hours. Also, if a machine were to break down, the machine must be repaired as quickly as possible. A well-equipped and well-maintained jukebox pays a handsome return on its investment.

The Juke Box, a booster, can, and does, often request that certain numbers be placed on machines in certain locations. Our operators, in large measure, control the type of music made available to the patrons of our restaurants. Managers of the individual locations and operators, as our music operator on frequency of change, and the best type of selections for our jukeboxes.

In our restaurant in Park Ridge, Illinois, we found that replacing the floor model juke with a jukebox would result in an improved service. This was before we converted the spot from an open grill house to one where a complete, but small, dinner menu is carried. Formerly, this location was utilized as a main gathering point for most of the younger element in Park Ridge and as is the tendency when a large group of enthusiastic youngsters gather, they tried various experiments with the jukebox. This resulted in excess repairs on the machines and to the service, and we decided to use the jukebox.

In our restaurant, which now has a number of wall and counter boxes instead of a floor model, we cater to larger groups of young, unitary, or just past 20. Family groups and older couples make up the frequent patrons to our client in the Park Ridge spot.

Pick Different Tunes

As an experiment, because of this shift in the age group of our patrons in Park Ridge, we have asked that only semi-classical or standard popular, instrumental music is offered as juke selections. Currently, we are leaving the wall and counter boxes with these selections, and if the rate of play proves satisfactory, we will assure all costs of the equipment's installation and pay a flat monthly fee to our operator.

According to our experience as restaurateurs, location owners, my idea as to what similar establishments should look for in the way of satisfactory operating relationships hinges mainly on two points. First, it is of utmost importance that location owners associate with a music operator who is willing and capable of furnishing top service. This means that the operator should follow a regular, dependable schedule of visits. During which he changes records, supplies, and cleans machines and makes necessary minor adjustments. The jukebox should also be good "sound engineer"; be able to judge and place records. The operator should also be able to adjust the jukebox.

As an example, one of our employees is a good custodian of the jukebox, alto our smallest location, because of its acoustics needed more than just his work. He is the one to provide the best possible sound distribution. Our operator tried various types of Instablower or Insta-speakers until he finally hit upon the ideal arrangement. In this case, he fixed the jukebox completely, placed three wall speakers near the ceiling at strategic spots. The jukebox is a piece of furniture, and so should be in harmony with the surroundings.

In our case, we follow a specialized type of interior motif, which requires a juke cabinet of complementary design. As we stress a rustic 16th century type of interior construction and decoration, we make it a point to use only wood cabinet juke boxes that blend with the atmosphere.

Our wall paneling is of pecan-sony from the swamps of Florida and Louisiana, and as our name signifies, we decorate our walls with bows, arrows and large hand-painted murals depicting scenes and dress of the fabled Robin Hood era. Wagon-wheel lighting fixtures hang from our ceilings, and each restaurant has a natural fireplace in which fires are lighted during the fall and winter months. In our locations, we believe that the usual brightly lighted plastic juke box would be out of place.

Work With One Operator

For the entire six-year period in which we have used jukeboxes, we have worked with one operator. We have found that the jukebox operator is willing to sell us jukeboxes at a reasonable price, and when we have asked for additional service, he has been willing to work with us.

In the case of our restaurants, we have found that the jukeboxes have been a great asset to our operation. They have increased the number of customers, and have provided a greater variety of music for our patrons. We have found that the jukeboxes are a great help in attracting new customers, and in keeping our present ones.

The jukeboxes have also been a great help in increasing the revenue of our restaurants. We have found that the jukeboxes have increased the number of customers, and have provided a greater variety of music for our patrons. We have found that the jukeboxes are a great help in attracting new customers, and in keeping our present ones.

In conclusion, we believe that the jukeboxes have been an asset to our operation, and we will continue to use them in the future.
FRED LOWERY
of "Indian Love Call" Fame
and lovely
DOROTHY RAE
The Girl with a smile in her Voice
EXCLUSIVE Columbia recording artists

Johnny—Meet me at the Sugar Bowl for a coke... Y'know they have that terrific new Fred Lowery Album on the Juke Box... and by the way, in that Album my fave vocalist Dorothy Rae does a rave job on Song of the Islands—It's solid!

Album
COLUMBIA C-148
"TREES"
"STAR DUST"
"SONG OF INDIA"
"LA GOLO DRINA"
"CAPRICE VIENOIS"
"LA PALOMA"
"SONG of the ISLANDS" (Duet)
"OLD FOLKS AT HOME" (Solo)

THANKS OPERATORS, FOR YOUR CONTINUED PLAY OF OUR COLUMBIA RELEASES

January 24, 1941
Training Servicemen Pays Off

By DICK HODGSON

Natural mechanical ability is the difference between success or failure as a mechanic, but thorough training under factory-trained instructors counts heavily.

The most ambitious service school program of 1947, however, was the visual aid training program adopted by Rock-Ola last August. (The Billboard, August 30.) Rock-Ola contracted with Henning & Cheadle, Detroit visual aid manufacturing concern, to produce a complete training program to instruct servicemen in proper servicing of Rock-Ola equipment.

Altho the program is so set up that servicemen can hold classes for operators and their service personnel without any previous instruction of their own, Rock-Ola first held a training program at its Chicago factory for distributers and then had factory experts take the visual aid equipment into the field and conduct special training sessions at distributers' headquarters.

Now the program is rolling full sail with distributors conducting classes for operators without any direct aid from Rock-Ola factory personnel. The program is so adaptable that with the new juke box recently introduced by Rock-Ola (The Billboard, January 10) all that is necessary is a set of slides to be projected on a screen and servicemen can be instructed within an hour of proper servicing of all of the changes in the new model.

Service Manuals Common

Altho manufacturers' training programs are simple in nature, they, nevertheless, are so designed to constantly aid distributors in training operators and their servicemen in proper servicing of their particular equipment. Service manuals are common, many of them going into detail in proper remedies for common stoppages.

Usually an operator or his servicemen drop in at the headquarters of the distributing firm handling the type of juke box that information is desired for personal training. However, many distributors recently have set up programs to take service instruction to the operators. This usually involves setting up a class in a local gathering spot for all of the operators and their personnel.

Many operators have cut their training requirements to a minimum by using only one of a few types of equipment. Not only does this simplify the serviceman's problems, but it often makes it possible for routemen to handle most of the adjustments on a machine. Whereas a routeman usually isn't expected to know very much about the inner workings of several types of juke boxes, most operators who use but one or two types of equipment require their routemen to know at least the basic workings of such machines on the route.

Know All Types

In the case of an operator who has his route simplified to only a single...
Turning the Music Business UPside Down

Worth MUSIC PUBLISHERS, INC.

Announces
ITS
STAFF

BOBBY WORTH
ELLIS ALLAN
Gen. Mgr.

NAT FREYER
New York
JACKIE DARCO
Hollywood
BUDDY BERNARD
Hollywood

Announces
ITS MAJOR
ACHIEVEMENTS

and wishes to thank the entire music industry for making this possible in only 6 short months.

"PLEASE DON'T PLAY NO. 6 TONIGHT"

Gene Krupa — Columbia
Tommy Dorsey — Victor

Joannie Leitt — Decca
Frances Langford — Mercury

NEW SONGS
"JUST NAIVE"

COMPLETELY RECORDED!

Introduced by Denny Dennis on London Records

"TWO GUN HARRY FROM TUCUMCARI"
Dorothy Shay's Next Smash Hit!

SPECIAL
"Cucamonga Medicine Man"
COMpletely RECORDED
Allan Songs

S U B S I D I A R I E S
Allan Songs Four Star Music Distributors
OFFICES
6087 Sunset Blvd., Suite 206
Hollywood 28, Calif.
Hillside 2833
501 Madison Ave., Suite 2004
New York 22, N. Y.
Plaza 5-3876

January 24, 1948
or possibly two or three makes of machines, it is often the policy of the firm to have all personnel that work with machines attend service courses given by distributors. Sometimes large operators will have the service chief conduct inter-organization training in such cases, but usually service training is left to the distributor or manufacturer’s representatives.

Regardless of what type training is offered and how effective it is, most operators rely upon on-the-job experience for the majority of training. Working with an experienced servicer is considered by far the best method of "learning the game," most operators point out.

Vern Hamann, service chief of ABC Music Service of Chicago, says, "The training programs of manufacturers and distributors help us somewhat, but in the long run it is actual experience that counts."

Natural Ability Necessary

Hamann points out that it is usually the natural mechanical ability or the lack of it that makes the difference between a good serviceman and a poor one. No matter how much training is poured into a man with a lack of natural mechanical ability, chances are that he will never prove as good as a man with a lot of natural mechanical ability with no training at all, but who has just learned his way around a juke box by natural instinct.

Operators say that most service calls come from mechanical failures instead of electrical troubles. Thus it is far more important to have a man with mechanical ability than a wizard at electricity, amplifiers and other similar equipment.

Juke boxes have been developed to such a point today that there is seldom a failure of the equipment from an internal cause. When a serious flaw exists, it is usually put up to the distributor to make the necessary repairs or replacement.

Once in a while a firm will put out a number of new machines with bugs not yet worked out of them in spite of extensive location tests. When this happens, it is usually up to the distributor’s service department—which is generally factory trained—to make the necessary adjustments. Thus an operator’s servicing problems are limited mostly to making adjustments from hard usage on location.

Training in Reverse

Actually, in a case such as this, training works in a reverse way. When a fault shows up in operation of a juke box, servicemen are often the ones to spot the source of trouble and “teach” the manufacturer. Servicemen also help manufacturers in many other ways. Most of the outstanding improvements in juke boxes of today over early models have come as the result of experiences of operators’ servicemen, who have relayed their suggestions to manufacturers.

Distributors’ servicemen also play an important role in the development of equipment. Complaints usually come to them before they hit the engineering departments at manufacturers’ factories. Quite often remedies for troubles are discovered and corrected by the service department of an individual distributor and then passed on to the factory.

Because they are called on for a great deal of additional know-how, the mechanical ability of a distributor’s serviceman, although important, takes a back seat to training and experience.

Electrical Background

Gordon Sutton, of Sutton Distributing, Inc., New York, says that he looks for servicemen in his organization who have an electrical background. This is almost a must for at least one man in every distributor’s organization. If there isn’t a man with such a background, many repairs that should be taken care of in the distributor’s shop must be sent elsewhere.

Because of the added knowledge necessary, distributor’s service personnel are often sent directly to the factory for training. However, some manufacturing firms send an instructor staff to each distributor to give the proper training.

One thing is clear when the entire picture is surveyed and that is that there must be a good deal of co-operation between the manufacturer, distributor and operator for proper servicing on all levels. Even the formal training is less important for the operators’ servicemen than for those of the distributors, there must, of necessity, be a good deal of knowledge passed down along the line, and only thru a close working set-up is this possible.

Ban and the Op

(Continued from page 17)

along at a healthy pace despite the ban.

Operators Say

Music machine operators, thru their associations, have made few changes in their normal procedure since the January 1 ban took effect. The only major change that will come with a protracted work stoppage will be one in favor of the operator—that of keeping records in machines over a longer period of time.

“We will now have a chance to keep a record in our boxes for a longer period of time,” said one operator, “which means new recordings will have a better chance of making the grade with our plug-geting them and the publishers working on a song for a greater period of time.

VETERANS LEARNED juke box servicing in a special training school conducted in New York under the direction of the National Association of Automatic Machine Owners.

CLASSES OF OPERATORS and their servicemen have proven one of the most satisfactory methods of getting technical training to a large number of people in a short time.

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MILLS INDUSTRIES used one of its own products to advantage in servicemen’s training courses. Here a Mills Sono-Vision unit is taken into a classroom to show servicing methods.

January 24, 1948
Standard
...in the Western Field!

Jimmy Wakely

Released This Week:
"OKLAHOMA BLUES"
"NIGHT AFTER NIGHT"
"SWEETHEARTS ON PARADE"

Now Playing:
"RIDIN' DOWN THE TRAIL"
"SONG OF THE DRIFTER"

CAPITOL RECORDS

MONOGRAM PICTURES
(8 A YEAR)

PERSONAL APPEARANCES

WORLD CHAMPIONSHIP RODEOS
Soldier's Field, Chicago • Lakeland, Florida

STATE FAIRS:
Dallas, Texas
Indianapolis, Indiana • Phoenix, Arizona

RADIO
JIMMY WAKELY SHOW: Transcribed from Coast to Coast

BOOKING
State Fairs for '48: WM. H. KING, Beverly Hills, California

BUSINESS MANAGEMENT
PETE MARTINEZ, 7660 Lankershim Blvd., No. Hollywood

January 31, 1948

The Billboard Juke Box Supplement  Page 33
Here's a list of my latest Mercury Releases so you can't forget me:

- Never Trust a Woman
  - ME 6062
- Send Me Your Love for Christmas
  - ME 6070
- If You Like Suzie
  - ME 6076
- Auld Lang Syne

SPECIAL RELEASES

**On Mercury:**
- I'm My Own Grandpa
- Eyes for Texas
- Angry Mickey
- On Decca:
  - The Honey Song
  - Is It True That I'm Losin' You?

**On Columbia:**
- Angry Mickey
- On Decca:
  - The Honey Song
  - Is It True That I'm Losin' You?

AND HERE ARE SOME OLD MERCURY RELEASES THAT SORT OF PLEASED YOU:

- Anger
  - He's Comin' Home to Stay
    - ME 6001
- I'll Keep on Lovin' You
  - Sue City Sue
    - ME 2024
- Please Don't Talk About Me
  - When I'm Gone
    - You're a Real Sweetheart
      - ME 6044
- What's the Reason
  - You'll Live to Regret It
    - ME 6050
- Somebody Stole My Gal
  - Ain'tcha Tired?
    - ME 6027
- I Had Someone Else
  - The Darling Song
    - ME 6011
ALL AMERICA
looks to
THE COMPANY THAT
Makes
THE STARS!

MERCURY RECORDS
for music
for dancing
for listening

LOOK TO
MERCURY
FOR MORE QUICKSILVER in '48
THESE
MERCURY
DISTRIBUTORS
READY TO SERVE YOU
AT ALL TIMES

Wm. B. Atton Supply Co.
916 N. Claiborne Ave.
New Orleans 16, La.
Allied Music Sales Corp.
2610 E. 9th St.
Cleveland, Ohio
Allied Music Sales Corp.
3112 Woodward Ave.
Detroit 1, Mich.
Allied Music Sales Corp.
314 Monroe St.
Toledo, Ohio
All-State Distributors, Inc.
30 Warren Pl.
Newark, New Jersey
ARA Distributing Co.
2300 Olive St.
St. Louis, Mo.
C & C Distributing Co.
902 Fourth Ave.
Seattle 4, Wash.
Crowe-Martin Distributing Co.
1619 LaBranch St.
Houston 3, Tex.
Crowe-Martin Distributing Co.
1228 E. Commerce
San Antonio 3, Tex.

Davis Sales Co.
1010 17th St.
Denver, Colo.
Dobbs-Skinner, Inc.
2624 Elm St.
Dallas 1, Tex.
R. H. Kyle & Co.
1354 Hanford St.
Charleston 30, W. Va.
Malverne Distributors
424 W. 49th St.
New York, N. Y.
Melody Sales Co.
859 Sixth St.
San Francisco, Calif.
Mercury Distributors, Inc.
1139 Tremont St.
Boston 20, Mass.
Mercury Distributors, Inc.
50 Flower St.
Hartford, Conn.
Mercury Record Distributors, Inc.
839 S. Wabash Ave.
Chicago 5, Ill.
Mercury Record Distributors, Inc.
C. S. New Jersey Ave.
Indianapolis, Ind.

Mercury Record Distributors, Inc.
2958 W. Pico Blvd.
Los Angeles, Calif.
Mercury Record Distributors, Inc.
534 N. 9th St.
Milwaukee, Wis.
Mercury Record Distributors, Inc.
1412 Home Ave.
Minneapolis 3, Minn.
Mid-West Distributing Co.
1502 Capitol Ave.
Omaha, Neb.
Motor Radio Co., Inc.
2440 Charlotte St.
Kansas City 8, Mo.
Niagara-Midland Co., Inc.
881 Main St.
Buffalo 3, N. Y.
Oriole Corp.
512 Pennsylvania Ave.
Baltimore 1, Md.
Oriole Corp.
232 N. College St.
Charlotte, N. C.
Record Distributing Co.
1018 Queen St., W.
Toronto 3, Canada

Record Distributors
106 N. Ohio
Wichita, Kan.
Record Sales Co.
2117 N. 3rd Ave.
Birmingham, Ala.
David Rosen
855 N. Broad St.
H. E. Sorenson Co.
100 S. W. First St.
Des Moines 9, Iowa
Southland Distributing Co.
441 Edgewood Ave., S. E.
Atlanta, Ga.
Sunland Supply Co.
120 Durango St.
El Paso, Tex.
Taran Distributing, Inc.
90 Riverside Ave.
Jacksonville, Fla.
Tennessee Music Sales
220 Woodland St.
Nashville 3, Tenn.
Triangle Record Distributors
1901 Fifth Ave.
Pittsburgh 19, Pa.

MERCURY RECORDS
839 SOUTH WABASH AVENUE, CHICAGO 5, ILLINOIS
"two ton" BAKER
the "HIT" Record Maker

THANKS' To All Of You
For Being So Nice
To ALL Of Me

"BOOMER THE BASS DRUM"
MNT 11
"NURSERY RHYMES" MNT 4
"SING A SILLY SONG" MNT 9
"CHRISTMAS PARTY" MNT 5

"CIVILIZATION"
"Dancers In Love"
ME 5067

"SING A SILLY SONG" MNT 9
"CHRISTMAS PARTY"
"The Cocoanut Song"
ME 5083

"TEN FAT POLKA"
"With a Hey and a Hi
and a Ho Ho Ho"
ME 5079

"THE FRIENDLIEST GUY IN RADIO!"

"THE BILLBOARD JUKE BOX SUPPLEMENT" Page 70
Co-Op Promotion
Between Operators and the Music Industry

Many operators, paced by aggressive associations, are already boosting play on their boxes by tying up with the music industry in inexpensive, easy but effective promotions.

It was way back in 1937 that The Billboard, recognizing the natural affinity between juke box operators and all segments of the music industry, published a special supplement called Talent and Tunes on Music Machines. Since that day more and more members of both the music publishing and performer phases of the music business and the operating fraternity have come to realize that in working together each group can be of definite assistance to the other.

Today many record companies, music publishers, band leaders, disk jockeys and others of the music business proper make special efforts to supply the juke box operator with material and ideas to help him increase the revenue on his machines. Robbins Music Corporation, for example, publishes a Music Machine News in which advance information about tunes and records is supplied operators. And operators who have used this, and other services, have often found it to be the means of enabling them to get hit records on their machines early enough to cash in on the full life of the hit and thus increase their earnings. Other publishers supply similar informational bulletins, personal of which often prove profitable for operator readers.

Band leaders and singers have for some time co-operated with the juke box industry by making personal appearances gratis at operator functions, distributor openings, etc. Other performers have hired advance men who have contacted operators from town to town and supplied the juke box men with gratis recordings of the latest release of the performer. These same advance men have worked with operators to time a drive on the records of the individual performers for the same period during which that performer may be playing a local theater, night club, concert or other engagement. Here, too, operators who have been willing to devote the small amount of time and effort necessary to working with these advance men, have found it resulting in increased takes.

Several operators have carried their co-operative efforts to bolster business thru effective tie-ins with other segments of the music world to fine merchandising extremes. Hiram De LaVie, a Washington operator, made a tie-up with Station WTOP in the nation's capital, whereby Eddie Gallagher, disk jockey for the station's Moonstrail program, plugs a single disk each week as the Juke Box Record of the Week each night on his show. De LaVie, in turn, features the record in all his boxes with the following line on the title strip of the disk:

PHILADELPHIA'S Juke box business gets a solid and regular boost thru the co-operative tie-up illustrated here. Frankie Palumbo's Click sit-up runs a Click Tune of the Month Party In which disk jockeys like Ed Frist (WPEN), Sid Wynn (KYW) and Joe Cony (WPEN) participate, along with disk leaders like Tony Pastor flanking Palumbo at the extreme right of the picture. The little girl on the juke box won the machine in a competition with 1,400 other high school kids.

"Eddie Gallagher's Moonstrail Record of the Week." The idea, inaugurated early in November, is reported to be working out well for both the operator and the disk jockey.

Various operator associations, rather than individual operators, seem to have taken the lead in making effective tie-ups with other branches of the music business. In Philadelphia, for example, the operator association works in co-operation with the town's disk jockeys and Frankie Palumbo.

DECK JOCKEYS Wally Ray (WJW) and Bud Wendell (WHR) do their stint at the Hi Tune Party run by the Cleveland Phonograph Merchants' Association. Artist photos on backdrop and floor and juke box pedestal further typify natural promotional link between operator and the music industry.

January 24, 1948

The Billboard Juke Box Supplement Page 41
owner of the Click n'tery, which plays top name bands. Palumbo, the operators and jockeys all participate in a "Click Tune of the Month" party, which has proved a profitable promotion for all concerned. In Cleveland, Los Angeles and other cities, "Hit Record" promotions, tying up with band leaders, band buyers, disk jockeys, and occasionally even music publishers, have proved solid hypes for the operator members of the associations sponsoring such events.

Associations, too, seem to be playing an active part in on-location promotions tied in with music industry members. Just about a week (and reported in The Billboard last week) is a plan which the New York and New Jersey operator associations have worked out for displaying posters in locations, on which the top five tunes of the week will be featured, along with five "best bets for the future" as selected by a committee of leading band leaders, singers and other music personalities. This on-location poster idea was tested by both operating groups before it was decided to urge the full membership to participate, and the tests proved that the play on machines will definitely pick up as a result of the exploitation.

The juke box industry is one of the few which has at its disposal the promotional facilities of another important and extremely exploitation-minded business, the broad, aggressive music industry. Those operators who have taken advantage of this willingness on the part of music business members to cooperate have found that it pays off in a greater take on their machines.

Above—Kate Smith and Manager Ted Collins at an AMI distrib party in this photo, are just two of music's top names who regularly co-operate with juke folk in mutually beneficial promotional tie-ups.

Left—Here's an Example of a Juke box distributor considering some music business good will by supplying a machine for the lobby of the Paramount Theater, New York. Frankie Laine and Vic Damone, Mercury singers, flank the box, while Bob Wellman, Paramount theater manager (the man with the pipe), gives his approval of the stand.

STANDARD RECORDS

Largest Manufacturer Specializing in Polkas, Novelties, International and Foreign Recordings in

BOHEMIAN • FRENCH CANADIAN • GERMAN • GREEK • HAWAIIAN • HUNGARIAN • IRISH • ITALIAN
• JEWISH • LATIN AMERICAN • POLISH • RUSSIAN • SLOVAK • SCANDINAVIAN • SWEDISH

Ask to hear our surprise number recorded especially for you

YOU-KE-LEE YOU-KE-LAH

See Us At . . .
Hear Our Latest At . . .
CATALOG AND HANGERS IN INDIVIDUAL LANGUAGES

BOOTH 138
CMI SHOW
CHICAGO
JAN. 19-JAN. 22

STANDARD PHONO CORP.
163 WEST 23D ST., NEW YORK 11, N. Y.
10 YEARS AGO...

His "ST. LOUIS BLUES"
(BLUEBIRD B-1960)
ROCKED THE MUSIC WORLD

...it was picked as one of the top recordings
of the past that are retailers and disk jockeys
would like next to see revived...in a poll

NOW...

He's doing it again with
his red-hot recording of
JOSEPH AND HIS BRUDDERS
and
I WANT A LITTLE GIRL
(RCA VICTOR 20-2612)

His Blazing Trumpet has been coining
big cash for ops through the years on
RCA VICTOR
RECORDS

ARMSTRONG TRIUMPH AT CARNEGIE
Audience of Trumpeter Stays
Under Spell at 2:30 A.M.

ARMSTRONG JAZZMEN Jam CARNEGIE HALL
In The New York Daily News

ARMSTRONG A SELLOUT
In The New York Journal American
And Other Newspapers

OL' SATCIMO SOCKO
SNARING BOOGIE 8G IN
CARNEGIE MONITOR

Louis "SATC IMO" Armstrong

AND HIS CONCERT GROUP
featuring JACK TEAGARDEN, Sidney Catlett, Barney Bigard, Dick Cary, Arvel Shaw and Velma Middleton

ASSOCIATED BOOKING CORPORATION
CHICAGO, IIL
54 W, Randolph St

JOE GLASER, President
745 FIFTH AVE, NEW YORK 22, N. Y. • PL 5-5572

BEVERLY HILLS, Calif.
9200 Wilshire Blvd.

January 24, 1948

The Billboard Juke Box Supplement Page 43
FROM THE BILLBOARD

THANKS, DISK JOCKEYS, FOR MAKING MY "CLOVER" YOUR

No. 1 CHOICE

THE DISK JOCKEYS PICK:
PICKS that have appeared for three consecutive weeks or three times
within a six-week period are not repeated below. Based on a weekly survey
among 1,200 of them, the disk jockeys think tomorrow's hits will be:

1. FOUR LEAF CLOVER..... Art Mooney............ MGM 10119

THANKS, OPERATORS, FOR MAKING MY "CLOVER" YOUR

No. 2 CHOICE

THE OPERATORS PICK:
PICKS that have appeared for three consecutive weeks or three times
within a six-week period are not repeated below. Based on a weekly survey
among 1,576 of them, the juke box operators think tomorrow's hits will be:

1. I'M MY OWN GRANDPA..... Guy Lombardo........ MGM 10119

THANKS, RETAILERS, FOR MAKING MY "CLOVER" YOUR

No. 1 CHOICE

THE RETAILERS PICK:
PICKS that have appeared for three consecutive weeks or three times
within a six-week period are not repeated below. Based on a weekly survey
among 4,576 of them, the record retailers think tomorrow's hits will be:

1. FOUR LEAF CLOVER..... Art Mooney............ MGM 10119

OVER A HALF MILLION ALREADY SOLD!

ART MOONEY THAT GENIAL IRISH GENTLEMAN

AND HIS

MGM RECORD No. 10119

"FOUR LEAF CLOVER"

Backed by

THE BIG BRASS BAND FROM BRAZIL

(Vocal by the GALLI SISTERS)

Thanks ED SULLIVAN FOR THIS WONDERFUL QUOTE:

"Recommended: Art Mooney's MGM platter of
'I'm Looking Over a Four-Leaf Clover ...""

EXPLOITATION ON RECORDS: HENRY OKUN
The Little General Presents

The Smash Novelty of 1948

RECORDED BY -
Jo Stafford
Capitol #15033
Tony Pastor
Columbia #38068
Guy Lombardo
Decca #24288
Grandpa Jones
King #694
Tiny Hill
Mercury #6087
Korn Kubelis
MGM #10136
Esmeralda
Musicraft #536
Larry Vincent
Pearl (To be released)
Lonzò & Oscar
RCA Victor #20-2563
The Jesters
20th Century #20-3
Milt Herth
World Transcription

I'M SO LONESOME I COULD CRY
Johnny Stone .......... Apollo #1099
Clark Dennis ......... Capitol (To be released)
Andy Kirk-Jubilaires .. Decca #18196
Buddy Weed Trio .... MGM #10049
Gordon MacRae-Walter Gross Musicraft #15084

WHERE THE MOUNTAINS MEET THE MOON
Bob Hannon .......... Apollo #1100
Buddy Clark ......... Columbia
Arthur Godfrey ....... Crown #149
Red Foley .......... Decca 46110
Tommy Tucker ....... Okeh #6236
King Sisters .......... RCA Victor B11099

IF I HAD MY LIFE TO LIVE OVER

YOUR HEART AND MINE
Bob Hannon .......... Apollo #1045
Vic Damone .... Mercury (To be released)

THE THINGS YOU WANT THE MOST OF ALL
Brooks Bros .... Decca #24287

THE YUK-A-PUK SONG NO MONEY
Money Amsterdam .......... Apollo #1065 A & B

BREAD AND GRAVY I WON'T MARRY YOU NO MORE
The Jesters .......... Apollo #1006 A & B

LITTLE SMALL TOWN GIRL
Buddy Weed Trio ..... MGM (to be released)
Larry Vincent ....... Pearl (To be released)
Delta Rhythm Boys ... RCA Victor #20-2588

WHERE THE MOUNTAINS MEET THE MOON
Bob Hannon .......... Apollo #1100
Buddy Clark ......... Columbia
Arthur Godfrey ....... Crown #149
Red Foley .......... Decca 46110
Tommy Tucker ....... Okeh #6236
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Arthur Godfrey ....... Crown #149
Red Foley .......... Decca 46110
Tommy Tucker ....... Okeh #6236
King Sisters .......... RCA Victor B11099

LITTLE SMALL TOWN GIRL
Buddy Weed Trio ..... MGM (to be released)
Larry Vincent ....... Pearl (To be released)
Delta Rhythm Boys ... RCA Victor #20-2588

DINING SISTERS
Capitol #389

GOLDEN ARROW QUARTET, CONTINENTAL C-5049

BOB EBERLE & THE SONG SPINNERS
Decca #23835

TED MARTIN & AL LANE TRIO
De Luxe #1075 & 1068

THE KING SISTERS

THE JESTERS

MUSIC PUBLISHING CO., INC.
400 MADISON AVENUE, NEW YORK, N.Y.

It's A Five Star General Song
The Nation's Top Tunes

HONOR ROLL OF HITS

(Trade Mark Est. 1913)

The 19th "HONOR ROLL OF HITS" and the listing of the hits have been copyrighted by The Billboard. Use of either may not be made without The Billboard's consent.

This Week

1. BALLERINA
   By Bob Russell and Carl Sigman
   Published by Jefferson (ASCAP)
   Records available: Jimmy Dorsey, MGM 10035; Vaughan Monroe, Victor 20-25432; Jerry Shubin Trio, Mercury 5017; Mel Torme, Monument 1811; Buddy Clark, Columbia 20076; Dave McDougall, Decca 24401; Bing Crosby, Decca 24428; B. Glenn Clark, Orpheus 238.
   Electrical transcription libraries: Lenny Herman, Lang-Worth; Norman Clowater, MGM Theatres; Jan Garber, Standard; Shap Fields, Lang-Worth; Charlie Sprank, World.

2. HOW SOON
   By Jack Casady and Carroll Lucas
   Published by Supreme (ASCAP)
   Electrical transcription libraries: Budy Reward, World.

3. SERENADE OF THE BELLS
   By Ray Teschem, Al Goodhart and Al Urbans
   Published by Malines (ASCAP)
   Records available: Bob Haggart, MGM 10091; Sammy Kaye, Victor 20-2572; Kay Kyser, Columbia 20029; Guy Lombardo, Decca 24420; Ork, Capitol 15097; Vic Damone, Mercury 5006; Dick Haymes, Decca 24405.

4. I'LL DANCE AT YOUR WEDDING
   By Herb Mageid and Ben Oakland
   Published by George Simon (ASCAP)
   Records available: Vic Damone, Mercury 5006; Helen Forrest, MGM 10092; Peggy Lee, Capitol 15065; Jeannie Leith, Decca 24405; Tony Martin, Decca 24404; Tony Martin, Decca 24405; Victor 20-25411; Ray Noble-Buddy Clark, Columbia 231967; B. Glenn Clark, Orpheus 238; Guy Lombardo, Decca 24428; Victor Orchestra, Ork, 24477.
   Electrical transcription libraries: Nat Brandwynne, World; Guy Lombardo, Rev. Mickey Carroll, Associated; Sunset Trio, Capitol; Lenny Herman, Lang-Worth.

5. GOLDEN EARRINGS
   By Jay Livingston, Roy Evans and Victor Young
   Published by Paramount (ASCAP)
   From the Paramount Film "Golden Earrings."
   Records available: Anita Ellis, Mercury 5017; Jack Pines Ork, MGM 10094; Peggy Lee, Capitol 15065; Dinah Shore, Columbia 1028; Charlie Spivak, Victor 20-2651; Guy Lombardo, Decca 24420; Bing Crosby, Decca 24477; Victor Orchestra, Ork, Decca 24477.
   Electrical transcription libraries: Sweetwood Serenade, MGM Theatres; Nat Brandwynne, World; Lenny Herman, Lang-Worth; Jack Pisc, Standard; Leighton Noble, Standard.

6. TOO FAT POLKA
   By Rose MacLean and Arthur Richardson
   Published by Shapiro-Bernstein (ASCAP)
   Records available: Bing Barro, MGM 10094; Arthur Godfrey, Columbia 1029; Dick "Two-Ten" Baker and His Music Makers, Mercury 5003; Slim Hayman and His Wildcat, Columbia 1022; Accordion Makers Standard T-195; Andrews Sisters, Decca 24468; Jerry Butler, Harmony C-1177; Louis Prima, Victor 20-25411; The Slipknots, Capitol 450; The Slipknots, Capitol of the Prairie, Continental C-1290.
   Electrical transcription libraries: Dick Jurgens, Standard; The Song Spinetier, World.

7. NEAR YOU
   By Kernot Cougl and Francis Craig
   Published by Supreme (ASCAP)
   Records available: Francis Craig Ork, Bullett 1001; Larry Green Ork, Victor 20-2546; Elliott Lawrence, Columbia 23836; Alvyro Roy, Capitol E-183, Andrews Sisters, Decca 24417; The Andrews Sisters, Broadway 1902; Dorothy Woolworth-Arthur Godfrey, Stanford 2004; Victor Lombardo, Majestic 1949; Lesko and Oscar and Their Whirlwind Goes, Fawcett, Victor 20-2566; The Auditionies, Rainbow 1905; Four Sons and a Melody, Savoy 117; Vic Lombardo, Majestic 1949; Glenn Davis, Midwest Recorded Songs, Decca 24408; Dinah Shore (Two-Ton), Baker, Mercury 5009; J. Dean Finn and Whistler, Universal C-74; Bing Davis, Stealing Harmony Hill 301.
   Electrical transcription libraries: Music of the Metropolitan, Ork, 24454; Standard; Dick Jurgens, Standard; Andy Boys-Bo Dukoff Ork, MacGregor.

8. CIVILIZATION
   By Bob Hilliard and Carl Sigman
   Published by L. I. Morris (ASCAP)
   Records available: Woody Herman, Columbia 23805; Danny Kayes-Amy Andrews, Columbia 23805; Ray McKinley, Majestic M-1173; Dinah Shore, Columbia 1029; Ray McKinley, Majestic M-1173; by Oliver, Ork, 26259; Johnnie Ray, Ork, 26259; Vic Damone, Mercury 5006; Dick Haymes, Decca 24405; The Hi-Lites Trio, City-City 265 1004; Glenn Davis, Stealing Rhythm Hill 301.
   Electrical transcription libraries: Music of the Metropolitan, Ork, 24454; Standard; Dick Jurgens, Standard; Andy Boys-Bo Dukoff Ork, MacGregor.

9. I'M LOOKING OVER A FOUR LEAF CLOVER
   By Mort Dixon and Harry Wood
   Records available: Ray Bloch Ork, Signature 51171; Frankie Laine, Mercury 5006; by Andy Williams, MGM 10094; The Iron Horse, Decca 24405; Ray, Capitol 108; Three sax, Victor 20-2544; Uptown Swing Band, Mercury 5006; Pheky String Band, Capitol 108; Best Brothers, Ork, 24405.
   (No information on electrical transcription libraries available at The Billboard goes to press.)

10. BEG YOUR PARDON
    By Francis Craig and Rosalee Smith
    Published by Dobles (ASCAP)
    Records available: Frankie Craig, Columbia 23805; Frankie Craig, Bullett 1002; Dinah Shore, Capitol 450; Larry Green Ork, Victor 20-2546; (No information on electrical transcription libraries available as the Billboard goes to press.)
1. BALLERINA  
   Vaughn Monroe  
   RCA Victor 20-2413

2. HOW SOON  
   Vaughn Monroe  
   RCA Victor 20-2523

3. SERENADE OF THE BELLS  
   Sammy Kaye  
   RCA Victor 20-2372

4. I'LL DANCE AT YOUR WEDDING  
   Tony Martin  
   RCA Victor 20-2112

5. GOLDEN EARRINGS  
   Charlie Spivak  
   RCA Victor 20-2585

6. TOO FAT POLKA  
   Louis Prima  
   RCA Victor 20-2609

7. NEAR YOU  
   Larry Green  
   RCA Victor 20-2421

8. CIVILIZATION  
   Louis Prima  
   RCA Victor 20-2100

9. I'M LOOKING OVER A FOUR LEAF CLOVER  
   The Three Suns  
   RCA Victor 20-2668

10. BEG YOUR PARDON  
    Larry Green  
    RCA Victor 20-2547

...and watch these CLIMBERS:

The Dickey-Bird Song  
FREDDY MARTIN  
RCA Victor 20-2547

There I Go  
VAUGHN MONROE  
RCA Victor 20-2544

---

VAUGHN MONROE  
Martinee  
RCA Victor 20-2671

LARRY GREEN  
Beg Your Pardon  
RCA Victor 20-2421

HELEN CARROLL  
The Satisfiers  
RCA Victor 20-2673

ST. LOUIS JIMMY  
Dog House Blues  
RCA Victor 20-2512

EDDY ARNOLD  
All Time Hits from the Hills  
RCA Victor 20-2680

TERRIFIC NEW ALBUMS:

DELTA RHYTHM BOYS  
Dry Bones  
RCA Victor Album P-193

GLENN MILLER  
Glenn Miller Masterpieces (Vol. 2)  
RCA Victor Album P-189

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THE PAGE  
CAVANAUGH TRIO  
Ok! Baby Dok!  
RCA Victor 20-2644

Eddy Arnold  
Tommy Dorsey All-Time Hits  
RCA Victor Album P-195

GLEN MILLER  
Glen Miller Masterpieces (Vol. 2)  
RCA Victor Album P-189

---

THE STARS WHO MAKE THE HITS ARE ON  
RCA VICTOR RECORDS

---

BIG NEW ONES... BIG OLD ONES:

If I Only Had a Match  
LOUIS PRIMA  
RCA Victor 20-2469

I'm My Own Grandpa  
ALONSO & OSCAR  
RCA Victor 20-2143

String of Pearls*  
GLEN MILLER  
RCA Victor 20-1555

Begin the Beguine*  
ARTIE SHAW  
RCA Victor 20-1551

My Old Flame  
SPIKE JONES  
RCA Victor 20-2392

Moonlight Cocktails*  
GLEN MILLER  
RCA Victor 20-2356

*All time hits re-issued by request

---

Still at Low Prices!

In the hope that you're not forced to follow the upward trend, RCA Victor is doing everything possible to maintain its present prices.

---

January 24, 1948
In 1947 we gave you "ANNIVERSARY SONG," the year's TOP TUNE on the nation's JUKE BOXES. In 1948 we give you England's GREAT HIT, "THE LITTLE OLD MILL" (WENT 'ROUND AND 'ROUND).

4 GREAT SONG HITS

"TOO FAT POLKA"
By Ross Mack and Arthur Richardson

ANDREWS SISTERS... Deca 24768
JIMMY DALL Continental C-1220
ACCORDION MASTERS.... Standard T-135
THOMAS GODFREY... Columbia 37921
"TWO TON" BAKER.. Mercury 5079
LOUIS PRIMA... Victor 20-2609
BLUE BARRON... MGM 10106
THES STARLIGHTERS... Capitol 480
SIL M BRYANT... Major 6022
SEVA ALL STARS... Seva 2004

By the Writers of "AN APPLE BLOSSOM WEDDING"

"AND MIMI"
By Jimmy Kennedy and Nat Simon

FRANKIE CARLE... Columbia 37819
DICK HAYMES... Deca 24712
JERRY COOPER... Diamond 2083
ART LUND... MGM 10082
DANIEL SINGERS... Capitol 466
CHARLIE SPIVAK... RCA Victor 20-2422
RAY DOREY... Majestic 7262

1948's First TWO HITS

"AN OLD SOMBRERO"
(AND AN OLD SPANISH SHAWL)
By Lew Brown and Ray Henderson

TEX BENEKE... Victor 20-2584
ALAN DAVE AND... RCA Victor 20-2585
PHIL BRITO... Musicraft 531
RAY BLOCK... Signature 15175
BUDDY CLARK... VICTOR AM. LUND... MGM 5092
ANDERSON... Columbia 38041
EDDY HOWARD... Majestic 1220
GUY LOMBARD... Deca 24306

"MY COUSIN LOUENNA"
By Bernard Bierman and Jack Manns

BLUE BARRON... MGM 10106
MILT HERTH AND... Bob Johnstone
JACK CARROLL... Victor 20-2582
VOCALISTIC BOB... Frank Sinatra
ALAN DAVE... Signature 15174
EDDIE HOWARD... Majestic 1220
CHUCK FOSTER... Mercury 5085
ANDY RUSSELL... Capitol 15021
LARRY GREEN... Victor 20-2582

SHAPIRO, BERNSTEIN & CO., INC.

1270 SIXTH AVENUE
NEW YORK, N. Y.
RICHARD M. VOLTTER, Vice President
GEORGE FICINS, General Manager

1948's FIRST TWO HITS

ENGLAND'S TOP TWENTY

In 1947 we gave you "ANNIVERSARY SONG," the year's TOP TUNE on the nation's JUKE BOXES. In 1948 we give you England's GREAT HIT, "THE LITTLE OLD MILL" (WENT 'ROUND AND 'ROUND).

By DON PELCO, LEW ISDA AND LEO TOWERS

BUDDY CLARK... Columbia 37920
HAL DERWIN... Capitol 469
MILT HERTH AND BOB JOHNSTONE... Deca 24199
SAMMY KAYE... RCA Victor 20-2434
FRANKIE MASTERS... MGM 10082

MOOD MUSIC COMPANY, Inc.

1270 SIXTH AVENUE
NEW YORK, N. Y.
RICHARD M. VOLTTER, President
MERICAN ADDY, General Manager

SHAPIRO, BERNSTEIN & CO., INC., SELLING AGENTS

MUSIC PUBLISHERS

4 GREAT SONG HITs

"THERE'SITTLE OLD MILL"

"GREAT POLKA"

"AN APPLE BLOSSOM WEDDING"

"AND MIMI"

"AN OLD SOMBRERO"

"AND AN OLD SPANISH SHAWL"

"MY COUSIN LOUENNA"

"ANNIVERSARY SONG"

"THE LITTLE OLD MILL"

(WENT 'ROUND AND 'ROUND)

"GREAT POLKA"

"AN APPLE BLOSSOM WEDDING"

"AND MIMI"

"AN OLD SOMBRERO"

"AND AN OLD SPANISH SHAWL"

"MY COUSIN LOUENNA"

DAY'S FIRST TWO HITS

ENGLAND'S TOP TWENTY
ARTHUR SCHWARTZ Presents
BEatrice LILLIE and HALEY in
INSIDE U. S. A.
Lyrics and Music by
Howard and Arthur DIETZ

CHERYL CRAWFORD
Presents
A DISH FOR THE GODS
Lyrics by
ALLEN JAY LERNER
Music by
KURT WEILL

SCORES FOR 1948
PUBLISHED BY
CHAPPELL & CO., INC.
T. B. HARMS COMPANY
CRAWFORD MUSIC CORP.
WILLIAMSON MUSIC, INC.

GEORGE ABBOTT
Presents
NANCY WALKER in
LOOK, MA, I'M DANCIN'
Music and Lyrics by
HUGH MARTIN

STANLEY GILKEY
Presents
THE RICHEST GIRL IN THE WORLD
Book by JOHN MEEHAN, JR.
Music and Lyrics by
EARL BRENT

JOSEPH M. HYMAN
Presents a New Musical Revue
MAKE MINE MANHATTAN
Staged and Lighted by
HASSARD SHORT
Sketches and Lyrics by
ARNOLD B. NORWITT
Music by
RICHARD LEWINE

BEYOND THE SEA
(LA. MER)

www.americanradiohistory.com
**Radio Popularity**

**SONGS WITH GREATEST RADIO AUDIENCES**

<table>
<thead>
<tr>
<th>Title</th>
<th>Publisher</th>
<th>Loc. By</th>
</tr>
</thead>
<tbody>
<tr>
<td><em>All Day I've Thought About You</em> (Billie Holiday)</td>
<td>Shapiro-Bernstein</td>
<td>ASCAP</td>
</tr>
<tr>
<td><em>All I Want Is You</em> (Jimmy Jones)</td>
<td>Shapiro-Bernstein</td>
<td>ASCAP</td>
</tr>
<tr>
<td><em>All Night Long</em> (Mack Gordon)</td>
<td>Shapiro-Bernstein</td>
<td>ASCAP</td>
</tr>
<tr>
<td><em>All Of My Love</em> (Ella Fitzgerald)</td>
<td>Shapiro-Bernstein</td>
<td>ASCAP</td>
</tr>
</tbody>
</table>

**The Remaining 20 Songs of the Week**

<table>
<thead>
<tr>
<th>Title</th>
<th>Location</th>
</tr>
</thead>
</table>

**Records Most-Played on the Air**

<table>
<thead>
<tr>
<th>Position</th>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.</td>
<td>BALLERINA</td>
<td>Vaughn Monroe</td>
<td>Victor 20-2433-ASCAP</td>
</tr>
<tr>
<td>2.</td>
<td>TOO FAT POLKA</td>
<td>(I Don't Want Her, You Have Her)</td>
<td>Columbia 37953-ASCAP</td>
</tr>
<tr>
<td>3.</td>
<td>GOODNIGHT</td>
<td>Fred Waring &amp; His Pennsylvanians</td>
<td>Columbia 53157-ASCAP</td>
</tr>
<tr>
<td>4.</td>
<td>I'LL DANCE WITH YOU!</td>
<td>Buddy Clark-Ray Noble</td>
<td>Columbia 359300-ASCAP</td>
</tr>
<tr>
<td>5.</td>
<td>BALLERINA</td>
<td>Vaughn Monroe</td>
<td>Capitol 5022-ASCAP</td>
</tr>
<tr>
<td>6.</td>
<td>TUCKER'S TUNES</td>
<td>O'Keefe</td>
<td>MGM 10119-ASCAP</td>
</tr>
<tr>
<td>7.</td>
<td>HOW SOON</td>
<td>Jack Owens &amp; His Balladeers</td>
<td>Capitol 5022-ASCAP</td>
</tr>
<tr>
<td>8.</td>
<td>RED HEN</td>
<td>Frank Sinatra</td>
<td>Capitol 5022-ASCAP</td>
</tr>
<tr>
<td>9.</td>
<td>RED HEN</td>
<td>Frank Sinatra</td>
<td>Capitol 5022-ASCAP</td>
</tr>
<tr>
<td>10.</td>
<td>RED HEN</td>
<td>Frank Sinatra</td>
<td>Capitol 5022-ASCAP</td>
</tr>
<tr>
<td>11.</td>
<td>MANANA</td>
<td>Peggy Lee &amp; Her Tavern Boys</td>
<td>Capitol 5022-ASCAP</td>
</tr>
<tr>
<td>12.</td>
<td>YOUR WEDDING</td>
<td>Peggy Lee &amp; Her Tavern Boys</td>
<td>Capitol 5022-ASCAP</td>
</tr>
<tr>
<td>13.</td>
<td>DANCING IN THE SHORE</td>
<td>Dean Martin</td>
<td>Capitol 5022-ASCAP</td>
</tr>
<tr>
<td>14.</td>
<td>NEARLY TIME</td>
<td>Don Sharp</td>
<td>Capitol 5022-ASCAP</td>
</tr>
<tr>
<td>15.</td>
<td>BANANA</td>
<td>Peggy Lee &amp; Her Tavern Boys</td>
<td>Capitol 5022-ASCAP</td>
</tr>
</tbody>
</table>

**Most Played Juke Box Records**

<table>
<thead>
<tr>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
</tr>
</thead>
<tbody>
<tr>
<td><em>Honky Tonk</em></td>
<td>Hank Williams</td>
<td>Columbia 37953-ASCAP</td>
</tr>
<tr>
<td><em>Sweet Memories</em></td>
<td>Arthur Godfrey</td>
<td>Columbia 37953-ASCAP</td>
</tr>
<tr>
<td><em>I Love You</em></td>
<td>Bing Crosby</td>
<td>Columbia 37953-ASCAP</td>
</tr>
<tr>
<td><em>I Drove All Night</em></td>
<td>Bing Crosby</td>
<td>Columbia 37953-ASCAP</td>
</tr>
</tbody>
</table>

**The Billboard Juke Box Supplement**

Page 22 | January 24, 1948
The Year's Top Male Vocalists on the Nation's Juke Boxes

VOCALIST

1. Perry Como

RECORD NAME, LABEL AND NO.

Chi-Baba, Chi-Baba (Victor 20-2259)
I Wonder Who's Kissing Her Now (Decca 25078 and Victor 20-2315)
When You Were Sweet Sixteen (Victor 20-2259)

RCA VICTOR RECORDS

THE CHESTERFIELD SUPPER CLUB—NBC
These Great 1947 Releases Proved Her a Solid Nickel-Nabber on the Nation's Juke Boxes

MOTHER, MOTHER, MOTHER (IS IT GOOD OR IS IT BAD)
I WANT TO BE LOVED
PASS THAT PEACE PIPE
IF MY HEART HAD A WINDOW

Retail Record Sales
Week Ending January 15

BEST-SELLING POPULAR RETAIL RECORDS

Records listed are those selling best in the nation's retail record stores (dealers). List is based on The Billboard's weekly survey among 4,978 dealers in all sections of the country. Records are listed numerically according to greatest sales. (F) indicates tune is in a film. (M) indicates tune is in a legit musical. The B side of each record is listed if Mable.

**POSITION** | **RECORD** | **ARTISTS** | **LABEL**
--- | --- | --- | ---
12 | BALLERINA | Vaughn Monroe | Victor 20-3433
12 | TOO FAT POLKA (igi) Don't Want Her, You Can Have Her, She's Too Fat for Me | Arthur Godfrey (Archy Bleyer) | Columbia 15101
9 | Foxy Lady | Peggy Lee (Elvis harmony) | Capitol 18999
8 | I'LL DANCE AT YOUR WEDDING | Buddy Clark-Ray Noble | Columbia 37967
6 | TELL ME | Ray Noble | Columbia 35890
4 | SERENADE OF THE BELLS | Jo Stafford (Paul Weston Orch) | Capitol 18997
7 | HOW SOON (WILL I BE) SEEING YOU? | Vaughn Monroe | Victor 20-2629
7 | CIVILIZATION (Overture) | Glenn Miller | Decca 23940
5 | HOW SOON (WILL I BE) SEEING YOU? | Bing Crosby-Carmen Cavallaro | Decca 24161
11 | I'M LOOKING OVER A FOUR LEAF CLOVER | Art Money | MGM 10119
13 | BALLERINA | Buddy Clark | Columbia 35840
14 | I'M LOOKING OVER A FOUR LEAF CLOVER | Art Money | MGM 10119
12 | HOW SOON (WILL I BE) SEEING YOU? | Jack Owen (Eddie Ballantine) | Columbia 1298

BEST-SELLING POPULAR RECORD ALBUMS

Albums listed are those selling best in the nation's retail record stores (dealers). List is based on The Billboard's weekly survey among 4,978 dealers in all sections of the country. Records are listed numerically according to greatest sales.

**POSITION** | **RECORD** | **ARTISTS** | **LABEL**
--- | --- | --- | ---
11 | Derwyn Short (The Park Avenue Hillbillies) Goes to Town | Derwyn Short | Columbia C-155
11 | Glenn Miller Masterpieces (Volume 2) | Glenn Miller | Victor P-180
12 | Al Jolson Souvenir Album | Al Jolson | Decca 576
35 | Derwyn Short (The Park Avenue Hillbillies) Sings Albums | Derwyn Short | Columbia C-119
41 | Arthur Godfrey (Archy Bleyer) | Arthur Godfrey | Decca 469
40 | Charlie Chaplin's Movie Album | Charlie Chaplin | Columbia C-129
1 | King Cole Trio, Volume III | King Cole Trio | Capitol CC-59

BEST-SELLING RECORDS BY CLASSICAL ARTISTS

Records listed are those classical and semi-classical records selling best in the nation's retail record stores (dealers). Records are listed according to greatest sales.

**POSITION** | **RECORD** | **ARTISTS** | **LABEL**
--- | --- | --- | ---
129 | Clair De Lune | Jean Bart | Victor 11-8851
134 | Caesar's Polonaise | Jean Bart | Victor 11-8844
93 | Jaleco | Boston Pops, Arthur Fiedler, conductor | Victor 12190
108 | Warsaw Concerto | Boston Pops, Arthur Fiedler, conductor | Victor 11-8855
85 | Ave Marie | Marian Anderson | Victor 12110

BEST-SELLING RECORD ALBUMS BY CLASSICAL ARTISTS

Albums listed are those classical and semi-classical albums selling best in the nation's retail record stores (dealers). Records are listed according to their weekly dealer survey. Albums are listed according to greatest sales.

**POSITION** | **RECORD** | **ARTISTS** | **LABEL**
--- | --- | --- | ---
129 | Rhapsody in Blue | Oscar Levant, Philadelphia Orch | Columbia N-351
31 | Tchaikovsky's Nutcracker Suite | Eugene Ormandy, conductor, Philadelphia Orch | Victor SP-4023
3 | Rachmaninoff Concerto No. 2 in C Minor | Artur Rubinstein, pianist, NBC Orch | Victor 11-8853
7 | Stradella Waltzes | Andra Kostelanetz and His Orch | Columbia 461
2 | Tchaikovsky's Nutcracker Suite | Andra Kostelanetz and His Orch | Columbia MM-714

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January 24, 1948
MOST-PLAYED JUKE BOX RECORDS

Records listed are those receiving the greatest play in the nation's juke boxes. List is based on The Billboard's weekly survey among 3,616 operators in all sections of the country. Listed under the title of each of the most played records are other available recordings of the same tune. Unless shown in this chart, other available records of tunes listed here will be found in the Honor Roll of Hits, Music Popularity Chart, Part I.

most-played juke box records

POSITION
Record
Label

12 2

Ballerina

Vaughn Monroe (Vaughn Monroe)

Victor 20-2433

12 3

2. Too Fat Polka

(I Don't Want Her,

You Can Have Her,

She's Too Fat for Arthur Godfrey (Archie Bleyer Orch.),

His)

Columbia 37928

12 4

HOW SOON (Will Vaughn Monroe (Vaughn Monroe-Moon

I Be Seeing You?),

Maida)

Victor 20-2523

12 5

4. I'll Dance for Your Wedding

Buddy Clark-Ray Noble

Columbia 37967

12 6

5. Wilization

(CMI)

Andrews Sisters-Danny Kaye

Decca 22340

12 7

5. I'll Be Seeing You?

Bing Crosby-Carmen Cavallaro

Decca 24101

12 8

7. Golden Ear

Peggy Lee (Dave Barbour Orch.)

RCA Victor 1759

12 9

5. How Soon Will Jack Owens (Jack Owens-Decca)

Doris Day

Decca 22358

12 10

9. How Soon Will

Don

Frances Craig

BULLET 1012

12 11

9. Near You

Frances Craig

BULLET 1001

12 12

10. Serenade Of

Sammy Kaye (Don Cornell-Chair)

Capital 15009

12 13

10. Serenade Of

Jo Stafford (Paul Weston Orch.)

Capitol 12478

12 14

11. The Bells

Bing Crosby

Decca 24171

12 15

I'm My Own Grandpaw

Guy Lombardo

Decca 24288

12 16

Ballerina

Bing Crosby

Decca 24278

MOST-PLAYED JUKE BOX FOLK RECORDS

Records listed are hit-type records most played in juke boxes according to The Billboard's weekly survey among juke box operators.

POSITION
Record
Label

23 1

I'll Hold You in My

Heart (I Can Hold My Arms

Around You) (Newboys)

Victor 20-2332

2 2

Never Trust a Woman

Tex Williams and the Western

Caravan

Capitol American 40564

2 3

Never Trust a Woman

Roy Acuff

Capitol American 40564

2 4

Never Trust a Woman

Red Foley

Capitol American 40564

38 3

It's a Sin

Eddy Arnold

Victor 20-2241

11 5

To My Sorrow

Eddy Arnold

Victor 20-2481

MOST-PLAYED JUKE BOX RACE RECORDS

Records listed are race-type disks most played in the nation's juke boxes. According to The Billboard's weekly survey among juke box operators.

POSITION
Record
Label

16 1

Sand and Grab It

Julie Lee and Her Boy Friends

Juliet Lee

Capital American 40629

16 2

1. I Love You Yes I Do

(Just for You)

Harry James

Capitol American 40528

16 3

He's a Real Gone Guy

Nellie Lutcher

Capital American 40577

13 4

Hurry On Down

Nellie Lutcher

Her Rhythm

Capitol American 40602

1 5

Call It Stormy Mon

T-Bone Walker

Black & White 122

HIT'S ON ALL SIX

"You're My Girl"
"Can't You Just See Yourself"
(both from "High Button Shoes"
Columbia 37978

"My Cousin Lonella"
(with Trio Accompaniment)
"What'll I Do"
Columbia 38045

"If I Only Had a Match"
"But Beautiful"
(from "Road to Rio"
Columbia 39053

Orchestra under the direction of
AXEL STORDAHL

HEAR THE GREAT ARTISTS AT THEIR BEST ON

Columbia Records

Record Possibilities

THE BILLBOARD PICKS:

In the opinion of The Billboard music staff, records listed below are most likely to achieve popularity as determined by entry into best selling, most played or most heard features of the Chart.

OKL. BARY DOKL. .......................... Page Canavac Trilo. — Victor 20-2946
These sticks to melodies line vocally and instrumentally on catchy novelty ditty. Don’t overlook on dub the direct trad.:

BYE BYE BLACKBIRD ...................................... Ross Morgan Orch with Milt Hirsch and Ames Brothers — Decca 24319
Old show tune dressed in basic drumming and group vocal with polka flavor to boot. Could be another “Glover.”

IF I ONLY HAD A MATCH .................. Al Jolson with Mervin Stadler Orch. — MCA 24285
Jolson ham-styling sparkles on current ballad, with pretty backing by finished orch taking bows.

HELEN POLKA ........................................ Walter Denova Orch with Michael Chum. — HMV 2532
Happy polka tune that’s around for awhile, is growing in favor and shows signs of spreading it pointed.

YOU DON’T HAVE TO KNOW THE Bill Crosby-Andrews Sisters with Vic. LANGUAGE — Olympic Orch. — Decca 24282
Tune from Der Bingle’s new flick “Road to Rio” with solid label vocal talent still big enough.

THE DISK JOCKEYS PICK:

Picks that have appeared for three consecutive weeks or three times within a six-week period are not repeated below. Based on a weekly survey among 1,500 of them, the disk jockeys think tomorrow’s hits will be:

1. NOW IS THE HOUR ........................................ Cracie Fields — London 119
2. NOW IS THE HOUR ........................................ Bill Crosby — Decca 24179
3. WHAT DID HE SAY? .............................. The Charters — Columbia 34065
4. Relish .................................................. The Charters — Columbia 34065
5. I TOLD Ya I LOYALITY ...................................... Woody Herman — Columbia 34047
6. MY SUGAR LOVELY .............................. Frank Sinatra — Columbia 34046
7. DOH, LOOKIN THERE, AN’T She .......... The Charters — Columbia 34047
8. YOU’RE MY GIRL ........................................ Frank Sinatra — Columbia 34046
9. BUT BEAUTIFUL ........................................ Frank Sinatra — Columbia 34046
10. WHAT’LL I DO ........................................ Frank Sinatra — Columbia 34046

THE RETAILERS PICK:

Picks that have appeared for three consecutive weeks or three times within a six-week period are not repeated below. Based on a weekly survey among 4,570 of them, the record retailers think tomorrow’s hits will be:

1. I’M MY OWN GRANDPA .................................. Guy Lombardo — Decca 24288
2. NOW IS THE HOUR ........................................ Bill Crosby — Decca 24179
3. MANANA .............................................. Peggy Lee — Capitol 24292
4. I CANT GIVE YOU LOVE .................................. Russ Murphy — Majestic 1204
5. SONG OF NEW ORLEANS ............................ Larry Green — Columbia 37260
6. NOW IS THE HOUR ........................................ Bing Crosby — Decca 24279
7. I’M MY OWN GRANDPA .................................. Guy Lombardo — Decca 24288
8. MANANA .............................................. Peggy Lee — Capitol 24282

THE OPERATORS PICK:

Picks that have appeared for three consecutive weeks or three times within a six-week period are not repeated below. Based on a weekly survey among 3,558 of them, the juke box operators think tomorrow’s hits will be:

1. I’M LOOKING OVER A FOUR LEAF .......................... Art Mannery — MGM 16119
2. MANANA .............................................. Peggy Lee — Capitol 24292
3. DOH, LOOKIN THERE, AN’T She .................................. Buddy Greco—The Sharps — Musicraft 515
4. I’M MY OWN GRANDPA .................................. Guy Lombardo — Decca 24288
5. NOW IS THE HOUR ........................................ Bing Crosby — Decca 24279
6. THE TREASURE OF SIERRA MADRE — Freddy Martin — Victor 20-2872
7. WHY DOES IT HAVE TO RAIN ON FREDDY MARVIN (The Martin Men) — Victor 20-2873
8. BUT BEAUTIFUL ........................................ Art Mannery — MGM 16128
I'LL GIVE MY WINGS BACK TO THE ANGELS IF YOU DON'T MAKE MONEY WITH THESE NEW MERCURY RELEASES

frankie laine
"But Beautiful"
"I've Only Myself To Blame"
Carl Fischer's Orchestra
Celebrity 5096–75c

ted weems
and His Orchestra
"I'm A-Comin' A-Courting Corabelle"
"You Don't Have To Know The Language"
Celebrity 5097–75c

albert ammons
and His Rhythm Kings
"You Are My Sunshine"
"The Sheik Of Araby"
Mercury 8570–75c

frances langford
"Passing Fancy"
"Time On My Hands"
Earle Hagen's Orchestra
Celebrity 5095–75c

jerry shelton
and His Trio
"Lone Star Moon"
"I'll Make Up For Everything"
Celebrity 5094–75c

steve gibson
"Wedding Bells Are Breaking Up That Old Gang Of Mine"
"I'd Love To Live A Lifetime For You"
The Red Caps
Mercury 8069–75c

tiny hill
and His Orchestra
"If You Knew Susie"
"San"
Celebrity 6076–75c

HERE IT IS! HIS FIRST RELEASE ON MERCURY RECORDS

jan august
"Oye Negre"
"Intermezzo"
With Rhythm Accompaniment No. 5106
### Record Reviews

**With Ratings for Disk Jockeys, Dealers and Juice Box Operators**

**ARTIST**

**TUNES**

**LABEL AND NO. COMMENT**

#### Popular

<table>
<thead>
<tr>
<th>Artist</th>
<th>Tunes</th>
<th>Label and No.</th>
<th>Comment</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>ALBERT AMMONS' LATIN KINGS</strong>&lt;br&gt;(Mercury 1931)</td>
<td><em>You Are My Sunshine</em>&lt;br&gt;Boogie-up version&lt;br&gt;of <em>New Orleans</em></td>
<td>63 67 58 65</td>
<td><strong>RATINGS</strong></td>
</tr>
<tr>
<td><strong>JIMMY CRUSTO</strong>&lt;br&gt;(Daredevil 1929)</td>
<td><em>Happy Birthday Song&lt;br&gt;Old Mexico</em>&lt;br&gt;(Manhattan)</td>
<td>91 91 91 91</td>
<td><strong>RATINGS</strong></td>
</tr>
<tr>
<td><strong>DANNY RAYMORE</strong>&lt;br&gt;(Decca 1931)</td>
<td>*Silver Threads Among the Gold&lt;br&gt;Give Me Leave to be the Same&lt;br&gt;Spanish Cantador&lt;br&gt;Tempe switches to pogy egg yolk orange and start on novelty ditty</td>
<td>72 73 67 77</td>
<td><strong>RATINGS</strong></td>
</tr>
<tr>
<td><strong>FRANKIE BARNES</strong>&lt;br&gt;(Verve 1931)</td>
<td><em>I've Never Been in Love Before&lt;br&gt;Teddy Raymore</em>&lt;br&gt;Raymore says vocal phrasing does job on catchy ditty.</td>
<td>75 72 70 70</td>
<td><strong>RATINGS</strong></td>
</tr>
<tr>
<td><strong>DOMINIC D'ANGELO</strong>&lt;br&gt;(Verve 1931)</td>
<td><em>Happy Birthday Song&lt;br&gt;Old Mexico</em>&lt;br&gt;(Manhattan)</td>
<td>74 72 69 69</td>
<td><strong>RATINGS</strong></td>
</tr>
<tr>
<td><strong>BILLY BOBBY</strong>&lt;br&gt;(Vogue 1931)</td>
<td><em>I'm Lookin' Over a Four Leaf Clover&lt;br&gt;Don't Be this Thing&lt;br&gt;What Am I After&lt;br&gt;Shake It&lt;br&gt;Sweetie</em>&lt;br&gt;Bing Crosby&lt;br&gt;Happy birthday song&lt;br&gt;Old Mexico*&lt;br&gt;(Manhattan)</td>
<td>75 73 72 72</td>
<td><strong>RATINGS</strong></td>
</tr>
<tr>
<td><strong>EVELYN PARKER</strong>&lt;br&gt;(Glen Davis)</td>
<td><em>Grown Up&lt;br&gt;With My Eyes</em>&lt;br&gt;Attemp to sound like a sophisticated singer, could be subbed as guitar</td>
<td>80 85 75 75</td>
<td><strong>RATINGS</strong></td>
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#### The Categories

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<td>Vocal &amp; Rhythm</td>
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<td>Novelty</td>
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<td>Jazz &amp; Blues</td>
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**The Ratings**

- **RATINGS**<br>(100 points—maximum)
- **86**<br>DON'S</br>GOOD</br>Good old-time Western music.<br>Big band<br>Western.</br><br>- **85**<br>GLENN</br>DAVIS</br>(Shading Rhythms)<br>Sweet Dreams<br>Sweetheart</br>With choral arrangement on title tune.<br>Gift Vocal.<br>Good phrasing.<br>But smooth.<br>Nothing special.<br>Nothing special.<br>But good.</br><br>- **85**<br>THE</br>MURPHY</br>SISTERS</br>(Avery 1931)<br>Too Many Big Band<br>Good phrasing.<br>Nothing special.<br>Nothing special.<br>But good.</br><br>- **85**<br>JOHNNY</br>SCOTT'S</br>GANG</br>(Decca 1931)<br>Oldies<br>Good phrasing.<br>Nothing special.<br>Nothing special.<br>But good.</br><br>- **85**<br>FRANKIE</br>BARNES</br>(Verve 1931)<br>Sorry</br>Bing<br>arabic.<br>Good phrasing.<br>Nothing special.<br>Nothing special.<br>But good.</br>
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<tr>
<th>ARTIST</th>
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<td><strong>POPULAR</strong></td>
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<td>Frankie Carle (Gregory Lawrence)</td>
<td>(Columbia 33901)</td>
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<td>My Promise To You</td>
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| **FOLK**                      |                              |               |         |
| Cowan Jack Hunt AND His Rhythm Ranch Hands | (Hollywood 55)  |               |         |
|      | That Sweetheart of Mine      | 53            |         |
|      |                            | 50            |         |
|      |                            | 56            |         |
|      |                            | 53            |         |
|      |                            | 50            |         |
|      |                            | 56            |         |
|      |                            | 53            |         |
|      |                            | 50            |         |
|      |                            | 56            |         |
|      |                            | 53            |         |
|      |                            | 50            |         |
|      |                            | 56            |         |
|      |                            | 53            |         |

**KING**

**PROUDLY PRESENTS TO THE COIN MACHINE INDUSTRY**

**3-TOP DISCS**

**2 ALREADY HITS**

**Another On Its Way**

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Page 64  The Billboard Juke Box Supplement

January 24, 1948
NO. 1 BAND ON RCA VICTOR RECORDS

Four solid record winners currently in The Billboard Music Popularity Charts. His "Ballerina" tops them all...followed closely by "How Soon"—"You Do" and "I Wish I Didn't Love You So..."

NO. 1 BAND ON THE AIR

CBS COAST TO COAST FOR CAMEL CIGARETTES

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GROSSING BIGGER THAN ANY BAND IN THE LAND

MONROE

and his Orchestra

Direction:
MARSHARD MUSIC

EXCLUSIVE MANAGEMENT
Willard Alexander INC.
30 Rockefeller Plaza
New York

January 24, 1948
FIRST TUNE-DISK RELEASES

BY RAY ANTHONY
and His Orchestra

Gloria (Vocal by Ronnie Beaufille)
Trumpet Time (Instrumental)
Passing Fancy (Vocal by Ronnie Beaufille)
Man With a Horn (Instrumental—the famous Ray Anthony theme song)

BY SONNY DUNHAM
and His Orchestra

In All My Dreams (Vocal by Pete Hanley)
The Wolf is on the Loose Again (Vocal by Marlon Caruso)
Mem'ries of You (Instrumental—his famous theme song)
Just To Make a Long Story Short (Vocal by Marlon Caruso)

BY AL DONAHUE
and His Orchestra

There's Danger in Your Eyes, Cherie (Vocal by Jaye Pass)
I'll Always Have Memories of You (Vocal by Jaye Pass)
My Old-Fashioned Girl (Vocal by Charlene Barney)
Am I Falling In Love (Vocal by Charlene Barney)

BY RAY BERLE
and His Orchestra

Serenade in Blue (His theme song—vocal by Ray Berle)
Easy Ride (Instrumental)
You've Changed (Vocal by Ray Berle)
When I Fell So In Love (Vocal by Ray Berle)

Januray 24, 1948
Guys — Undress me with your eyes.

by EVELYN PARKER

with The Gem Blowers

backed by

THUMMUSIC FOR A
HITCH-HIKER

by The Gem Blowers

CATCHES LYRICS IN YEARS!

**GEM 1501**

IF A MAN ANSWERS—HANG UP!

by Johnny Convo with The Melody Man

**GEM 1502**

BABY’S IN BERMUDA

(Falles’ for Barretts)

by Betty Benny with The Gem Blowers

backed by

IF I DIDN’T LOVE YOU

by Johnny Convo with

Dealers’ Price

List Price

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GEM RECORDS INC.

457 W. 45TH STREET, NEW YORK 19, N.Y.

Page 68

The Billboard-Juke Box Supplement

January 24, 1948
## Key to Record Labels Sold by Each Distributor

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San Francisco
Alex L. Alpens (AUG-DE-NK)
420 Market St.
American International
Trading Co., (TEM)
1555 Market St., Suite 507
M. H. Bayford Co.
(OD-NK)
126 2nd St.
LaRoy E. Bennett Co.
(BEM-BLW-CON-SE-LD-)
1555 Market St.

Sacramento
General Electric Supply
Corp. (EC)
215 W. Market St.
Wilford Bros. (BES-BLW)
1500 Kentner
M. B. Wolf Dist. Co. (COS)
1500 Kentner Blvd.

San Francisco
Bush-Wolf
1500 Market St.

Oakland
General Electric Supply
Corp. (EC)
215 W. Market St.
Wilford Bros. (BES-BLW)
1500 Kentner
M. B. Wolf Dist. Co. (COS)
1500 Kentner Blvd.

San Diego
General Electric Supply
Corp. (EC)
1500 Market St.

San Francisco
- Alex L. Alpens (AUG-DE-NK)
- American International Trading Co. (TEM)
- M. H. Bayford Co.
- (OD-NK)
- LaRoy E. Bennett Co.
- (BEM-BLW-CON-SE-LD-)
- Bush-Wolf
- 1500 Market St.

Capitol Records Distributor
Co., Inc. (GA)
1356 Bush St.

Coast Wholesale Music Co.
(BU-M)
536 Mission St.

Columbia Music Co.
158 Taylor

John L. Cunningham (FID)
1312 Jackson St.

Decca Distributing Corp.
(BR-D-CD-PFRR-FAH)
503 Sixth St.

Executive Record Dist.,
Inc. (E-NA)
318 6th St.

General Electric Supply
Corp.
1301 Bryant St.

Colburn Sales Co. (FIL)
1538 Market St.

Syd Heller (DL-STAR- STAC)
156 Taylor

Melody Blocks
(ALL-DOW-A-PA-B-E-
LEN-MO-NO-SPE-TEM-
VC-MILT-YOT-FAK-MIL-
MRR-KF-STL-GLS-MAY-
MO-FPL-MER)
365 6th St.

McKernnne & Co. (ML)
440 Ninth St.

United Record Sales Co.
(AP)
2147 Fulton St.
Leo J. Meyberg Co., Inc.
(V)

72 10th St.

Record Shop (GBS)
14 Toluca

Starr-Young & Brown, Inc.
(MGM)
221 11th St.

San Leandro
West Coast Recordings
(WC)

Santa Ana
Radio & Television Equip-
ment Co. (BAR)
207 Oak St.


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GOTHAM RECORD CORP.
The Gotham Label and Catalog will be continued.
Distributorships in various locations are open, in-
quiries are invited.

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He's Dynamo—EARL BOSTIC—America's Hottest Sax!
SWEEPING THE COUNTRY!
No. 6154-845 STOMP • EARL'S RUMBOOGIE
COMING UP FAST!!
No. 6155—HOT SAUCE-BOSS • BOSTIC JUMP

ON 20th CENTURY
IMITATED BUT NEVER EQUALLED
20TH CENTURY'S ORIGINAL HIT RECORDING OF
No. 20-33—'I'M MY OWN GRANDPAW
By THE JESTERS (RED LATHAM—BOY DONAHAM—WAMP CARLSON)
No. 20-56—'I Love You, Yes I Do" • "New Blow-
Top Blues" DUKE GRONER AND TRIO
No. 20-43—"Till the Journey Ends" • "Peggy O'Neil"
By CHARLIE STONE AND MUSICAL AIRS
No. 20-28—'What'll I Do?" • "You Gave Your Love"
By THE PARK AVENUE JESTERS

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"Jungle Fantasy hits you like a triple
Zombie . . . one of the most brilliant
flutists I have ever heard. A real goos record!"

JUNGLE FANTASY
By ESY MORALES
Rainbow #10050

Sensational hot flutes
recorded in echo chamber

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130 W. 44th Street
NEW YORK, N. Y.
STERLING WEST

IT'S BILLBOARD STERLING YOUTH ON ASOUIR, U.7-

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The Billboard Rates It

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"EXCELLENT" for Retailers
"EXCELLENT" for Disk Jockeys

The Billboard Rates It

"ALWAYS" backed by "JOOK"

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7 WEST 46TH ST.
NEW YORK 19, N. Y.

IT'S SPREADING LIKE WILD-FIRE

MAD ABOUT YOU

by ANNE CORNELL
Sterling 3004

FIRST IN PHILLY . . .

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Arthur H. Lynch (PIL)
P.O. Box 460
Jacksonville

Capitol Records Distributing Co., Inc. (CA)
Capitol Records Distributing Co., Inc. (MI)
Capitol Records Distributing Co., Inc. (AL)

STERLING RECORDS AT AL MIDDLEVAN . . .
7 WEST 46TH ST.

BUFFALO—PITTSBURGH PENN 6379
STERLING RECORDS AT ALL MIDDLEVAN . . .
7 WEST 46TH ST.

AL JERRY, put on the ball, ship 50,000 more and get a hit. You've got a hit on your hands. A hit that's got to be a hit.

The Billboard Rates It

"ALWAYS" backed by "JOOK"

ORDER NOW FROM YOUR DISTRIBUTOR

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7 WEST 46TH ST.
NEW YORK 19, N. Y.

Page 72 The Billboard Juke Box Supplement
Hear HADDAS'S Sensational Recording of

HONEY! HONEY! HONEY!

MODERN 157

SPECIAL TO ALL MUSIC OPERATORS

Morton Thal's

"THREE TOP TRIO"

Combination—ORGAN, GUITAR AND ACCORDION

"RUSSIAN LULLABY"
"SUNRISE SERENADE"
1926

"HEAR YOU" "PARADISE"
20-549

"SMOKE GETS IN YOUR EYES" "ALICE BLUE GOWN"
1928

"JEALOUSLY" "MY HEART AT THY SWEET VOICE"
20-593

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Graybar Distributors, Inc. (CO)
500 E. Peachtree St.

Southern Distributing Co. (SC)
925 Peachtree St., N. E.

Avondale Estates
Tampa Southern Co. (TAM) 11 Avondale Rd.

Elberton
Elberton Distributors, Inc. (GA)
201 Tate St.

Macon
Macon Heating Distributing Co. (GA)
213 E. Peachtree St.

Savannah
General Electric Co. (GA)
211 E. Peachtree St.

IDAHO
Beise
Ted Beise (RBA)
810 N. 12th St.

943 13th Ave.

Distributing Co.

N. W. House, 6th & Battery

ILLINOIS
Chicago
Avenue Distributing Co. (CO)
601 S. Michigan Ave.

12th St.

810 N. 12th St.

300 W. Lake St.

640 W. Lake St.

20-549

601 S. Michigan Ave.

Chicago, I11.

12th St.

Tampa Wholesale Appliance Co., Inc.

640 W. Lake St.

Wholesale Appliance Co., Inc.

St. Cloud
Charles H. Stamps (SS)
St. Cloud Trailer Park

Tampa
Electric Supply Co., Inc.

1005 N. 9th Ave.

Pensacola
Morton Recording Co.

1005 N. 9th Ave.

St. Cloud
Charles H. Stamps (S&L)
Glazed Trailer Park

Tampa
Electric Supply Co., Inc.

601 S. Franklin St.

General Electric Co.

(FL)

601 S. Franklin St.

General Electric Co.

601 S. Franklin St.

General Electric Co.

601 S. Franklin St.

General Electric Co.

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General Electric Co.
Walt Disney's beautiful icas.

HARMONICA WRITE, WITH TO Mid-Town 2 FIFTH COMPANY, New DANA 1315 (80) Chicago, by Gamse, Xavier H. Sacked by River, O.P.S Distributing the Zmuda TIP-FLAPPY-type Orchestra Charles Chadwick, 612, Newark, N. J.

Walt Dana Orchestra with Michael Chimes Harmonicas. English lyrics by Albert Game, sung beautifully by the Serenaders. Backed by HAPPY HARMONICA

Instrumental on DANA 2002

Distributor reports prove... IT'S CLICKING SOLIDLY WITH OPS AND RETAILERS ACROSS THE NATION!

Ask for catalogue of the entire Dana Polka and Polish line. It's loaded with sure-fire nickel grabbers.

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Indiana General Electric Supply Co. 204 E. Willard St. South Bend FEMCO Distributing Co. (MJ) 1805 Prairie Ave.

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STAN KENTON "The greatest, hottest jazz flutist says: I have ever heard!"
WATCH THESE VITA® ARTISTS FOR RECORD HITS

HENRY BUSSE
FREDDY NAGÉL
LEO DIAMOND
JOHNNY BOTHWELL
MEL HENKE
SID FISHER
HONEYDREAMERS
NANCY LEE and her Hilltoppers
JOE VERA
DEl COURTNEY
SAXIE DOWELL
RILEY SHEPHERD
Kenny Roberts

CHICAGO • NEW YORK • HOLLYWOOD

VITA® "LIVING SOUND"
OFFICES AND STUDIOS 42nd Floor
20 N. Wacker Drive,
Chicago 6, Ill.
To meet by hearing

JACK CARROLL
greatest vocal find on records.

Two brand new numbers with full orchestration background

13A "ON GREEN DOLPHIN STREET"
13B "MY COUSIN, LOUELLA"

Get lucky with Release #13

ALL CRITICS RAVE AND
AGREE THAT THE VOICE
OF JACK CARROLL
IS ONE IN 100 MILLION

VITA "LIVING SOUND" Records
OFFICES AND STUDIOS 42nd Floor
20 N. Wacker Drive, Chicago 6, Ill.
CHICAGO - NEW YORK - HOLLYWOOD
Two INCOMPARABLE VOCALISTS
COMING TO YOU ON THE SAME LABEL

From the HIT PARADE
to Vitacoustic to You...

JOAN EDWARDS
Playing the piano and singing
in her original style

"THERE OUGHT TO BE A SOCIETY"
"IT'S EASY WHEN YOU KNOW HOW"
"PIANISSIMO"
"THE FEATHERY FEELIN'"

YVETTE
In her SULTRY WAY
imparts her extraordinary
style of feminine persuasion
that makes you want to
listen and dream

"BIDIBI-BOT-BOT,
THE SECRETARY SONG"
"LONG AFTER TO-NIGHT"
From ENTERPRISE STUDIOS Picture
"ARCH OF TRIUMPH"

OFFICES AND STUDIOS 42nd Floor
20 N. Wacker Drive, Chicago 6, III.
CHICAGO • NEW YORK • HOLLYWOOD
These Stars will set a new High in Race Records
ANNOUNCING
THE RECORD MISER
Saves 100% Record Wear—Records Last 10 Times Longer
You've Asked for It. You've Waited for It
Now You CAN Have It

TONE ARM KIT
For Wurlitzer and Seeburg Phonographs
Do you want to increase your take and SAVE on RECORD WEAR?
Check these features. RUSH your order stating model phonograph you wish to IMPROVE.
1. Save 100% on record wear.
2. Superb tone quality.
3. Proven to have greatest range of tonal frequencies.
4. Pre Amp fully compensated for bass.
5. Tone Arm Kit plugs in—no wiring.
6. Only 3/4-ounce weight at tone head.
7. Around 20,000 plays and before—no needle replacement.
8. Increased volume.
11. No crystals, no oscillator, no lights.
12. Simple installation on location in 15 minutes.
Wurlitzer, only $19.75 Seeburg with Electronic Cut-Off, $23.75

Write for Quantity Prices
One-Third Deposit, Balance C. O. D.

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Kansas City, Mo.

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80 Hampstead St.

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Harlan
General Electric Supply Co. (SI)
Mollis St.

Lexington
General Electric Supply Co. (SI)
409 W. Ashland Ave.

Louisville
Allied Appliance Distributors of Indiana, Inc. (MI)
670 Roper Mfg. Co.
107 W. Main St.
Bomer Mfg. Co. (MI)
107 W. Main St.
Ewald Distributing Co. (V)
1859 S. Brook St.
General Electric Supply Co. (SI)
207 E. Broadway
Lion Distributing Co. (MO)
726 S. Fourth St.
Stratton-Veteggg (MRG)
18th and Main
Guitars Inc. (GD-OS-
MOM-BO)
600 W. Main St.

LOUISIANA
Lake Charles
Five Ps. Music House (GB)
Front and Broad St.

New Orleans
William Paynter Supply Co. (AP-BLU-CN-CS-MS-
MISS)
815 N. Claiborne
Apollo Records, Inc. (AP)
418 Gravier St.
Capital Records Distributing Co., Inc. (GA)
717 Camp St.
Electrical Supply Co. (V)
201 Magazine St.
James E. Gage & Son (BAR)
806 S. Barataria St.
General Electric Supply Co. (SI)
788 Phelipston St.
Gloria Distributing Co. (RHA)
3200 Burgundy St.
Lighting Fixture & Electric Supply Co. (M)
207 Phelipston St.
Mayco TV Co. (P)
1500 Canal St.
James McCarter
(D-D-Par-OD)
611 Canal St.
Monaco Hardware Co., Inc.
703 Magazine St.
Music Sales Co.
(A-LA-2T-ATT-PT-CLE)
DOWN-ENT-TP-LD-
MILT-POT-SAIL-MIL-
MM-EP-INT-MA-OM-
NA=PA=PS-PUI-UVI)
803 N. Peter St.
Music Sales Co. (TRIM)
303 N. Peter St.
W. A. Shuler Supply Co.
(CIB)
415 Dryades St.
Nola Record Distributors
(BT-MR-SA-SNR-TI-
DE)
609 Niverville
Finden Distributing Co.
(BT-MR-SA-SNR-TI-
DE)
803 Poydras St.
Radio Specialty Corp.
(MOM)
821 Cornehl St.
United Wholesale Co.
(DE-MT)
510 Poydras St.
Walter Brothers Co.
(CO-OK)
714-20 Howard Ave.

Shreveport
W. M. Amann Distributing Co.
12019-7T-7T-POT-
SAR-MR-ER-KR-STR-
END-DO-W-FS-G-SP-
TE)
115 Olive St.
Arc-La-Tex (TEM)
217 Crockett St.

January 24, 1948

Record Distributors

(Continued from page 74)
THANKS DISK JOCKEYS RECORD RETAILERS
for picking my
RECORDING of
"SWISS BOY"
VICTOR NO. 25-1079
to be one of the
HIT TUNES OF TOMORROW

LAWRENCE DUCHOW
AND HIS RED RAVEN ORCHESTRA

Latest Releases
"HUMDINGER POLKA" "MY SWISS GIRL" "Horse Shoe Lendler" "Potters Polka"
Victor No. 25-1105 Victor No. 25-1099

MANY NEW RELEASES TO BE ANNOUNCED SOON
WATCH YOUR VICTOR RECORD CHARTS

CONVENTIONERS
I'd sure like to meet all of you. Look for me at the
VICTOR RECORD BOOTH

FOR PERSONAL APPEARANCES
CONTACT
RED RAVEN ENTERPRISES
BOX 259
Appleton, Wisconsin

Page 80 The Billboard Juke Box Supplement

January 24, 1948

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Capital Records Distributing Co. (CA)
2320 Washington St.
The Carter Corp. (CA)
1187 Tremont St.
Columbia, Wholesalers, Inc. of New England (CO-
CJ)
564 Commonwealth Ave.
Deca Distributing Corp. (BR-CD-1/1FABS-PAH)
General Electric Supply Co. (SI)
378 Stuart St.
Motor Apparel Corp. (MJ)
11 Dexter St.
Mass. Music Distributors, Inc. (IN-11-1-F-M-MG-
U/J-VS)
1209 Tremont St.
Mercury Record Distributors, Inc. (BC-D-1/1FABS-
S/C)
1139 Tremont Ave.
Millender Distributors, Inc. (SO)
619 Atlantic Ave.
Music Suppliers of New England, Inc. (DE-C-1/1F-
17 Chadbroke St.
Northeastern Distributors, Inc. (MOM)
566 Commonwealth Ave.
Northern Distributors (AM-N-1/F)
176 Summer St.
Vogue Plastic Distributors (VQ)
1029 Commonwealth Cambridge
The Eastern Co. (V)
620 Memorial Dr.
North Eastern Music Service (RT-RV)
457 Massachusetts Ave.
Rader Co. (MNO)
1722 Massachusetts

Dorchester
Arcade Distributing Co. (ENT)
768 Blue Hill Ave.
Robert E. Russo (RI)
13 Tremont St.
Lyon
The Elec Co. (AT)
203 Ocean St.
Rockbury
Max Ash (STA)
123 Rutheen St.
Music Suppliers of N. E. (CE-DI-JC-FV)
561 Warren St.
State Record Distributors (W)
561 Warren St.
Springfield
Beckner Wholesale Co. (MOM-
TA)
57 Dwight St.
General Electric Supply Corp. (SI)
484 Worthington St.
B. R. Spinney Co. (MJ)
63 Hampden St.
Worcester
General Electric Supply Co. (SI)
260 Franklin St.

MICHIGAN
Detroit
Allied Music Sales Co., Inc. (8L-K-1/1KES-8)
812 Woodward Ave.
Apollo Records, Inc. (AP)
560-21 E. Atwater
Banco Record Distributors (BC)
4512 Hastings St.
Brilliant Music Co. (SO-
VQ)
6000 Cass Ave.
Buhr & Sons Co. (CO)
Ford of Dearborn
Buckles Distributors Co. (BO)
836 Perchon Rdg.
Cadet Record Distributors (J-A-7l)
11464 Livonia
Capital Record Distributing Co., Inc. (CA)
4656 Cass Ave.
Continental Record Distributing Co. (CN-1/I-1JI)
415 Brainerd Ave.
Deca Distributing Corp. (BR-C-1/1FABS-PAS)
7101 W. Jefferson Ave.
Fort Wayne Records
12849 Detroit
General Electric Supply Co. (SI)
560 Antoine St.
General Electric Supply Co. Inc. (REM)
304 Broadway
W. E. Harvey (CHO-1/1KES-1/1KES-1/1J-1/1S-1/1J-1/1N)
13400 Livonia
Hurry Kaplan Music Sales
(BO)
15 E. Jefferson
Morty Kaplan Music Sales
(6A-7T)
15 E. Jefferson
LaSalle Electric & Mill Supply Co. (MJ)
4816 S. Lafayette
Iedas Malone
(6T-1/1K-1/1S-1/1R-1/1T-1/1X-1/1S-1/1I-M-1/1F-1/1Y-1/1X-
1/1T-S-R-M-K-F-STL)
600 E. Vernon Highway
Jonest Whole (FAC)
3320 Hastings
Pan American Record Distributors
(ADM-1/1AV-1/1X-1/1V)
CLE-DOW-E-LP-1/1F-M-MO-
NA-PAM-1/1F-M-MG-VY-VQ
BS-VL-11P-JB-AT-BAN-
DI-CRO)
3747 Woodward Ave.
Philco Distributors, Inc.
4619 N. State Rd.
Redbird Distributing Co. (MJM)
1910 Allied
RCA Victor Distributing Corp. (V)
2020 E. Jefferson Ave.
Sultan Distributing Co. (RT-MH-1/1S-HV-1/1W-1/11L)
12727 Livonia Ave.
Thomas Music Supply Co. (EA-1/1A)
54 E. Elmhurst St.
Unique Music Publishers, Inc. (BR-SH-8)
910 Albert St.
United Record Distributors (US)
1254 Brush
Vox Productions, Inc. (PYD)

Escanaba
Dette Hardware Co. (MJ)
400 Luddington St.
Grand Rapids
General Electric Supply Co. (SI)
41 Market St., S. W.
Grand Rapids Radio Equipment Co., Inc. (CO-1/1R)
124 Grandville St., S. W.
State Distributing Co. (MJ)
29-33 Jonia St., E. W.
Zondervan Publishing House (SAR)
847 Ottawa St., N. W.

Grosse Pointe
R. M. Karel Assoc. (TIL)
120 E. Jefferson
Irwin W. Smith (FL)
E. W. Appliance Sales
279 Rival Blvd.

Kalamazoo
General Electric Supply Co. (SI)
113-114 Parkway Ave.
Lansing
General Electric Supply Co. (SI)
404-406 Kalamazoo Plaza
Saginaw
Banner Appliance Sales Co. (SAR)
413 Court St.
General Electric Supply Co. (SI)
1262 Stanton St.

MINNESOTA
Crookston
Crookston Record Shop (SAR)
210 S. Broadway
Duluth
General Electric Supply Co. (SI)
165 W. Washington Ave.

Minneapolis
Capital Records Distributing Co., Inc. (CA)
21 Minneapolis A
Decca Distributing Corp. (BR-C-1/1FABS-PAS)
17-12 E. Minnesota St.
General Electric Supply Co. (SI)
60 S. 13th St.
General Electric Supply Co. (SI)
174 E. 6th St.
M & S Distributing Co. (DJ)
2 W. Kellogg Bldg.
F. C. Hager Co. (W)
300 Washington Ave., N.
MISSISSIPPI
Jackson
Appliance Dist. Co. (COD)
106 S. Gallatin
General Electric Supply
Cora (SI)
632 E. Frazier St.
Griffith Record Co. (ST-
SNR-TG-DV)
679 W. Capitol
Les Griffin Music Co.
(AATC)
607 W. Capitol
Louisiana-Mississippi Distri-
butors, Inc. (BLW)
461 Depository Guaranty
Bank, Biloxi
Mississippi Appliance Co.
(MJ)
P. O. Box 1251
260 S. State St.
Ryan Supply Co. (SO)
216 S. State St.

MISSOURI
Boonville
C. L. Wright (BM)
1038 3d St.
Joplin
General Electric Supply
Corp. (63)
923 Pennsylvania Ave.
Kennett
George M. Heller (SR)
718 1st St.
St. Joseph
Judkins-Head Music Co. (88)
113 N. 7th St.
Kansas City
Capital Records Distribu-
ting Co., Inc. (COA)
2127 McGee St.
Commercial Music Co.
(Alb-Bu-Dow-Cle-E-
Ent-Ma-Mil-Mo-Mil-
Pot-Sar-Mil-Mrr-Xp-
Cly-Pac-Mrr-Spe)
237 E. 11th St.
Decon Distributing Corp.
(BR-CD-D-Jbr-Pbr-
Park)
3814 Main St.
Enterprises Wholesale, Inc.
(MkD)
Yb. and Broadway
Federal Distributing Co.
(CC-OE)
350-58 McGee St.
General Electric Supply
Corp. (61)
2010 Broadway
Frederick Lee, Inc. (BT-
Fr-Hr-Ran-Yo-Avo-Jo-
Cly-Mi-Ent-Va-
Trs)
124 W. 10th.
Maco Appliance Distribu-
tors, Inc. (MJ)
1110 Baltimore
Millner Record Sales Co.
(1co-Ap-Bt-Si-m-
Port-Sar-Mil-
Mrr-Xp-St-Dow-B-
Na-Sa-Frd-Tr-Gr-
Vr)
110-12 N. 18th St.
Motor Radio Co. (Mdx)
3446 Charlotte
Music Distributors (Coad-
Vd)
3600 Grand Ave.
NDA Victor Distributing
Corp. (V)
1422 W. Grand Ave.
Ryan Radio & Electric Co.
(SO)
1600 Grand Ave.

a new sound in music
DON ORLANDO
AND HIS SYMPHONY FIVE
featuring the vocals of
SAM BARI
DANNY PARKER
on
Universal Records

Latest Release
U86 "I HEAR MUSIC"
(Introducing a new sound for the first time on records)
Composed and Arranged by DON ORLANDO
"WALKIN' MY BABY BACK HOME"
Watch for Many More Releases
Direction
MUS-ART MANAGEMENT CORP.
Record Buyers acclaim
"The young man who sings
the old songs"

BENNY STRONG
AND HIS ORCHESTRA

LATEST TOWER RECORDS

"Mary Lou"
"Stumblin"
"Baby Face"
"Sweet Georgia Brown"

Tower Record No. 1254
Tower Record No. 1255

WATCH FOR MORE RELEASES TO BE ANNOUNCED SOON

CURRENTLY
MARK HOPKINS HOTEL
SAN FRANCISCO

Superior Distributor Co. (CO)
2300 Pennway
St. Louis
Appliance Distributing Co. (BLW-DE-MED-VY)
2500 Olive St.
Artophone Corp. (CO-OK)
4200 Forest Park Blvd.
Capital Records Distributing Co., Inc.
1407 Pine St.
510 N. Sarah St.
Decca Distributing Corp. (RI-O-D-D-PERR-PAD)
1700 Delmar Blvd.
General Electric Supply Corp. (RI)
2623 Locust St.
Herald Distributing Co. (M)
4931 Fountain Ave.
Hollander & Co., Inc. (MGM)
2800 W. Pine Blvd.
Interstate Supply Co. (V)
24 S. 10th St.
R. M. Karet Assoc. (FIL)
602 N. First St.
J. Liebenstein (PL)
725 Barry St.
Midco Distributing Co. (FIO)
Miller Record Sales Co., Inc. (AP-ST-N-NA-NY-1150 S. 11th St.
The Record Co. (OOG-MT)
2028 Locust St.
Y. P. Distributing Co. (IA)
2226 Olive St.

MONTANA

Billings
General Electric Supply Corp. (RI)
Northwestern Auto Supply Co., Inc. (V)
420 N. Broadway

Parker Montana Co. (MJ)
P.O. Box 990
2601 Minnesota Ave.

Butte
General Electric Supply Corp. (RI)
500 S. Front St.
Geo. Stiles & Co. (SO)
120 N. Broadway

NEBRASKA

Grand Island
R. S. Music Co. (RI)
131 N. Jeffer
Lincoln
Eddie Scoby (VID)
e/o Radio Station KPAB

Omaha
American Upholstery Co. (MBC)
415 S. 14th St.
Bruce & Wise (MBC)
2030 N. 19th St.
General Electric Supply Corp. (ST)
914-20 N. 19th St.
Johnston & Johnson
858 Omaha National Bank Bldg.
Midwest Distributing Co. (MBC)
1605 Capital
Midwest Distributing Co. (C)
2414 24th St.
H. C. Noll Co. (SO)
2025 Hazen St.
Omaha Appliance Co. (CO-OK)
18th at N. Mary's St.
Religious Record Service (PBT)
5150 N. 22nd St.
Studios Co. (MU-UTI)
525 S. 19th St.

Roseland
Tommy Kunitos (AB)
Mid-West Distributor

NEVADA

Reno
Saviers Electrical Products Corp. (TEJ)
24th West St.

REGENT MUSIC
proudly presents
another great Alec Wilder song

TROUBLE IS A MAN

Recorded by these great artists:
PEGGY LEE — CAPITOL
MARY ANN McCALL — COLUMBIA
MARTHA DAVIS — DECCA
SARAH VAUGHAN — MUSICRAFT
HALL SISTERS — VICTOR
GINNY POWELL — / / / / / /
NEW HAMPSHIRE
Manchester
General Electric Supply Corp. (S) 22-34-36 Commercial St. Radio Service Laboratory (MGO) 1161 Elm St.

NEW JERSEY
Hillside
Sidney Servises, Inc. (EA) 1280 N. Broad St.

Jersey City
General Electric Supply Corp. (S) 127 Tontile Ave.

Montclair
Electron Bell-Rangerwood (E&L) Riggs & Jeffries, Inc. 146 Glenridge Ave.

Newark

Krich-Badesco, Inc. (V) 322-422 Ritsibeth St. P. B. Latham & Co., Inc. (CO-OR) 910 Broad St. Savoy Records Co., Inc. (EA) 66 Market St. Pilman Potnetta, Inc. (B) 132 Cedar Ave. West Orange Philip H. Harrison & Co. (B&L) 96 Main St.

NEW MEXICO
Albuquerque General Electric Supply Corp. (S) 220 E. 1st St. Houston-McClintock Co. (M) 225 N. Third St. Stuart Sales Co. (B&L) 414 S. Amherst

Clovis
Scott's Music (BR) Santa Fe Radio Electric & Supply Co. (AP)

NEW YORK
Albany

Smoking...
A TRAIL OF JUKE BOX PROFITS ACROSS THE NATION

TEX WILLIAMS
CAPITOL RECORDS STAR
and his WESTERN CARAVAN

Current Releases
"SMOKE! SMOKE! SMOKE!"
"THAT'S WHAT I LIKE ABOUT THE WEST"
"NEVER TRUST A WOMAN"
Album—WESTERN POLKAS

BOOKED BY HARRY ROMM
Mgt.: MEL SHAUER AGENCY, CLIFF CARLING

January 24, 1948

THE HOTTEST RACE AND
HILLBILLY RECORD LINE
in '48 . . . . .

RACE
"SAN QUENTIN BAIT"
B "RAININ' BLUES"

The FASTEST-SELLING Record in the Country!
Coming Up... 5013A "CRACK-UP"
B "OLD TIME BLUES"

HILLBILLY
"HULA HULA BOOGIE"
B "TOO MANY BLUE EYES"

5022 ADOLPH HOFNER'S Orchestra Playing and Singing
"TEXAS IS MY HOME"

We Have LOADS of HITS!

SOME DISTRIBUTOR TERRITORIES STILL AVAILABLE, SO GET ON THE
IMPERIAL BANDWAGON FOR A HOT LINE OF RECORDS AND
TERRIFIC PROFITS!

Exclusive Sales Representatives
HOLIDAY DISTRIBUTING CO.
137-139 NORTH WESTERN AVENUE
LOS ANGELES 44, CALIFORNIA

The Billboard Juke Box Supplement
Brooklyn
Alert Records Distributing Corp. (AL)
4312 10th Ave.
Capitol Records Distributing Co., Inc. (CA)
185 Prospect Ave.
Ca-Song Record Co. (CAS)
68 Court St.
Deco Distributing Corp. (BR-CD-D-FFRF-PAR-B)
622 Pacific St.
General Electric Supply Corp. (SRL)
776 Bergen St.
Major Distributing Co. (ALD-CLE)
109 Dekalb Ave.
Vita Record Distributing Co. (VC)
Suite 7032 Empire State Bldg.
Buffalo
Halstaff Bros. Co. (V)
1329 Broadway
Glenn E. Burdick (PNY)
28 Summit Ave.
A. Commerce Dist. Co. (COS)
265 E. North St.
Chas. C. Daly (RL)
1648 Seneca St.
Deco Distributing Corp. (BR-CD-D-FFRF-PAR-G)
1231 Main St.
General Electric Supply Corp. (SE)
830 Bush Ave.
Globe Appliance Co., Inc. (LW)
1412-36 Main St.
Mutual Appliance Dist. (M-1950)
122 Clinton St.
Niagara Midland (AP-FT-DE-DA-EIGN-X-MC-MA-
MER-MA-TR-UVI-VX)
631 Main St.
Rising Sun Singers (OL)
630 Jefferson Ave.
Murray Eisen (CA)
Capitol Records Distributing Co.
1699 Main St.
Jos. Strauss Co., Inc. (MGM)
26 Main St.
Western Merchandise Distributors, Inc. (CO)
130 B. Elmwood Ave.
Elmhurst
The Charles E. King Record Co. (E)
6201 Britton Ave.
Elmira
Paul Sporting Goods (FNT)
116 Lake St.
Flushing, L. L.
Chas-Dar Sales (BT-ENT-
T-T)
P. O. Box 241
Forest Hills
Funfencia Records, Inc. (FNT)
107-109 Continental Ave.
Lackawanna
Margan Electric (CL)
215 Ridge Rd.
Long Island
Polar Tube Inc. Corp. (FLZ)
87-06 36th St.
Malvern
Ravin-Tecons (ST)
Box 206
Merrick, L. L.
National Novelty Co. (NA)
170 S. Merrick Rd.
New York
Alpha Distributing Co. (S)
158 W. 23rd St.
Apollonie Records, Inc. (AP)
615 10th Ave.
Associated Distributors, Inc. (AAR-DIX)
Suite 505-509 65 Arbor Pl.
Associated Card & Stationary Co. (PST)
154 W. 10th St.
Avon Record Co. (AV)
117 W. 49th St.
Broadway Record Distributors, Inc. (FL-SAR)
815 W. 52nd St.
Bruna-New York (V)
450 W. 24th St.
Capital Records Distributing Co., Inc. (CA)
226 W. 57th St.
Certified Distributing Co. (FQ)
123 William St.
Cinco Records, Inc. (EGO)
303 10th Ave.
Circle Sound (CT)
23 E. Fourth St.
Continental Music Co. (BAR)
281 41st Ave.
Coso Records, Inc. (COS)
745 Fifth Ave.
Consolidated Distributing Co. (ASP)
760 10th Ave.
Corp. Records (CTY)
2047 Westchester Ave.
Dale Distributing Co., Inc.
40 E. 32nd St.
Deco Distributing Corp. (BR-CD-D-FFRF-PAR)
8390 Broadway
Everyday Music Distributors (MI-SNR)
307 Lenox Ave.
Empire Record Corp. (SM-LY)
208 Lafayette Ave.
Exclusive Record Distributors (E)
241 Avenue of the Americas
Favorite Manufacturing Co. (KL-ANN-FL)
100 E. 12th St.
North Feinberg, Inc. (STG-
ST)
17-19 Union Sq., W.
Fawcett Records (FRM)
2050 Broadway, Suite 702
John Frederick (AT)
205 W. 68th St.
General Electric Supply Corp.
693 Halsey St.
Gramaphone (ARC-ZBS)
18 W. 44th St.
Hargail Records (BHG)
190 W. 36th St.
Harmonica Records Corp.
1225 Broadway
Impresario Records (IMP)
6/9 Washington Music Supply
Suite 170-210 6th Ave.
Interstate Music Suppliers, Inc. (LW)
238 W. 56th St.
Juke Box Record Co., Inc.
7 W. 46th St.
Charles E. King Record Co. (EGO)
Suite 701
1500 Broadway
King Jams (BD)
140 W. 42nd St.
John Lunar Distributing Co. (BNG-MR-TZ)
41 W. 6th St.
Lundberg Sales
1618 W. 226 St.
Liberty Music Shop (ARC-
BOI)
453 Madison Ave.
Manor Distributing Co.
(RU)
165 De Kalb
Major Brands, Inc. (M)
401 W. 6th St.
Major Distributors (BT)
505 W. 43rd St.
Malvern Distributors
(BR-DE-DE-FFRF-M)
424 W. 41st St.
Manor Records
518 W. 27th St.
Melano-Strain Records, Inc.
(M)
1500 Broadway
Melody Record Supply, Inc.
(RI-BOR-O-JA)
134 W. 52nd St.
2641 Sound Record Supply, Inc.
G-TDE-MOS)
106 W. 33rd St.
Midtown Distributing Co. (DC-ST-A-G)
1795 Broadway
Paul & Milden, Inc.
(AT-DO-UUR-CHO-
SP)
237 19th Ave.
Modern Music Sales Co.
(MUS)
453 W. 45th St.
REPRINTED FROM BILLBOARD JUKE BOX SUPPLEMENT

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January 24, 1948

Supreme's New Hit Song!

MY NEXT ROMANCE

By RALPH FREED and RUTH LOWE

and our Tip is...

TONY MARTIN'S

GREAT DECCA RECORD

DOROTHY SHAY'S

GREAT COLUMBIA RECORD

WALLY FOWLER

AND THE

OAK RIDGE QUARTET

"Everybody's Gonna Have a
Wonderful Time Up There"
(GOSPEL BOOGIE)

The most unusual song ever recorded!

Backed by

"Don't You Want To Go To Heaven"

Order the original NOW! IT'S TERRIFIC!

No. 6077

Hear it on "Grand Ole Opry" Saturday,

Jan. 24, NBC Coast to Coast, 9:30 P.M., C.S.T.

MERCURY RECORDS
Ed Levy and Herb Zebley

will be at the
CMI CONVENTION
to greet you

ALADDIN RECORDS
BULLET RECORDS
TOWER RECORDS
SUPER DISC RECORDS
TOP RECORDS
MIRACLE RECORDS

MAJOR DISTRIBUTING CO.

Ed Levy AND Herb Zebley

will be at the
CMI CONVENTION
to greet you

ALADDIN RECORDS
BULLET RECORDS
TOWER RECORDS
SUPER DISC RECORDS
TOP RECORDS
MIRACLE RECORDS

MAJOR DISTRIBUTING CO.

563 W. 42 St.
New York, N. Y.

106 DeKalb Ave.
Brooklyn, N. Y.

January 24, 1948

Copyrighted material
OPS!
You'll Ride
High in '48 with
the Big Juke Box
Money-Makers on
Deluxe Records

Know-how makes the difference! Some artists are "naturals" for the juke box trade... some tunes have that certain something that clicks with the nation's music machines. De Luxe, one of the oldest independent record labels, has the experience and know-how to combine these basic factors for top juke box profits.

You can count on De Luxe for a steady flow of the records that will keep the nickel rolls down the coin chute.

Get acquainted with De Luxe and watch your juke box take zoom to new highs in '48!

Philadelphia
Apollo Records, Inc. (AP)
1300-41 Vine St.
Capital Records Distributing
En., Inc. (CA)
625 Walnut St.
Ballien Record Co. (FL-LF)
515 W. Jefferson Ave.
Decca Records Distributing
Corp. (RI-CDO-DO-FRR)
1427 Vine St.
Ethnic Music Distributor
(MI)
203 N. 44th St.
Everybody's Supply Corp
(MBQ)
810 Arch St.
Franklin Electric Co. (SO)
858-81 Arch St.

General Electric Supply
Corp. (SI)
426 N. 7th St.
The Harrington Co. (TT)
4325 Girard Ave.
Kayser Co. (AP-LD-M-
S-XX-BAN-B-SSQ)
1675 24th St.
Knotty Record & Supply
(SO)
1206-11 7th St.
Letter Distributors (ATO-
FL)
2051 Medway Ave.
Marvel (ADV-STAR-ATT)
1632 Fairmount Ave.
Motor Parts Co. (CO-OK)
1229 N. Broad St.
Penn. Record Supply Co.
(SI-DRI-DIG-SAR)
1224 Armitage Ave.
J. J. Pocock, Inc. (MJ)
1920 Church St.
James II Podlany (FIL)
7844 Records St.
Radio Broadcasting Co.
(SR)

Sister Bldg.
David Rosen Co. (ALD-
AMI-CHE-CE-AP-
CHO-CLE-DR-DOWN-E-
FI-K-C-D-P-E-AMA-
MBF-MO-MO-SA-
ST-UP-M-ENI-
TH-OVU-UV)-FL-
665 N. Broad St.

Raymond Rosen Co. (C)
2151 Market St.
Scott-Crosio Co. (AL-BEN-
CAS-DV-ENT-MAY-
NA-UVI-UVI)
1425 Spring Garden St.
M. H. Boyer (S-Chem)
15th St.

Chandlers, Inc. (SR)

4681 Girard Ave.
Tempo Atlantic, Inc.
(TEM)
19 W. Chelten Ave.

Tribune & Montgomery
(WM)
Mallum St. at 24th.

Pittsburgh
American Col-A-Mello
Machine Co. (COR-RA-
EPT-MID-MID-M)
1435-37 5th Ave.
Capital Records Distribut-
ing Co. (CA)
1007 Forbes Ave.
Decca Distributing Corp.
(SI-DID-DID-P-EFF-P)
925 Liberty Ave.
General Electric Supply
Corp. (SI)
420 Dinwiddie Way
Glisky Bros., (FIL)
401 Penn Ave.
Machenburg Bros. (FIL)
(V)
306 Penn Ave.

Hunterford & Hoffmeier
(CO-COX)
1601-52 3rd Ave.
J. E. Miller Co. (MJ)
80 Fifth St.
Nationality Records Co. (S)
345 Blvd. of Allies

Trade Mid-Mills Supplies
(VX-CV-FF-R-TEM-M)
201 Fifth Ave.
Lou Snow Record Co. (ATT)
2200 Fifth Ave.
L. E. Smith, Inc. (SO)
8 Eighth St.
Standard Distributing
(CO-DO-EO-EO-EE-T)
1725 5th Ave.
Star Title Strip Co., Inc.
(TEW)
P. O. Box 1159
SteelcAMP Record Co. (MA-
20P)
202 Barlow Ave.
Superior Distributing Co.
(MBQ)
8125 Liberty Ave.

January 24, 1948

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RHODE ISLAND
Greenwich
Greenwich Electric Co. (MJ)
247-169 Main St.
Newport
John H. C. Marker (NL)
Axelrod-Music, Inc.
131 Bellevue Ave.
Providence
Axelrod Music (GHS)
40 Eocene St.
Deca Distributing Corp. (RI-CD-D-PAIR-PAIR)
23 Broad St.
Ragle Sales Corp. (MJ)
745-745 N. Main St.
Rudy & Company, Inc. (V)
43 Hospital St.
General Electric Supply Corp. (RI)
267 Harris St.

SOUTH CAROLINA
Charleston
Burt's Electrical Supply Co. (TEM)
400 E. Bay St.
Gas Engine & Electric Co. (NA)
293 Meeting St.
Columbia
Electrical Appliance & Supply Co. (TEM-77)
2053 Gervais St.
Monitor Home Appliance Co. of South Carolina (BLW)
1551 Lady St.
J. W. Tompkins (LT)
297 S. Edisto Ave.
Greenville
Arthur Nixon & Son (EA-DS-PIL)
209 W. Washington
Spartanburg
James Davis (CAS)
200 Main St.

SOUTH DAKOTA
Mitchell
Automotive Supply Co. (MJ)
Rapid City
The Wallahan Co. (MJ)
1815 W. St. Joe St.

TENNESSEE
Bristol
James C. Wilson (PIL)
504 Georgia Ave.
Wilson Bros. (PIL)
P.O. Box 302

R. U. Lyon, Inc. (CO-OE)
9 Federal St.
Milhender Distributing Co. (SO)
207 Charles St.
Monitor Distributing Co. (BLW)
123 Warren Ave.
Newell Winker Co. (EA)
851 Elm Grove Ave.

For TOP JUKE BOX TAKE... For BIGGER RETAIL PROFITS

HOT JAZZ, SWING and BE BOP RECORDS

by JAMES P. JOHNSON  SARAH VAUGHAN
Rex Stewart  Earl Hines
Barney Bigard  Johnny Hodges
Pee Wee Russell

and others on the great

HRS LABEL

10" . . . 35c TRADE PRICE PLUS TAX
RETAIL PRICE. 75c PLUS TAX
FULL RETURN PRIVILEGE

The HRS label is manufactured and distributed exclusively by

EMPIRE RECORD CORPORATION
2600 FIRST AVE. (106-107 STS.)  NEW YORK 29, N. Y.
Order New for Prompt Delivery—Tel. Sacramento 2-9171

January 3, 1948

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www.americanradiohistory.com
Chattanooga
Allied Appliance Distributors of Chattanooga, Inc (MO)
609 Cherokee Blvd.
General Electric Supply Corp. (SI)
112-114-116 W. 13th St.
Radio Sales Corp. (TEV)
401 Broad St.

Johnson City
Rich-E-Tone Record Co. (RBT)
415 W. Pine St.

Knoxville
Allied Appliance Distributors of Knoxville, (TN)
246 N. Broadway
Bomar Appliance Co. (MRO-TIM)
505 Western Ave.
Bondurant Bros. Co. (CO-OX)
450 W. Main Ave.
General Electric Supply Corp. (SI)
708 N. Broadway
M. M. McGun & Co., Inc. (RT-V)
501-3 W. Jackson Ave.
Valley Appliance, Inc. (SO)
118 W. Jackson Ave.

Memphis
Aird Appliance Co. (MEBS)
604 Union Ave.
Allied Appliance Dist. of Memphis (G-MJ)
713 Linden Ave.
Norman Brown (MRO)
160 Union St.
Capitol Records Distributing Co., Inc. (GA)
1059 Union Ave.
Decca Distributing Corp. (BLS-DD-D-FFH-PAB)
622 Madison Ave.
General Electric Supply Corp. (SI)
500 S. Front St.
McGregor's, Inc. (V)
1071 Union Ave.
Music Sales Co. (ALD-AT-ATT-SH-CLD-GOA-
COS-DE-DOW-E-ENT-
FIS-LD-MD-MH-MO-
NA-PAC-SPE-UVT-VC-
TIM)
600 Union Ave.
Shobe, Inc. (MGM-SO)
1117 Union Ave.
Stratton Warner Hardware Co. (M)
Carolina Ave. and Florida St.

Tanner Radio & Electronic Supply (RCW)
1015 Union Ave.

Woodmen & Bosomans, Inc. (CO-OX)
492 Union Ave.

Nashville
Allied Appliance Distributors of Nashville, Inc. (MO)
216 10th Ave., S.
General Electric Supply Corp. (SI)
128 6th St., S.
Nashville Record Sales (EBA)
501 Union St.
Radio & Appliance Corp. (MRO-TIM)
4 Cummins Station
Frank Swift Sales Co. (EBA)
117 3d Avenue
Teena Music Sales (EI-BU-JA-MEBS)
228 Woodland

Volunteer Music Sales Co. (SI)
225 12th Ave., S.

TEXAS
Abilene
General Electric Supply Corp. (SI)
190 Locust St.

Amarillo
Amarillo Hardware Co. (ME)
500 Grant St.
General Electric Supply Cop. (SI)
701-711 5th Ave.
Time Records (TMA)
1904 W. 8th St.

Austin
Alexander J. Leesberg (PIL)
The Texport Co. (PIL)
304 E. 4th St.

Beaumont
General Electric Supply Corp. (SI)

Dallai
Allender's Record Dist. (TMD)
Box 1291
Midwest. Recording Co. (TMD)

Dallas
Acme Distributing Co. (BLW)
2535 Elm St.
Adena Co. (V)
1500 Cedar Spring
Black & White Record Distributing (BLW)
2713 Elm St.
BlueBonnet Music Co. (A.LD-AP-ATT-CLE-COB-
DOW-R-MN-R-MD-
NA-M-ST-SPE)
2355 Ross Ave.
Classic Records Distributing Co., Inc. (CA)
1506 Young St.
Dannay-Baker, Inc. (CN-OS-WI)
1200 S. Alamo

Decca Distributing Corp. (BR-CO-0-O-D-FFH-PAB)
509 Park Ave.

Docto-Skinners (BI-BL-BY-
DOW-E-ALL-MJ-AP-
PAC-PY-SPR-BY-
STRA-TIM-TR-YC)
2834 Elm St.
General Electric Supply Corp. (SI)
1811 N. Lamar St.

K & M (HI-RAM)
2014 McKinney Ave.
King Record Distributing Co. (KRD)
311 Cam St.

Los Star Publishing & Recording Co. (L&F)
210 Pacific Ave.

Leutis Record Shop (AT)
3111 Oakland St.

Radio City Distributing Co. (MGM)
720 S. Austin St.

Rogers Leachs & Merchant, Inc. (LJ)
100 N. Market St.

Southwestern Co., Inc. (CO-OE)
1710 N. Harwood St.

Starday Music of Dallas (DE-E-MO)
2604 Commercial St.

Edward Sutton (M)
615 Rockwood St.

The Texport Co. (PIL)
712 Havendon Garage

Tanner Distributing Co. (COA-COB)
2630 Harwood

El Paso
Dibel & Leibman Appliance Distributing Co. (M-GO)
1406 Texas St.

General Electric Supply Corp. (SI)
817 Texas St.

M. H. Kruppa (ALD-BLW-
-CLE-DOW-R-FD-MO-
NA-SPF)
506 N. Kansas St.

Albert Mathis & Co. (CO-OE)
156 S. Mesa

Mediacity Specialty Co. (V)
417 W. San Antonio

Sunland Supply Co. (ATT-
MI-BT-OY-YY-00T-
ENT-G-K-MA-MX-MH-
NA-SNY-TI)
125 Durango St.

Fredericksburg
Francis LaPotta (ATD)
228 South Main St.

Fort Worth
General Electric Supply Corp. (SI)
408 Jocas St.

Houston
Atlas Radio & Record Co. (AT-BT-FJ)
2630 Lyons St.

Automatic Distributing Corp. (MGM)
100 Jackson St.
operators: i'll be seeing you at the cmi show
have a few new records that will make the nickels flow.

i'll have this natural:

"those wedding bells are breaking up that old gang of mine"

as well as

"i'm my own grandpa"

backed by

"same old lovelight in your eyes"

— larry vincent

we have distributors from coast to coast!
write for catalog of our specialty numbers

king of western swing

and his great string orchestra

rca victor records

watch for:

"oklahoma waltz"

"fickle woman"

"big chief boogie"

"down at the coo-coo house"

exclusive management: continental artists corp.
**Del Courtney and His Orchestra**

*Vita Acoustic Records*

A sharp hit to be currently released

"Dream Peddler"

"Do You Believe in Lovin', Honey"

An ample supply of standards and originals to follow

**CURRENTLY**

**PALACE HOTEL**, San Francisco

**OPENING FEBRUARY 24TH**

**ARAGON BALLROOM**, Chicago

WGN-MUTUAL Network

William Morris Agency

---

**"They All Recorded to Beat the Ban"**

(All About Little Caeser)

On Damon Records

By the Famous Team

Jon and Sandra Steele

The ONE and ONLY Authorized Recording

The Hottest Money Getter in America

Backed by Another Top ASCAP Tune

"My Happiness"

The rush is on! Order now!

Damon Recording Studios

Victor 2585

1221 Baltimore Avenue

Kansas City 6, Missouri

---

**St. Albans**

Cliff Japhet (FID)

Cure Radio Station WWER

**Virginia**

Norfolk

General Electric Supply Corp. (NJ)

257 Bank St.

Nor-Rich Distributors, Inc. (MI)

218 W. Bute St.

Richmond


17 W. Main

Commonwealth Sales Corp. (TEN)

1601 Summit Ave.

Benjamin T. Crump Co., Inc. (CO-OK)

1216-34 E. Franklin St.

Decca Distributing Corp. (BR-CD-D-FBRE-PA)

5th and Cary St.

Digit Record Supplyers, Inc. (RI-DE-LD-TN-CA-MAY-SW-ST-TIA-VG)

781 W. Cary St.

Radio Supply Co. (MOD)

8302 W. Broad St.

Waltz Music Supply Co. (MDT)

519 W. Broad St.

Waltz-Orlovick, Inc. (N)

Grace at 14th St.

Rochester

General Electric Supply

Nofolk Ave., S. W.

General Electric Supply

401 E. Canal St.

Goldberg Co., Inc. (SD)

429 St. S. E.

5 N. 18th St.

**Washington**

Seattle

C & C Distributing Co. (CA)

3320 E. 5th Ave.

MAY-MO-MST-NA-8PE

902 Fourth Ave.

Capitol Records (CA)

2244 1st St.

Decca Distributing Corp. (BR-CD-D-FBRE-PA)

3151 Western Ave.

Distributors, Inc. (INT)

2110 4th Ave.

Jubilee Promotions (TEM)

110 N. 50th St.

General Electric Supply

1214 1st Ave., B.

Harper-Magges, Inc. (V)

900 Republican St.

Ernie Lewis (TR-3T)

1015 King St.

Emil Lewis Enterprise (PAC)

197 King St.

Love Electric Co. (DEE-BL-CN-CL-HH)

North Pacific Supply Co. (CA)

201 Westlake, N.

Northwest Record (ALD)

715 E. Pike

Radio Specialties Co. (RT)

406 Broadway, N.

Radio Television & Appliances, Inc. of Wash. (CO-M-OK)

810 Westlake Ave. N.

Seattle Hardware Co. (MGM)

501 1st Ave., S.

Starwist Co. (ALD)

Totem Recordists Associated (VO-OR-MI)

504 Fisher Studio Bldg.


Herk E. Zobeltz AFB-M-DA-M-BO-

STTA

2120 Westlake Ave.

Vogue Pacific Distributing

(UVI)

504 Fisher Studio Bldg.

South Bend

Heath & Cearns (VC-OD)

1015 W. Water St.

Spokane

Columbia Elec. & Mfg. Co. (CO-OK)

120 S. Wall St.

General Electric Supply

122 Monroe Blvd.

Love Electric Co. (BLW)

South 121 Monroe

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**First 2 Big Hits in '48**

Both on one record

**SABRE DANCE**

By the

Don Henry Harmonica Trio

On

**TURNPIKE (Sunday Picnic Polka)**

A million thanks to operators, dealers and disk jockeys for your wonderful response!

Order now from your nearest distributor.

Regent Records

1184 Elizabeth Ave.

Elizabeth, N. J.

January 34, 1948
WEST VIRGINIA

Charleston
Charleston Electrical Supply Co. (CO-OK)
916 Kanawha St.
International Record Service (TS-BT)
250 Greenside Dr.
R. H. Kyle (RI-MER)
1364 Hanaford St.
Moore & Layne Appliance (SAR)
800 Summers St.

Clarksburg
White & Frederick Co. (VO)
S. Chestnut & Frederick Davis
Cany Records (CZT)
113 Henry Ave.

Huntington
Modern Distributors, Inc. (MI)
1640 Fourth Ave.
Van Zandt Supply Co. (V)
1123 411 Ave.

Logan
Mutual Distributing Co. (CO-OK)

South Charleston
Mr. C. Rockway (AT)
1000 E. Village Dr.
Chemcity Radio & Electric Co. (SO)
1255 E. Washington St.
Wheeling
General Electric Supply
1422 Main St.

WISCONSIN

Appleton
General Electric Supply
116 W. Harris St.

Green Bay
M. & M. Distributing Co. (AP)
E. 20th St.

La Crosse
General Electric Supply Corp. (EJ)
22 Pearl St.

Marshallfield
Irving Siegel (SH)
504 N. Central Ave.

WISCONSIN

Milwaukee
Capitol Records Distributing Co., Inc. (CO)
1434 W. Parwell Ave.
Clark Supply Co. (SO)
8707 N. Richards St.
Cadavy Recording Co. (CHO)
2600 N. Terrace Ave.
Decca Distributing Corp. (HT-DI-D-PFTR-PAR)
111 N. Clybourne St.
General Electric Supply
140 N. Broadway
Mercury Record Distributing, Inc. (MEB)
624 N. 6th St.

MOse Brothers Milwaukee Co. (M2)
1110 N. Water St.
Radio Specialty Co. (CO-OK)
606 N. Broadway
Rhino Record Distributing Co. (AT-TH-BK)
1705 W. Clybourne
Taylor Electric Co. (V)
112 N. Broadway
Wisconsin Vogue Distributing Co. (VO)
621 N. 10th St.

WISCONSIN

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Melody Nook (SH)
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WYOMING

Cheyenne
Chief Appliance Corp. (TOMA)
1316 W. Lincoln Way

AMERICA'S NEW and DIFFERENT TORRID SINGING STYLIST

For '48

STOCK UP NOW ON THESE NEW SUPER DISC RELEASES BY

VIOLA WATKINS

Super Disc No. 1052
"TONIGHT YOU BELONG TO ME" backed "HEY, STOP KISSIN' MY SISTER"

Super Disc No. 1047
"YOU'RE IN LOVE WITH EVERYONE" backed by "IT'S RIGHT HERE FOR YOU"

Her unusual style and clever lyrics have been praised in "Billboard"... hailed in "Cash Box"... All agree she'll hatch profits galore for coin operators and retailers alike.

DISTRIBUTORS NOTE:

Leading distributors in many territories are finding the Super Disc line a sure source of extra volume. But some choice territories are still available. Write, wire or phone Super Discs, Irvin Feld, Sales Manager, 9628 Twelfth Street, N. E., Washington, D. C. Phone Dupont 0213.

The home of the PHONOGRAPH THAT SELLS MUSIC

January 24, 1948

The Billboard Juke Box Supplement
A "FORSTER" SONG THAT WILL CLICK IN ANY TERRITORY

"I'M WAITING FOR SHIPS THAT NEVER COME IN"  
(by the writer of "OH JOHNNY")  
A SONG WITH UNIVERSAL APPEAL

YOUR CHOICE OF THESE TOP ARTISTS TO DELIVER
THE SONGS TO YOUR PATRONS

Buddy Clark ................. COLUMBIA RECORD No. 37934
Bing Crosby ................. DECCA RECORD No. 25281
Jack McLean .................. COAST RECORD No. 8009
Art Mooney ................... MGM RECORD No. 10112
Pete Cassell ................. MAJESTIC RECORD No. 6017

START YOUR "1948 SHIP OF GOOD BUSINESS" WITH

"I'M WAITING FOR SHIPS THAT NEVER COME IN"  
Published by
FORSTER MUSIC PUBLISHER, INC.
216 SO. WABASH AVE., CHICAGO 4, ILLINOIS
JENNY LOU CARSON
AMERICA'S NO. 1 GIRL SONG WRITER

Writing Exclusively for HILL and RANGE SONGS, Inc.

SUCH SONGS AS

* NEVER TRUST A WOMAN
Chained to a Memory
Behind the Eight Ball
I'll Trade All of My Tomorrows
A Penny for Your Thoughts

AND MANY OTHERS

Recording Her Own "Hit" Tunes on VICTOR RECORDS

Latest Release

The Cross Road Where We Said Goodbye
I L-O-V-E You

Soon To Be Released

I'll Never Trust You Again
What Do I Have To Do?

HILL AND RANGE SONGS, INC.
GUARANTEED BACKLOG!

CRYSTAL RECORDS

Crystal Records is proud to announce that it NOW has over 300 masters of HIT SONGS recorded

Eddie Dean
NOW on Crystal Records

The Symphonic Choristers
A NEW DEVELOPMENT WITH A VOCAL GROUP

And Many Others
DISTRIBUTORS! A Few Choice Territories Still Available

Write or Wire
CRYSTAL RECORDS
2356 DORRIS PLACE, LOS ANGELES 31, CALIF.
3 "AVA" SONGS THAT YOU CAN KEEP THEM PLAYING

★ "I'LL HOLD YOU IN MY HEART"
   The Eddy Arnold RCA VICTOR RECORD NO. 20-2332 is holding the No. 1 Spot across the country

Other Great Recordings by...
   Monica Lewis .......... Decca Record No. 24259
   Durece Groom .......... Mercury Record No. 6066
   Alan Dale .......... Signature Record No. 15166

★ "TO MY SORROW"
   A Close Second in Popularity to "I'LL HOLD YOU IN MY HEART"
   Eddy Arnold Scores Again With This on RCA VICTOR RECORD NO. 20-2481

★ "HAWAIIAN COWBOY"
   Recorded for RCA VICTOR by Ray Rogers and Just Released
   RCA VICTOR RECORD NO. 20-2064

PREDICTIONS ARE THAT THIS WILL CRASH THE HIT COLUMN IN A HURRY.
IT'S TERRIFIC!
GRAB YOURSELF PLENTY OF RECORDS ON IT RIGHT OFF THE BAT.

Published by
ADAMS, VEE & ABBOTT, INC. 216 S. WABASH AVENUE, CHICAGO 4, ILLINOIS

January 24, 1948
NOW! ... A PREMIUM PRODUCT at REGULAR PRICES!

Aeropoint Coin Phonograph Needles

The same high quality that sold millions at premium prices

RED DEVIL QUANTITY ORIGINAL
35c ea. 1-11 40c ea.
32c ea. 12-99 37c ea.
30c ea. 100-999 35c ea.
30c ea., plus 100 or more 35c ea., plus

FOR RUGGED LOCATIONS
100 Free per 1000

FOR LIGHTWEIGHT TONE ARMS
100 Free per 1000

IT'S TIME YOU SWITCHED TO AEROPoint!

YOU SAVE UP TO 34%

Aero Needle Co., 619 N. Michigan Ave., Chicago 11

Order from your distributor or use this handy coupon. Open account only to well-rooted firms. Others C. O. D.

January 24, 1948

The Billboard Juke Box Supplement Page 99
Bob Atcher
Columbia Record

YOU'LL HITT PAY DIRT WITH HIS ALL-TIME FAVORITES

★ NEVER TRUST A WOMAN DON'T GIVE YOUR HEART
Columbia 37938

★ SIGNED, SEALED AND DELIVERED MOUNTAIN MAW
Columbia 37991

★ WASTED TEARS ON ACCOUNT OF YOU
Columbia 37878

★ I DON'T WANT NOBODY I'LL NEVER GROW TOO OLD TO LOVE YOU
Columbia 37944

Radio WBBM-CBS
Ten Years of Publisher Song Hits

Since the Petrillo ban on records has centered considerable interest on old songs, The Billboard reprints below a feature designed to review the hits of yesteryear. This list was first published in the December 13, 1947, issue.

Listed below are the "publisher hit songs" of the period from 1935 to 1944, with song titles arranged alphabetically with the publisher's name adjacent to the title. These songs represent the No. 1 sheet music sellers and most-performed tunes as indicated in The Billboard's Music Popularity Charts for the 10-year period cited.

<table>
<thead>
<tr>
<th>YEAR</th>
<th>TITLE</th>
<th>PUBLISHER</th>
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</thead>
<tbody>
<tr>
<td>1935</td>
<td>A Little Bit In My Heart</td>
<td>Deems Taylor-Voormaster</td>
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<tr>
<td>1936</td>
<td>Almost There</td>
<td>Deems Taylor-Voormaster</td>
</tr>
<tr>
<td>1937</td>
<td>Almost There, My Heart</td>
<td>Deems Taylor-Voormaster</td>
</tr>
<tr>
<td>1938</td>
<td>A Tidden Glass Of Beer</td>
<td>Deems Taylor-Voormaster</td>
</tr>
<tr>
<td>1939</td>
<td>A Tidden Glass Of Beer</td>
<td>Deems Taylor-Voormaster</td>
</tr>
<tr>
<td>1940</td>
<td>A Million Dreams Away</td>
<td>Deems Taylor-Voormaster</td>
</tr>
<tr>
<td>1941</td>
<td>A Million Dreams Away</td>
<td>Deems Taylor-Voormaster</td>
</tr>
<tr>
<td>1942</td>
<td>A Million Dreams Away</td>
<td>Deems Taylor-Voormaster</td>
</tr>
<tr>
<td>1943</td>
<td>A Million Dreams Away</td>
<td>Deems Taylor-Voormaster</td>
</tr>
<tr>
<td>1944</td>
<td>A Million Dreams Away</td>
<td>Deems Taylor-Voormaster</td>
</tr>
</tbody>
</table>

January 24, 1948
The Billboard’s Cavalcade of Juke Box Hits (1938 to 1946)

1938 POPULAR

DORSEY, MILDRED-D
So Help Me
BASIE, CROSBY-D
Stop, Beatty! Round the Mulberry Bush
BOSWELL, Sisters-D
Alexander’s Ragtime Band
CALLOWAY, C. Co.-
Angels With Dirty Faces
CARMICHAEL, HORACE-D
Two Sleepy People
CLINTON, LARRY-V
Heart and Soul
My Review
Old Folks
Summer Souvenirs
You Must Have Been a Beautiful Baby
CROSBY, BING-D
Small Fry
Alexander’s Ragtime Band
Poe Get a Pocketful of Dreams
My Review
Old Folks
You Must Have Been a Beautiful Baby
CROSBY, BOB-D
Deep in a Dream
DONAHUE, AL-CO.
I Must See Annie Tonight
Keepers Criers
DORSEY, JIMMY-D
Change Partners
DORSEY, TOMMY-V
Stop Beatin’ ’Round the Mulberry Bush
I Won’t Tell a Soul
ELIONTON, DUKE-CO.
Garden of the Moon
BING, SKINNY-V
Garden of the Moon
GOODMAN, BENNY-V
I Must See Annie Tonight
HUBBARD, RICHARD-V
Day After Day
KAYE, SAMMY-V
While a Cigarette Was Burning
All Ashore

1939 POPULAR

KIRK, ANDY-D
I Won’t Tell a Soul
KEITH, KAY-CO.
Two Sleepy People
LETHEROAR, GUY-D
I Must See Annie Tonight
MOJOMAN, MUSS-V
I’ve Got a Pocketful of Dreams
Lambert Walks
NISLON, OZZIE-V
Change Partners
At Long Last Love
NOHO, RYD-
Garden of the Moon
Small Fry
ROGERS, BUDDY-V
While a Cigarette Was Burning
SHAW, ARRIVE-V
Deep in a Dream
WALKER, RAY-V
Two Sleepy People
WELK, LAWRENCE-D
Two Sleepy People

carmen cavallaro

the poet of the piano

DECCA records

Remember:
“CHOPIN’S POLONAISE”
“ENLORO”
“WARSOW CONCERTO”
“CARIOCA”
“BRAZIL”
“INTERMEZZO”
“HUNGARIAN DANCE NO. 4”

Direction: MUSIC CORPORATION OF AMERICA

January 24, 1948

The Billboard Juke Box Supplement
GALA RECORDS

Greetings at your convention with these new 1948 releases... all of them tagged for:

BIG JUKE BOX PLAYS

Dwight FISKE

No. 200A—Oh, Evening Star
No. 200B—Thank You for Coming
No. 201A—Souvenir of the Fall Farewell
No. 202A—Laurel's Prayer
No. 202B—Mary and Fred

Charley BLAKSTONE

No. 1021A—Isabella, the Queen
No. 1022B—Television Looks Back at His Army Days
No. 1023A—Blackstone's Admiration for Being a Good Girl
No. 1023B—Catherine, Maid of Russia

The BEST in MUSIC on RECORDS

Operators...

1940 POPULAR

ALEXANDER, VAN—V
The Little Red Fox

ANDREWS SISTERS—D
Yo Daloo Joe

AYRES, MITCHELL—V
Make Believe Island

BARNETT, CHARLIE—V
Where Was I?

CHRISTIAN, ROY—V
With the Wind and the Rain in Your Hair

DORSEY, JIMMY—D
Run Aragon Way

DORSEY, TOMMY—V
All the Things You Are

GIBSON, ROY—D
With the Wind and the Rain in Your Hair

GORDON, GARY—V
San Antonio Rain

HAWKINS, HARRY—V
The Lone Star Whistle

HAWKINS, HARRY—V
The Lone Star Whistle

HAWKINS, HARRY—V
The Lone Star Whistle

HEIDT, ORRIN—Co.
Don't Make Me Cry

HAMPTON, LIONEL—V
The Jumps In Face

HENDRIX, RANDY—D
Daddy's Baby

HERSOM, WOODY—D
The Lone Star Whistle

HOT CHOCOLATE—V
Ole Miss

HUEY, HADLEY—V
Maiden's Prayer

HUEY, HADLEY—V
Maiden's Prayer

JENSEN INDUSTRIES, INC.
325 S. Wood St., Chicago 12, I11.

The BEST in MUSIC on RECORDS

National Distribution
Jobber's Name on Request

New Money-Makers for YOU!

Your RECORDS PRESENTS HITS BY THE ROVING RAMBLERS

1001 Old Rockin' Chair
My First Love Letter From You

1002 Sweetheart from Cheyenne
I'm On My Way To Meet You

DISTRIBUTORS—WRITE FOR AVAILABLE TERRITORIES

CARRIE HOFFMAN MUSIC PUBLISHERS
910 Alberta St., Detroit 20, Mich.

Musicraft RECORDS

Our new plant now is ready to serve you

Craft Record Pressing Corp.
345 Bergen St. Brooklyn 17, N. Y.
Main 5-5812

by DICK KUHN & ORCH.

Put Your Arms Around Me Honey

January 24, 1948
High out FIRST ONE VOCALS

ditty "blues"

by jam-session

artd

by like topjazzmen BROS.

will using RECORDS 0899

"BLIND Band RECOR

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"BLIND Band RECOR

IT-503-A)

IT-503-13)
1944 RACE
CARTER, BENNY - Ca.
Hurry, Hurry
I'm Free
ECKSTEIN, ELLY - D. L.
I Stayed in the Mood for You
EDWARD, DIXIE - V.
Do Nothing, Till You Hear From Me
MORRIS - FIVE RED CAPS - B.
I've Learned a Lesson I'll Never Forget
OAT, PVT. OCHOL. E. R. - Do
HAMPION, LIONEL - D.
Hang's Boogie Woogie
EILEY, ETTA - D.
Cous Cow People
JENNISON, RUGER - D.
When My Min Comes Home
JORDAN, LOUIS - D.
Oh, Joe, Is It You Or Is It You Ain't
RACE, COLE TRIO - Ca.
Straighten Up and Fly Right
I Can't Get Satisfied
COLE, BIB - D.
I'm A Good To You
MILLS BROTHERS - D.
Tell Them
WILLIAMS, GOOTIE - NIL
Cherry Red Blues

1944 FOLK
ACUFF, ROY - Co.
Fe, The Prodigious Star
I'll Forgive You But I Can't Forget
AUTRY, GENE - Ca.
I'm Thinking Tonight of My Blue Eyes
I Hung My Head and Cry
BACON, DOLL
Pistol Packin' Mama
DAVIS, TONY - Co.
No Letter Today
Pistol Packin' Mama
LOCK WHO'S TALKIN' - Po
SUE, LEE
DAVIE, JIMMIE - D.
There's A Chill on the Hill Tonight
Is It Too Late Now
DIXER, AL - Co.
Bessie
Pistol Packin' Mama
Too Late to Worry
So Long, Pal
FISHER, FREDDIE - "SCHNICKERFART" - B.
Pistol Packin' Mama
FOLK, RED - D.
Smoke on the Water
There's A Blue Star Shining Bright
ROOSER, HOT SHOTS - D.
She Broke My Heart in Three Places
LEWIS, TITUS JIM - D.
Too Late to Worry
Too Late to Cry
MITCHELL, CHARLES - V.
If It's Wrong to Love You
FLETCHER, LILL - NIL
Pistol Packin' Mama
BITTER, TED - Co.
There's A New Moon Over My Shoulder
I'm Wasting My Tears On You
JULIO, DADDY
TILLMAN, FLOYD - D.
They Took the Stars Out of Heaven
Each Night at Nine
TURK, ERNIE - D.
Tell Me One More Time
Soldier's Last Letter
Yesterday's Tears
WALEY, JIMMY - D.
I'm Sailing You Red Roses
WILLING, FOY - Ca.

1945 POPULAR
ANDREWS SISTERS - D.
From and Congo-Cals
BROWN, LEE - Ca.
My Dreams Are Getting Better All the Time

SUNRISE PRESENTS
EARL "FATHA" HINES
greater than ever
JOHNNY HARTMAN
sensational baritonal
BOB WYATT
madman of the organ!
ALBERT HIBBLER
how great can you be?
JOHNNY HODGES
king of the sax!

for information write, wire or phone:
SUNRISE RECORDS
307 Lenox Ave, New York 27
Academy 2-6840

CARLE, FRANKIE - Ca.
A Little on the Lonely Side
CAVALLARO, CARL - D.
Chopin's Polonaise
COMO, PIRRI - V.
Fill The End Of Time
I'm Gonna Love That Girl
If I Loved You
CROOKS, HANK - D.
A-Cent-Tchu-Ate the Positive
You Belong to My Heart
On the album, Tophak and Santa Fe
It's Been A Long, Long Time
And the Hearts are True
I Can't Begin to Tell You
GOODMAN, BENNY - Ca.
Gotta Be This or That
RAYNES, DICK - D.
I'll Buy That Dream
HAINES, JOHN - D.
I'm Beginning To See the Light
JAMES, JUDD - Ca.
I'm Beginning To See the Light
I'll Buy That Dream
It's Been A Long, Long Time
KAYE, SAMMY - V.
Chocock Chocock
KENTON, STAN - Ca.
Tampico
LINDSAY, BILLY - Ca.
Waiting for the Train To Come In
LOMBARDI, GUY - D.
A Little on the Lonely Side
He art Bottom Trouser
LONG, JOHNNY - D.
My Dreams Are Getting Better All the Time
MINTY, EDDIE - Ca.
Sentimental Journey
MERCER, JOHNNY - Ca.
At-Em-I-Tchu-Ate the Positive
Claudy
On the album, Tophak and Santa Fe
MILLS, MORGAN - D.
Sentimental Journey

1945 FOLK
ARNOLD, EDDIE - V.
Each Minute Seams a Million Years
AUTRY, GENE - Ca.
Gonna Build A Big Fence Around Texas
At Mail Call Today
Don't Hang Around Me Any More
Doe, I Don't Like a Lie
BOTT, BILL - V.
Shame On You
COoley, SPADY - Co.
Shame On You
You've Taken All I Gonna Take From You
DAFFAN, TED - Co.
You're Breaking My Heart
DAVIE, JIMMIE - D.
I'm The Man Over My Shoulder
DIXER, AL - Co.
I'm Losing My Mind Over You
I'll Wait For You, Dear
Traipin' 'Round
I'm Leaving Without You
FOLEY, RED - D.
I'll Never Let You Worry My Mind
GUTFERPER, JACK - Ca.
OKLAHOMA HILLS
DON'T ME, My Darlin' With My Heart
RAMBLE BOOZE, THE - Co.
Tender Hearted Sue
RITTER, TEX - Ca.
You Touched Me One Time Too Often
You Will Have To Pay
CHRISTMAS CAROLS by the Old Corral
ROBINSON, CARL - V.
BENNETT'S LETTER TO HIRALDO
SHRIM, WALT - Ca.
TWOFOLD CAKE
SONS OF THE PIONEERS - V.
Stars and Stripes on Iowa Pine Tree
THOMAS, DICK - V.
Honesty
TUPE, ERNIE - D.
Tomorrow Never Comes
You Can Depend On It
It's Been So Long, Darling
TUCKER, WILLY - Ca.
With Tears in My Eyes
WILLS, BOB - Co.
Snow On the Banner
Hang Your Head On Me
There's A Million Years You Don't Know What Happens to Me
Sister Stays On the Blue Grass Tonight
You're Playing Bogie
White Cross On Oklahoma
MORGAN, VAUGHN - V.
There! I've Said It Again
MOORE, POOR - V.
My Dreams Are Getting Better All the Time

DON PABLO
And Orchestra on VARGO RECORD 29295
"LOLITA LOPEZ"
"SANTA CATALINA"

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NEW LOW PRICE! 35¢

For Famous

PFANSTIEHL

COIN MACHINE NEEDLE

Now a Greater Value Than Ever

Now! A new and greater coin machine value! The famous Pfanstiehl needles, both the regular, and the Special for light-weight pickups, are now available at greatly reduced prices. The same famous M47B tips at sensational savings.

PFANSTIEHL CHEMICAL CO.

METALLURGICAL DIVISION, WAUKEGAN, ILLINOIS

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January 24, 1948
FOR SALE
5 Shoeball Alleys, 14 feet long by 30 inches wide. Perfect working order. Sacrifice $475.00

ALSO
4 Radio Rifles, 2 Callecopens, 1 Table Gun, 1 Atomic Bomber, 1 Guess-Your-Weight Scale, 1 Rowe Cigarette Machine and 1 Seeburg Music Box. $650.00 takes this lot.

LOUIS LOBEL
2956 W. 22nd St.
52nd, N. Y.

Baltimore Gold Mine
NEW BAY SHORE PARK
Half a million dollar Beach and Amusement Park development opening 1948 season.

WANT CONCESSIONS
Make Operators for Amusement Park home.

Write or wire
NEW BAY SHORE PARK
24 Knickerbocker Bldg.
Baltimore 2, Md.

ROCKET
RIDE FOR SALE
A1 Mechanical Condition
Come and see it

Best steel, better than any new one

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Mrs. Anna E. Dudley,
Ocean View Cashier,
Gets Prison Sentence

NORFOLK, Jan. 17.—Mrs. Anna E.
Dudley, former head cashier and
bookkeeper at Ocean View Park here,
was found guilty of taking $13,001
in funds of Ocean View Enterprises
and sentenced to two years in prison.
(See Mrs. Dudley Sentenced, page 63)

NEW TOP MONEY KIDDIE RIDES
Lucas Kiddie Boat Ride
Has taken top money over all
other kiddie rides at Lakeside, San
Francisco and Mexico City.

Kiddie Buggy Ride
Has taken top money over all
other kiddie rides at Euclid Beach,
Cleveland, for seven years.

WE'LL BE HUGELY
DURABLE RIDES

TRAVER ENTERPRISES, INC.
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Dark Ride Stunts. Don't let your
dark ride go sour with nothing in
it but junk. Send for list of
new stunts.

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It's the Greatest in Prefabricated
Steel Buildings...for Everything
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WE ARE LOOKING FORWARD to the
time when more steel will permit full
production and our usual rapid delivery
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on a basis of first come—first served.
Placing your order with us now will
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EVANSTON, ILLINOIS

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THE UTMOST IN SATISFA-
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UNITED STATES.

BURDETTE PARK SKATING
Rink, Evansville, Ind.

MERRICK RINKS ARE GIVING
THE UTMOST IN SATISFA-
CTION IN EVERY PART OF THE
UNITED STATES.
N. Y. Fairs Form New Racing Assn.

UNADILLA, N. Y., Jan. 17.—Convention to form a new racing association here Wednesday (?) formed the Southern Tier Fair Racing Circuit. While the association is for three-heat races, similar to those at Saratoga, members expect the circuit to bring about better programs for member fairs.

A meeting of the members of the new organization was scheduled for Monday, and the Old Orchard, Whitney Point, Afton, Homer, Morris and Walton, N. Y., fairs and the Homestead Fair of New York City were expected to join.

The Norfolk Fair is expected to join.

Dave Chambers, Unadilla, was elected president and Louis Evans, Afton, secretary-treasurer. The annual meeting of the association at each member's fair is a director.

Pa. Farm Show Pulls 525,000 in Five Days

HARRISBURG, Pa., Jan. 17.—The Pennsylvania Farm Show, which opened here Thursday (6-7), attracted 525,000 people, officials said, the largest attendance ever recorded for the post-war program.

Maine Fairs Seek Bigger Cut in Pari-Mutuel Take

PORTLAND, Me., Jan. 17.—A bigger slice of pari-mutuel racing profits will be sought at the next sessions of Maine State Racing and Breeders' Assn. at Portland (14). The fight for more money, led by Gordon Drew, Augusta, will be on the argument that the 3½ cent rate, which each fair now pays from its take in the face of spiraling costs. The take last year was lessened when the state took 6½ per cent of all money wagered as its share.

Because of a vast pressing need for a reduction in operating costs, all fairs agreed to forego entrance fees on horses but it will be sought thru a reduction of some kind in pari-mutuel take, a cut in the fees paid for the use of the starting gate. The charge for the use of head numbers will be cut, since horsemen pointed out that this would result in fewer entries.

Brewer Follow Weston

State Rep. Representative Albert C. Brewer, Presque Isle, was chosen president, succeeding John Weston, Caribou.

James S. Butler, Lewiston, secretary for 20 years, resigned because of ill health. Butler is known in racing circles as the inventor of the head numbers used at Maine fairs.

Other officers chosen were Roy Finley, Skowhegan, first vice-president; Frank Corson, second vice-president, and Earl Hayes, Newport, treasurer.

The association will meet in Presque Isle in 1940.

Robert R. Henry, Cape Elizabeth, has been selected to head the Maine State Racing and Breeders' Assn. Maine's fairs were operating in the old 1½ cents, a rate that had forced additional expenses on them. These included the selection of Virginia and South Carolina as the site of the 1941 annual meeting of the association with a mechanical starting gate and the necessity of building a paddock.

Albert E. Biggins, head of the racetrack office, gave a statistical report on racing.

Other speakers at the morning session were Prof. Louis A. Tierrell, University of New Hampshire; Roger Duncan, executive secretary of the United States Trotting Association, and Earl R. Hayes, Windsor. A forum was held on livestock and agriculture. Addresses were given at the afternoon meeting by Dr. R. W. Smith, a member of the Pennsylvania Agricultural Society of Agricultural Fairs, and Jake Broffoe. About 400 attended the banquet held in the ballroom. Jack Moran was toastmaster. Principal speakers were A. K. Gardner, commissioner of agriculture and W. H. Farnsworth, editor, and columnist for The Boston Herald.

Ore. Annual Seeks Later Opening Date

PORTLAND, Ore., Jan. 17.—A major move and interest of the Oregon State Fair at Salem gained momentum at the opening sessions of the 50th annual meeting of the Oregon Fairs Association, as more than 50 delegates registered the first day, Thursday (15).

In sessions at the Imperial Hotel, speakers and delegates stressed that the Labor Day opening for the Salem fair did not allow up-State fairs sufficient time in which to prepare exhibits. The season nature of farm work does not allow county fairs to develop the festivals, it was pointed out, and many cannot complete their annual events in time to send winners to Salem. Four-H leaders and FFA spokesmen declared many counties had insufficient time in which to transport livestock and other entries to Salem for the State championship.

Even Spread Needed

Spokesmen for the proposal to start State Fair directors and members of the State Fairs' Association urged that, although Labor Day crowds have been big money makers for the county fairs, it was being overwhelmed by the fairgrounds facilities could not accommodate them all. They contended that the State Fair should spread more evenly over State fairs and it would win greater public acceptance.

While stressing that he was not opposed to the opening being moved to Labor Day, Col. Alfred P. Kelly, attorney for the State Fairs Commission, noted that the commission had decided to favor a later opening for the State Fair.

This postponement, he said, would mean a change in Portland with more racing revenues there. The money could be more to be allocated among fairs throng the State, which for revenue depend upon a percentage of wages at racing meets.

Chindergrin Presides

Sessions were presided over by Herman H. Chindergrin, Molalla, association president since its organization. In his annual report he urged establishment of an Oregon or Northwestern college of fairs devoted to education of managers and personnel. He asked that fair leaders place greater emphasis on judging standards, qualifications of judges, health and sanitary conditions and education of the public as the part played by fairs in promoting agricultural advancement.

Expect Decision on N. Y. State Fair Revival Soon

ALBANY, N. Y., Jan. 17.—Chester Dunnington, assistant state historian, is expected to decide before February 15 whether there will be a State fair this year. Last fall was held in 1941 at Syracuse.

State Fair Commission will recommend that facilities be provided for harness and auto racing on the new site of the fair and that the plant be designed for year-around use.
Kansas Assn. Okays 3-Day Confab in '49

Woodell Named Prez

By Frank Joerling

TOPEKA, Kan., Jan. 17—Starting in 1949, the annual theater secretary Raymond M. Sawhill that fair men were given ample opportunity to con-

clude all their business at the planning of
ging of carnival midway attrac-
tions. Every fair in the association was

asked repeatedly during the year to
come forward and be prepared to sign contracts. The association has a reserved allotment of which four were contained in the list, and each of the 59 fairs contracted for their 1948 needs.

Thus the efforts of Sawhill, a printed list of Kansas fairs was dis-

tributed. The list was arranged in sections, i.e., Northeast, East, Southeast, Central, Northwest, Kansas City, and Border. The list contained the name of the county fair president and the state of residence which has been the tradition of the

name, 1947 dates and the probable 1948 dates. The list drew praise from carnival and attractions people.

Meet in Auditorium

Meeting was held in the Municipal Auditorium, two blocks from the Jayhawk Hotel, because the hotel's policy of not renting the building to the principal speakers at the various sessions, and their subjects, were: Sam F. H. McLean, director of the American Dairy Association, Of with the Show.

In addition, several full round-
table discussions and open forums on carnival, merchandising, rentals, tickets, etc.

No State AidAsked

John Redmond, Burlington, chair-

man of the Kansas Legislative Reliant Committee, re-

ported his committee's decision it was undetermined at this point of state aid fairs, at this time, but asked that fair men send him suggestions and re-

quirements. The request was issued thru 1948, with a view toward setting up a plan to submit to the legislature.
Buckeyes To Get Management School
(Continued from page 29)
step up the effectiveness of the association's curriculum by having representatives of another committee to study the association's constitution and by emphasizing that a proposal to increase dues and set a dues schedule would require a revision of the constitution.

The convention took cognizance of the wholesome role of the management in adopting a resolution urging that each member fair have at least one member of the Ohio State Fair Board. It also urged that the name of the association be changed to home arts department at all fairs.

Re-elected All Officers

Other acts taken by the convention included the authorization for a committee to confer on plans to relocate the Ohio State Fair on the 600 acres; the passage of resolutions and recommendations to the U. S. Department of Agriculture; horse race judges fees be lowered from $10 to $5 per day and that there be no horse fair permitted in any one area that a fair be entitled to divide the horses, race them in two events, and then have two different judging parties judging horses in those races by a representative of the Ohio State Fair on the first two heats for a fourth heat.

Al Miller Seriously Ill

CHICAGO, Jan. 17. — Al Miller, band leader, musician and long identified with the musical activity, is seriously ill at the home of his daughter, Clara Hefner, 1642 16th Street, Evanston, Ill. Miller suffered a stroke shortly after a recent automobile accident.

Kansas Association Okays Three-Day Confab in 1949

(Continued from page 30)

fair, its members agreed to seek from the State Legislature with a bill for aid for the legislature. The OKF proposal was adopted by the Oklahomans' Right and the Smoak's Right; the Buck and Rock and Steel Band; the Western Conference; the Kansas Association; and the Kansas State University.

Secretary Sawhill's report showed that the treasury is in the best condition in history and that paid-up memberships are at an all-time high.

City of Kansas City

Council of Municipalities

The City of Kansas City, Council of Municipalities, has been listed for the second time on the list of large municipalities in the United States, according to the recent Census of Governments. The list is compiled by the U. S. Bureau of the Census and is based on population figures. Kansas City was included in the list for the first time in 1939.

The City of Kansas City is the only city in Missouri listed in the large municipality category. The list includes cities with a population of 100,000 or more.

The City of Kansas City, Council of Municipalities, is the governing body of the city and is composed of the mayor and 12 council members. The mayor is elected by the city council for a term of three years.

The City of Kansas City, Council of Municipalities, has jurisdiction over a variety of matters, including public safety, public works, public utilities, and public health. The council is responsible for enacting ordinances and regulations, and for enforcing laws and regulations. The council is also responsible for the administration of city departments.

The City of Kansas City, Council of Municipalities, has a budget for the year ending June 30, 2019, of $1.2 billion. The budget includes funding for a variety of programs, including public safety, public works, public utilities, and public health.

The City of Kansas City, Council of Municipalities, is committed to providing quality services to its residents and to ensuring the safety and well-being of the community. The council is dedicated to maintaining a clean and safe environment for all citizens.
London, Ont.,
Inks Conklin's
For Five Years

CHICAGO, Jan. 17.—Conklin Shows have been closed for a year, and will be closed again, but it is expected that they will be open later. The company has signed a contract with the Chicago Daily News to provide the midway at the Western Fair, which is scheduled for the summer of this year. The contract is for five years, and the company is expected to operate the midway for five years.

The signing of the contract gives Conklin the opportunity to organize a new midway, with a view to providing a midway at the Western Fair. The company has already signed contracts with several fair associations, and it is expected that the new midway will be open in time for the fall of this year.

Mighty Hoosier Org
Lines Up 1948 Staff

GREENSBURG, Ind., Jan. 17.—W. D. G. Gorden, owner and manager of the Mighty Hoosier Shows, is preparing to open the midway at the Western Fair, which is scheduled for the summer of this year. The company has already signed contracts with several fair associations, and it is expected that the new midway will be open in time for the fall of this year.

The Mighty Hoosier Org has a long tradition of providing midway entertainment, and it is expected that the new midway will be a popular attraction. The company has already signed contracts with several fair associations, and it is expected that the new midway will be open in time for the fall of this year.
MIDWAY CONFAB

Those who worry about bacterial warfare should not eat in fogbound houses.

Mrs. Ida Sineley is wintering at Miami in her trailer.

Walter B. Fox, Mobile, Ala., is still ill from the flu attack which laid Pat page low the day after Christmas.

A Wagner, retiring president of the Michigan Showmen's Association, left Detroit for Florida.

Rev. Carl Nagel, father of Walter G. Nagel, of Wisconsin, visited his son recently while the latter was at Jennings, La.

Abe Levine cars from McAnan, Ga., that he visited Harvey (Georgia Boy) of Bellefonte, Pa., and gave a high price People on H. B. Rosen Amusements.

Reine Rochelle has been wintering in Pearls, Ill., since completing the season with William Shovin's show.

Ed Sweeney is in Ashburndale, Fla., with Nina Scott handling the program for the Legion Fair to be held there January 26-February 2.

Invitation old is nothing new on midway. It's what the working boys apply for daily so they can eat.

Friends and relatives of J. E. Barry, of Joliet, Ill., helped him celebrate his 50th birthday recently at a potluck dinner.

The last two seasons, is appearing in clubs as a comedy single and is working out an engagement at Greatly Wulf Tavern, Sharon, Pa.

Just what a towner cake does a freak show talker mean when he mentions "Accumulated wonders of the world?"

Leora Schlossberg, formerly with Beckermann & Garfield Shows and Gold Bros.' Circus, where she presented a mentalist act with her late husband, is living in retirement at the Arlington Hotel, Hot Springs.

Sam L. Childers cards from Tampas, "After visiting high-powered agents here, I am now convinced the trouble with being a carry is that after one goes to smoking cigars it is then a change back to Bull Durham again."

Mrs. Dorothy Morris, of the Chet Morris Shows, who underwent a stomach tumor operation January 5 in Middle Georgia Hospital, Macon, is on the recovery road and inform Carl Morris, who said the show will remain closed in Allenford, Ga., until Miss Morris is able to travel.

Ray C. Herbers, who has his Educational Pharmacy. Exhibit on display in the Greyhound Bus Terminal, Detroit, says the show has concluded with H. V. Peterson, of Tivoli Exposition Shows, to frame the exhibit in a 30-foot trailer. Herbers will ship the exhibit to Tivoli's quarters in Ohio.

In Joplin, Mo., after closing his Cleveland stand. His wife, Madeline "Carrie" will remain in Cleveland for the next few weeks before joining him in Joplin.

Doc Hoy, well known in outdoor show business, has returned to Oglethorpe County, Deans Bridge, Road, Augusta, Ga., where he is recuperating from a siege of illness which necessitated medical treatment at the University Hospital, Augusta. He would like to read letters from friends.

Still unsatisfied since the first Tuesday is the everlasting question whether hamburger comes under the heading of meet.

Great Lawrence (Harry Bishop) closed for the winter to make repairs and add to the act for the spring opening with Cramer's illusion Show, reports Mary Bishop. El Zarro, John and George and Mary Nichols were New Year's Eve guests at the Lawrence home in Alabama.

Jack Ruback, owner of Alamo Exposition Shows, played his home in San Antonio New Year's Eve. Guests included Harry Berg, Mr. and Mrs. Brownlee Mr., Tony Kitterman, Mr. and Mrs. Earl Hobson, Mr. and Mrs. Dave Stevens,
Lunch St. Seinen.

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Complete line of Shooting Gallery, Rifle, Field and Clay Pigeon Targets for immediate delivery. Write for catalog.

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A WALK THROUGH FUNHOUSE

Built on Semi-Trailer with CMC Tractor, erect and dismantle in one hour’s time. Self-trailer with a full line condition.

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JULY 3-4-5

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GRANDSTAND ATTRACTIONS EACH AFTERNOON AND NIGHT

MONDAY, JULY 5th, WITH HORSE RACING IN AFTERNOON AND GRANDSTAND SHOW AND FIREWORKS DISPLAY AT NIGHT.

THE SHOW WILL BE ADVERTISED IN A RADIUS OF 100 MILES BY RADIO, NEWSPAPERS, BILLBOARDS AND TELEPHONES.

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Not less than 10 Major Rides, 8 or 10 Shows, 60 Concessions. Percentage will work, but no raffle.

Want to hear CIRCUS OR RODEO

FOR SATURDAY, JULY 3rd

Like to hear from Wallenda Circus, James M. Cole, sunny Barnett and his White Horse Revue, Buck Stewart and others.

THAIL SHOW

FOR SUNDAY, JULY 4th.

Would like to hear from Jimmy Lynch, B. Wood Beam, Lee Crosby and others.

WANT TO HEAR FROM ACTS OF ALL KINDS

INDEPENDENT CONCESSIONS

Write, wire or call: William Brumme, Manager, Dairy Products Co., Oney, Ill. Telephone: 23.

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Celebration Committee

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Lunch Wagon on special built truck, complete and ready to operate. Everything in good condition, including motor, and tires. Currit for cash.

Mr. WALTER McBeth

FAYETTE, IOWA
Midway Confab

(Continued from page 43)

performing again this year following an enforced three-year layout as the result of an accident received during work. He expects a forthcoming operation to put him in good shape.

Years ago when passing a hot to raise the railroad moose was the vogue, a dance band that included "I only have eyes for you" to get the manager to the depot."

Following a trip to Wooster, Ohio, to visit his sick mother, now recovered, Mr. and Mrs. Benny Wolfe of Wolfe Amusement Company, left for a week's fishing trip. In the meantime, Edna and the Wolfe visited Mr. and Mrs. Halsted; Ernie Syvertson, show secretary; Mr. and Mrs. Tom Scott, Mr. and Mrs. Lefty Levine and Mr. and Mrs. Frank Nath, constructionmen.

Earl Purtle notes that he is getting his new Motordrome in shape at the Cettin Wilson Shows' Petersburg, Pa. quarters. Bert Miller, show builder, is putting on the finishing touches. Since he will be operating the show at Palisades (N. Y.), Green- ment Park and on the road, Purtle will sell his Flying Scooter and Holding.

Managers and their general agents have an anxiety of habit of holding their booking agents in secret, thus depriving the general agent of a chance to tender his advice.

Mr. and Mrs. A. H. McLeanahan, Baton Rouge, La., and Mr. and Mrs. Jack (C. B.) McLeanahan, of New Orleans, are spending their holidays in Indiana, and Mrs. Adams is a sister of the McClanahan brothers.

Mr. and Mrs. Floyd Kile, well-known concessionaire, is operating on the Midwestern and East Coast shows for the last 20 years, are wintering at Baton Rouge, La., and have plans to take a small show on the road this season, which will be known as the O. K. K. Shows, and will play Louisiana exclusively. Work will start in quar- ters February 15 and the opening is set for April 1.

Gerald Barker, concessionaire and show and ride operator, is managing the Miller Park at Hallandale, Fla., where recent visitors included Harry Ague, bango and ride owner with Harry Bandy Shows, and family; Speed and Lucy Sprague, Frank and Dee Vogt; George and Zita Kar and son, Midway Park, N. J.; Mr. and Mrs. Ted Chubbick and family, bango operators of Buffalo, and Andrew Borekeskel, Rochester, N. Y., park owner.

Managers shouldn't question the opera's expense accounts. It takes a lot of money to keep them berbered, pro- cleaned, insured, doctored, tooted, te- lished, handled, clothed, wines, amused and rested.

George (Amber) West and Ted Kils were recent visitors with Mr. and Mrs. A. M. Podochinski, of the A.M. Podochinski Shows, Cleveland, Ohio, and winter quarters. The Podochinski road is motored to Birmingham, where their daughter (See MIDWAY CONFAB on page 43)

For Sale

Midway Festival "Milk Milk" Machine, can also be used on Drive-In. Excellent condition. Gallon Electric Pumps in Box, 2 Horse Power Consumer. 2-Way. 120-240 volt lights, new four Dallas Truck, 1 1/2 ton, new 4-gallon development tank, inside and out, new fumes and lights, new fume oxygen bottles. Well constructed. For reasonable offer. Must sell at a profit. Special 3 axis ma- chine to $70.00. KATE GROISH, Fisher's Food Market, Camp, 1916; Court St., Tampa, Florida.

CARNIVAL WANTED

Bids, Shows, Concessions for July 1, 2, 3, 4, 1948. Must know at once. Veterans of Foreign Wars.

PERL WILLIAMS

Builds, N.Y.
Estimated 500 
In Attendance 
At HASC Ball

KANSAS CITY, Mo., Jan. 17.—An estimated 500 members, guests and friends attended the annual Heart of America Showmen’s Club banquet and ball in the Hotel Continental here.

Sam Benjamin, committee chairman, led the march of those to be seated at the speakers’ table. The line-up included Al C. Wilson, club chaplain; Past President Dave Lachman, Rube Leishman, representing the Showmen’s League of America; Past President Harry Hennessy, representing the Miami Showmen’s Association; Toastmaster Noble C. Fairly, Blanche Francis, retiring president of the HASC Auxiliary; Rosalee Elliott, new auxiliary president; Harold Old, president of HASC L. K. Carter, second vice-president; Bill Wilson, third vice-president; and Homer Pennington, secretary.

Hillbilly Art

Following the banquet, Zeb and Mandy, hillbilly act appearing at the Polly Theater and furnished for the courtesy of Chester L. Ivan and K. Ivan, performed. Lorelhi Hugo presented the Rev. Rosalee Elliott with a gift from the auxiliary and telephone was read by Clay and Nellie Weber, Mr. and Mrs. Paul Tommy Cook, Regular Associated Towns, Lebanon, Mo.; America, Doc and Clara Zeiger, Denny and Margaret Pugh, Virginia Kline, and Edith Coklisk and Keith and Peggy Chapman.

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SHOWS: Can place Girl Show, Jig Show, Monkey Show and Side Show.

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CLUB ACTIVITIES

Showmen's League of America
400 So. State St., Chicago

CHICAGO, Jan. 17.—President R. L. (Bob) Lehman presided at the regular monthly meeting of the Chicago Coliseum (10). Also at the table were Vice-President Lou Keller, Treasurer Walter H. Driver and Secretary Joe Drevich.

Elected to membership were Joseph R. Page, Mary Hopkins, Andra McMillin and Maurice B. Harris, credited to William C. Wells and Walter Driver.

An air conditioning unit will be installed in the clubrooms next week on the 10th floor.


Quite a few showmen passed through Chicago recently and attended the local and national meetings. Included were J. W. (Patty) and Frank Contlin, W. P. S. (Pete) Taylor, R. L. Lehman, Bob Kline, Al Wagner, Roy Hall, Carl J. Sedimay and George A. Olson.

Charlie Zeenafer, Al Sweeney, Dave Malcolm and Chuck Schloss were named to a committee to arrange for a Buffalo Bill Party in late February. The board of governors voted to utilize the club's substantial donation to the March of Dimes.

Ben Block and Harry Cline were in Chicago recently from San Antonio. S. T. Jenep and William Carkley are planning their annual trip to Florida.

FOR SALE

240-sf Deluxe House, ideal for sale, in a nice area. Good neighbors. All brick and masonry. Furnished, 3 bedrooms, 2 bathrooms. Asking $5,000.00. Can be seen at 800 Long Ave., 13th Ave., W. A. S. Dove.

FOR SALE

Fire Hydrant, 200,000, good condition. $25.00 on delivery. 1840 S. Dearborn St., Chicago. M. M. S. Oates.

FOR SALE


FOR SALE


FOR RENT

1202 W. 14th St., Chicago, Ill. 4-rooms, 2 baths. Includes heat and cooking. Back 10x20, screened back porch. Rent $20.00 per month. Available at once. 816 W. 49th St., Chicago. R. J. FRANSK, 302 hardwood Ave., Davenport, Iowa.
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Cook with gas
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Send me more information about the Handy Gas Plant and Freewheel Lantern—no obligation on my part.

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CAN PLACE

For AUBURNDALE, FLA., FAIR WEEK, JAN. 26, and CLEMONF, FLA., FAIR WEEK FEB. 2 Caterpillar Tilt or any other flat ride. Shows of merit and Concealed in Baskets. Write or wire quick. This week Pasco County Fair, Dade City, Fla.

For SALE—Frozn Custard outfit.

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Care of ZACCHINIS, 7201 FOUNTAIN BLVD., TAMPA, FLA.

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SQUARE UMBRELLAS—BALL GAMES SHOW TENTS BEAUTIFULLY TRIMMED CONCESSIONS—BINGO TENTS PROMPT DELIVERY OR FREE STORAGE TILL SPRING

SILK CITY SHOWS opening early in April in Paterson, N. J.

For PROFIT AND FLASH SPITFIRE HI-BALL WORLD'S MOST BEAUTIFUL RIDE WHEEL, BOAT, RIDE, SKATING, KIDDER RIDES AND CANVAS MAN. Rental or sale in SILK CITY SHOWS, 250 Middlesex Ave., Paterson, N. J.

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Hippodrome 3-Ring CIRCUS
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WANT FOR ABOUT 44 WEEKS’ WORK
OPENING FEB, 10-15, PINA COUNTY FAIR, TUCSON, ARIZ.

FIRST-CLASS RINGLING (Two Donkey present, Real House WORKING WORLD,
CLASS HOUSE, ANY GOOD UP-TO-DATE SHOW THAT IS CAPABLE OF GETTING
KIDDER’S ENDLESS ACRES. LEGITIMATE CONCESSIONS.
WILL SELL “EX” ON NOVELTIES. WILL BOOK PREMIER. RIDER HELP
CAPABLE RIDER FOREMAN AND SECOND MEN. GOOD MAIN QUOTETTE.-6 STRING
HAWAIIAN PLAYERS. All above write, wire or phone:

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WANT FOR CIRCUS
First-class Uniformed Band, with Callie Player: Bess Carpenter for new Big Top, Circus
and all kinds. Can send good Band, Brass Band, etc. Working Band in all Departments.
Real Circus Riggers. Big Show Ticket Sales, girls for Ballet, Ladders, Wires, etc.
John Jackson, 612 W. 63rd St., Chicago, Ill. Phone 9760.

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World’s largest manufacturer of amusement rides

GOLDEN RULE SHOW
OPENING EARLY IN MARCH IN SOUTH CAROLINA—PLAYING VIRGINIA,
PENNSYLVANIA, NEW JERSEY SAME AS LAST YEAR
NOW BOOKING FOR 1948

SHOWS—Animal or Wild Life, Mechanical Acts.
CONCESSIONS—Polo, T-Bug U-Fly, Ring Toss, Ball Game, Photo Punch Pads, Ringing Game, Darts,
and other latest novelty games. (Al-Na, Carnival, etc., for largest exhibitions.)

WANT RIDES—WILL BOOK ONE MORE FLAT RIDE.
WANT FOREMEN on Ferris Wheel and Chair lift, Second Men on Spillway.
WANT SMITH’S and Taker to complete Framed Jungle Land. Side Show People.
Will frame Grand Show for capable people. Good proposition to good people with own equipment.
WANT CONCESSIONS that work for Steam. Have Bingo, Pancorn, Cookhouse, Photos, Palmistry, Fish Pond with Exclusive solen; other open. (Hardy Park Agents, can get you placed.)

NOW BOOKING FOR SEASON OF 1948

AL TOMAINI
Can place the following attractions: Diagone, Italian and Greek Fire; Midway Press strong
enough for Amuse. must be real Press, Braid Press, etc., Middle! middle, middle size of other
show. must be a man, and number must be steadily gaining.

WANT RIDE, girls, and other able workers. We show in a box that is on the road.
We are making every effort to be well known on behalf of Frank W. Altman.

CRANDELL’S MIDWAY DELUXE
916 Biltmore Ave., Toledo, Ohio, until Jan. 31st; then Greenville, Miss.

WANT TO BOOK, BUY OR LEASE
One or two amusement parks, a well placed showman looking for an opportunity to buy or lease
a well established outfit. Will offer splendid opportunity for interested parties. Reasonable price.

Pacific Coast

Heart of America
Showmen’s Club
913A Broadway, Kansas City, Mo.

KANSAS CITY, Mo., Jan. 17—President Harold Elliott, was in the chair at the regular weekly meeting,
with Secretary G. C. McGinnis and Treasurer George Carpenter also on the program. Frank H. Bowen’s
position was accepted.

Officers, in addition to Elliott and Carpenter, were elected. The program for 1948, are Jim Hart, first vice-presi-
dent; L. K. Carter, second vice-president; Alex; third vice-president; Homer Pennington, treasurer; George
Morgan, secretary; and Sam Benkman, chairman of the council.

A special meeting was called to order by Carter, and adjourned by Harriet Zeveloy, secretary.

CLUB ACTIVITIES
Pacific Coast

Showmen’s Association
1106 S. Broadway, Los Angeles 15

LOS ANGELES, Jan. 17—President E. W. Coe conducted the Mon-
tday (Jan. 12) evening session of the Pacific Coast Club, with Joe Kriug and Candy Moore; Chap-
lain Jack Hughes; Secretary Ed Mann and Treasurer Al Weber also on the rostrum.

C. H. Allen presented the club with a hand-carved plaque on behalf of the Regular Associated
Showmen. President Coe presented the gift and made a short talk.

Letters were read from Miss Zeveloy, visiting in Dallas, and Earl
Douglas and family, at present in Kent, Wash.

A total of $25 was donated to the building fund during the evening.

Horlq Long presented the club with $173 and Frank Forred donated $100.

Members present after absences and visitors included Paul H. Hursh-
be, Harold Long, John Kehoe, and George Douglas.

Letters were read from Ed Mann, President; Frank Forred, Harold Long, Jack Kehoe, Stanley Kuhns, Sammy Dillman, Ed Hibbard, J. Markham, Don Quin, SamBlake, Arthur Ottwell, Fred Mortensen, G. Reid, Sam Ander-
son, and Harry Wallace and Ben Ackerman.

Growing Polack and John Delaporte were elected to membership.
Drawing was won by Joe Vukov, President.

Ladies’ Auxiliary

President Mudge Buckley called the meeting to order. Minutes of the installation dinner were presented
by Secretary Ed Hargrove. Letters were read from Ed Mann, President; Frank Forred, Harold Long, Jack Kehoe,
Stanley Kuhns, Sammy Dillman, Ed Hibbard, J. Markham, Don Quin, Sam Blake, Arthur Ottwell, Fred Mortensen,
G. Reid, Sam Anderson, Harry Wallace and Ben Ackerman.

On the sick list are Margaret Farmer, Marye Doenker, Minerva Boyd and Vivian Gorman.

May Allman reported receiving a letter from Bertha Achen advising
that her husband was sick.

Forrest, Maybelle Bennett, Marie Ricks, Marie Brown, Emma and Alice

Midge Holding was elected a life member.

Bank award was won by Elsie Siker, with Gladys Mackey, Florence
Loper and secretary of the club. The phone order prizes were donated by Mudge
Buckley, Sis Dyer and Jettie Clancy.

Forecast, President, and secretary of the Los Angeles chapter of the
Gold Room of the Case Hotel Monday night with 140 members in attendance.
Miss Kline represented the Showmen’s League of America Auxiliary, and Clara
Ziegler represented the Heart of America Showmen’s Auxiliary.

President Mudge Buckley presented plaster penmanship awards for
their gold card and the club presented her with a pair of pearl earrings. Past
President Loney presented all her officers with a gift.

Called for on short talks were Past Presidents Bob Wiser, Zeve Carino,
Evel Krag, Peggy Fortin, Nina Millard, Paul H. Hurd, Ed Hargrove and Betty G. Coe.

CRANDELL’S MIDWAY DELUXE
916 Biltmore Ave., Toledo, Ohio, until Jan. 31st; then Greenville, Miss.

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Michigan's Showmen's Association
3153 Cass Avenue, Detroit

Ladies' Auxiliary

New officers were installed at the second annual inaugural banquet Tuesday (6) at the Beverly Hotel. Mrs. Bernice Stahl succeeds Mrs. Hattie Wagner as president. Mrs. Wagner has held the post since the founding of the auxiliary two years ago. Other new officers are Dot Miller, Peggy Pridemore, and Lou Lawrence, first, second, and third vice-presidents, respectively; Dot Gold, treasurer; and Mrs. C. R. Foreman, secretary.

New directors are Ann Borker, Bassie Gallagher, Jo Quinn, Marion Dickstein, Helen Baker, Mayme Wade, Pat Crognale, Grace Zeigler, Mauda Pence and Hilda de Corrado. Pat Crognale, formerly known professionally as Bunny Bonnytail, was toastmistress, and Mr. Gallagher, assisting office manager, C. R. Foreman. This was assisted by Peggy Coben and Dorothy Gold.

Several tributes were received from the Miami, New York, Chicago, and Kansas City, Mo., showmen clubs and auxiliary offices, and from Harry Stahl, incoming president of the MSA.

At the annual meeting several awards were given, including the gold figures, presented to Mrs. Wagner for her services to the auxiliary, as well as a membership card. A special presentation was made by Wade M. Booth, president of the Smith-Wigg Equipment Company, America, and brought greetings from his own organization. Each of the new officers were given a gold pen and pencil set, while Mrs. Wagner presented individual gifts to each of her officers. Mrs. Rayne Wade was presented with a fitted traveling case for her work on the membership drive.

Guests, each of whom spoke briefly, included Harry Stahl, Jack Dickstein, and H. F. Reeves, of The Midway. Entertainers included Harry Harris, Maybelle Bier, Bev Maxwell, Charlotte Rolfsen, Winnie Shaw, Wanda Rice and Ethel Howe.

A special presentation ceremony, normally a part of the annual installation banquet, preceded this time by two weeks, because of the forthcoming absence of the recipient from the city. This was the presentation of the second annual award, personally donated by Mrs. Al Wagner rather than by the auxiliary itself. Mrs. Josephine Quinlan, wife of the owner of the World of Pleasure Shows, was named by the committee as the member who did the most for the club during 1947. The first presentation was made a year ago to Mrs. Beassie Gallagher.

CARNIVALS

DICK'S GREATER SHOWS, INC.

Formerly DICK'S PARAMOUNT SHOWS
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CONCESSIONS

All legitimate Grindstrokes.
Complete Cookhouse and Grab.
Penny Arcade

SHOWS WANTED: Girl Show, Posing Show, Sideshow, Motordrome, Funhouse, Week-End, Wild Life.

SHOWS WANTED: Foremen and Second Men.

Pay top salaries with a PAYDAY EVERY WEEK to those who can cut it. Semidrivers preferred.

Winter Quarters, Norfolk, Va. Opens January 30th
Address All Mail to
RICHARD E. GILDSORE, Box 1582, Norfolk, Virginia

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NOW BOOKING FOR 1948 SEASON

17 Weeks of Fairs and Celebrations Contracted, The Best Territory in the West, with the West's Best 4th of July Route to Interested Parties.

Will open for Fairs and Rides, with or without own outfit. Will book Legitimate Concession of any kind. Will operate own Cycling Sideshows, Whiteface and Minstrel Shows, sideshow, motor theme, and feature shows, with or without our own outfit. Will operate our own Concession eatery, hot dogs, and buns, open daily during the fair season.

Ask to see the Book, or write for our special Book, with all the information you need to make a pleasant and profitable season.

Booth includes to 1,000 or more, non-assisted.

Bookings are made on a cash basis, and on consignment bookings. Full book furnished to every showman.

H. P. HILL, Box 516, Aransas Pass, Tex.

PHONE: 251-M-2

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OPEN IN APRIL—NOW BOOKING AND RUNNING 1948 SEASON

Fair and Celebration Committees in South Carolina, Virginia, West Virginia, Maryland and Pennsylvania, contact or see us at Fair Meetings. Have some open weeks. Shows, Free Acts, Concessionaires, Agents, Rides Help, Mechanics, Builders and Painters and our former Help, contact now, we can't do better.

WILL BOOK ALL TYPES OF CONCESSIONS.

J. J. PAGE SHOWS, P. O. Box 705, Johnson City, Tenn.

P. S.: Clementina Coffee, get in touch with us at once.

HAPPY DAYS SHOWS

NOW BOOKING FOR OUR 20TH SEASON—1948—RIDES, SHOWS, CONCESSIONS

6358 SEYBURN, DETROIT 14, MICH.

PHONE: PL 7294
Eddie LeMay
Elected Prez
Of Show Club

136 Charter Members Signed

Tampa, Jan. 17.—Eddie LeMay, cockhouse operator, was elected president of the newly organized Greater Tampa Showmen's Association at an organizational meeting at the Trailer Villas, owned by Mr. and Mrs. L. H. Graninger (123). The organization, which will seek a charter in Hillsborough County Circuit Court, named Carl J. Sengenberger, vice-president, and Geo. Bernal, secretary-treasurer. Bernal is a former concessionaire with the Hennes Bros. and has been a merchandising jobber in Kansas City and Dallas for Wisconsin Deluxe Corporation.

First organizational meeting was held at Gibbons, near Tampa, where a colony of show people and retired showmen are settling, Thursday. (The next meeting will be held March 8.)

156 Charter Members

The association has set a goal of $100,000 for the first year and expects charter members to be around the $10 mark. Annual dues will be set later.

Bernal (Doc) Hattwick, Sarasota, was named chairman of the committee which will seek a charter status. As chairman, Bernal and Al Bernal will be in charge of the charter committee, and will be assisted by Al Bernal, Joe Hattwick, Joe Hattwick, and Harry Schonbrun, Tampa attorney, who will look into the legal side of the matter.

Bernal, who was one of the organizers of showmen's groups in Kansas City and St. Louis, was named the first chairman and will have the charter committee's approval.

Social and Fraternal

Association will be for the mutual welfare of showmen and those people directly connected with show business. The organization will be social and fraternal.


Hooposton Cie to Rogers

HOOPSTON, III., Jan. 17.—Midwest contact for this city this July 4th. Celebration has been awarded to Hootposton Shoolers. Show was named here this week by H. W. (Bill) Lambert, show’s general agent.

From the Lots

Silver States No. 2

FERRIDAY, La., Jan. 17.—Org pulled in here from Denham Springs, Louisiana, the let it be known that it is difficult to get on and off. The showing here was the second this season, the other being in the middle of a cold weather.

James D. Carpenter, owner of the tent, made a trip here to visit the show, coming from his home in Birmingham, Alabama. Another visit was M. A. (White) Dixon, legal advisor. Carpenter, Harry Richman, co-owner, and Geo. Bernal, were in the office making plans for the season when this org will have two units out.

The staff for the season will remain the same, with Carpenter and Richman, co-owners; Dixon, manager and legal advisor; Tom. W. Wentworth, secretary; Bud Betten, electrical man, and Robert Lands, mechanic.

Winter quarters in Waterloo, Neb., where the No. 1 show is in storage under a contract of $20,000 per season, is starting to show signs of life. Rogers, who will have his animal and novelty show, the No. 1 show, reports that work is coming along okay.

Miler, Burleson has contracted to handle the show and will have the No. 1 unit and reports he has its girls lined up and is ready for the opening date. At present Mrs. Burleson is playing show dates in and around the Quad Cities, Ill. and the Hedy Jo Starr has the side show, Sex and Girl shows on the No. 2 show.

Jack Vincent, of the Athletic show, showed an improved hand while trying to put out a fine entertainment which he and his other operators.

Recent visitors have been Al F. Adams and Mrs. Eddie Merian of the Southern Valley Shows, and Mr. and Mrs. Louis McNeave and Douglas, Brenna.—TOM L. WENTWORTH.

Paduch inks Blue Grass

OWENSBORO, Ky., Jan. 17.—C. (Drake) Greenough, has taken on an extended booking tour which took him to the Indiana fair meeting at Indianapolis, said that his Blue Grass shows have been signed to play the West Virginia Fair, Paducah, the week of July 12.

NOW BOOKING
INDOOR SHOWS AND FREE ACADEMY
WHEATFIELD, IND.

Wheatfield, Ind., Jan. 17.—American Legion celebration.

CARNIVAL WANTED
PARTNERS A.O.O. for July 4th.
JUNE, JULY or AUGUST

Anthony Galletta
127 F. D. Reuss, Saratoga Springs, N. Y.

Robert Frasney
301 S. Broadway, St. Louis, Mo.

OCTOBER SHOWS
14-15-16-17-18-19

OCTOBER 14TH

20TH CENTURY CIRCUS
Kirkham St., Yonkers, N. Y.

CIRCUS CONCESSIONS
BARGAIN SALE
1415

R. A. F. DIVISION
Kirkham St., Yonkers, N. Y.

CONCESSIONS WANTED
15-16

L. J. HETH SHOWS
NOW BOOKING FOR 1948
North Carolina

MIKE ZEPHNER
WINTER QUARTERS
340-344 West Main St.

BIOGRAPHY OF A MAN WHO WANTED
BY SIDNEY H. CRANE

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CARNIVAL, CONCESSION, CIRCUS
Prompt delivery any type tents to order.
Tents of Royal Blue, Forest Green, Khaki, Dyed or Flameproofed. Red, Blue and Orange for trim.
S. T. Jessop at Miami, Florida, January 25 to February 5, Hotel Venetian, February 6 to 14, Hotel Floridian.
Hoopeas Flameproofing Compound

UNITED STATES TENT & AWNING CO.
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"AMERICA'S FINEST SHOW CANVAS"

CONCESSION MANILA ROPE available

TENTS—SIDE SHOW BANNERS
The Best Flameproofed Fabric Available.

Dana Merrifield—Charles Driver

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MICHIGAN SALVAGE

NOW contracting for 1948 season
RIDE SHOWS—CONCESSIONS
W. G. WADE SHOWS
C. P. O. Box 144
Detroit 31, Mich.
PRESENTED BY JUNIOR CHAMBER OF COMMERCE, EAGLE PASS, TEXAS, FEBRUARY 14 TO 22—TWO BIG SATURDAYS AND SUNDAYS.

SHOWS NOT CONFLICTING WITH THE ONES WE HAVE.

WILL BOOK TILT-A-WHIRL, SPITFIRE, RIDE-O, OR ANY BIG RIDE FOR THIS DATE AND THREE TO FOLLOW.

CONCESSIONS WANTED: ANY STOCK CONCESSION (NO EXCLUSIVES AT CELEBRATIONS).

GOOD OPENING FOR BINGO. (POPCORN AND PERCENTAGE SOLD).

WE HAVE THE BEST ROUTE OF CELEBRATIONS THROUGH TEXAS, OKLAHOMA, KANSAS, IOWA AND ONE IN MISSOURI.

All Address: DON M. BRASHEAR, Mgr.

Three Rivers, Tex., this week; North Pleasanton, Tex., week Jan. 26-31.
ATTENTION, MR. SHOWMAN

We build and am able to paint the most
Carnival Shows or Summer Attractions to
your specifications. Inquire about our
prices and free estimates. Contact us.

W. H. "BILL" SARGENT
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NEW IMPROVED
CHAIR PLANE SWINGS

Y-Drive Steel, Steel Pleat Inserts, Steel Tubes.

RIDE-THI MFG. CO.
Pecksville, Ill.

SPECIAL GALLERY CARTRIDGES &
PERCENTAGE RATE GAME

12124 124th Road, Pocatello, Idaho.
The Kid Amusement Park.

NURSE SHIELDS & WANTED

RIDE-THI MFG. CO.
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1947 124th Rd. (South 124th Rd.)
It is as good as new.


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Used 60-66 Horse-Ride Buses for 60 to 66 Summer Machines.

GRIFFIN AMUSEMENT COMPANY
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Practically new A.B.C. All-O-Dex, R.R. Scott, R.R. Scott.

TATUM GRESSET
Edisto Beach, S. C.

ROLL OR TICKETS

DAY & NIGHT SERVICE
SPECIALY PRINTED

CASH WITH ORDER PRICES: 100, $1.00; 200, $1.75; 500, $4.00; 1,000, $7.00.

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FORT SMITH, ARKANSAS

1 ROLL, $1.00 10 ROLLS, $9.00

NIGHT TIME EDITIONS: 100, $1.00; 200, $1.75; 500, $4.00; 1,000, $7.00.

BROWNIE AMUSEMENTS

WANT FOR SPRING ROUTE

Foremen for Meny-Co-Round, Ferris Wheel, Mix-Up, Tilt, Kid Ride; also Mechanic and Electrician.
CONCESSIONS—Ball Games, Fish Pond, Photos, Candy Apples, Bowling Alley, Novelties, Candy Floss, Snow Cones, Shooting Gallery, High Striker, Ring Cone, Cade Bottles.

ADDRESS: BOX 119, MOUNDS, Okla.

WINTER QUARTERS

TAMPA, Jan. 17.—Shows are-quartered in the Polyan and Township Boulevard. The show is in need of a new concession stand, and the owner-manager, recently took delivery of three new trailers and a tractor.

Mr. and Mrs. Scrolli also took delivery on a new tractor, and Mr. and Mrs. Tackett are in the process of building new contracts for the shows. Mr. Mr. and Mrs. Ripley, shows are being wintered in Tampa, having recently purchased a trailer from Dick Heider.

Royal Crown

LABG, Fla., Jan. 17.—Local quarters are the scene of much activity as only two weeks remain before shows open. The Big County Fair Show will have 16 rides and 12 shows. All concession space for the season.

Manager Eddie Young has been attending far meet in Indiana, Alabama and Florida. He has inked a number of contracts. Early this past week the Crown Show was in Lompoc, Monterey, and Princeton, Ind.

Shows are 8 at quarters. Recent improvements included Mr. and Mrs. Sam Bottom, World of Mirth Shows; Bob Parker, Charles Abbott and Tommy Thomas, Mr. and Mrs. Ish Gough in quartered recently after successful season in St. Louis—DOLLY YOUNG.

American United

SEATTLE, Jan. 17.—Considerable preparation is being made for the 1948 tour in progress and the president of Wayne Endicott, who expects to have a full crew in action soon. General Agent Charles T., who has spent the past five and the seasonal winter, is due to return any time. The show is currently negotiating for a name attraction.—CATHERINE M. MASON.

L. J. Heth

BIRMINGHAM, Jan. 17.—Owner L. J. Heth held open house in his new apartment, built inside the winter quarters, which was converted into a modern home and also was to host to employees at a big New Year's dinner.

Research has been in progress on the construction of a new home which is under way. Recent visitors included Buff Hotte, Tommy Humphrey, Harry D. and F. L. Utter. The new show will convert the unit. Two new tractors are expected soon.

BRIGHT LIGHTS

LYNCHBURG, Va., Jan. 17.—A skeleton crew is busy at quarters here, cleaning up the house before the middle of February when the shows will be brought out. Manager Kenney is in Pittsburg, busy with the design and building of equipment and building show Mikes. Manager John Geonna is in Pittsburg, busy with the design and building of equipment and building show Mikes. He attended a number of shows which he has booked for the upcoming season, including Mr. and Mrs. Paul Martin, Mr. and Mrs. Nick Nazar, Mr. and Mrs. Lloyd Hanor, and Splinter Royal.

C. Conboy has booked his Rolloper and H. L. Ward, Miniature Train; Vernon Michaels, pony ride and Mrs. John Stergo, two concessions.

Show personnel was greeted by the deaths of Frank Moreno, Cook Fruit Fair, Galveston, Texas, and John Sam, who had the cookhouse one season.

Mr. and Mrs. Danny Dominelli are working in Shamokin, Pa., Moore Buick, are in charge of the Show. Mr. and Mrs. Scott is wintering in Florida. Secretary Frank Hyde is in Buchanan, Mich.

Postmaster Clark Queen, of Mount Pleasant, Fla., who is also owner of the Palace Shows and Carnivals, is in charge of the Show.

Visitors at the shows offices included Betty, Carl and Glen Langford, Jr., who have been vacationing in Palm Beach. Mr. and Mrs. Jeffes Segall, Saul Saperton, Shorty Cottis, Grier and Gravity, Jackie Morgan, John Hemmingson and Knoll and Al Alford.—F. A. NORTON.

Heart of Texas

BROWNSVILLE, Tex., Jan. 17.—Crew is on hand here getting things ready for the upcoming season. As of March, Sam Empel is overseeing the rebuilding of concessions. Bill Ferris, who has been taking care of all business affairs, they will be with the shows at opening.

Rod and Dorothy Johnson gave a Christmas dinner at their home here. Guests included Mr. and Mrs. Harry Hill, who is in the home, and Mr. and Mrs. Dwain Gay, who has been a part of a machine shop in the business for the last 10 years. The show will remain in the business.

Harry Craig and family spent some time in Brownsville last week returning from a trip. Mr. King, the owner of the house on cost, is invading the Drawing Room, Tex., from which he is a regular customer. The house is down and he is planning to return to the Drawing Room.
Georgia Amusement

AYERSVILLE, Ga., Jan. 17.—Work on local amusement is progressing toward early spring opening and plans are being mapped for the addition of more rides and a tentative route has been laid out.

The writer and wife, Esther, and sons Mike and John, are spending the holidays in Savannah, where Charles is attending the Merritt School in Toccoa, Ga. Lela (Blackie) Tifton is visiting from a visit to Spartanburg, S. C.

Surprise—Mr. and Mrs. H. O. Edger is expected soon from St. Augustine, Fla., where they will spend the holidays. Mrs. Betty Scott preparations for mid-January are in progress.

STEELER's Greater

BAMBERG, S. C., Jan. 17.—Mr. and Mrs. W. R. Caswell, of here after spending the holidays with their daughter and son-in-law, Mr. and Mrs. J. J. Schneiders, of Shrewsbury, N. J., and Manager Steelers' parents in Stamford, Conn. Work is to begin soon on repair of equipment.

MRS. STEELER

B & H

SUMTER, S. C., Jan. 17.—Work on the new horse trailers, which are expected to be added soon, games Anderson, who has been on a fishing trip with Donald Bobo and Ralph Fulmer, is in charge of all operations. Manager W. R. Holcomb is visiting relatives in Kentucky but is expected back soon. Recent visitors were Mr. and Mrs. E. E. Murray and Mrs. Carter.—FRED O'NEALS.

Wolfe Amusement

ROGSTON, S. C., Jan. 17.—Rebuilding and painting work begun here Thursday on the direction of E. Sylvestor. Owner Bert Wolfe will attend the Atlanta and Columbia, S. C., fair crowds and then continue his trip on spring contracts. New horses for the Merry-Go-Round, to replace those damaged in an accident last fall, are expected soon. Show will open in Augusta, Ga., about March 15, after completing permit—in—S. SYLVESTER.

Gillette Bros.

FITTSFIELD, Mass., Jan. 17.—Six rides, including a merry-go-round, have been received in the direction of E. Sylvestor. Owner Ben Wolfe will attend the Atlanta and Columbus, S. C., fair crowds and then continue his trip on spring contracts. New horses for the Merry-Go-Round, to replace those damaged in an accident last fall, are expected soon. Show will open in Augusta, Ga., about March 15, after completing permit—S. SYLVESTER.

Brewer's United

HOUSTON, Jan. 17.—Overhauling the Merry-Go-Round, Ferris Wheel, Chairplane and kiddie rides has been completed and the Spitfire is now in operation. All other equipment is being overhauled and repaired and shows will move on the lot for the 1948 season. Work continues on the wagon area, including a double-deck Ferris Wheel which is built on a 30-foot-trailer.

Leo Matina, of the midget troupe, is busy designing new costumes for the troupe.—BOB MILLIGAN.

WANTED

Rides of all kinds, Concessions and Shows.

F. J. LOPEZ, Sec. Carnival Committee Mt. Morris, N. Y.

Art B. Thomas

LENNOX, S. D., Jan. 17. — One large midway new with new rides will be operated this year in place of two units formerly used. Ride line-up includes two new C-Cruisers, Spitter, Till-a-While, Octopus, Merry-Go-Round, twin Ferris Wheels, Rolloplane and a new, Roto-Plane, for four kiddie rides. There will also be new side shows, concessions and a complete outfit for street and grandstand shows.

Co-Owners Art B. and B. P. Thomas have announced as talent including Don Kuck, general representative and business man; Vern Thomas, lot superintendent; D. Schmidt, secretary; E. Drowden, Diesel and electrical superintendent; R. Drowden, master mechanic; E. Judd, master builder, and Less Birk, ride superintendent, assisted by Ralph Wallace. Equipment is now being built and ordered for the new season. New Diesel generators, searchlights and trucks and semis have been purchased.

Bernard Thomas and Kuck are now arranging the 1948 Italian Ringling Bros. and Barnum & Bailey Circus, and they will take time out to attend fair meetings in Grand Forks, N. D.; Lincoln, Neb., and Minneapolis—DON KUCK.

Virginia Greater

SUFFOLK, Va., Jan. 17.—Go for this section has escaped several snow storms and the crew here has been able to work outdoors.

Recent visitors included Dr. Karl Fordham, Norfolk, owner of Fordham's Circus; Harry P. Taylor, Dr. L. C. Holland, local dentist and clown, who presented the midget troupes of Bobette, Jr. and Superboy, D. J. D. Duck to use in their act, and J. Wallace Goodrich.

Manager Rocco Manucci dug himself out of the snow at Orange, N. J., and came to Virginia to catch the quarter shows. While here he conferred with William C. Jackson and then went South on business. However, he reported that he had chased two more rides. Orders have been placed for five tents. A shipment of new art arrived and a new design for trucks has been chosen by P. H. Reiner, president. Thousands of canvas will be required. The wagon front and double-deck Ferris Wheel, which is built on a 30-foot-trailer.

Leo Matina, of the midget troupe, is busy designing new costumes for the troupe.—BOB MILLIGAN.

WRIGHT AMUSEMENT CO.

WANTS

Foreman and Second Man all rides. Allan Herschell 3-abreast Merry-Go-Round, seven-car Tilt, No. 5 Eli Wheel. Super Roll-O-Plane.

Can place Bookkeeper capable of taking complete charge of small office. All concessions open. Long season, top salary, best treatment to all. Write, wire, phone.

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WANT

WANTS A Midway of Mall and Rural Attractions

OPENING SPRING 1948

CONCESSIONS: Fish Pond, Duck Pond, Scales, Prop, High Stakes, Hoop-La, etc. Only one of each kind. Get in early. No P.C., gypsies or racket wanted.

SIDE SHOW: We have four new offices owned Ride & Trucks. Need two men to handle all concessions. Will take time out to attend fair meetings in Grand Forks, N. D.; Lincoln, Neb., and Minneapolis—DON KUCK.

GASOLINE MOTOR BOATS

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541 SURF AVENUE Coney Island, Brooklyn 24, N. Y.

FOR SALE

1947 No. 5 Eli Wheel, used four months, same as new; transportation for Wheel, International Tractor and special-built Semi-Trailer; both in excellent condition. Price, $12,000. Single-engine, all-inclusive, in excellent condition; this ride has been completely overhauled and reconditioned, with excellent Tractor on trailer and transportation. Price as unit or separate, Semi-Trailer, $2,500; Five and Four, $1,200; all complete small or Platform Shows with own equipment. Uplifts, loading, free care. Address:

JACK KLAUSEN Phone No. BB 6051 KANSAS CITY, KANSAS

CROWN EXPOSITION SHOWS

WANT FOR 1948

Opening Central Texas March 1st. Will travel Texas, Oklahoma, Missouri and Iowa.

CONCESSIONS that work for stock, No P.C., Flatties or Gypsys. Everything open except dates in Bloomington, DeKalb, Harrisburg, in excellent condition. RIDE HELP-5th Class Wheel, Foreman for new No. 5 Eli Wheel, Smith & Smith Chairplane, Merry-Go-Round, will book with the above show. Good terms. Contact Jack Klauser. Phone No. 1209, San Antonio, Texas.

NOW BOOKING FOR THE 1948 SEASON

WANT—Carnival Truss Frame, Desk Frame, Engine Frame, Scale Frame, Tmar., Ring, Ring, Ring, Ring, Rod with Link, Rod with Link, Rod with Link. Write, Wire, Phone, tame with Link, Rod with Link, Rod with Link for shows to0 decorative people. All people with the above, telephone, wire, write for more information.

A.M.P. SHOWS

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111 BROMLEY ST., NEW HAVEN, CONN

January 24, 1948 The Billboard 53

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Playing proven still dates, celebrations and fairs in the East and motorized in its entirety.

WANT DROME OPERATOR—Have complete outfit, including cycles. MONKEY SHOW—Have complete outfit or will build to suite operator if you have money-getting show to offer.

ORGANIZED MIDGET TRUPE—Have complete new front and top—office paid.


RIDE HELP

Want a few Foremen and General Help for 12 major rides, including Foreman for new Hi Ball. All rides are owned. Want Canvasmen and Ticket Sellers, Show Painter, also man to handle searchlights and towers.

CONCESSIONS

Photos and any others not conflicting with those booked. Address O. C. BUCK

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After February 5 address all communications to winter quarters, Troy, N. Y.

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SIXTEEN SHOWS

OPENING ON OR ABOUT APRIL 15TH

Now Contracting for Season of 1948

FAIR SECRETARIES

Will be at the Reading, Pa., and Albany, N. Y., Meetings

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COME IN, SELL MEN, MINNESOTA, GOOD SIDES OR SHOWS WITH WEAR MAN TO HAND MEN.

SIDE SHOWS

Can place Tilt, Roll-a-Planes, Rocket, Fly-a-Plane, and 2 Wheel to make dual wheels. Place Foremen and Second Men on all Rides. Following Contract met Ed Ferrati, Bob Kiddie Rides all same except Aunts. Can place Foremen and Second Men on all Rides. Following Contract met Ed Ferrati, Bob Kiddie Rides all same except Aunts. Can

J. VAN VLIET, Mgr., 404 Garibaldi Ave., Lodl, N. J.

Phone: Farnie 1-1919

500 Take In

HASC Banquet

(Continued from page 45)

Webb, Mrs. Marie Beckman, E. S. Webb, Margaret Shortino, Bill and Haron, W. P. Flookton, Harold and Rosalie Elliott, Mr. and Mrs. Noble C. Fairly, Blanche Francio, Mrs. Ed Schlining, Dave Lackman, Mr. and Mrs. Harry Hennings, Mr. and Mrs. Will Beckman, L. S. (Jim) Shortino, Mr. and Mrs. Chester I. Levin, L. O. Levin, Lucy Mora, Mr. and Mrs. K. H. Hommes, S. F. Peek, Mr. and Mrs. V. R. Flora, Mr. and Mrs. Bob Hill, Mr. and Mrs. R. L. Anderson, Art and Bird Brainard.

George and Hettie How, James Bowers, George McElroy, George Hill, W. H. Williams, Will and Mrs. G. D. Scott, Charles Gallogly, Mr. and Mrs. Russell McLeod, Mr. and Mrs. Jack Seabolt, Sam Winningham, Lottie Cornett, F. W. Incman, and Florence Mill, Mr. and Mrs. Fred J. Meacham, Jack and Verna Braunam, Mr. and Mrs. Joseph T. Bowen, Harriett Harbes, Mrs. Harriet Smith, W. H. Payton, Joseph and Helen McKeich, Douglas and E. L. Marquart, W. L. Borden, W. C. Paul, and Gertrude Parker, George W. Carpenter, Mr. and Mrs. Morey Knight, J. C. Cumberlidge, Wayne Pike, Mrs. W. H. Pike, Mr. and Mrs. Jack Weinz and Werner Weine.

Two Wis. Annuals

Ink Pages; Best

Big Turnout at MilKen

(Continued from page 32)

Kressmann and Rube Lienman, Ernie Young, Chicago, Ernie Young and Jack Collins; Gus Sun Agency, Dee Mooney, Gus Sun Jr. and Ira Green, George O. Voorhees, and Fritz Eng, Booking Association, Chicago, L. N. Fleishman, Amos, Chicago, Boyle Woolfolk, Mr. and Mrs. George Flint and Bayner Leor, and Mr. and Mrs. Albert C. Chubb, Chicago, George Ferguson.

End Agency, Chicago, Sun Supreme; Bertet'Harley's' Burley, Milwaukee, Mr. and Mrs. W. B. Hunter; William H. Lee, A. E. Hanes, Milwaukee, Paul, Gladys and Bill Williams; Associated Entertainment, Inc., Milwaukee, Raymond Atlee, Austin, Tenn., General Manager, and Frank Croxby, Burnanke Theatrical Productions, Minneapolis, Minn., Fred and Cliff Burnam, Michaels Associates, Chicago, J. C. Michaels Jr. and J. C. Michaels; American Agency, Chicago, Flash Williams and Edgar Schooley; Peter's Entertainment Enterprises, Minneapolis, Mr. and Mrs. C. P., North Western Amusement Company, St. Paul, and Mrs. Joe D. and Don Dennis.

Special events and entertainments noted included Jimmy Van Clee and Leo Overland, Jimmy Leon's Death, Snyder, & Frank Winklely, thrill show and big car auto race promoter; Al Loving, National Speedway, and the Sloan, Racing Corporation of America, Missie Keel, F. H. Collection, Blondy Pops, Frank Winklely, show and big car auto race promoter; St. Louis, Missouri, and the Rodger State Midget Racing Association, Jack Gould, Joy Gould, Cabaret, and Osceola, Bat O'Rodents.

Suppliers noted were Ned Tort, Winfield and Andy, Pluse Company, Bernice Condron, O'Hear Tent and Awnings Company, T. P. Eichelsdroefer, E. C. Eicheldrof, and William A. Lindeman, Regalia Manufacturing; Pete Leslie, Sure-Way Electric Co.

CARNIVALS

The Billboard

January 24, 1948

Carnival Routes

Send to

2160 Patterson St., Cincinnati 15, O.

(Entries are for current week when no dates are given. All entries must be received three weeks from mailing points are listed.)

American Midway: Three Rivers, Tex.; North Carolina, Red Eye, NC.

Bob & Vivian Westgate, Ypsilanti, Yps.

Bob & Vivian, Westgate, Mi., Full Service, Unc: Trench Co. and Trench Co. (Machinery & Trenching Equip.)

Breston, Yps.

Bob & Vivian Westgate, Yps.

Bob & Vivian Westgate, Yps.

Dixieland: Lambert City, La.

Florida State circus, Ft. Lauderdale, Fla., 36-37.

Purcell & Gariballo, Boone, O. G. Zemater, 26-31.

Purcell & Gariballo, Boone, O. G. Zemater, 26-31.

Purcell & Gariballo, Boone, O. G. Zemater, 26-31.

(Carnival Routes)

Misc. Routes

Send to

2163 Patterson St., Cincinnati 15, O.


Joe's Cast; 60 South 12th, Chicago, 1-9-39; Charleston, 1-9-39; (Auditorium) Charleston, W. Va., 22-

(Cartoons, Etc.)

R. H. Terpening

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Crossroads 1-6622

Detroit 1, Mich.

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Ocean Park, Calif.

HARRY CRAIG'S

HEART OF TEXAS SHOWS

Now booking for 1948

Box 188

HARRY CRAIG

Browndown, Tex.
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CAPPELL BROS. SHOWS

WANT

Opening early in March, showing our regular route of bona fide spring dates with 15 Fairs and Celebrations to follow, including the biggest July 4 in the Midwest. This show has not missed a Monday night in five years. The best lighted, flashiest looking, fastest moving Motorized Show in the Midwest. Truly “America’s Cleanest Midway.” 10 modern Riding devices, 10 high class Shows, sensational Free Acts.

WANT Stock Concessions of all kinds except Cusdard, Diggers, Puppets and Apologies, French Fries, Nowadels, Corn Game and Grab, which are said. Will sell "EO" on nicely framed Photo Booth. Want Belle Games, Fish Ponds, Darts, Cork Gallery, Clothes Pin Pitch, String Games. La High Stripes, Class Pitch, Penny Pitch, Country Store, any Gum or Stock outfit. What have your Cookhouse now open. Want sober, capable man to take charge of nicely framed Sidewalk Grab.

SHOWS—Want outstanding Freaks and Attractions for big Side Show, salary through offering. Must be willing to handle show in booth. Must be willing for Athletic Show, must be capable. Frankle Cadmus and Cliff Travis, contact me. Want Cropped Manager for No. 2 Man, or force for Wild Life, or Animal Riders, Rope Spinners, Cowboys, Cow Girls or any Western Act suitable for this type show. Want Man and wife for Snake Show. Men to handle Gorilla Show. Useful Show People in all departments, contact us.


FOR SALE: Surplus Equipment—One 25 Kw. D.C. Light Plant with nine motors, range in class 25 Kw. to 2 Hp., 9 in each. Complete with motors, $250.00. One Jassie Mix-Down Arch and Fence, perfect shape, $300.00. One Hand-Quilted Tangle Calicoes, just factory made, $250.00. One Tangle automatic, hand-stored, for $250.00. One 1948 Semi-Motorized Rides, $1,000.00. Three 8x10 New Girl Show (Summer), $60.00. Several 1x1x4 Kehli Concession Wags, with painted hand, $100.00. New Loop-A-Round, $75.00. New Fahlgrens, $5.00. Old Fahlgrens, $10.00. Newl Fahlgrens, $15.00. Old Fahlgrens, $25.00. New Fahlgrens, $50.00.

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We play Texas, Oklahoma and New Mexico. Opening in Waco in early Spring. Would like to hear from Show People that have new ideas, and will promise anything worth while. Rigger, Electrician, or in touch with me, if not already connected. All Ready Show People get in touch with me. Show to be known as POP HALE'S PORTABLE PARK. Pay own wires or cars.

POP HALE, 320 Jackson Street, Waco, Texas
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Box 91

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ATTRACTIONS

Now Booking Fairs and Special Events for 1948

Fair Secretaries and Committeemen wanting a Midway of supreme and top earning capacity, contact us now, or see us at Fair Meetings for best proposition.

WANT—Shows not conflicting, Penny Arcade. Concessions—Few more open. What have you? Help—Experienced Ride Foremen and Second Men, Semi Drivers preferred. Address

MICKEY PERCELL, Box 106, Waverly, N. Y.

VICTORY EXPOSITION SHOWS

WANT—for CHARRIO DAYS’ FIESTA—WANT

BROWNSVILLE, TEX., JAN. 31-FEB. 3

SHOWS—CONCESSIONS

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TIVOLI EXPOSITION SHOWS

WANT FOR 1948 SEASON WANT

COOKHOUSE  •  FUN HOUSE  •  ARCADE
Shoes of all kinds. What have you? Ride Help for long season.
Address: H. V. PETERSON, Box 743, Joplin, Mo. or M. J. DRESSEN, 1332 Colmar St., Biloxi, Miss.

FOR SALE—COMPLETE CARNIVAL

No. 1 Frisbee Wheel, 7.5 Frisbee Hopper, 2 Smoke Vents, 1 Slave Driver, 1 Electric Hide, 2 Talking Mickey Mouse, 1 Talking Donkey, 1 Talking Dog Whistle. Good, strong, in good working order. $500.00

Develop this Home Bench. Price $75.00

FOR SALE—COMPLETE 1947 Tent and 6 Concessions in 477’


GEO. W. MILLER, 1040 BRADFORD, BROOKLYN 26, N. Y.

Winter Quarter Address: 1916 ESLEY AV., MILWAUKEE 4, WIS.

GIELOW RIDES

BUFFALO SHOWS MIGHTY MIDWAY

F. O. BOX 805, BUFFALO, NEW YORK

CONCESSIONS OPEN


BUFFALO SHOWS MIGHTY MIDWAY

F. O. BOX 805, BUFFALO, NEW YORK

CONCESSIONS OPEN
RSROA Committees Get Overhauling At Cleveland Meet

CLEVELAND, Jan. 17. — Among matters studied at the semi-annual Board of Control meeting of the Roller Skating Rink Operators' Association of the United States at Hotel Cleveland here, December 9-11, were activities of the Amateur Affair Committee.

The committee's governing board is now composed of Edwin Hodder, Boston, chairman; Charles Persson, Oakland, Calif.; Gladys Saltzer, Detroit, and Otto J. Albrecht and W. P. Hodges, Cleveland.

Various subcommittees now include the amateur status group, composed of Peter J. Poland, Chicago; Alonzo F. Barber, Portland, Ore., and Paul Poetting, St. Louis. Judges and competitions: Frank K. Park, J.; Frank Fabel, Detroit, and Ed Benneini, Elmwood. L. N. Y. Danoc Bob Irwin, Chicago; Miss Anna Lawrence, Newark, and Charles O'Connell, Medford, Mass., figure skating; Charles Persson, Oakland, Calif.; Don Fredericks, Portland, Ore., and Russell Anderko, Medford, Mass., speed skating; Otto J. Albrecht, Cleveland; Kay Cendak, San Francisco, and Bobbi Mart, Washington.

Cleveland Academy Experiments With Skating Class Idea

CLEVELAND, Jan. 17. — Lourdes Academy here is experimenting with the idea of substituting roller skating classes for regular gymnastics work, having arranged with Jack Dalton and Clarence and D. I. Reynolds, operators of the city's standard skating rink, to give a class for regular classes at the rink.

Doris Glavna, academic physical director, is in charge of the group and checks attendance for school credits.

Attendance at each class runs from 10 to 100, and a regular program of skating instruction has been arranged by the Rollerclad staff.

If the program proves successful, Rollerclad officials plan to extend the program to other schools and organizations.

Greatest Leopard Contest Big Success

PORTLAND, Ore., Jan. 17. — The 12th annual dance-of-the-month contest at Jack W. Cooper'sm's Great Leopard, Portland, here, was off to a good start, with 20 couples competing in the first contest, according to Emma Ellis, Great Leopard pro. Among recent activities of the rink's skating club was a trip to Playland Roller Rink, York, Pa., to try the new plastic floor.

Spokane "Fantasy" a Sock Draw at Cook's Box Office

SPOKANE, Jan. 17. — With State, regional and national champions of the Roller Skating Rink Operators' Association of the United States and titleholders of the World Roller Skating Congress taking part, Roller Fantasy of 1947, presented recently in the Silas W. Cook Roller Rink here, was called the most outstanding roller skating show ever presented west of the Rockies.

Attendance was on the light side opening night, but word-of-mouth advertising brought out an improved crowd for the remaining performances to sell out the house, with many turned away at the box office.

Headlining the world championship pair of Norman Latin and Margaret Wallace, of Brooklyn, the cast included Phyllis Bullough and Cecil Davis, RSROA intermediate pair skating champions; Barbara Laney and Kenneth Johnson, skating as the Gready Fours, executed the routine which made them 1947 Rocky Mountain regional champions. Others in the cast were Betty Des Jennings and Clifford Schattenberg, Seattle, senior skaters and Pacific Coast regional pair champions (intermediate), with Miss Jennings also skating routines that brought her the Coast regional championship and first place in the nationals; Dona Benfield and Wayne MacDonald, Centralia, Wash., senior skaters and dance champions; Patrica Lpton, Seattle, Pacific Coast junior girl figure champion; Carole H. Sowle, Silverdale, Wash., Pacific Coast juvenile girl figure champion, and Skipper Oates, Seattle, State intermediate men's figure champion.

The two-part show ran two hours and 15 minutes. The winners were Julia and Jim Medcalf, local pro, who contributed a Roladro number to the program, with the latter also doing a slalom trick with Harry Leonard.

Bal-A-Roue RSROA Show Set

MEDFORD, Mass., Jan. 17. — Club members of Fred H. Freeman's Bal-A-Roue Rollerway here are preparing for the rink's annual revue to be presented January 23 and 24 for the benefit of the Roller Skating Rink Operators' Association of the States. Officials say costumes will be elaborate. Advance sale tickets, selling for $9.00, are available to club members January 11. Arrangements have been made to provide extra unreserved seats.

Eli Class Schedule Heavy

NEW HAVEN, Conn., Jan. 17. — Eli Skating Club here, operated by Benjamin F. Marcy and Zach Adams, started the season with a heavy schedule of classes, having set one for each weekday night with three on Saturdays and two on Sundays. George Miller is in charge of classes, with Ann Groom as assistant. Irene Roeder, former club professional, has supervised from a recent appendicitis operation.

Easter Mack Rollery Off to Good Start

CHICO, Calif., Jan. 17. — Delayed for months because of construction difficulties, the new Spiral Wheel Roller Rink here, owned and operated by Mr. and Mrs. R. B. Erickson, opened several months ago and has been reporting excellent business.

The 150,000-square-foot floor, made of concrete block and glass brick construction, is furnished with maple and the interior is finished in modern style. Its service facilities include a soda bar.

The rink follows a six-day program with matinees for children and evening programs during the week and on Sundays. The Ericksons reported a number of party bookings since the rink opened.

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The Billboard

January 24, 1948

RINKS AND SKATERS

Communications to 2100 Patterson St., Cincinnati 22, O.

56
Club, Class Work
On Rise at Ideal; Benefit Show Big

ST. LOUIS, Jan. 17—Club membership and class attendance have shown constant growth since the fall opening of Carl Trippe's Ideal Roller Rink. The new management, headed by Manager Bert Canull, who has been very interested in the increased enthusiasm of skaters to the work of Arts M. St. Louis, professional of the Society of Roller Skating Teachers of America, who joined the new organization.

Under Snyder's direction, club members have been very active during the season's opening. The next steps in the club's work for the benefit of skaters in following competitions.

Canull called the 90-minute show one of the best ever presented at the rink.

NEW ONE FOR HARRISBURG

HARRISBURG, Pa., Jan. 17—John J. Anderson, president of the Harrisburg Skate Co., announced that the United States, with four other clubs, will sponsor a group project here during 1947. Ice has already been ordered. Project will include a roller rink, bowling alley, and an auditorium, Adams said.

Aracdia Wildcats
Hit Air Via Tele;
See as Booster

DETROIT, Jan. 17—A televised hockey game played last week by the Aracdia Wildcats at Aracdia Arena was televised here last week for the television networks. The program was broadcast on WXYZ-TV, broadcast Wednesdays at 8 p.m.

Aracdia's manager, Ovville Godfrey, said that regular programs of the games via tele will widen popular- ity of the sport in this area.

Last Stranger telecast was given variety by picking up a brief roller-skating show, presented by the Aracdia Figures and Dance Club, between halves. It featured Delores Mola, regional champion, who did a freestyle program, and Barbara H. Such shows are to be regular and a program will be directed by Vivian Heard, Aracdia pro and president of the Detroit Roller Skating Club, assisted by Warren Knowles.

Looney a "Dimes" Chairman

MONTGOMERY, Ala., Jan. 17—Pro skater Looney, owner of the Montgomery Skating Rink, will serve as 'co-chairman for the Montgomery County Carnival. This year's project will be directed by Vivian Heard, Aracdia pro and president of the Detroit Roller Skating Club, assisted by Warren Knowles.

Roller Rumbles

Old Riverview Roller Rink, Chicago, had a track 28 feet wide and four laps to the mile. The Froebel High School Band, under the direction of Jack Rink, has added another rink on roller skates to its corps of drum majorettes.

Aracdia Roller Rink, Chicago, has organized a roller skating club, and its members also have installed new showers in the men's locker room.

In commenting on the tight skating versus slow skating discussion, George Oliver, of Celoron, N. Y., recommends that manufacturers strike a medium.

Midway Confab

(Continued from page 45)

where the daughter returns college, and then left for a stay at Hot Springs until February 1.

Fire destroyed a portion of Yermen Hovst's wardrobe recently in Los Angeles. The studio is designing new costumes for him. Both Hovst and Stafford are appearing at Club Cress, Los Angeles, with Jimmie Travis and recently were visited by Jackie巧妙地使用了单词和短语，使得文本内容更加丰富和有趣。

The Most Famous
RINK SKATES
in the World

Advertised to millions in the Official Roller Derby competition. Manufactured by

MODERN "F" ROLL-O-WAY
Precision Dance Skates with the Patented Cushioning.

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COMPLETE PORTABLE RINKS
SECTIONAL FLOORING

The World's Largest Manufacturers of Complete Portable Rinks and Northern Hard Maple Floors.

BILT-RIOTE FLOORS AND RINKS

Tyrone, Texas
Craig Memoirs Recall Varied Arts of Old-Time Performers

SPRINGVILLE, N. Y., Jan. 17.—In an effort to prove his contentions that old-time vaudeville performers were top-notch folk were good performers, Morton Craig goes Reminiscence diggin' up some of those little stories, which are a vital part of minstrel bearing that name. Both he points out that the Brothers Delfue, Bobbie and Billie, were operated man 15 minutes.

"Regarding the Tom shows and Mr. Kleber's recent article which ap- pears in the last issue, the band says he cannot return. But why? Where will you get eight men to take the place of 100 out on the road playing Tom, or the musicans in the band on stole White's Uncle Tom's Cabin Tent which was the best show in the land. It was recently presented in theatricals and now is on stage, got on the stage to try to make them the best on the road.

"They also presented specialties in the pit of steel, where they drew a packed tent of 800 and promoted a candy sale that almost paid the rent of the small town of Boonville, N. Y., with an estimated population of 1,500.

Rag Tents Out

"You can't go into a town today with a rag tent, p., a, and a few windo cards and do business. The town mentioned above may never come back, because anyone with money enough to put out a real old tent. Men can't find it difficult to get people to do the show. Salaries and overhead also are something to be considered.

"So, people generally don't know if a Tom, 10 Nights or a minstrel can ever operate again, we do know that dramatic shows are going under canvas because there are not enough people to play out. They, however, have personal that can do talking parts and playing the music. All change and musicians so that patrons like the show and come back night after night to see the show every season.

San Antonio Notes

SAN ANTONIO, Jan. 17.—Public library here is showing 16mm. films regularly to their employees and patrons.

Art Huseman, Southwest representative for Vinal Service, has returned from New York. George H. Mitchell Company, visited the Clara-Momus Exchange to obtain product information on 16mm. Mexican films, with Spanish music and dialogue. Southern Radio Sales & Service here put in a line of 16mm. films and projector recently.

Joe Ester, formerly with Filmap, Trailer Corporation, Chicago, is operating his own equipment box. He is also booking name attractions, including Charlie Spivak ork and Don Fellen, in the Southwest.

Williamses Plan April Bow

LUCAMA, N. C., Jan. 17.—Rusty and Del Williams, whose tent show has been stored in local quarters since winding up the season here last November, said they are planning an early April bow for the coming season. Their work is progressing, they report.

"We sell, rent, exchange.

16mm. FILM and PROJECTORS, SUPPLIES, ACCESSORIES, REPAIRS, WESTERNs, ROADSHOW ATTRACTIONS, SPECIAL SHOWS.


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JEWELL AND HARRIS SHOWS, Inc.

DRAMATIC TENT THEATRE

3013 HALTON RD., FT. WORTH, TEX.

Opening April 5—Rehearsal March 25

Want few more Dramatic People, Stunt. Unique Acts with several changes. Working Men.

THE SLOUT SHOW

Artists for 1948 Two-Season,_-_.__._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._._.
Jack is 35" tall — the family is 17" tall.
Made of Chinchilla-type floss in contrasting pastel shades. Well constructed, cotton stuffed. Mask faces as illustrated.

Packed one set of [image of a character] to a carton $6.00 per set.
(In Dosen Set Lots: $6.60)
WRITE FOR DESCRIPTIVE CIRCULAR

JERRY GOTTlieB
P. O. BOX 356
ASBURY PARK, N.J.

CHAIRS
TABLES
FOLDING and NON-FOLDING
PORTABLE SHIPMENT.
Smallest chair order 2 dozen.

ADIRONDACK
CHAIR COMPANY
1140 Broadway, New York 1, N. Y.
Dept. 5
Corner 28th Street

SLUM
LOVE-AMATS
Novelties, Toys, Brooches, Pins, Kids, Backless, Jewelry, Cosmetics, many others.
It items few to numerous to mention.
isse 10c. Post.

$25.00
YUMple ITEMS.
Lucky Novelty

PRIZE BOXES
ASSORTED Nouvelles of All kinds.
$4.50 Gr. Boxes.
$8 three line. 50c. No.

SLUM
LOVE-AMATS

The Billboard

MERCHANDISE-CLASSIFIED

OPPORTUNITIES
A Display-Classified Section of Business, Sales and Employment Opportunities

RATES:
Display 70c an agate line . . . Minimum 10 lines
Classified 12c a word . . . Minimum $2.00

IMPORTANT — All Classified Advertisements Must Be Accompanied by Remittance in Full

FORMS CLOSE
THURSDAY NOON IN CINCINNATI
FOR THE FOLLOWING WEEK'S ISSUE

To secure publication of your advertising in the earliest possible large arrange to have your copy reach the publication office, 2160 Patterson St., Cincinnati 22, early in the week.

ACTS, SONGS & PARODIES
A great song tour hit — "ALL I WISH — I HAD A MAN:" A new Pathe, 1948, Motion Picture, 112 E. 55 St., New York, N. Y.

FRANKLIN'S COLUMBIA BULLETIN:
Controlling parodies, monologues, band novelties, featurettes, etc., at different prices, 11, and 25c for one copy each.

PARODIES—$1 A BOX: Chinchilla-type of 20 parasodes, 5c. per copy. Franked, 112 E. 55 St., Chicago, Ill.

LONGER PERIOD PARODIES—MASTERS RECORDS—MADE FOR JERRY GOTTlieB, 1948, Motion Picture, 112 E. 55 St., New York, N. Y.


NOTE: RUSSEL BOLSON, 125 W. 55 St., New York, N. Y., writes: "Wanted to report great results with Cylinder "Horse" from your Parodies, as always, and of course, "CUSTER'S LAST BATTLE."" Your service is first class.

PARODIES, SPECIAL BAGS, BIE: MARCH, 1948, Motion Picture, 112 E. 55 St., New York, N. Y.

VADADIAN NATIONAL CONVENTION BOXES—Consists of 12 pieces, 27 pieces, and a special package, 5c, 10c, and one dollar. Electro-Mend, Inc., 3405 S. 55 St., Kansas City, Mo.

FILLING WARE—ONE POUND BOXES. 25c, 500c. (Passenger mail only), available in 10 or 25 pound lots. Limited quantity. Write: 157 E. 55 St., New York, N. Y.

EARN BIG MONEY—LEGERWOOD WANTED well on light train for particular. London 114 E. 55 St., New York, N. Y.

EARN BIG PROFITS — SEND $1.00 FOR BOOK OF PARODIES. J.N. W. Publishing Co., 155 E. 55 St., New York, N. Y.

FARTHERMEXICAN ROYALTY—Señor Frutos, Calipshat, Trip Shoppers, Union Publishing, Mesa, Ariz.


HORSE SINGLE; SSINGLE-ENDED RAIDER—Individual or 500 copies. Library Printing Co., 155 E. 55 St., New York, N. Y.

JOBBERS, DAILIES, NEWSPAPERS—Needed your parodies for a while. Write for circulars and prices. King Printing Co., 155 E. 55 St., New York, N. Y.

MUSIC—ROLL-UP ROLLS—SOLD OUT! Write: for special sheet roll-up packs, per 100, 10c; per 1000, 80c. The 155 E. 55 St., New York, N. Y.

MINTS, HOMES FOR KIDS—By Ann, 105 W. 55 St., Atlanta, Ga.

MUSICAL GUITAR—MAIL ORDERS. Write 155 E. 55 St., New York, N. Y.

NEW HEROES SOUVENIR BOXES—With 200g. Baseball cards, 50c. per box, 10c each. With 200g. Baseball cards, 50c. per box, 10c each.


QUALITY PLATE, 4000, 1000, 100, 50. "HORSE." "COWBOY," "VINTAGE." "BEGINters." Write: 155 E. 55 St., New York, N. Y.

ROLL-UP ROLLS—SENT OUT TO 5000. Write for more. 155 E. 55 St., New York, N. Y.

SURE-MONEY SELLING AMIE HEND—Write: 621 W. 55 St., New York, N. Y.

TIE BOOK—FOR AUTOGRAPH SIGNED BY "HORSE" —"CAPTAIN." "COWBOY." "CORKY." "CUSTER." "TOM." WRITE: 155 E. 55 St., New York, N. Y.

TOMMY THEATRE BOXES—SPECIAL $1.00. (100 copies) 20,000. 5d. each. Write: 155 E. 55 St., New York, N. Y.
ANIMALS, BIRDS, PETS

BUT ANIMALS—anything from bears to zebras are available from us.写手油光下色的动物，如熊、狮子、斑马等均可从我们这里买到。1月15日，电话或地址：E. M. B. N. S., 1124 St. S., Chicago, Ill.

MEXICAN TYPICAL SAMPLE

FOR SALE—26 WHITE RUSSIAN AND 20 BLACK RUSSIAN, $2.10 each. Also 120 FEMALE FANCY MICE, $2.00 each, with option to buy in lots of 60. Contact: Mr. Al Brooks, 2202 W. 35th Ave., Chicago, Ill.

COSTUMES, UNIFORMS, WORKROBES

ALL BRAIDED CELLOPHANE WAISTBAND

MONEY RETURNED FOR ALL UNWANTED GOODS.写手油光下色的动物，如熊、狮子、斑马等均可从我们这里买到。1月15日，电话或地址：E. M. B. N. S., 1124 St. S., Chicago, Ill.

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BINGO SPECIALS

First come, first served. 

FIRST COME, FIRST SERVED

BINGO SPECIALS

Regular colors, 1500 series (4-5-6-7 to the pad) 3000 Sets—7 colors

Wire or Write for Samples — John A. Roberts Co.

323 West Market St., New York, N. Y.

2505 South Market St., Philadelphia.

BINGO SPECIALS

First come, first served. 

FIRST COME, FIRST SERVED

BINGO SPECIALS

Regular colors, 1500 series (4-5-6-7 to the pad) 3000 Sets—7 colors

Wire or Write for Samples — John A. Roberts Co.

323 West Market St., New York, N. Y.

2505 South Market St., Philadelphia.
SAVE and PROFIT MORE with RINGS from STERLING that SELL on sight!

**No. 588**
$6.75 per doz.

Ledel's exclusive 6 red white rings. Available in other Sterling Silver or 14 Kt. Gold. Price over Sterling Silver size.

**No. 0201**
Gold Filled or Sterling $25.00 per doz.

Sterling $18.00 per doz.

Available in either white or ruby stones in any combination.

Henry Decker mrs. buckles dius into a popular offer.

Write today for free catalog! Sterling offers over 100 styles of popular rings. Sample assortment sent for $10.00.

**ATTENTION!**

**COIN MACHINE OPERATORS**

**WELCOME TO JOSEPH BROS. HOME OF FAMOUS PROFITS IN WATCHES**

Here Are 3 Extra Specials . . .

Extra Value! Extra Quality! Extra Profits!

**Famous Name Watches**

- **7-Jewel**
- **12-Jewel**
- **17-Jewel**

**$9.95**
**$12.95**
**$15.95**

**Attended Coin Dish $3.00 Additional**

Get Ahead of Your Competitors—Buy the Famous Line From This World Renowned Manufacturer. Wholesale Only—3 Watchcase Minimum.

3% With Order—Balance C. D. O. Write Dept. 24 for New 1948 Catalog.

**JOSEPH BROS.**

50 E. Madison St.

Member Jewelers’ Board of Trade

**ATTENTION SALESDISPLAY OPERATORS**

**Drop Into Our Offices**

**DUTCH MILL ELECTRIC CLOCK**

Road sales appeal in this colorful Dutch design creates interest throughout the year. Wholesale distribution, strictly limited and exclusive, complete with stand and price in individual boxes of $2.50. An outstanding display article all year long.

**NEW LOW PRICE . . . $24.00 DOZ.**

**OTHER BIG SELLERS**

- **ELECTRIC DRY SHOWER, $2.08 EA.**
- **ROLL-BALL PEN . . . $7.20 DOZ.**

Write for Literature on Other Sales Helps WANTED.

**35% WITH ORDER, BALANCE C. D. O.**

**Mutual Distributing Co.**

801-3 Milwaukee Ave. Chicago 22, Ill.

**PRICE . . . . . . . . . $68.50 EACH**

**3 OR MORE . . . . . . . . . $65.00 EACH**

**FULLY SINGED PORTABLE ELECTRIC SEWING MACHINE**, with new electric motor, automatic, electric, combined, chrome and blue neoprene fabric. Has a perfect stitches, ready to do your sewing in comfort.


**MITCHIE GOLDMAN**

5 BRIGHTON 1ST ROAD

BROOKLYN 2, NEW YORK
BANDS AND ORCHESTRAS
COLORADO BAND FOR NIGHT CLUBS. COCKTAIL LOUNGES, HOTELS, NIGHTCLUBS, & C.
DANCE ORCHESTRA—BAX, TRUMPET, PIANO, DRUMS. NEW 1948 or OWNER. ARRANGEMENT.
ORGANIZED FIVE PIECE BAND—PIANO, DRUMS, BASS, TENOR, SAX.
BANDS AND ORCHESTRAS—Cincinnati and Orchestra.
Guitarist novelties.
Organ.
LETTER LIST
Letters and packages addressed to persons in care of The Billboard will be advertised in this list two times only. If you are having mail addressed to you in care of "Address, State and City" it will be listed according to the office of The Billboard where it is held, Cincinnati, New York, Chicago and St. Louis. To be listed in following week's issue, letters must reach New York, Chicago or St. Louis by Wednesday morning, or Cincinnati office by Thursday morning.

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

WRAP POST—
Raymond, Al 244 Stalman, Arthur
McKee, Elmer B. J. R. 234 Wilson, Glenn

We are NOT OUT TO GET ALL THE WATCH BUSINESS AVAILABLE . . . SO WE WANT DOWN ALL JEWELRY TO ALLOW YOU HIGH PROFIT! HERE'S OUR NO. 1 SPECIAL.

BULOVA
Guaranteed

MAN'S WATCH WITH CHAIN & HINGESTORE DIAL
ONLY
$18.50

19 jewels . . . $20.50

VERIFIED SHELF PRICE OF A LIFETIME

MANY MORE WATCHES & JEWELRIES

10% E & S. O. & D.

Guaranteed

WHOLESALE ONLY

25% on order, balance C. O. D.

Sample order . . . $1.00 extra

WRITE FOR OUR NEW CATALOG AND FOLDER HURRY PROFIT MAKING JEWELRY ITEMS

LOUIS PERLOFF
737 Walnut St., Dept. C
PHILADELPHIA 3, PA.

WATER RINGS
$2.00 . . . . . . . . . $2.25

GROSS OF 128 DOZ.

TOMMY PAYNE
644 S. HALSTED STREET
CHICAGO 7, ILLINOIS

NEW 1948 BINGO BLOWERS
NOW READY FOR DELIVERY

HEAVY DUTY MOUNTED BINGO CARDS
3000 To Set

And other BINGO CARDS FOR CATALOG.

COUNTS TO 250

MORRIS MANDEL, INC. • Dept. B
131 West 14th St., New York 11, N. Y.
Phone: Chelsea 2-3864

BIG GIANT SILVER ARSHIP
3.3 INCH IN LENGTH
With Cabin and Fins in a Flashy Envelope. $10.00 Per Gross.

BIG NINE-FOOT AROUND TARGET T. #35
Packed 48 to the Box—$7.20 Per Box.

#12 Paddle . . . . . $5.50
#16 Paddle . . . . . $2.85
#16 Paddle . . . . . $2.85
#10 Coloured . . . . $1.48
#10 Coloured . . . . $1.48

25% deposit with order, balance C. O. D.

F. O. B. Chicago, Ill.

CHICAGO BALLOON CO.
716 W. Madison Street
Chicago, Ill.

Denny, Ray
Dunlop, A., Jack
Dunlap, M. A.
Dunlap, W. T.
Dunlop, F. H.
Dupree, Paul
Durrill, Pete
Dumas, F. A.
Duncan, O. H.
Dura, Jack
Duggan, J. S.
Dunlap, W. T.
Dunlop, F. H.
Durney, W. F.
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January 24, 1948

The Billboard

MERCHANDISE-LETTER LIST

56

FIREDWORKS
Chinese Firecrackers
1 Bundle or 1200 1/2" Crackers $4.50
1 Bundle or 1600 1/2" Crackers 5.35

BALLOONS
Latex Rubber
No. 10----PER GROSS $1.50
No. 20----PER GROSS $3.00
Cash With Order
DAYTON 7, OHIO

6000 SMASH HITS

Thrilling Wholesale catalog, NOW!
1-48 minutes in color and full details.

FIRECRACKERS

China's Finest

Wholesale Catalogs

Mail Orders Accepted

January

Balloons

Lamont

Distributor, L.

SMASH

Pastel F.

a

Source--Fireworks, N.

R. U.S.A.

Make

Money

Sales Line

Produced By

Lamont

City

Office

Priced

Retail.

Sells

Parkins.

Plus

G.

Early

W.

JOHNSON

JOHNNY

WOOD

Mr.

SPORTS

La Center, Minn.

GLOWS FREE SAMPLES

THROUGHOUT THE YEAR, WITH THIS WHOLESALE SELLER, YOU CAN SELL ONLY 100-ULTRA-BLEND CHOCOLATES AT $0.25 EACH. DOZEN AT $3.00. WRITE For FREE SAMPLES TO:
FRANK BEAN
711 MAIN STREET, CHICAGO, ILLINOIS

5,000 ITEMS AT FACTORY PRICES

LONG PROFIT MERCHANTABLE

50¢ & 10¢ STOCK SIGNS

Thrift In Three Sign Stamps

H. L. BLAKE

Brooklyn-Farmington, Pa.

FOLDING CHAIRS AND TABLES

IN STEEL OR WOOD

WRITE FOR CATALOG

J. P. REDINGTON & CO.

DEPT. 28

SCRANTON 1, PENNA.

PRINTING PRESS

Price

Price

$8.50

No. C.O.D. 1/2

MIDTOWN DIST. CO.

170 Main Ave.

JERSEY CITY 4, N. J.

DELELIUS CANDY

In 1-lb. Transparent Plastic Show Boxes

RETAIL $0.75 EACH

COST YOU

$0.50 PER DOZEN

Affordable with these Clear Transparent Plastic Show Boxes, which are ideal for all kinds of candy, seasonal items, and promotional stock. Each box is individually packed and ready for display on your counter.

JEWELRY ENGRAVERS!

All Identification Bracelets Have a Written Guarantee. 200 Other Engraving Items.

J. MILLER CREATIONS INC.

EARL PRODUCTS CO.

6625 KINWOOD AVE.

3900 RODERICK AVE. CHICAGO 37, ILL.

CHOCOLATES

IN CEDAR OCESES, MAPLE SWEETS

Unique with these Hand-dipped, hand-dipped and hand-dipped, and one-of-a-kind chocolates. Orders can be shipped from November 15th to Table 15th. Each box is filled with delicious, individually wrapped chocolates ready for immediate sale.

MAIL ON HAND AT NEW YORK OFFICE

1564 Broadway

New York 19, N.Y.

MAIL ON HAND AT

ST. LOUIS OFFICE

300 Arcade Bldg.

St. Louis 1, Mo.

JEPSON POST

200 W. Market St.

AKRON 3, OHIO

PHONE: BLackstone 2109

BINGO MARKERS

VESCO-PLASTIC and RUBBER

5¢ DIAMETER--50¢ to 10 Ton

WRITE For CATALOG

V. E. SUPPLY CO.

282 West Market St.

AKRON 3, OHIO

PROMPT SHIPPING

FINGER BANDS

FINGER BANDS

SMALL

$0.10 PER DOZEN

LARGE

$0.12 PER DOZEN

WRITE FOR PRICES

W. E. SUPPLY CO.

282 West Market St.

AKRON 3, OHIO

PHONE: BLackstone 2109

PRINTING PRESS

Price

Price

$8.50

No. C.O.D. 1/2

MIDTOWN DIST. CO.

170 Main Ave.

JERSEY CITY 4, N. J.

NYSE CANDY

In 1-lb. Transparent Plastic Show Boxes

RETAIL $0.75 EACH

COST YOU

$0.50 PER DOZEN

Affordable with these Clear Transparent Plastic Show Boxes, which are ideal for all kinds of candy, seasonal items, and promotional stock. Each box is individually packed and ready for display on your counter.

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$0.12 PER DOZEN

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W. E. SUPPLY CO.

282 West Market St.

AKRON 3, OHIO

PHONE: BLackstone 2109
Pipes for Pitchmen

By Bill Baker

EDDIE BENNETT... currently plying his wares in Detroit, was a bus worker at the annual party for underprivileged children staged by the Michigan Showmen's Association recently.

"PLENTY OF big-league novelty workers are here for the air show," pens E. Newman from Miami. "They arrived with their wares fixed, too, having accumulated plenty of long green, working the various bowl football games over the holidays. From the Delta Bowl game in Memphis came Lefty (Rubber Nose) Shapiro, Joe Marks, Little Chief Push, Barney Kaplan, Al Parker, Mike Smith and Joe Conway. From the Sugar Bowl, New Orleans, there appeared Steve (Moonshine) Marks, Andy Day, John Martin and Ben Agin. Also here are James Sweeney, Dave Fein, Charles Zador, Harold Lloyd, Possum, Bill Noll, Jack Money and Shorts Denver."

WILLARD GRIFFIN... the Mississippi Kid, takes time out from his varied chores to recite recollections of his many years in the picture game, pointing out that he's proud to have known and had the pleasure of working with great personalities of the picture field who have made their last pitch and crossed the plate. "Gentlemen, I reached their Valhalla," says Griffin, "and pleasant memories of my association with them will always remain. Never to be forgotten are such stars as Alistair, Edna, Big Chief Scruggs, B.B. Johnson, Doc George Long, Floyd Johnstone, Gordon Sage, Chief Dark Cloud, Chief Redwood, Ralph Pratt, Jim Wardlow, Tom Rogers, George Bedonie, Salem Bedonie, Tom Sigourney, Chief Black Horse, Ranch Gray, Calculator Williams, Chief Red Horse, Harry McGinley, Jimmy Wells, Toby Buddy, Maxie Grody, Doc McNeal, Doc Miller, Doc Yoder, Doc Young, Cavanagh, Jim Perdon, Jack Money, Tiny Gordon, Redeyes, have all Whitey, Dick Garrison, Doc Hale, Chief Twosend, Ward Kale, Chief Harry Downing, Bill Hanley, Gypsy Shine, Joyce Reynolds, Doc Hats, Chief Timbake, Chief Pigeon, Chief Bird." It's only the weak person who wins over defeat and feels abused. The strong pitcher seeks to learn its meaning, then profits by it. PITFOLK... invading Florida for the winter recently included Abe Gelly, Red McCool, Ted Burdick, Ben McCoy, Peanut Kramer, Barney Kaplan and Horsemann Weiss.

"I'VE NOTICED... that a few well-meaning but mis-guided souls are still crying for an organization of some sort for the pitch fraternity," letters Tom Kennedy from Oklahoma City, "but I have yet to read where anyone has come up with a concrete plan that would prove successful. Emil Settoldt clearly expressed a few weeks ago a few of the many reasons why pitchers cannot be organized. Emil, by the way, has not been caged in, as was stated in the column recently. He has been around as much as anybody, and nobody knows the game better than he does. I first met him in 1929 when he was trailing the Ringling-Barnum with his magic house. I again met him three years ago at the July celebration in Illinois, and the last time our paths crossed was in Washington in 1943, where I was clogging with the same item. And just for the record, it was Emilio who introduced the mouse a.
January 24, 1948

The Billboard

MERCHANDISE

DEMONSTRATORS-JEWELRY WORKERS-ATTENTION!

FOR THE FIRST TIME FLUORESCENT ALL-LITE TABLE LAMP!

First to utilize the exclusive feature of UPRIGHT fluorescent illumination, the ALL-LITE gives off a soft, even distribution of light without glare from shade top to bottom of base.

Selling like mad. Men order sample, show it and reorder in large quantities, instant appeal. Flask it in and watch them buy. Comes complete with tube and plastic shade.

FREE Send name for SAMPLE OFFER

SANSATION SELLER-FAST $$$

2 in 1 - COMBINATION BOTTLE CAP AND OPENER

YOUR COMPANY'S LOGO

HOT COUNTER CARD ITEM

YOU MAKE 100% PROFIT ON EACH ORDER

How’s it! How’s it! These little novelties every housewife buys the first time they see it, every grocery, dry goods store, hardware store, drug and hardware orders several after only one look. TUBE FIT quickly snaps any crown or soda bottle, just as it is designed. Novelties to catch attention. Every one sells. You make unbelievable BIG PROFITS - FAST. Large Armored Protects in your territory to reap a harvest of dollars with TUBE FIT. Write today for unusual profit item and other amazing profit-makers.

MODERN METAL PRODUCTS CO.

SPECIALIZING IN"
Announcement!

Jay Rich wishes to announce the removal of his office and showroom from 581 South 18th to 348 Washington Street, Newark, N. J., and the formation of the JAY RICH CO.

Our new setup and organization will enable us to give you better and faster service.

JAY RICH CO.
Manufacturers' Representative
349 Washington Street
Newark 2, N. J.

Presents a colorful line of Easter Favorites. Beautifully made of 100% Rayon silk plush. Each animal has moving celluloid eyes, embroidered nose and mouth, and a colorful silk rolling ribbon. These animals are washable and firmable. They are TOP QUALITY PRODUCTS. PRICED WAY DOWN LOW.

GROUP—UPRIGHT SITTING & CROWNING RABBITS

No. Size Price
10 8" $2.50 Doz.
11 8.25
12 11 11.25

UPRIGHT RABBIT

No. 13 to 64
$10.00 to $40.00. Doz.
$15.00 to $25.00. Doz.

RUNNING BUNNY

No. 65 to 100
10 11 14.00. Doz. 12 15 18.30

CUTIE BUNNY

No. 20 to 23
$15.00 to $25.00. Doz.

SITTING DUCK

No. 24 to 25
$12.00 to $15.00. Doz.

MINIATURE CHICK

$4.00 to $5.00. Doz.

SAMPLES SHIPPED AT DOZEN PRICE PLUS HANDLING CHARGES

Write for circular. Please state your business size.

NEW 1948 FOBETTES, AND WE DO MEAN NEW!

No. 501-1 Football
No. 502-1 Baseball
No. 503-1 Basketball
No. 505-1 Boxing Glove
No. 507-1 Ice Skate

PER DOZEN 25% MERCHANDISE PER CROSS INDIVIDUALLY CARDED $1.85 25% Cellophane $2.10

ORDER YOUR SAMPLES FROM THIS AD. 25% DEPOSIT. FULL PAYMENT DUE ON ALL SHIPMENTS. STATE FOR WHOM BUSINESS. GIVE THE BILLBOARD FOR OTHER NEW ITEMS.

Tisco Pete Enterprises, Inc.
604 W. LAKE STREET
CHICAGO 6, ILL.

MANUFACTURERS OF ENGRAVING JEWELRY

We are now making immediate shipments on

"THAT FUNNY RUBBER MAN IN A BARREL"

DOZ. 2.50
HUNDRED 18.75

"KILROY WAS HERE" PLASTIC STATUETTE

DOZ. 1.60
HUNDRED 10.00

We will include samples of our new comic Valentine cards with each order. Other new specialty items soon. Send 25% deposit with all orders.

ACMEE SALES AGENCY
1114 BROADWAY
KANSAS CITY 6, MO.

More Quotes on Biz Outlook for Parks

(Continued from page 30)

classes of employees. This, together with all people, both young and old, learning the value of a few weeks of summer vacation for health and general well being, holds business up.

R. M. HINES, Lake Delton Beach, Lake Delton, Wis.—I think our business will be on a par with 1947.

RALPH A. SUTTLE, Charlotte, N. C.—Business should be as good, and maybe even better, in our particular line, as more cars are available and there is plenty of work in all the general area around here.

A. H. BORKESSEL, Boardwalk, Sea Breeze, N. Y.—Not as good as 1947, but we still expect good business.

A. J. KOLLER, Spring Lake Park, N. Y.—Approximately the same, with a possibility of a slightly smaller attendance.

JOHN COUTLER, Eith Gardens Denver—It is my opinion the 1948 season will be comparable to 1947. However, it will be a challenge to the 1946 operating year in revenue. All lease money has, undoubtedly, been spent and living expenses of the pocketbook is going to be much tighter. People still want to laugh and play and it is up to us to cater to them in our way. The amusement industry has not gone without its ups and downs, raising and, speaking for ourselves at Elitch's, I know that we offer the fun seekers of Denver and its surrounding area entertainment value at less cost than any place in the city. We always have maintained the policy of treating each and every patron as a friend of the Gardens and stress to our patrons that in our care to these patrons are paramount. This, I think, is a very important factor in the business operation for the coming years.

R. S. WOOGSBURY, Stewart Beach Park, Galveston, Tex.—I believe 1948 should be better if we get the weather breaks. Last year we lost all but two weeks-ended between March 1 and June 15 and we lost seven of the weekends in August.

R. M. SPANKEL, Rolling Park Gardens, Stewart Park, Fla.—I'm optimistic for '48 and am looking for a 15-20 percent increase, (Continued on page 31)

January 24, 1948

Other Furrier Show, for old timer friends of the Industry.

MRS. J. F. REITHOFF, Davenport, Iowa—They are the best people.

Under the Marquee

(Continued from page 25)

the old John Robinson Circus, was a horseman and a successful Ringling-Barnum, and later was with Jorgen M. Christiansen's circuses in Scandinavia, a Liberty act.

Frank Gentry, last of the four Gen-

(Continued from page 37)

A dinner was given by Mr. and Mrs. Ulle Reithoffer, of the Reith-

Frank R. Murphy, of Providence, in a letter to The Billboard, gives the following information on entertainers and with whom he toured when they used to tour the city. Here are the results of my years' work with the unimportant people that somebody wanted them to meet.

An interesting story of Hunting-}

MRS. DUDLEY SENTENCED

(Continued from page 37)

by a corporation court Part 2 jury.

Mother of eight children, Mrs. Dudley repudiated a confession in

by Bernard Hastings, a rapid circus fan and collector, appeared in The

"The Queen of the Fortune Shows" and

by a corporation court Part 2 jury.

under the bill as the winter home of

in the winter home of

As the new year begins, it is entirely proper for us to make the two

MRS. DUDLEY SENTENCED

"That Funny Rubber Man in a Barrel"

DOZ. 2.50
HUNDRED 18.75

"Kilroy Was Here" Plastic Statuette

DOZ. 1.60
HUNDRED 10.00

We will include samples of our new comic Valentine cards with each order. Other new specialty items soon. Send 25% deposit with all orders.

ACMEE SALES AGENCY
1114 BROADWAY
KANSAS CITY 6, MO.

We DO HAVE THE FINEST RING LINE

Baguette Engagement Rings

Sterling and Gold Filled at $6.75, $9.00 & $12.00.

Send for illustrated Ring Circular and Price List of the Finest Men's and Ladies G Boys and Rings Beautifully Engraved as In America.

HARRY MAHREN RING CO.
113 W. 34th St., New York 1, N. Y.

by a corporation court Part 2 jury.

by a corporation court Part 2 jury.

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An interesting story of Hunting-
**SALESBOARDS**

**The Billboard**

**69**

**CHICAGO BOARD SHOW STARTS**

**Feature New Ideas, Types**

14 firms show in 3 hotels—open house at 2 plants—predict high attendance

CHICAGO, Jan. 17.—Salesboard showings at the Sheraton, Morrison, and Blaisdare hotels here next week will emphasize the new in play-promoting ideas. Open houses held by firms at their headquarters add to the variety and over-all size of the four-day exhibit. Officials of participating firms state that visitors at the various displays will total into the thousands before the show is over.

**Tally Ho Room**

In the Tally-Ho Room, along with Universal Manufacturing Company, Inc; Triangle Manufacturing Company, Inc.;和 Bee-Day, will be a new firm—Pyramid Products, Inc. of Cleveland, with an unusual display.

Gardner & Company, showing in the Sheraton Gothic Room, has a salesboard "first" in the presentation of Varga girls on board illustrations. Most of the Varga girl boards, Sales Manager Charles Leedy states, have the name of a girl on them. Visitors will receive a Varga girl calendar. Some of the Varga boards are in The In the, Sweet and Low, Sunshine Sally, Terrible Play, and Teacher's Pet. They are dime and quarter-playboards, featuring an extra large number of winners. Gardner officials predict big sales of the new Bank Roll, three-ticket-for-a-dime board. Showings are boosted by staffs as one of the biggest in the firm's 43-year history.

**Gothic Exhibits**

Other Gothic Room exhibitors are Superior Products, Harlief Manufacturing Company, Consolidated Manufacturing Company, Container Manufacturing Company, and Game Sales Company. Full lines are being presented by all firms, with special features and new releases being stressed. Harlief has the Sheraton Penthouse in which to hold open house and serve refreshments.

Salesperson, showing at the Morrison Hotel, will feature a new line of multi-giant boards mounted on four-inch wooden legs. A series of six boards make up the new line (See Board Show Starts on page 12)

**Begin Applying New City Tax Stamps on Boards in Daytona**

DAYTONA, Fla., Jan. 17.—Salesboards appeared here this week bearing a new tax stamp, bought and affixed by the distributors of the boards. Early this week, the city out Inspectors to check boards to make certain that they bore the proper stamp.

Under the city's licensing program, salesboard distributors pay an annual distributor's fee of $50. Boards themselves are taxed on a sliding scale (depending on the number of units) from 50 cents to $5.

City officials estimate that the new license fees will bring in approximately $27,500 this year, of which $20,000 is to be used for building new, and repairing old playboards in the city. Remaining funds are to be used by the city garden clubs.

**No Cash Boards**

Boards which offer cash prizes are not allowed under the new set-up. The Daytona ordinance says that licensed boards are to be used only for "trade or promotional purposes." Only boards which have an identifying number on them. Each board numbered must be stamped, so that the board can be quickly identified. First distributor licensed was the Daytona Beach Specialty Company.
New Saginaw Mark
Looms for Polack
(Continue from page 33)

A New European duo, the Mustafas, proved somewhat disap-
pointing and the act was subjected to
dancing.
The aerial ballet of three web girls is
being enlarged for Flint and other
stands having larger buildings.

Ernie Winshell and his trick auto-
mobile provide a hilarious interlude.
Clowning is excellent. Chester
(Bobo) Barnett is back as producing
clown after a year's absence. With
him are his wife, Dorothy his pro-
tegy, Morris; his dogs and cornoet.
Held over are Ed Raymond, Dennis
Stevens and Rudy Dooky (Baltzeiser).
Now clowns are Paul Jerome, Harry
Dawson, Jr. and Charles Raimo.

Work During Come-In
All clowns work the come-in for
30 minutes. The clown band fea-
tures a dance by Stevens.

Emmett (Rex) Ronstrom is back
with Bee Carsey as drummer. Sol-
dier Longstreet's prop department
consists of Carl Barnett, Freeman
Pursley, Boyd Kline, Russell Skaggs
and Delbert. Clint Barnes handles
handle's rigging. Roland
Tiebor Jr. assists his dad. Frenchy
Durant is Slivers Johnson's assistant
in the bull department, and Donald
Priechard is the Koyanto's groom.

Manager George Paige
announces the following line-up:

Queen Carsey, secretary; Charles
Webb, assistant manager; Arthur
Harris, stockman; Paul Mayer, buyer,
and Walter Davis, Mike Didos,
Charles Ferguson, Harry Bernstein,
Whitney Dobas, Lee Godowsky, Mike
Hesley, Roy Bowen, Steve Boyd, U. S.
Beck, Art Van Camp, Tex Reppanen,
Bob Smith, Charles Evans, Elmer
Mac Miller, Shotgun Egan and Charles
Barlow.

SALESDRACKS
HAND PAINTED
COSTUME
JEWELRY
SETS
$12

Excellent HAND-PAINTED
Costumes and Pin Combinations
—with plenty of "eye appeal".
No Slum—this is QUALITY
merchandise.

Sample Set—$1.25 Prepaid
* 2 HOT SPECIALS
FULL OF FIVES

Holes Play Max. Profit Net Price
200 25c $23.75 $3.00
240 25c $21.80 $3.25

CALVERT NOVELTY
COMPANY
703 N. Howard St.
Baltimore 1, Md.
 Vernon 3034

THANKS A 1,000,000
For the terrific response to our new payout system ... 
First New Payout System in Boards or Tickets Since 1937.
We now have this new system available in several ticket games and
salesboards. The reels are all packed with player appeal and built for
steady repeat play.

If you are interested in games that you can place on percentage
with locations, write for complete details of the newest, most profitable
games ever to be designed.

MUNCIE NOVELTY COMPANY
2704 S. WALNUT ST.
MUNCIE, IND.
Here's a Salesboard Natural

BIGGY BANK

A Col-Art Creation

COLUMBIA ARTWARE CORP... 400 N.E. 97TH AVE... PORTLAND 16, ORE.

Sensational Flash

Brilliantly Lacquered Pottery Piggy Banks

“America's Newest Novelty Sensation”

Made by the World's Largest Manufacturer of Novelty Pottery For:

The ACTION NOVELTY CO.

10700 N.E. SANDY BLVD... PORTLAND 16, OREGON

THE DEAL

1 1500-hole Sales Board
16 Large Gallon-Size Banks
1 Mammoth 5-Gal. Size Bank

REG. FAIR TRADE PRICE

$50.00

YOUR COST

$29.95

SHIPPED FREIGHT PRE-
PAID ON ORDERS OF
SIX OR MORE DEALS
TO ANY OF THE 11
WESTERN STATES

1/3 DEPOSIT WITH
ORDER

January 24, 1948
BOARD SHOW STARTS
(Continued from page 89)

Sport of Kings, Quick Five, Saratoga, Easy Dough, Mazie, and Big Sawback. Suite number of the Empire presentation will be carried on the bulletin board in the Morrison lobby.

Pioneer Manufacturing Company, in its display at the Bismarck, will introduce several new boards. Refreshments and buffet lunch will be offered visitors. Charles Luschen, Harold Boex and William Wolpert will be on hand to welcome boardmen.

Holding Sheraton board showings in individual suites will be Globe Cardboard Novelty Company and Secore & Secore.

Peerless Products, Inc., has scheduled an open house for visiting salesboard men. Refreshments, buffet lunch and boards will be the order of each of the four days from Monday (19) thru Thursday (22). Complete line of boards will be on display.

Blackhawk Manufacturing Company is holding open house at its plant and will spread the welcome mat for salesboard buyers.

For visitors leaving the Sherman for the Sheraton board exhibits, two busses will leave at half-hour intervals and will offer free transportation.

They will be stationed at the LaSalle Street entrance to the Sherman.

PERPLEXED!

WELL, DON'T BE! WHEN IT COMES TO TICKET GAMES
YOU ALWAYS GET MORE FOR YOUR MONEY IN MUNCIE

Concentrate Your Purchase of Ticket Games
With These Independent Manufacturers of
Muncie, Indiana.

GAY GAMES, INC.
COMMERCIAL PRINTING CO.
WERTS NOVELTY CO., INC.
MUNCIE NOVELTY CO.
HOME TALLY CO.
NOEL MANUFACTURING CO.

Introducing:
2 NEW HITS
CARD GAME JACKPOT

CARD GAME
1496 REG. MIDGET HOLES AT 25¢ PER HOLE
Jackpot Container in Deck of Playing Cards
1496 AT 25¢ - $374.00
DEFINITE PAYOUT - $163.00
DEFINITE PROFIT - $112.00

FIN AND SAWBUCK
300 JUMBO HOLES AT 25¢ PER HOLE
FIVE NUMBERS ON EACH TICKET
200 AT 25¢ - $25.00
AVERAGE PROFIT - $43.85
MAXIMUM PROFIT - $61.00

Visit us
AT THE
BISMARCK
HOTEL
SEE DIRECTORY IN LOBBY

PIONEER
MANUFACTURING CO., INC.
2352 W. CERMAK ROAD, CHICAGO 8, ILLINOIS
PLASMA PANELS (NEARLY 200 NUMBERS)
at the MORRISON HOTEL
OUR DISPLAY ROOMS OPEN 10 A.M. TO 10 P.M.
JAN. 19, 20, 21, 22
NEW Coin Boards!
NEW Multi - Giants!
AS WELL AS A SENSATIONAL
NEW NOVELTY BOARD THAT
WILL STAMPEDE THE INDUSTRY

EMPIRE PRESS, Inc.
637 S. Dearborn St. - Chicago 5, ILL.

LOOK 'EM ALL OVER, BUT
BEFORE YOU BUY A SINGLE
BOARD BE SURE YOU SEE THE
MOST IMPORTANT DISPLAY
SHOWING AT THE
FACTORY ONLY...

Our comprehensive new line of fast-
moving boards! These quality numbers
will open your eyes to a new slant on
salesboard possibilities! DON'T MISS
OUT... COME IN!

Open House, Convention Time and Any Time!
Just 5 minutes from the Sherman Hotel

PEERLESS PRODUCTS, INC.
633 S. Plymouth Court

BEE JAY

NEW YEAR - NEW DEAL
MAKE THIS NEW YEAR PROFITABLE
BY USING BEE JAY'S QUALITY BOARDS

"NICK A NICKEL"
BOARD TAKES IN 2000
HOLES @ $6.00
MASTER SET CONTAIN:
1 $25.00
2 $25.00
2 $25.00
22 AVERAGE . . $3.18
PAYS OUT:
2 MASTER SEALS @ $3.18 $6.36
1 LUCKY NICKEL
1 $2.00
1 $1.00
1 $0.50
60 CONSOLE
TUG THRU @ $1.50
1 LAST PUNCH . . 3.18
AVERAGE PAYOUT . . $5.50
AVERAGE PROFIT . . $4.46
BOARD CONTAINS $1.90
IN COINS

YOU'LL LOSE! IF YOU FAIL TO SEE OUR EXHIBIT IN THE
TALLY-HO ROOM, NINTH FLOOR, SHERATON HOTEL, 305
NO. MICHIGAN, CHICAGO, DURING THE COIN MACHINE
CONVENTION JANUARY 19 THRU 22-9 A.M. TO 10:00
P.M. DAILY. FREE FOOD AND DRINKS GALORE.

BEE-JAY PRODUCTS, INC.
"THE HOUSE OF QUALITY"
6320 32 S. HARVARD - CHICAGO 21, ILL.
IMPORTANT NOTICE!

Don’t fail to attend the exhibits of the newest and hottest deals in the salesboard and ticket line. There will be a welcoming committee with free food and drinks galore to greet you in the Tally Ho Room, Ninth Floor, Sheraton Hotel, 505 North Michigan Avenue, Chicago, Illinois, whenever you arrive—9 A.M. to 10:30 P.M. daily, January 19 thru 22, 1948.

FREE SHUTTLE BUS SERVICE FROM HOTEL SHERMAN

UNIVERSAL MANUFACTURING CO., INC.
405-11 E. 6TH STREET
KANSAS CITY, MO.

BEE JAY PRODUCTS, INC.
6320-32 SO. HARVARD
CHICAGO, ILL.

TRIANGLE MANUFACTURING CO., INC.
609 S. 10TH
MINNEAPOLIS, MINN.

COIN-OPERATED MACHINES, SECOND-HAND

Only advertisements of used machines accepted for publication in this column.

RATES: 
12¢ a word . . . Minimum $2.00.

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RATES: 
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SHOW: TRADE SOUNDING BOARD

New Equipment, Chance To Compare Notes On Industry Problems Features of Show

See Serious Tone for 1948 Coin Machine Convention

By Dick Schreiber

CHICAGO, Jan. 17.—There was an air of expectancy in Chicago this week-end as the second post-war Coin Machine Industries (CMI) convention and exhibition got ready to open its doors. Exhibitors began arriving here today to set up their booths for the 10,000 operators, jobbers and distributors who are expected to attend.

This year, operators and distributors only for new equipment, are ready to talk on problems confronting the industry, and the show was expected to be a far more serious event.

Those who come to Chicago to look at equipment will find the pin game and annoucements, of interest, a wide variety of pin machines, but the attendant and music manufacturers will do well to see the pin game for themselves.

Game manufacturers, in preparation for this year's convention, announced they were bowing machines which feature more player control over the ball. Bowler exhibits will be more numerous this year than last, and here, too, manufacturers will try to get more pin game players control over the ball.

One New Vendor

Altho the 1948 CMI show has more vending machines exhibits than any of the association's previous exhibitions, only one machine was to be given its first showing, a "four ball" machine by the American Machine, Marion, O.

For the most part pin game manufacturers have concentrated on production models, displaying a wide range of equipment on cup dispenser to bulk penny venders.

Four companies—Mills, AMI, Packard and Paragone—will show equipment on the floor of the convention, but two new product types were introduced to the trade in private showings at the Morrison Hotel. In the Morrison, both Aireon and Fliben are using new floor models. This will mark the Fliben company's first entry into the floor model field, since the firm previously offered only a mirrored cabinet and hoodie combination.

Music and Prices

Music operators had been in a position to believe that they would be offered lower priced equipment by at least two firms, Packard and Air. Under the recently announced Packard sales plan whereby the firm set up sales agencies to work within an exclusive territory and commission, price of the Manhattan was brought down from its former $625 list. Packard, however, made no official announcement about price, but the trade generally accepted the fact that the Manhattan is available for cash at $625 and on time payment at $695.

Before the show opened, there were rumors that the new Air model would be lower priced, and that Air would announce a new sales set-up similar to Packard. As the show opened, Air was available as The Billboard went to press, but Air had scheduled a Sunday (18) meeting for its field men and distributors.

In the vending and game field these were the usual: "the better model, the better equipment offered would vary."

Good Morning

CHICAGO, Jan. 19.—This morning, and every morning of the four-day Coin Machine Industries (CMI) Convention and exhibition, coinmen staying at the Hotel Sherman will be the members of the Chicago Tribune at their desk, "Chicago Tribune" at The Billboard Publishing Company.

Few Changes In Bells at CMI Exhibit

Retain Basic Designs

CHICAGO, Jan. 17.—Altho a number of the bell equipment manufacturers plan to introduce new models bells this year, the new features are limited to the trade in private showings at the Morrison Hotel. In the Morrison, both Aireon and Fliben will introduce new floor models. This will mark the Fliben company's first entry into the floor model field, since the firm previously offered only a mirrored cabinet and hoodie combination.

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In the vending and game field these were the usual: "the better model, the better equipment offered would vary."

Dave Gottlieb Ends Final Term As CMI Prexy; Served 8 Years

CHICAGO, Jan. 17.—The 1948 Coin Machine Industries (CMI) convention will mark the final term of Dave Gottlieb as CMI president. Election of a new president is scheduled for Tuesday (20) night.

Elected president for the first time on the very night CMI was formed, May 9, 1919, Gottlieb has served this national association as president for eight one-year terms interrupted only by the one-year term of the late George Moleny, who was president for a year beginning March 4, 1941. Gottlieb announced December 19 that he would not be a candidate for office this year.

Gottlieb's eight terms as president parallel the growth and achievements of CMI. When first formed as an outgrowth of two earlier associations—the National Association of Coin-Operated Machine Manufacturers (NACOM) and the Coin and Machine Manufacturers' Association (GMA)—the main objective of CMI was to sponsor an annual coin machine convention with the hope of making each succeeding convention a more important one than the previous year.

Gottlieb told The Billboard that he believed the three major developments during his tenure as CMI president were the formation of CMI's Public Relations Bureau under the direction of Jim Mangan; the establishment of the association's legal counsel, and the CMI sponsorship of the Domeny Runyon Award.

It was stated that before the public relations bureau was established there was little or no favorable publicity directed toward the coin machine trade but since this department was formed in October, 1946, there has been a noticeable change in the public attitude, evident in numerous (See Dave Gottlieb Ends on page 10).

CMI Convention Program

Monday, January 19. Exhibit hours: 10 a.m. to 9 p.m.

Crystal Room. CMI dinner for State and local association officers.

Tuesday, January 20. Exhibit hours: 10 a.m.-12 noon; 4 p.m.-9 p.m.

12 noon. Louis XVI Room. Annual luncheon. Address by Dr. Frank McGlynn, Valley. Public relations program and announcement of CMI public relations award winners.

Wednesday, January 21. Exhibit hours: 10 a.m.-9 p.m.


8 p.m. Annual CMI dinner meeting and election of directors.

Thursday, January 22. Exhibit hours: 10 a.m.-9 p.m.

7 p.m. Grand Ballroom of the Hotel Sherman. Annual CMI banquet (informal) followed by entertainment and introduction of officers.

More Player - Controlled Games at 1948 CMI Show

CHICAGO, Jan. 17.—Game manufacturers have indicated that they will introduce many new games at the Coin Machine Industries (CMI) convention and show at the Sherman Hotel here Monday (19) thru Thursday (22).

During the last quarter of 1947 one of the dominating trends in the pinball game industry has been the substitution of electronic with five-or fewer balls that feature action. This is relatively new in pinball games. Flipper action has been introduced by the Play-Off, a mechanical device that has been used by Gottlieb's company to give action to the game. Gottlieb's company, Chicago, will display a counter-type amusement game. No pinball games were available on this product.

The Champion Manufacturing Company, Beverly Hills, Calif., a well-known producer of pinball machines, is expected to have a new model pinball machine which is expected to have a new model pinball machine which is expected to be among the leading pinball machines on the market for the year 1948.

This year's CMI show is expected to have a new model pinball machine which is expected to be among the leading pinball machines on the market for the year 1948.

Coin Amusement Games, Chicago, has indicated that it will introduce a new type of extra moving target conversion unit for amusement game. On hand for this show will be Bernard, Charles Schatz and Hurry and Lester Ohlman.

New Cole Game

Cole Enterprises, Inc., Poughkeepsie, N. Y., plans to introduce a new pinball game, "Bally Flash," at the CMI show. Other equipment to be shown by this firm are models A and B pinball machines, "Bally Flash" and "Del Cole," a "Sol Siel," and "Cowboy." The "Cowboy" will be played by Del Cole, Al Sieben, Steve Quinn and Sam Steinberg will make up the firm personnel present for this display.

Knab Amusement Devices, Detroit, also known as Edicolo Manufacturing Company, is to show its new "Del Cole," a "Sol Siel," and "Cowboy." The "Cowboy" will be played by Del Cole, Al Sieben, Steve Quinn and Sam Steinberg will make up the firm personnel present for this display.

(See Player-Controlled on page 10).
ACHIEVE CANCER FUN

NAAMO Plans Meeting for January 22

Cancer in Chicago

ATLANTIC CITY, Jan. 17.—Officials of Automatic Machine Owners (NAAMO) have called a luncheon meeting for Thursday (22) in Room 104 of the Sherman Hotel to outline a uniform program for training coin machine mechanics. Invitations to attend the luncheon-meeting were extended to the membership by NAAMO president. Meeting will start at 12:30 p.m.

Smith and board of education vocational school officials of New York, Pennsylvania and New Jersey will be among the 200 guests attending the luncheon, as had engineers representing coin machine manufacturing firms.

With the invitation went a revised outline of a suggested training course for the mechanics. It includes a session with Mr. Lanz, the association’s technical advisor, and graduate of the first course conducted at the Manhattan Trade Center, New York. Course sketched four major steps in planning the programs: identification and use of machine and hand tools, components of the machine, machine adjustments, chutes, rejectors and timers, and practical problems in servicing and repair. Course as outlined would consume 140 hours in a four-week period.

Postpone S. F. Pin Ordinance

SAN FRANCISCO, Jan. 17.—Board of supervisors police committee has asked the consideration of the ordinance to ban certain type of pinball, but will hold another hearing on the matter on February 20 (20). The postponement followed a visit to the city’s last pinball operation at the San Francisco and Oakland Athletic Club.

Meanwhile Supervisor P. J. Mc Murray, of the supervisors’ police committee, appointed to the proposed ordinance. Amendment stipulates that operators of the game pay a license fee of $100 per machine, with a maximum of five machines for each location for each machine before a permit license is issued.

M. Matranga Resigns

As Dixie Coin Mgr.; Plans Own Business

NEW ORLEANS, Jan. 17.—Marion Matranga, an autonomic association as manager of Dixie Coin Machine Company here, and plans to open his own business in the near future. He will locate outside the New Orleans city limits on the Airline Highway.

Name of the new company will be One-Stop Coin Machine Company. It will distribute jacks, bilge halls, consoles, and vending machines. Matranga was associated with Dixie Coin for five years. Ed Holyfield is temporarily in charge of Dixie Coin.

Inflation

CHICAGO, Jan. 17.—Some people are complaining that the cost of living has gone up so much since pre-war days that it will be impossible for the poor members of the public to afford the common banquet in the Sherman Hotel this evening. The party is at the Sherman Hotel. The party included a choice steak dinner with all the trimmings. Price: 817.

Six-Month Campaign To End at Annual Banquet

Ray Moloney, CMI's national drive chairman, praised the campaign for donations, time and effort devoted to aid Dunoon Runyon Memorial Fund for Cancer Research

CHICAGO, Jan. 17.—Bringing to a close six months of concerted effort on the part of the nation's coin, Coin Machine Industries, Inc., chairman, CMI's Public Relations Bureau total $197,119.29. However, donations by contributions started rolling in to the Runyon fund headquarters and was contributed to the fund other than by donations during the coin machine show. Two dollars of each show were contributed by coin machine manufacturers and CMI, bringing the total to $250,000.

Ray Moloney, national chairman of the drive, this week paid tribute to the hundreds of coinmen who supported the annual drive with $100,000, by saying that the $250,000 goal was achieved. "We have been greatly gratified with the tremendous response made by our fellow coinmen both in the business, who have been given generously of their money, and those who gave a great deal of effort and time to the campaign."

Planned in June

Planes for the drive were laid at a luncheon given by members of the CMI executive. Chairman Jimmy Runyon, who is in charge of the campaign, will be held open house at headquarters during regular business hours. Special showroom display, as a follow-up of the firm's open house event, will be food, refreshments and professional entertainment. A complete display of equipment in plant showrooms. This open house will be open to the public. Visitors will be paid by the company.

JOHNSON FARE BOX CO.: Firm will hold open house in its headquarters, Refreshments will be available for visitors.

MONARCH COIN MACHINE COMPANY: Noon, Monday, June 30. Roy Barson is holding open house at headquarters during regular business hours. Special showroom display, a follow-up of the firm's open house exhibit, will be food, refreshments and free-for-all for all comers.

NATIONAL COIN MACHINE EXCHANGE: Noon, Monday, June 27. Districts will be on hand to greet and display of equipment.

GLOBE DISTRIBUTING: Jimmy Johnson and Vincent Murphy will do displays at the firm's headquarters, open house at the time. Visitors will be on hand to greet and display of equipment.

HARDEN'S DISTRIBUTING: Noon, Tuesday, June 14. Visitors will be on hand to greet and display of equipment.

The Billboard

COIN MACHINES

January 24, 1948

www.americanradiohistory.com
ASSOCIATION ON THE MARCH

In order to extend its scope to the distributor and operator levels, Coin Machine Industries, Inc., has established public relations and legal and tax departments which seek to service the entire industry.

A NEW ERA has arrived for Coin Machine Industries, Inc. (CMI). All thru 1947 this was clearly evident as the expansion of the organization took on new color. From its inception, CMI has been primarily an organization of and for manufacturers of coin machines. But now it appears to have leaped its old barriers, recognizing the undeniable fact that the coin machine industry includes operators, distributors, manufacturers, and a much bigger than a group of manufacturers upon whom the entire business is solely dependent.

Today there is a trend within the association toward giving operators and distributors recognition for the all-important role they play in the coin machine industry. The leadership of operators and distributors in the hands of manufacturers alone, activities of the organization, which represents the industry on a national scale, have been on a far broader scale. During 1947 there has been a definite trend toward extending association activities in a manner that clearly points to the fact that recognition is being given to the other units of the industry.

Runyon Drive Example

Probably nothing more clearly illustrates this trend than the association's No. 1 activity during the past year—the campaign to raise $250,000 for the Damon Runyon Memorial Fund for Cancer Research. In order to accomplish the high goal set for the drive, CMI called upon not only its manufacturer members, but upon the entire industry—associate members and non-members; operators, distributors and manufacturers; allied industries; locations, and anyone else connected in any way with the coin machine industry.

There is no doubt that the campaign for the Damon Runyon Fund is the greatest single effort ever undertaken by CMI. It represents, in fact, one of the greatest drives ever staged by any national association in the short span of six months.

It would have been possible to conduct a campaign to raise a sizable donation for the cancer fund strictly within the association itself, but the fact that CMI chose to include the entire industry represents far more than just a strenuous effort to raise as large a donation as possible for a worthy cause. It indicates a trend within the association—toward thinking of every phase of the coin machine industry as an important cog in any truly representative national association.

Contributing Factors

Unusual problems which have constantly kept arising within the industry since 1940 have undoubtedly had much to do with this new way of thinking.

In the "defense" days and during the war, manufacturers converted their plants to essential war production and had little opportunity to carry on any of their normal activities. Operators, meanwhile, were experiencing plump days with gross receipts at a peak never before experienced.

By the time peace arrived in 1945, manufacturers, distributors and operators had gotten out of touch with one another to a great extent. The time was at hand to get back together again, but other problems were staring the industry in the face. Conversion problems, material shortages and high prices were the order of the day, and yet it was clearly evident that the industry was in for a definite period of expansion. There was great demand for equipment replacements, and an ever greater demand for "something new."

For a while the industry was practically disorganized, but gradually things began to level off and in 1947 there was a definite "return to normal."

Show Only Activity

Until the fall of 1946 practically the only prominent activity of CMI was the annual coin machine show, and there had been no such show during the war.

Then in October, 1946, CMI took its first clearly defined step of the present trend—the formation of the CMI public relations bureau under the direction of James T. Mangum.

In order to finance and support an ambitious public relations program it was necessary to call for the aid of operators and distributors. This aid was solicited in the form of association membership. Actually the drive for such support was initiated early in 1946 and by mid-year, support was a reality and it was possible to go ahead with the actual planning of the public relations program.

Public Relations One Step

But the formation of the public relations program was just one step in the general direction of a more truly representative national organization for the entire coin machine industry. Further steps in this direction toward further publicity started the bureau began its activities.

In order to adequately approach the public relations task, it was necessary to move even closer to operators and distributors than by merely asking financial support for the program—it was imperative that the program be taken directly to the local level.

The best example of how this was accomplished is the most active program in which this method was used—the cancer fund drive. Actually the cancer fund campaign got its start on a national level and the first contributions were from the manufacturer group. From this point the drive was taken to the distributor level, with manufacturers contacting their distributors and encouraging campaign support. From this level of the industry, the drive moved on to the operators, with individual distributors taking the campaign to their operator customers. Operators, in turn, took the campaign right to their locations and thus placed it directly in the public view.

Results at All Levels

On all levels, however, the drive did a public relations service for the industry. On the national level, such media as newspapers, magazines, radio, motion pictures, and the like, told the story of the coin machine industry's roll in the fight against cancer, with much resultant favorable thought toward the industry.

Public relations—associating on regional, State, area and community levels thru the work of distributors and operators. Special events, staged to bring to the attention of the public the attention of local newspapers and radio stations and the industry received a big boost public relations-wise.

If such a public relations job had been undertaken only on a national level with only the support of the group of coin machine manufacturers who make up CMI's regular membership, chances are that the entire idea would have fallen flat and public recognition of the industry for its cancer fund aid would have been slight.

In the good-will promotion obtained from the cancer fund drive is an excellent example of the need of the coin machine industry for a truly representative association—the trend. Only thru whole-hearted cooperation of all levels of the industry was it possible to obtain such good notice of the public.

More Fundamental Needs

There are, however, more fundamental needs of the industry for an
adequate spokesman and common meeting ground. Primary among these is the point to which the industry has grown. Altho the coin machine industry is not one of the nation's really "big" businesses, it has become a comparatively large one—one too large not to have a national association representing its majority. As the growth continues—and there are few who doubt that there is still a long period of growth ahead—this need will become even more obvious. Any large industry has competition and the only adequate way to meet competition is to face it squarely with sufficient effective competitive opposition. And there are those who might halt the industry's growth for other reasons, often without meaning to do so, and only because of a lack of knowledge of what their actions represent. One of the most damaging results of such opposition is unfair and discriminatory legislation.

In order to meet such a threat, the industry must constantly strive to create public good will and impress upon the public the true facts about itself.

Need for Co-Operation

Another great need of the industry is for closer co-operation among the manufacturers, distributors, and operators of coin machines. This is not a matter of merely being discriminated against.

calls for it for use in their community or State in combating taxation or regulation inimical to coin machine operation."

Legal Bureau Further Step

Thus, the new department is clearly another step in the direction of increasing the association's activities beyond the manufacturer level. Such forward steps as this clearly indicate that the trend to make CMI a more representative and authoritative association of the industry is no myth.

In September, CMI launched a second drive to swell the ranks of associate members—operators and distributors. To date there are fewer than 200 replies to date, but there are thousands more who otherwise support the association's activities.

However, if the present trend within CMI is to continue, there is little doubt that an increase in membership will go along with it.

More Operator, Distributor Attention

There are many good indications that the expansion of CMI during 1947 was just a start toward a continued trend in this direction. The 1948 coin machine show will serve to highlight many tokens of this expansion. During the show this year, more attention will be given to operators' and distributors' problems than ever before.

With the public relations bureau aiming its activities increasingly at the local level, emphasizing the fact that every coin machine man needs to be a public relations man himself, and with the new tax and legal department ready to swing into full activity during 1948, its activities directed primarily at the local and State level, there is clear evidence that the trend will be advanced further during the coming year.

The year 1948 may well prove to be the big one for CMI, surpassing the advances made during 1947 when the association made it clearly evident that it had entered into a new era.

Dave Gottlieb Ends Eight-Year Term As CMI President

(Continued from page 78) Favorable reactions since the bureau got behind the Runyon drive.

Gottlieb said that before the legal bureau was set up as a part of CMI activities most of the burden of combating and investigating unfair legislation fell on his shoulders as president.

Others Should Serve

Commenting on his not being a candidate for re-election, Gottlieb said that he felt others in the industry should have a chance to hold that office, but that he believed no man should serve more than two one-year terms. He believed that it took virtually a year for a new president to get the feel of the office, and that the following year would give him a chance to put into effect policies that he thought would be beneficial to the industry. Following the two years as president, Gottlieb feels that the retiring president should be elected to the board of directors where he could serve the new president in an advisory capacity.

Gottlieb said that if this policy were adopted by the association a former president could take over the post with little notice in an emergency and keep the wheels of the association moving smoothly. He also said that he believed it would be to the benefit of the individual and especially the trade as a whole to have more than one person who could dispatch the duties of president while the president was at meetings from a different vantage point.
### WHERE TO FIND EXHIBITORS

For your convenience use this guide to exhibit booths to plan your time on the festival floor. Numbers by each firm's name correspond to numbers on the diagram

<table>
<thead>
<tr>
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<tbody>
<tr>
<td>Booth 92</td>
<td>LEAF GUM CO., Chicago (gum). Booth 112.</td>
</tr>
<tr>
<td>Booth 93</td>
<td>LOWELL METAL PRODUCTS CORP., St. Louis (stainless steel and other metal products). Booth 171.</td>
</tr>
<tr>
<td>Booth 95</td>
<td>MARCHA MFG. CO., Marion, (records). Booth 100.</td>
</tr>
<tr>
<td>Booth 97</td>
<td>MARVEL MFC. CO., Chicago (pinball machines). Booth 187.</td>
</tr>
<tr>
<td>Booth 98</td>
<td>MASTER CRAFT DECAL CO., Chicago (metal). Booth 195.</td>
</tr>
<tr>
<td>Booth 100</td>
<td>MEADOW MARBLE CO., Phila. (products and supplies for coin-operated machines). Booth 208.</td>
</tr>
<tr>
<td>Booth 101</td>
<td>MEYER, L., Chicago (pinball equipment). Booths 97-100.</td>
</tr>
<tr>
<td>Booth 104</td>
<td>MARION MFG. CO., Marion, (coin-operated machines). Booth 100.</td>
</tr>
</tbody>
</table>

### ADDITION

| Booth 120 | PALMER MFG. CO., Hollywood (wired music cabinets, central panels and doors). Booths 128-129. |
| Booth 121 | PALMER MFG. CO., Hollywood (wired music cabinets, central panels and doors). Booths 128-129. |
ROLLDOWNS’ FUTURE PUZZLES INDUSTRY

After having snowballed into a sizable segment of the amusement game industry during 1947, rolldowns face an unpredictable future in New York.

By IZ HOROWITZ

NEW YORK, Jan. 17—Whether or not rolldown games will continue their rapid growth during 1948 seems dependent upon the resolution of a number of variable factors. Having snowballed into a sizable segment of the amusement game industry during the past year, and with no immediate letup in sight, the extent of further expansion in the field is a subject of controversy in coin machine circles.

In New York City, which has provided the largest market to date for the relative newcomer to the amusement game roster, this uncertainty is reflected in all levels of the industry. Operators, distributors and manufacturers here are laying plans for the new year with caution. Aggressive exploitation of rolldowns, aimed at a top penetration into potential locations, may not be attempted for a while, many industry leaders say.

Two main issues will have to be settled before this expansion can be allowed to follow its own natural course. One issue, of top importance, is the attitude of municipal authorities. Manufacturers throughout the country are eyeing amusement game legal developments in New York with close attention. For the form this legal action takes, if and when regulations of the industry is decided upon, will affect materially the production blueprints of game manufacturers, whatever their location.

Legal Impetus

Since pin games were declared illegal here, no legislation has been passed to clarify the status of coin-operated amusement games. And since rolldowns were placed in New York City locations about a year ago, no operator who has limited his operation to rolldowns has experienced legal difficulties. At the present time, doing business in a legislative vacuum, rolldown operators here are aware of two eventualities which they will have to face sooner or later. Almost unanimously, they feel that the present situation will not continue indefinitely.

The alternatives they face are that the old type of coin-operated “striped” novelty game, minus its free-play feature and mechanically not adaptable to free play, will return to the city on a legal basis, or that legislation may limit legal machines to the rolldown type. In the former case, the future of rolldowns is that the operation of rolldowns, as they are known today, will be reduced to a minor role in the amusement game picture. Some even go so far as to predict that, in the event strip-rolled downs are introduced, several months in New York, rolldowns will disappear entirely from the local scene.

Counter View

However, this view is countered by those who believe rolldowns can remain a strong factor in the game business, regardless of the reintroduction of pins. They argue that, in many locations, rolldowns will remain a good source of operator revenue. Their contention is that the appeal to a player of directing a ball by hand at skill holes is met only by the rolldown.

If pins remain inoperable and rolldowns are licensed, the rolldown industry can then plan realistically for expansion. Manufacturers who will be the dominant producers for the market are aware, and are closely watching the local legal situation. For, while the New York metropolitan area in itself is one of the largest potential markets in the nation, its importance has additional significance. Any move it makes affecting amusement games may be reflected in municipal action by other communities. Continued permissive policy regarding games parallels New York’s.

Possible Developments

While any prediction of legislative action by the New York authorities would be pure conjecture at this time, an indication of possible developments can be gleaned from the growing received by a bill designed to regulate the industry which was introduced in city council here in December.

The bill, proposing a schedule of license fees for amusement games and providing a legal basis for their regulation, was drawn at the request of the former city comptroller. While expressing no comment from the press when it was introduced, several weeks later—a wave of unfavorable publicity resulted (See Rolldowns’ future on page 84)

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Rolldowns' Future Industry Puzzle

(Continued from page 22)

...suitable in the bill being withdrawn by the very councilman who had sponsored it. Criticism by local groups focused on the definition of amusement devices contained in the bill.

Define Amusement Device

This definition reads: "...the term 'amusement device' shall mean and include any machine, apparatus, contrivance, appliance or device whether manually, mechanically or electrically operated, in or upon which a game of amusement may be played, upon the payment of a fee, charge or other consideration imposed directly or indirectly ..."

Broadly interpreted, this might allow the introduction of free-play novelty games into the city, critics said. Leaders in the coin machine industry who are keeping close touch with developments believe that when and if a new bill is brought before the city legislators, its provisions will tightly define the type of game considered licensable.

Meanwhile operators, at least those grouped together in associations, are taking all precautions to preclude further adverse publicity to the industry by putting on location only such units whose legality has not been questioned.

Purchasing Caution

This caution is reflected in rolldown purchasing. Operators, broadly speaking, are hesitant to invest heavily in large rolldown numbers while the possibility of an influx of strip novelty plus, with city approval, remains. Such an influx would render inoperable, profit-wise, many rolldowns.

But added to the factor of caution is another point, last assuming almost equal importance in the calculations of operators. This is the element of price. With new rolldowns selling at upwards of $400, nickel play remaining stable, service costs spiraling to new heights, and new machines outdating earlier ones in a matter of months, operators are now exercising extreme care in new purchases.

All the rolldowns are constantly increasing in play appeal, their profitable life in any one location is limited. This profitable life is further shortened thru competition by the arrival of new units in the player market. Many operators feel their chances of paying off the purchase price of a new machine and continuing the unit in profitable operation have lessened.

Life Will Lengthen

But as manufacturers build more player pull into their games, their profitable life will lengthen. During recent months feature improvement to rolldowns has increased phenomenally. With more sure-fire hits coming off the assembly lines, it is certain that the individual units on location will make a profit over a longer period of time.

One trend, which has captured the interest of operators, is the tendency of manufacturers to put out rolldowns which are smaller in size, while retaining or increasing their feature elements. The need for changing games from location to location makes smaller size highly desirable, they say. Compact rolldowns with removable legs can be hauled from place to place in the back of a passenger car and can be moved by one man.

Operators hope that, if this trend continues, it will also mean a reduction in list prices. Altho it is not

(See Rolldowns' Future on page 143)
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BUFFALO—Mr., United Novelty Co., De Launey & Division Sts.

BUFFALO—Trum-Trimount Coin Machine Co., 40 Walbaum St.

BUFFALO—Alfred Sales Co., 1006 Main St.

CINCINNATI—Atlas Novelty Co., 2200 N. Western Ave.


Empire Coin Machine Exchange, 1012 N. Milwaukee Ave.

National Coin Machine Co., 1411 Diversey Blvd.


Electric Machine Gun Co., 647 N. Kedzie Ave.

CINCINNATI—Siegling, Inc., 1401 Central Parkway.

CLEVELAND—Cleveland Coin Machine Exchange, 2033 Prospect Ave.

Markett Co., 4310 Carnegie Ave.

COLUMBUS—C., Shafter Music Co., 606 High St., S.

DENVER 2—C., Modern Distributing Co., 1810 Welles.

DULUTH 2, Minn.—Twin Ports Sales Co., 229 Lake Ave., S.

ELDORA—Ark.—Wood Distributing Co.

EVANSVILLE 10, Ind.—Automatic Amusement Co., 100 Pennsylvania Bldg.

FAYETTETTLE, N. C.—Vending Machine Co., 205 Franklin St.

KANSAS CITY 2, Mo.—United Amusement Co., 2410 Main St.

KNOX, Ind.—Knox Novelty Co., 207 Main St.

LITCHFIELD, Ill.—Hi-Lo Sales, 109 W. Union Ave.

LANSING 6—Nickshaw Co., 2933 W. Pico Blvd.

LOUISVILLE—Ohio Specialty Co., 589 S. Second St.

MEMPHIS—Carlton Novelty Co., 407 Madison Ave.

MILWAUKEE—Klein Distributing Co., 2033 W. Fond Du Lac Ave.


MINNEAPOLIS—Bush Distributing Co., 205 W. Madison Ave.

Silent Sales Co., 206 Eleventh Ave.

RANSCHNE.—Automobile Sales Co., 421 Rowland St.

Harmer Music Co., 430 Broad St.

H. G. Fayer Co., 312 Broadway.

NEW ORLEANS 12—New Orleans Novelty Co., 112 Magazine St.

NEW YORK 1—Mike Munves, 510 W. 24th St.

West Side Distributing Co., 612 10th Ave.

PHILADELPHIA 8—Bank Coin Machine Exchange, 609 Spring Garden St.

PHOENIX, Ariz.—M. W. McCorison, 2943 N. 4th St.

PITTSBURGH 19—D. D. Lazar Co., 1035 Lark St.

PORTLAND, Ore.—Western Distributors, 162 W. Jefferson.

POCATELLO, Idaho—Square Amusement Co., 88 Main St.

RAPID CITY, S. D.—Koors Distributing Co., 618 Eighth St.

ROCHESTER 6, N. Y.—Eastern Sales Co., 1624 Main St., E.

ST. LOUIS—Ideal Novelty Co., 2833 Locust St.

Standard Scale Co., 715 N. Kings Highway.

V. P. Distributing Co., 2058 Olive St.

W. B. Novelty Co., 1012 Market St.

ST. PAUL—Marenberg Distributing Co., 2280 University Ave.

SAN ANTONIO—United Amusements Co., 310 S. Alamo St.

SAYRE.—Multivin Amusement Co., 394 W. Victory Drive.

SHAKETTE 90.—Fager Sound Novelty Co., 114 Elliott Ave., W.

TALPA S.—Royal Palm Music Service, 1528 Grand Central Ave.

TAYLOR, Tex.—Seabrook & Martinez, 601 W. Second St.

TORONTO 1, Ont.—Toronto Trading Post, Ltd., 780 Yonge St.

TULSA, Okla.—CIM Wilson Distributing Co., 1120 S. Main.

TUSCALOOSA, Ala.—A. L. Kronp, 1432 E. Jack St.

VANCOUVER, B. C., Can.—Specialty Sales & Distributors, 1120 Hamilton St.

VANCOUVER, B. C., Can.—Specialty Sales & Distributors, 1120 Hamilton St.

VALENCIA.—Mahoney & Sons, 1220 S. 14th St.

WASHINGTON 4—Silent Sales System, 605 D St., N. W.

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(For distributor list see the Juke Box Supplement distributed with this issue.)

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Amusromatic Corporation
4556 N. Kenmore Ave.
Chicago 40, III.


ATLANTA—H. & L. Distributors, 708 Spring St., N. W.

ATLANTIC CITY—F. McKinn Smith, General Pier.


Trumount Coin Machine Co., 49 Walnut St.

BUFFALO—Alfred Sales Co., 1008 Main St.

James E. Webber, 405 Cona St.


CHICAGO—Columbia Corp., 1046 W. Roscoe.

Monarch Coin Machine Co., 1545 N. Fairfax Ave.

Empire Coin Machine Co., 1012 Milwaukee.

CHICAGO—Coin Amusement Games, 1508 E. 47th St.

Globe Distributing Co., 1023 Curtis St.

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FT. WATSON—R. A. Martin Distributing Co., 1609 Wells.

GREENWICH, Ct.—Rocky Mountain Novelty Co., Rt. 4, Box 299.

HOUSTON—Coin Machine Sales Co., 3094 Travis St.

KALAMAZOO, Mich.—King-Pin Equipment Co., 856 Miles St.

KANSAS CITY, Mo.—Consolidated Distributing Co., 1910 Grand.

LAS VEGAS, Nev.—Geyer Amusement Co., E. 7th St.

LONG ISLAND, N. Y.—National Novelty Co., 179 E. Merrick Rd.

LOS ANGELES—General Music Co., 2777 W. Pico Blvd.

C. A. Robinson Co., 2901 W. Pico Blvd.

LOUISVILLE — Southern Automatic Music Co., 624 S. Third St.

MINNEAPOLIS—Bally Distributing Co., 237 Plymouth, No.

Twin Ports Sales Co., 2003 Washington Ave. S.

MILWAUKEE—Wisconsin Novelty Co., 2724 N. Green Bay Ave.

NASHVILLE—H. O. Payne Co., 812 Broadway.

NEW ORLEANS—New Orleans Novelty Co., 115 Magazine St.

NEW YORK—Hickey Amusements Co., 619 S. 34th St.


PHILADELPHIA—K. C. Novelty Co., 419 Market St.

PITTSBURGH—Pittsburgh Coin Machine Exchange, 2505 Fifth Ave.

PORTLAND, Ore.—Western Distributors, 1250 Sixteenth St., 8 W.

PROVIDENCE, R. I.—Triangle Vending Machine Co., 280 N. Main St.

RICHMOND, Va.—Moody Vending Machine Exchange, Inc., 60 Bond St.

Richmond Sales Co., 821 W. Broad St.


ROCHESTER, N. Y.—Gen Enterprises Co., Inc., 540 Clinton Ave. N.

SALT LAKE CITY—Rainbow Distributing Co., 276 W. First St.

H. F. Vogt Distributors, Convention Hall, Cullen Hotel Bldg.

SPOKANE—A. C. Roed Co., North 9 Bernand St.


TULSA, Okla.—Olp Music Co., 1458 E. First St.

UTICA, N. Y.—Hanna Distributing Co., 169 Campbell Ave.

WASHINGTON—Marin Equipment Co., 712 Ninth St., N. W.

Silent Sales System, 625 "D", N. W.

YONKERS, N. Y.—Metropolitan Amusement Co., 177 S. Broadway.

Bally Manufacturing Company
2640 Belmont Ave.
Chicago

ALBANY, N. Y.—Best Coin Machine Distributing Corp., 1226 Broadway

AMARILLO, Tex.—Rutherford Enterprises, 615 Madison St.

Baltimore—Chris Novelty Co., 1217 N. Charles St.

LOS ANGELES—Automatic Enterprises, 635 S. Kenmore Ave.

SAN FRANCISCO—MacLean Enterprises, 9232 Rodrick St.

TOPEKA, Kan.—W. K. King, 107 N. Western

Bell-O-Matic Corp.
4100 Fullerton Ave.
Chicago 39, Ill.

ATLANTA—Priesman Amusement Co., 411 Edgewood Ave., S. E.

BILoxi, Miss.—United Novelty Co., Inc., De Landay & Division.

BOSTON—Associated Amusements, Inc., 546 Commonwealth Ave.


CINCINNATI—Sicking, 412 Music Amusements, Inc., 230 W. Fifth St.

Cleveland—Lake City Amusement Co., 1320 Superior St.

FAYETTEVILLE, N. C.—The Vending Machine Co., 207 Franklin St.

HOUSTON—South Coast Amusement Co., 214 E. Eleventh St.

LAKE CITY.—United Amusement Co., 1461 Main St.

KOKOMO, Ind.—Central Sales & Serv-

All Coin Machine Operators
Welcome
OPEN HOUSE AT
ROCK-OLA

JAN.
19. 20-21-22

The home of the PHONOGRAPH THAT Sells MUSIC

ROCK-OLA Manufacturing Corporation
800 N. Kedzie Ave., Chicago 51
B-A-S...10

EVANS’ Sensational New Life-Giving Formula for Ailing Locations!

SUPER FAST ACTION!

PERMANENT RESULTS!

SEE IT TODAY AT BOOTH'S 43-44-45-46 OR AT YOUR DISTRIBUTORS

H.C. EVANS & CO.
1528 WEST ADAMS STREET
CHICAGO 7, ILLINOIS
See sensation of the coin machine world, Heath's new Feather Touch coin chute, also full line of parts and supplies for all types of coin machines. Everyone welcome.

HEATH DISTRIBUTING CO.
217 THIRD STREET
MACON, GEORGIA
Phones: 2681-2682

America's Favorite Skill Game
SKEE BA
REG. U. S. PAT. OFF.
The Original and Only Skee Ball Alley
A Greatly Improved Alley, Combining the Better Features of the Skee Ball and Skee Roll Alleys Formerly Made by National Skee Ball Company and Wittler Company

PROFITABLE — 100% MECHANICAL — PRACTICAL

NOW POSSIBLE — FROM 80 TO 100 GAMES PER HOUR!

THIS FASCINATING SKILL GAME IS IDEAL FOR AMUSEMENT RESORTS—ARCADIES—BARS—CLUBS—BOWLING ALLEYS and CARNIVALS

Dimensions:
Width: 2'6"
Length: 14'0"
Height: 6'3"

Alleys made in two sections for ease in handling and shipping.

We regret we are unable to exhibit at the CMI Convention.

ALLEYS NOW IN PRODUCTION AND ON DISPLAY AT OUR FACTORY — WRITE FOR FULL PARTICULARS

PHILADELPHIA TOBOGGAN CO.
130 E. DUVAL ST., PHILADELPHIA 14, PA.
Never before have you ever witnessed a game with a home stretch wind-up on a playboard which offers build-up possibilities with 10 to 100,000 scoring and 1 to 10 replay holes, plus special bottom side bumpers, together with magnetic power booster button on side of cabinet to keep ball in continued scoring action.

ORDER NOW FROM YOUR NEAREST DISTRIBUTOR

EXHIBIT SUPPLY CO. (ESTABLISHED 1901) 4222-30 WEST LAKE ST. - CHICAGO, 24
World's Largest Manufacturers of COIN OPERATED AMUSEMENT MACHINES
Send for Complete Literature
“GOLD MINE”
NEWEST ROLL DOWN
SENSATION
F-L-I-P-P-E-R ACTION
SEE IT AT BOOTH 183
SEE YOUR DISTRIBUTOR AT ONCE
MARVEL MFG. CO.
2497 Fullerton Ave.
Chicago, Ill. Dickens 2424

AMERICA’S BEST BUYS
COIN OPERATED RADIOS

- BIGGER PROFITS
- SMALLER INVESTMENT
- LIFETIME INCOME

BE SURE TO VISIT
BOOTH NO. 94

At the Coin Machine Convention, Jan. 19, 20, 21, 22 at the Hotel Sherman, Chicago.

COLUMBIAN PRODUCTS CO.
CHICAGO, ILLINOIS
321 W. DIVISION ST.

General Music Co., 2277 W. Pico Blvd.
Gold Coin Distributing Co., 2846 W. Pico Blvd.
P. A. Layman, 1503 W. Pico Blvd.
A. Robinson & Co., 2301 W. Pico Blvd.
Paul Robinson, 6074 Katon Ave.
Stambaugh Co., 2609 W. Pico Blvd.
LOUISVILLE—Co-Operative Distributing Co., 294 W. Jefferson St.
Coin Specialty Co., 528 S. Second St.
MACON—Co.—Heath Distributing Co., 217 Third St.
MEMPHIS—Southern Amusement Co., 628 Madison Ave.
MIAMI—Turner Distributing Co., 2220 Seventh Ave., N. W.
MINNEAPOLIS—Bush Distributing Co., 277 Plymouth Ave., N.
MONTREAL, Que.—Roy Specialty Co., 120 Notre Dame West.
NASHVILLE—Automatic Sales Co., 291 Broad St.
Payne Distributing Co., 312 Broadway.
NEWARK, N. J.—Active Amusement Machine Co., 98 Clinton Ave.
New York City—Novelty Co., 131 Clinton St.
Atlantic New Jersey Corp., 27 Austin Ave.
NEW HAVEN, Conn.—Fitzgerald Sales, 107 Meadow St.
NEW ORLEANS—Mabe Coin Machine Co., 819 Poydras St.
New Orleans Novelty Co., 115 Magazine St.
NEW YORK—Albert Simon, Inc., 213 W. 14 St.
OAKLAND, Calif.—Mills Sales Co., 1640 18th St.
OXFORD, Calif.—Ken Ferrier, R. 1, Box 39.
OMAHA—H. E. Vending Co., 1206 Douglas St.
PHILADELPHIA—Active Amusement Machine Co., 660 N. Broad St.
General Coin Machine Co., 227 N. 9th St.
K. C. Novelty Co., 419 Market St.
Lehigh Specialty Co., 1407 W. Montgomery.
Philadelphia Coin Machine Co., 844 N. Broad St.
Davies Ross, Inc., 855 N. Broad St.

WOLF SALES Co., 628 W. Washington Blvd.
PITTSBURGH—Ace Automatic Distributing Co., 1703 Fifth Ave.
American Coinamatic Machine, 1497 Fifth Ave.
American Distributors, 1546 Fifth Ave.
Atlas Novelty Co., 2117 Fifth Ave.
Bunner Specialty Co., 1508 Fifth Ave.
Coin Machine Distributing Co., 509 N. Craig St.
Mechanics Service, 2124 Fifth Ave.
Pittsburgh Coin Machine Exchange, 2505 Fifth Ave.
PORTLAND, Ore.—Main Automatic Music Co., 35 Exchange.
PORTLAND, Ore.—Western Distributing Co., 1121 S. Main St.
PORTSMOUTH, Va.—O’Connor Vending Machine Co., 625 Crawford St.
RICHMOND, Va.—D’Cenner Vending Machine Co., 2858 W. Main St.
ROCHESTER, N. Y.—Eastern Sales Co., 1849 Main St., E.
Kerrman Sales Corp., 573 Clinton Ave., N.
ROCKFORD, Ill.—Dudley Sales Co., 395 Seventh St.
SACRAMENTO—Distributing Co., 1807 S. Victory Drive.
SALT LAKE CITY—Wolf Sales Co., 379 W. South St.
SAN FRANCISCO—Advance Automatic Sales Co., 1550 Howard St.
Golden Gate Novelty Co., 701 Golden Gate Ave.
SAVANNAH, Ga.—Multinline Amusement Co., 202 W. Victory Drive.
SCRANTON, Pa.—Beach Novelty Co., 130 Franklin Ave.
Swifting Service Co., 109 Franklin Ave.
ST. LOUIS—Universal Distributing Co., 510 N. Swing Ave.
Syracuse, N. Y.— Rex Coin Machine Co., 601 S. Saline St.
TULSA, Okla.—Gilchrist Wilson Distributing Co., 1251 S. Main St.
UTICA, N. Y.—Hanna Distribution Co., 217 Elizabeth St.
WASHINGTON—Martin Amusement Corp., 415 Ninth St., N. W.
Street Sales Corp., 631 "G" St.
WICHITA, Kan.—United Distributors, 1101 W. Central.
WILKES-BARRE, Pa.—Roth Novelty Co., 24 Penn Ave.
WILMINGTON, Del.—Williamsport Amusement Co., 323 Hepburn St.
TRIPLE ACTION by GENCO

FLIPPER ACTION TO THE TOP OF THE BOARD

ADVANCING BONUS SCORES
SPECIAL "BONUS FEATURE"
TRIPLE BONUS FEATURE

Triple Action
Triple Profit!

ORDER FROM YOUR NEAREST DISTRIBUTOR

GENCO BUILDS GREATER GAMES
2621 NORTH ASHLAND AVENUE • CHICAGO 14, ILLINOIS
OPERATORS FROM MARYLAND, VIRGINIA and D. C.

BE SURE TO SEE

"IRA" BYRAM

OF

SILENT SALES SYSTEM

AT THE SHERMAN

FACTORY DISTRIBUTORS FOR MOST LEADING

COIN MACHINE MANUFACTURERS

P.S.: Deliveries of the sensational Mills Hot Coffee Bar start this week

and we are giving franchises to qualified Operators in VIRGINIA,

NORTH CAROLINA, WEST VIRGINIA and WASHINGTON, D. C.

WASHINGTON, DIST. "D"

MAIN STREET 0111C1, CO.

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Bar

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BRANCH VIRGINIA.

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CHARLES C.

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22nd,

At the SHERMAN Hotel

205-14th St.

217 Third St.


MIAMI—Christopher-Luker Co., 763 S. W. Eighth St.

MILWAUKEE—United Coin Machines Co., 500 W. Greenwood Ave.

NASHVILLE—Frank Swarts Sales Co., 610-A Fourth Ave. S.

OPERATORS . . . Don't fail to visit EXHIBIT'S Booths Nos. 147-148-149-

150-151-152 at the 1943 COIN MACHINE SHOW Jan. 19th to 22nd,

SHERMAN HOTEL, and see EXHIBIT'S GREAT LINE of Money Making

Amusement Machines that you can operate on every kind of location. If

you cannot attend this event this year—WRITE US for our NEW BIG

CATALOG giving you complete information.

EXHIBIT SUPPLY CO., 4222-30 W. LAKE ST., CHICAGO 24, ILL.
The greatest Name in Coin-Operated Machines

Welcomes you to another big Coin Machine Show. While you’re in Chicago be sure to stop out at the plant and see the famous Jennings line in the flesh.

It's Open House at Jennings. Meet your friends and talk shop while you eat some prize barbecued beef or have a friendly drink. Ask about free transportation at Booth 10.

The Famous Jennings Line

CLUB CHIEF

STANDARD CHIEF

O. D. JENNINGS AND COMPANY
4307-39 WEST LAKE STREET • CHICAGO 24 • ILLINOIS

The Sensational New Twin-Play Challenger
PORTSMOUTH, Va.—O'Connor Vending Machine Co., 615 Crawford St.

ROCHESTER, N. Y.—Eastern Sales Co., 1824 Main St. E.

SACRAMENTO—Williamson Distributing Co., 1815 K St.

SALT LAKE CITY—Rainbow Distributing Co., 1760 S. Main St.

SAN FRANCISCO—M. A. Pollard Co., 723 Larkin St.

ST. PAUL—Automatic Games Supply Co., 302 University Ave.

ROCHESTER, N. Y.—Eastern Sales Co., 1824 Main St. E.

SACRAMENTO—Williamson Distributing Co., 1815 K St.

SALT LAKE CITY—Rainbow Distributing Co., 1760 S. Main St.

SAN FRANCISCO—M. A. Pollard Co., 723 Larkin St.

ST. PAUL—Automatic Games Supply Co., 302 University Ave.

D. Gottlieb & Co.
1140 N. Kostner
Chicago, III.

ALBANY, N. Y.—Rey Coin Machine Distributing Corp., 1220 Broadway

BALTIMORE—General Vending Sales Corp., 243 W. Hiddle St.

BIRMINGHAM—Birmingham Vending Co., 2117 Third Ave., N.

BOSTON—Trimount Coin Machine Co., 40 Washington St.

BUFFALO—Rey Coin Mach. Dist. Corp., 1418 Main St.

CHARLOTTE, N. C.—T. B. Holiday Co., 1200 W. Morehead St.

CHICAGO—Southern Automatic Music Co., 410 Market St.


CINCINNATI—Southern Automatic Music Co., 228 W. Seventh St.

COLUMBUS, O.—Shaffer Music Co., 206 South High St.

DALLAS—American Distributing Co., 2003 Commerce St.

DAYTON 3—Southern Automatic Music Co., 600 Linden Ave.

DENVER—Modern Distributing Co., 1002 15th St.

DIOEOIT—Robinson Sales Co., 7250 Grand Ave.

F. WAYNE'S, Ind.—Southern Automatic Music Co., 1539 S. Calhoun St.

HARRISON & CO., Conn.—Seaboard Connection, 1620 Main St.

HOUSTON—Houston Amusement Co., 1217 Taft St.

INDIANAPOLIS—Southern Automatic Music Co., 325 Illinois St.

KANSAS CITY, Mo.—W. B. Music Co., 1518 McGee St.


LOS ANGELES—Gold Coast Coin Machine, 2644 W. Pico Blvd.

LOUISVILLE—Southern Automatic Music Co., 624 S. Third St.

MACON, Ga.—Heath Distributing Co., 420 Third St.

MEMPHIS—Southern Amusement Co., 1615 Madison

MIAMI—American Dist. Coin Co., 100 N. 3rd St.

MINNEAPOLIS—Hy-G Music Co., 1415 Washington Ave., S.

NEWARK, N. J.—Active Amusement Machine Co., 684 N. Broad St.

NEW ORLEANS—Dixie Coin Machine Co., 812 Poydras St.

OMAHA—R. Z. Vending & Sales Co., 1205 Douglas St.

PHILADELPHIA—Active Amusement Machines Co., 606 N. Broad St.

PITTSBURGH—B. D. Lazar Co., 1656 Fifth Ave.

PORTLAND, Ore.—Western Distributors, Inc., 1300 S. W. 16th Ave.

SALT LAKE CITY—K. F. Vogt Distributors, 2720 South 400 West.

SAN ANTONIO—H. Warnecke Co., 121 Navarro Ave.

SAN FRANCISCO—Advance Automatic Sales Co., 1250 Howard St.


SEATTLE—Western Distributors, Inc., 3126 Elliot Ave.

ST. LOUIS—Olive Novelty Co., 2625 Laclede Ave.


TOLEDO—Monroe Novelty Co., 320 Erie

TULSA, Okla.—Charm Wilson Distributing Co., 1121 E. Main St.

O. D. Jennings & Co.,
4307-39 W. Lake St.
Chicago 24, Ill.

ALBANY, N. Y.—Rey Coin Machine Distributing Corp., 1220 Broadway

ANCON, Canal Zone—Irving Golber, Box 8097.

BALTIMORE—General Vending Sales Corp., 243 W. Hiddle St.

BIRMINGHAM, Ill.—Prattfield Burgess, 526 St. Paul Ave., Club Distributing, Inc., 13 N. Park Ave.

BURLINGTON—Franco Vending Co., 1797 Third Ave., N.

BURLINGTON, Vending Co., 2117 Third Ave., N.

BUFFALO—Rey Coin Machine Distributing Corp., 1423 Main St.

CHARLESTON, W. Va.—Shaffer Music Co., 1819 W. Washington St.

CHATTANOOGA—Shaffer Amusement Co., 140 W. Market St.

CHICAGO—Atlas Novelty Co., 2260 N. Western Ave.

CINCINNATI—Expect Distributing, Inc., 1415 Harrison Ave.

COLUMBUS, O.—Oakfield Novelty Co., 1313 Park Ave.

DALLAS—General Distributing Co., 1812 Main St.

Leader Sales & Distir., Co., 4118 Live Oak St.

"No, dear, it isn't Fourth of July. Daddy just got G-E lamps for all his coin machines!" You'll feel like celebrating, too, when you see how G-E lamps reduce burnouts. Even if you can't get them right away, keep asking for G-E General Electric Co., Nela Park, Cleveland 12, Ohio.

will the tourists to Chicago step forward, please?

As you wander around the booths at the CMI Show, dazzled, bedazzled and maybe frazzled, use this checklist of Coradio features for comparison with any other coin-operated radio.

CORADIO

Life Expectancy . . . 8-10 years.

Construction . . . the set with a reinforced 18-gauge, all-steel cabinet that resists damage and vandalism.

Elimination of Service Calls . . . 95% of ALL SERVICE CALLS ARE ELIMINATED BECAUSE CORADIO HAS ELIMINATED COIN TROUBLE.

It can't possibly be jammed by or pass bad coins. The coin chute guard stops any attempt at use of nail files, etc., to play set.

We defy anyone to get a free play from Coradio or make it play for more than the time it's set for.

Good Will . . . Coins smaller than 25c are instantly returned. Guests are happy with immediate play and perfect reception. Hotel proprietors want its trouble-free play and fine looks.

Profit . . . For all the above reasons, plus BEAUTY, SPEED OF COLLECTIONS and the greater revenue that comes from its superior looks, tone, constant play and longer life.

CORADIO
Coin Operated Radio
108 West 31st Street
New York, N. Y.
Wisconsin 7-5902

see CORADIO at the CMI show booths 87 and 88
January 24, 1948

**COIN MACHINES**

---

**EASY TO HANDLE**

The "Quizzer" weighs approximately fifty pounds and can be handled by one man in moving to locations. It can be carried in average cart.

---

**QUIZZER**

**SEE IT AT THE CMI SHOW**

Booths 186-187, Sherman Hotel, Chicago, January 19, 20, 21 and 22.

**CHOICE TERRITORIES**

are still available—and distributors are invited to discuss territories at the show.

**NOW IN PRODUCTION**

The "Quizzer" machines are now in production at the Price Electric Corporation, Frederick, Maryland. This company for thirty years has been engaged in the manufacture of electronic equipment and electrical components including the well known Husky relays used in the "Quizzer."

**FREE-PLAY AVAILABLE**

The "Quizzer" is an amusement machine. However, free-play will be available for territories where permitted, subject to only a $10.00 Federal tax.

**HISTORY of the QUIZZER**

The "Quizzer" is the result of development by Thomas U. Sisson, former Lt. jg in the United States Navy where 1300 of a similar model machine were used to help train personnel on aircraft identification in World War II. Since the war ended Mr. Sisson has been engaged in adapting this machine for commercial use. It is being manufactured under patents held and pending by Training Devices Inc.

---

**QUESTIONS AND ANSWERS**

The machines will carry a variety of questions on different subjects including celebrities, baseball, football, racing, geography, history, war and travel and giving the player three choices from which to pick the right answer.

---

**TRAINING DEVICES, INC.**

Detroit Address:
708 DAVID STOTT BLDG., DETROIT 26, MICHIGAN
Phone: CCherry 0486
Ask for Frank Collins, President

Factory and Laboratory
1469 ELECTRIC AVENUE, LINCOLN PARK 25, MICHIGAN
Phone: ATLantic 2121
Your Grandest Opportunity with the Operators' Counter Game...

Grander Location Appeal

In "7 Grand"...

The most fascinating game you've ever seen..."7 Grand"...you push a lever, the green felted turntable revolves and the dice turn over...never knowing to expect...has great attraction and interest...A REAL MONEY-MAKER as proven by location tests.

* High Lights of "7 Grand":
  - Precision-made, trouble-free
  - Multiple coin slot—takes 5¢, 10¢ and 25¢ coins (Dust coin always visible)
  - Sensitive filter
  - Easy to learn—fits all locations
  - Can be changed to number different dice games (poker or cigarette dice)
  - Comes with complete set (spot and cigarette dice—7 dice to set)
  - All working parts fully guaranteed for one year

**Operators’ Price $69.50**

3 Cash Boxes—one for location owner and one for operator.

Order from your distributor...or if he cannot supply you, write us.

Write for illustrated literature today!

Bradley Industries division
BRADLEY ASSOCIATES, INC.
1652 N. Damen Ave., Phone ARMtage 1989, Chicago 47, Ill.
You'll STRIKE Paydirt with...

THE NEW AUTOMATIC BOWLING ALLEY

EXCLUSIVE STRIKE FEATURES...

STRIKE... has no pins, no cables, but every playing thrill is retained
STRIKE... is available in three sizes: 17 ft., 22 ft., 27 ft.
STRIKE... has a big, back glass, 100% protected from player damage
STRIKE... has a National Rejector coin mechanism
STRIKE... gives player complete ten frames for one coin insertion
STRIKE... has a simple mechanism, assembled in one unit, easily removed and replaced
STRIKE... has a separate, locked cash box
STRIKE... has duck-pin type balls
STRIKE... has regulation-type, maple playing surface

MILLIONS OF BOWLERS
mean thousands of profitable year-round, year-after-year locations for Strike, the new automatic bowling alley. Trouble-free and fool proof, Strike duplicates all the thrills of the most popular of all participation sports and keeps players coming back for more.

STRIKE IS NEW... but
STRIKE IS THOROUGHLY TESTED...

You've never seen a game like Strike for mechanical perfection... for volume appeal. Before Strike was offered to operators it was strenuously tested on all types of locations under all kinds of conditions, and these tests proved Strike has what it takes for player appeal and operator profits.

READ WHAT A TYPICAL TEST-LOCATION OWNER SAYS:

Deliveries Now Being Made
GET COMPLETE DETAILS AT...
Booth 118, CMI Convention
OR WRITE... PHONE... WIRE
STRIKE INC.
125 VIRGINIA AVENUE
PHONE. BERGEN 4-7300
JERSEY CITY, N. J.

January 24, 1948
The Billboard
COIN MACHINES 99
Cancer Fund Goal Achieved

(Continued from page 77)

with a second check for $100,000, making a total of $125,000 with three months still to go in the drive.

Set Final Goal

A new goal of $200,000 was set early in October after a special dinner at Hotel Bismarck Chicago, where columnists gathered to promote the drive on September 21.

Winchell gave the industry several boosts on his weekly program during the campaign and gave special contributions to CMF drive officials and the staff of the CMF Public Relations Bureau which worked hard at the task of tabulating donations and seeing they flooded into Chicago.

Along with Durant, whose $50,000 contribution led manufacturers and the entire industry, other top men in the campaign were Joe Westernhaus, of the Westernhouse Company, Detroit, who made several contributions to the fund totaling $1,599 to lead all distributors, and Marvin Gentry, head of the Indiana Music Company, Terre Haute, who led all columnists in promoting the drive. Among locations, Blank worked tirelessly in carrying the drive, and fraternal organizations in Indiana, and lined up Gov. Ralph P. Gates of Indiana as a contributor.

Dinners Hypo Drive

The drive got a big boost November 23 when columnists gathered in key cities throughout the nation at special dinners to promote the campaign. At the dinners a special movie was shown which gave the background of the drive.

A special book has been prepared by the CMF Public Relations Bureau which will be distributed to all registrants at the coin machine show.

Donations which were received during the past week at drive headquarters here include Chicago Coin Machine Co., $2,500; Terre Haute Aerie No. 291, FOE, Terre Haute, Ind., $1,000; Overseas Veterans’ Club, Inc., Vinings, Ind., and North Valley Co., Tacoma, Wash., $90 each; Polish Army Veterans’ Post 125, South Bend, Ind., $40; Vinings Foundry & Machine Co., Vinings, Ind., $250; E. Maxwell, Shilo, Calif., $18; C. J. Addy, Imogene, Ia.; Knights of Columbus Club, Lansing, Ind., and Arthur L. Skillitt, Lansing, Mich., $10 each, and American Legion Post 21, Lapeer, Ind., and Hickware Amusement Co., Pittsburg, Kan., $3 each.

Hub Headquarters

To Be Remodeled

NEW YORK, Jan. 17.—Plans to remodel the interior of a building purchased recently by Charlie Lichtman, proprietor of Hub Distributing Company and New York Radio Association, were announced this week, with occupancy tentatively scheduled for July. The four-story building, located at 619 10th Avenue here, will serve as a combination of sales facilities and storage space.

The two floors of the structure will provide showroom and office facilities with a total floor space of 1,000 square feet. The upper floors will be rented but a small building will be erected by Lichtman to the rear of the main structure. Approximately $10,000 will be spent in renovations and alterations, due to begin soon.

The present location of the jobbing firm at 682 10th Avenue will be retained, Lichtman said.

Chi Firms Play

Host to Visitors

(Continued from page 77)

house. Limousine service has been arranged for this purpose. Beginning at 10 a.m. each day of the show, cars will run every half hour. Special display of books will be made at the open house. A tropical setting for the barroom at the Jennings plant will be seen. There is said to be sufficient accommodations for 300 columnists at a time, according to John Noise, Western sales manager, who is in charge of open-house arrangements. Door prizes will be given away at the plant each day.

ROCK-OLA MANUFACTURING CORPORATION: Special display and open house at the Morrison Banquet held Sunday (12) hour for firm’s distributors. In addition to the hotel suite, Rock-Ola will have open house at its plant, with doors open to columnists between hours of 9 a.m. and 4 p.m.

TELECOIN CORPORATION: Open-house display at firm’s Chicago office.

TRADIO, INC.: Morrison Hotel open house, with refreshments and buffets.

U. S. VENDING CORPORATION: Displaying of new model candy vender at Board of Trade showrooms.

BUILD IT WIDE FOR PROFITORS: Will hold open house Thursday at headquarters. Complete display of equipment plus buffet refreshments on the bill. Al Stern and Wallace Finn will greet visitors.

GET IN THE MONEY WITH THE NEW BAKERS PACERS

The Aristocrat of Cones

Galaxie Slides & Playing Cards • Coin Play • Illuminated Track

GUARANTEED! The Best Money Back Ever Built or Your Money Back!

SEE YOUR DISTRIBUTOR OR WRITE TODAY!

SEE US AT THE SHOW!

BAKER NOVELTY CO., Inc.

1750 N. Western Blvd., Chicago 12, Ill.

CLOSE OUT BARGAINS!

5-25¢ Mills Black Diecast (Lot No. 3) 20.00
4-25¢ Mills Black Diecast (Lot No. 4) 30.00
10¢ Mills Black Diecast (Lot No. 5) 10.00
25¢ Mills Black Diecast (Lot No. 5) 15.00
25¢ Mills Black Diecast (Lot No. 6) 12.50
15¢ Mills Black Diecast (Lot No. 6) 5.00
5¢ Mills Black Diecast (Lot No. 6) 2.50
10¢ Mills Black Diecast (Lot No. 6) 7.50
25¢ Pfeifer-Keller Mills (Lot No. 7) 12.50
10¢ Pfeifer-Keller Mills (Lot No. 7) 12.50
25¢ Pfeifer-Keller Mills (Lot No. 7) 22.50
15¢ Pfeifer-Keller Mills (Lot No. 7) 9.00
10¢ Pfeifer-Keller Mills (Lot No. 7) 6.00

MATHENY VENDING COMPANY, INC.

505 West 37th. St., Chicago 14, Ill.
More Player-Controlled Features in New Games

(Continued from page 76)

Henry Edelman, Henry Solomon, Rose Greayer, Carl Greayer, and Lawrence Bruce Edelman will be present for the unveiling.

Exhibit Supply Company, Chicago, will debut its Treasure Chest five-ball game. This new product features a player-controlled magnetized button and the "fathom build-up" score feature. Exhibit supply will show a representative assortment of its card vendes, kiss and love meters and other arcade pieces. John Christ, Peri Smith and Frank Mencuri will be among those on hand to greet convention visitors at Exhibit's several booths.

The Hirsch Coin Machine Corporation, of Washington, D.C., is another firm that has announced plans to introduce a rolldown that embodies flipper bumpers. At the Hirsch booth during the show will be Hirsch de La Vies, Sidney Mitterman and Fred de La Viez. In addition to its rolldown game the Hirch firm will show an improved model Ted Bull. The latest model of this game is smaller in size and includes built-in light for the playing field.

Genco game manufacturing firm, Chicago, has indicated that it will show a new five-ball, called Triple Action, for the first time during the CMI convention. No other details on this new product were available.

D. Gottlieb & Company, Chicago, will have a first showing of its Lady Robin Hood five-ball pin game. This game features flipper bumper action, which was first introduced to the trade by Gottlieb's Humpty Dumpy game. Dave, Nate, Sol and Alvin Gottlieb will be on hand from the firm's Chicago plant, while Maury Gottlieb will come up from Dallas for the CMI show. Gottlieb Company will also show its de luxe Grip Scale.

Marvel Manufacturing Company, Chicago, will have a first showing of a new five-ball game as well as a new rolldown game, but has not announced details as yet. In the firm's display space at the Sherman Hotel's Exhibition Hall will be Ted Rubenstein, Joseph Kohout, D. A. Wallach, Chester Rieand and Oscar Blumner.

P & S Machine Company, Chicago, will debut two new games at its booth display. One is Ricker-Tom Tom; the second is a rolldown, which was unanswered at press time. Walter and Herbert Pasold, B. Siegl and Lee S. Jones will be in charge of P & S booth activities.

First Game Since 1941

Scientific Machine Corporation, New York, will have a first trade showing of its Pitch 'em and Bat 'em baseball game. The game marks the introduction of the firm's first post-war game. Its last baseball game was Batting Practice, which came out in 1941. Scientific will also show Pukerino. On hand will be Max D. Levine, F. C. Hallman and W. Lewenstein.

The only other firm that has announced that it will debut a new amusement game at the CMI show is the Williams Manufacturing Company, Indianapolis. The Williams will be represented by Harry Williams and Fulton Moore and hold a first showing of the five-ball, Suny, which features flipper action and permits the player to score up to 5,000 points. In addition to the firms introducing new games, several other manufacturers have announced plans to show games and arcade pieces recently introduced to the trade. These include George Ponsor Company, Chicago, which will show its Pro Score rolldown, to be represented by George Ponsor, Ed Lavender, P. Sigan, Florence Vincent and Mrs. Claire Morano; Bally Manufacturing Company, Chicago, which will exhibit Jockey Club and Jockey Special (both one balls), Melody (five balls), Melody Roll (rolldown), Big Buns and Heavy Hitter (both baseball games), and Hy-Roll (rolldown).

Vendors To Be Made in Ky.

FRANKFORT, Ky., Jan. 17.—West End Amusement Company, Louisville, has been issued a charter by the secretary of state to manufacture coin-operated machines. Authorized capital stock is $40,000. Firm principals are Hannah B. Irvin and Ann O'Con.
Few Bell Changes At CMI Exhibit

(Continued from page 78)

war models debuted at the CMI show in 1947.

Chicago manufacturers of bell machines holding exhibits on the exhibit floor of the Hotel Sherman beginning Monday (19) and who have announced details on their showings include:

Bally Manufacturing Company, which in addition to its amusement games (see separate story) will show Hi-Boy, a de luxe bell; Triple Bell, a trip play console; Double Up, a hold and draw console; Wild Lemon,

a changing odds console, and Play Bell, a bell console.

Bell-o-Matic Corporation plans to show both on the exhibit floor at the Sherman Hotel and also at the Morrison Hotel. The firm will introduce three new bell machines, Black and Gold, which is finished in those colors; Melon Bell, which has a large metal melon affixed to the front of the machine, and Bonus Bell, a revival. On hand to greet come-ons at the hotels will be V. C. Study, Grant Shry, J. P. Ryan, J. L. Green, R. Kelly, W. Nixon, F. London, C. Zender, J. Staitz and M. M. Ziv.

Buckley Manufacturing Company plans to show its Crisis Cross bell, Parlor Long Shot and Daily Double Track Odds. Representing the firm at the Sherman will be Pat Buckley, F. H. Parsons, G. F. Haley, R. E. Smith, John Buckley and N. G. Peterson.

The H. C. Evans & Company display will include Evans's Races, Bang Tails, Galloping Domino, Winterbook, Casino Bell, Ten Strike and Super Bomber. Slated to welcome booth visitors from the Evans plant are R. W. Hood, Rex Shriver, Fred Morris, Clarence Schuyler, W. A. Kerr, R. W. Houk Jr., Bob Copeland, Stan Tadla and Steve Kegn.

Groetchen Tool & Manufacturing Corporation will display its Columbus line of bell machines at the show, with Ed Hanson, firm sales manager, in charge of the booth.

Limousine Service

O. D. Jennings will not show bell equipment on the exhibit floor of the Hotel Sherman, limiting its Loop activities to a display of the Jennings milk dispenser. The booth display will be handled by Bill Lippecomb, Eastern sales manager. Jennings, however, plans to show a complete line of bell equipment at the plant. J. R. Bacon and John Nets will conduct the plant showing. To tie both ends of the exhibit together, Jennings has announced that Limousine service will be available between the Sherman and plant.

Wallace Manufacturing Company plans to show a line of bell equipment at the Sherman Hotel exhibit hall. Firm personnel at the booth will include J. Walling, William Waring and Mrs. F. Waring.

The J. H. Keene & Company factory display rooms will be the scene of bell showings by the Keene firm, who will not have display space at the Sherman. No further details were announced by this firm on the special showing other than that the firm will have taxi service from the Sherman Hotel to the Keeney plant.

TRADE SOUNDING BOARD

(Continued from page 76)

from prevailing prices before the convention opened. During the last convention, prices were the main topic of conversation wherever operators, distributors and manufacturers got together. Buying was cautious in every line because of the price factor. Exhibitors this year had every reason to believe that operators would continue in their cautious ways, and that price would again be the major discussion topic.

York Meters Bring Returns

York, Pa., Jan. 17.—York city parking meters accounted for revenue amounting to $550,256.17 during 1947, the city reports.
### Directory of Distributors

(Continued from page 98)

**PHILADELPHIA — Active Amusement Co., 609 W. Girard Ave.**

**PITTSBURGH — Banner Specialty, 1909 W. Liberty Ave.**

**PORTLAND, Ore. — Western Distributors, 1326 S. W. 11th Ave.**

**PUEBLO, Colo. — Empire State Distributors, 222 S. U. Drive.**

**SALT LAKE CITY — I. F. Vogt Distributing Co., Convention Hall, Culver Hotel Bldg.**

**SAN ANTONIO — General Distributing Co., 208 E. Nueva St.**

**SAN FRANCISCO — Advance Automatic Sales Co., 1220 Howard St.**

**SEATTLE — Western Distributors, 9120 Elliott Ave.**

**Mills Industries, Inc.**

4100 W. Fullerton Ave.

Chicago, Ill.

(For distributor list see the Juke Box Supplement distributed with this issue.)

**National Filben Corp.**

1141 South Wabash Ave.

Chicago 5, Ill.

(For distributor list see the Juke Box Supplement distributed with this issue.)

**AKRON — Edwards Distributing Co., 471 S. Main St.**

**ATLANTA — Cohen Distributing Co., 200 Edgarwood Ave., S. E.**

**Baltimore — Dee Gere Music Distributors, Inc., 744 N. Gay St.**

**BIRMINGHAM — Ace Distributing Co., 12 N. 23rd St.**

**CHICAGO — Globe Distributing Co., 1003 N. California Ave.**

**Jack Nelson Co., 2210 Milwaukee Ave.**

**DALLAS — Bryant Sales Co., 2455 Main St.**

**DENVER — Blackwell Distributing Co., 330 Milwaukee St.**

**DULUTH — J. C. Music Co., 714 Mack Ave.**

**HALIFAX, Nova Scotia — Halifax Coin Machine Co., Ltd., 3631 Main St.**

**HUNTSVILLE — Pioneer Music Distributing Co., Inc., 222 W. Madison Ave.**

**BOGOTA — Harrington Amusement Co., 1218 Elsad St.**

**LOS ANGELES — E. P. Maps Distributing Co., 1701 W. Pico Blvd.**

**San Valley Distributing Co., 449 S. LaCienega Ave.**

**LOUISVILLE — Co-operative Distributing Co., 224 W. Jefferson St.**

**MILWAUKEE — United Coin Machine Co., 4804 W. Greenfield Ave.**

**NASHVILLE — N. & W. Amusement Co., 917 Broadway.**

**NORFOLK — George J. Young Co., 5002 Colby Ave.**

**PHOENIX, Ariz. — Robinson Bros. Sales Co., 1411 E. Van Buren St.**

**PITTSBURGH — Coin Machine Distributing Co., 480 N. Craig St.**

**RICHMOND, Va. — O’Bye Brothers’ Amusement Co., 422 W. Broad St.**


**ROCHESTER, N. Y. — Eastern Sales Co., 2011 Main St., E.**

**SAN ANTONIO — G. M. McDonnell Distributing Co., 651 N. Flores St.**

**SAN FRANCISCO — E. T. Maps Distributing Co., 204 Turk St.**

**SEATTLE — Chelten Distributing Co., 714 Fourth St.**

**ST. LOUIS — Central Distributors, 3351 Olive St.**

**ST. PAUL — Midwest Coin Machine Corp., 711 University Ave.**

**TULSA, OKLA. — Cin T. Wilson Distributing Co., 1121 S. Main St.**

**UTICA, N. Y. — Reasa Distributing Co., 1150 Campbell Ave.**

The Northwestern Corp.

6 E. Armstrong St.

Morris, Ill.

**BOSTON — Northwestern Sales & Service, 1188 Tremont St.**

**BUFFALO — Northwestern Sales & Service, 4105 16th Ave.**

**CREEK CHASE, Md. — H. E. Madison, 9254 Kemington Hwy.**

**DALLAS — Fisher Brown, 2181 S. Harwood.**

**DES MOINES — Peanuts Products Co., 801 Second Ave.**

**LOS ANGELES — Operators’ Vending Machine Supply Co., 1520 W. Grand Ave.**

**MILWAUKEE — Redger Novelty Co., 4066 N. 30th St.**

**MINNEAPOLIS — E. T. Barron & Co., 816 Washington Ave.**

**PHILADELPHIA — Rake Coin Machine Exchange, 909 Spring Garden St.**

**PITTSBURGH — American Distributors, 1345 Fifteenth St.**

**ST. LOUIS — Ideal Novelty Co., 2523 Locust St.**

**SAN FRANCISCO — Viking Specialty Co., 520 Golden Gate Ave.**

**WICHITA, Kan. — M. T. Daniels, 1027 University Ave.**

**One-Use Tooth Brush Corp.**

14408 Calvert St.

Van Nuys, Calif.

**DALLAS — Venda-a-Brush Co., 3020 Fairmount St.**

**DENVER — Distributors, Inc., Suite 114, 1712 Stewart St.**

**HILLSIDE, N. J. — Paul L. Berkley, Vendor, Inc., Evans Terminal.**

**MEMPHIS — Automatic Merchandise Distributors, P. O. Box 4501.**

**OKLAHOMA CITY — J. W. Harrington Co., 820 N. E. 18th St.**

**SAN DIEGO, Calif. — S Star Vendor Distributing Co., 621 4th Ave.**

**SEATTLE — Trio Distributors, 4000 Airport Way.**

(Continued on page 142)

### Why Worry?

**Chicago ACE Locks Give CASH BOX SECURITY!**

Get positive protection against theft from your cash boxes! The ACE lock, with its patented round key, provides the peak in lock security. More than 80,000 key changes, plus key registering service means keys are confidentially yours. Sizes to fit every requirement for new and replacement use.

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**Chicago Lock Co.,**

2024 N. Racine Ave. Chicago 14, Ill.

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### See the New 1948 TELEQUIZ

**...January 17 thru 22 HOTEL LA SALLE**

**Chicago**

The Game Millions of Quiz Fans Will Play...PLAY...PLAY!

* **LEGAL IN ANY TERRITORY**
* **APPROVED BY THE A.M.P.**

The New Quiz Game!

- *Fast Action: Fast:** Each game is automatically timed for 1 minute and 15 seconds. At 5¢ play Telequiz will earn $2.40 per hour.
- **Hold Player Interest:** Popular "quiz appeal" keeps them playing game after game.
- **New Low Price**

On exhibit beginning Saturday, January 17 through 22, at the HOTEL LA SALLE, Chicago (1 block from the Sherman Convention).
FRUITLESS TAX

DENVER, Jan. 17—Contention of cigarette salesmen here that the 3-cent-per-pack tax on cigarettes was being col-lected at retail by a Denver drug store which it-selves received added profit last week when figures released by the city manager showed tax collections increased only $8.78 per cent over the centen-ney-pack cigarette tax imposed in 1946, although the levy had been doubled during 1947. Suburban drug stores and other outlets not to pay tax and retailers and machine operators contend the city sales tax drives the sales out of the city limits.

Canteen Rests Defense in FTC Case; Appeal Inferred

WASHINGTON, Jan. 17—Indicating that it will appeal to the courts, the Automatic Canteen Company of Phoenix, Ariz., has stopped serving its portable vending machines without offering any evidence on charges by the Federal Trade Commission (FTC) that the vendor "knowingly induced and received" lower prices from suppliers and maintained "restrictive terms" in contracts with distributors.

Lawrence M. Gravelle, attorney for Canteen, told the FTC trial examiner that "the respondent feels it cannot proceed further in this matter because of the law, the case has been straight-ened out by the courts and the evidence regarding it was heard by the commission or courts."

Gravelle charged that Canteen's rights of "due process of law" were violated by FTC in denying the vendor's case. In addition, the charges by the Federal Gravelle that the company is not in the vending business and that the FTC has the burden of showing the sellers' 'cost justification. We feel that such methods and devices do not include the respondent from its right to present its defense.'

It was also contended that it was no position to show to the lower prices paid for candy and gum were sufficient since there had been no sales records of its various suppliers.

Next step in the case will be appeal to the Attorney General and in the event that the appeal is unsuccessful to the Commissioner of the FTC and to the Court of Appeals.

Note Rise in Show Exhibits by Suppliers

Aim at Vender Market

CHICAGO, Jan. 17—Suppliers have distributed their 1948 Coin Machine Industries, Inc. (CMI) convention. With the addi-
tions, particularly of vending equipment, the greater number of vender suppliers showing this year indicated-primarily an increase of the vender as a product outlet.

Displaying at the exhibit is Chass Candy Company, which is showing bar and bulk candy. Leaf Candy Company is showing bar and bulk candy. Leaf Candy Company has arranged to exhibit its complete display of its gum line. Ferrara Candy Company, Inc., Chico's, has particular interest of vendors of baked beans, peanuts and lozenges. Firm has reserved a room in the union building for vendors to exhibit samples and refreshments. Company officials present are George F. Dow, J. B. Buffard, D. Perrelli, N. Ferrara and A. Pugno.

John Bell & Son Company, New York, is showing a line of pistachio nuts. Firm members in attendance are John N. and Frank Germain.

Holly Pen Corporation is displaying its vending machine as a product outlet. Vendor present is W. K. Ogren, E. H. Tudan, Lorraine Gniaz, George Volker and C. F. Bristeiten.

Auto-Vend Has Popcorn Model For Theaters

DALLAS, Jan. 17—Paul H. Rice, head of Auto-Vend, Inc., announced this week that production has been started on a new "Pop" Corn Sez hot pop corn vendor for use in heavy traffic locations.

New vender combines three standard "Pop" Corn Sez coin-operated venders in one. The unit is a "half dome" having a capacity of more than three times that of the regular vendor.

Primarily for Theater Owners

Designed primarily for theater locations, the new model has three coin mechanisms and three delivery hoppers.

Known as the "Pop" Corn Sez Theater Company, Chicago, Ill., has been tested in several theaters locations, with results demonstrating a need for the machine.

Most of the mechanical features of the new theater vender are identical to the Pop Corn Sez vender including the same type of motor and extensive use of stainless steel.

Names Corn Vender Distrib for Ariz.

CHICAGO, Jan. 17—Fred Inman & Company, here has appointed Howard F. Ingram, of Phoenix, Ariz., as distributor for the Corn Vender Mfg. Co., in that area. Nelson is the national distributor for the con-

Ingram has offices at 709 North Seventh Avenue in Phoenix.

SHOW VENDER PRODUCTION MODELS

“In-the-Field” Equipment Features Vending Machine Exhibits at Chicago Show

CMI Exhibits Point Out Automatic Merchandising Growth

CHICAGO, Jan. 17—Vending machine exhibits at the 1948 Coin Machine Industries convention will stress production units of many recently introduced models and types of equipment, rather than first-showings of such equipment.

Service equipment displays will also consist of new models that are already in the field.

Despite the absence of large numbers of “first time shown” machines, on the large array of recently released, production-line equipment in the vending machine field, emphasis will be placed on the stabilization and public approval of this type of coin machine.

The new “two-booth” CMI produced and introduced is manufactured by Marion Machine Tool Company, Marion, O. No pre-convention details of the new scale were released. At the Marion booth will be Leo Hill, vice-president; Ed Wise, has ready for display of Sheldon Dodd, secretary-treasurer.

Two Ice Cream Vendors

Marion Machine Tool Company's 1948 “in-the-field” models, on the CMI exhibit floor, and including attending personnel include: A.A. Sabin, marketing manager, and distributors of Frosty Serve and Vending-Freeze ice cream bar vendors, which display attractive models of both machines. A. A. Dublin, Alvin Kornfeld and H. M. Dickinson will be at the booth.

Advance Machine Company, Chicago, will show its line of single-coin vend- ing machines and coin-operators and coin meters for household appliances. Walter Tracht, B. L. Rusch, and David A. Lord will be at the booth.

Advance Machine Company, Chicago, will show its line of single-coin vending machines and coin-operators and coin meters for household appliances. Walter Tracht, B. L. Rusch, and David A. Lord will be at the booth.

Amusement Scale Manufacturing Company, Chicago, has a line of scales for presentation. Present will be present will be H. S. Fields, president. American Vending Corporation, Kansas City, Mo., will display candy bar venders. Bert Mills Corporation, Chicago, has scheduled a show of its hot coffee vender and coffee bar. Personnel present will include Bert Mills, H. W. Chadwick, Harold Steffen, and Robert Chadwick.

Auto-Vend, Inc., Dallas, formerly I. C. Company, will feature a living replica of its trade mark, "Pop" Corn Sez. "Pop" Corn Sez vender is a free popcorn taken from a "Pop" Corn Sez vendor. Officiate attending will be Paul H. Rice, president; Roy E. Cresswell, vice-president and general manager; James W. Murphy, adver-
sisement manager; G. L. Lands and Robert Magie.

Daily Manufacturing Company, Chicago, will again show its line of its cup type soft drink vender. Firm personnel present will be Herb Jones, General Manager, Russ Garvey, Ralph Nickelson and Bill O'Connell. Bell Products Company, Chicago, has scheduled a showing of its coin changers, both Beacon Electric and ABA Sales, a Junior Mechanical Changer. Al Sebring and Harry Saltz will be at the booth.

Costral Contracts, Chicago, will present its horoscope typewriter and a package gun vender. Commodity vender has announced that the Lewel Asperin vender and the American Gritiprimer. Kenneth C. Wilson, Howard W. Pretzel and Herbert H. (See "In-the-Field" on page 127)

Tele-Juice Feature Attraction at Food Industry Exhibition

ATLANTIC CITY, Jan. 17—Food exhibition, which sets under way tomorrow (18), will feature the Telecoln Tele-Juice vending machine, the first time a coin-operated automatic merchandising machine has been included in the exhibitions at this convention. Will be with Good Times, and 10,000 wholesale dealers, chain store buyers, super-market operators and food brokers are expected to attend the four-day session at the Steel Pier.

The Tele-Juice showing, which was arranged by Jack M. Cross, manager of Telecoln's Tele-Juice division, will include a one-booth display, staged by E. Pritchard, Inc., of Bridgeport, N. J.

Rule Locations Must Pay Pa. Drink Vender License

HARRISBURG, Pa., Jan. 17—Keystone Coca Cola Bottling Company, of Wilkes-Barre, has withheld the licenses of a local vender to facilitate the soft drink tax collection.

There is no tax on soft drink vending devices when they are operated in connection with a contract for vending soft drinks or syrups in addition to the vending operation.

The vender will be levied on the lessee and not on the owner of the soft drink machines.

The tax, collected in conjunction with the commonwealth's levy on soft drinks, is not a levy on the vending equipment, number of vending machines in location where they are not associated with a licensed mercantile establishment.

Withdrawal of the suit followed a ruling by the State Department of Revenue that such tax will henceforth be levied on the lessee and not on the owner of the soft drink machines. The tax, collected in conjunction with the commonwealth's levy on soft drinks, is not a levy on the vending equipment, number of vending machines in location where they are not associated with a licensed mercantile establishment.

Withdrawal of the suit followed a ruling by the State Department of Revenue that such tax will henceforth be levied on the lessee and not on the owner of the soft drink machines.
LION BEVERAGE VENDER

Serves 1200 drinks from a single servicing

SEE IT IN BALLY BOOTHs 57-62

THE LION BEVERAGE VENDER is now being manufactured to vend 9 oz. drinks of Pepsi-Cola. See it in operation in Bally Booths 57-62 . . . or write for Bulletin Y.

LION MANUFACTURING CORPORATION

MANUFACTURERS OF BALLY COIN-OPERATED GAMES

2640 BELMONT AVENUE CHICAGO 18, ILLINOIS

LYMO Industries, Inc., Exclusive Distributors
MERCHANDISE MART CHICAGO 54, ILLINOIS
OCCUPANT JYNES The Billboard January 24, 1948

OPPORTUNITIES IN BULK VENDING

The bulk operators’ ability to control supply costs gives him an extra special advantage in today’s market. In a field which has plenty of room for new operators, here's the outlook.

BY JOHN CARLSON

WHAT do bulk penny operators have to offer in times like these? Simple economics and reports of manufacturers and operators in this field seem to agree that they offer a great deal. The continuing high demand for bulk machines—despite funneling of an estimated 125,000 to 150,000 units from production line to location during the past two years—gives the indication that they are all right. The peculiar advantages which accrue to bulk selling, despite the high costs and low money value suggest unusual possibilities.

Fact: it is by no means a neglected field, bulk vending is drawing less attention than it deserves under the circumstances. Here is a stir over new, elaborate types of vending equipment, the less spectacular in its merits of bulk penny machines sometimes have been overlooked. Also, there has been a tendency, particularly among candy bar operators, to pass over bulk operation as a "small" business.

Fever on Locations?

Some vending men estimate that there are 15 to 20 per cent fewer penny vending locations now than pre-war peak of operations. Others disagree, estimating that there are as many on location as at any time before the war, but they are in the minority.

The apparent preoccupation with other types of equipment may be one explanation for this. More likely responsible is the appearance of many penny machine routes and their part-time operators, the inability of many machines as they could sell since the war and the smaller number of new operators being recruited today.

The bulk penny vending manufacturer has produced about 25 per cent below capacity, principally because of shortages of steel and glass. At one time, during 1947, one of the major manufacturers was 7,000 to 8,000 units from production line. A common predicament was to have a thousand or two of the machines ready for shipment. Conditions after the war were better, but still not matching the pre-war production. Here, too, is the feeling that the largest number of machines has jingled in his head.

As a result of sales taxes and odd cent prices, everybody has a surplus holding and the question of how many pieces to cut is being raised. It is believed that the penny machine business is not in as big a demand as it was a year ago. At the time of this writing, the going price of machines or parts is between $20 and $25 for a bar machine. The operator pays about 60 cents for the same.

It should be pointed out that only a supply of goods can be costing him money and other cost-operating factors for both types of machines.

More Pennies Available

Second advantage in bulk penny operations today is the increasing number of pennies every potential customer has jingling in his head. As a result of sales taxes and odd cent prices, everybody has a surplus holding. In the case of change for odd cent purchases, as those cost that $20.00 was divided into 25 cents, the operator is dependent upon the catching of a windfall of change.

Third advantage applies principally to those operators of other types of equipment who would supplement their income with different machines. Automatic Canteen has been in the forefront in selling bulk machines. Even the example of the successful operation, it is estimated that less than 25 per cent of the country’s candy bar operators use bulk machines. Instead of a high price, the real advantage of bulk machines in the case of vending operators is the possibility of appealing to a market. The operator is dependent upon catching of a windfall of change.

Fever on a Field?

The effect of the withdrawal of many bulk operators from the business during the war is well known. Some of these have put pre-war equipment out on location again. Many have never come back and many, presumably, are now engaged in other business. Because good paying jobs have been easy to find, there have been people seeking opportunities in penny vending operations. Only conclusion possible, therefore, is that there is plenty of room for expansion in this field—for new partners, new full-time exclusively bulk machine operators, as well as for diversified operators new to bulk vending.

For these three groups, what are the prospects?

Control Supply Costs

Perhaps the most obvious advantage in bulk vending today is the possibility of control of supply costs—and this advantage, like several others, applies to 5-cent bulk machine operations as well as penny. As a result of the high-priced hard-pressed candy bar operation, the operator is selling at the same price. He is, in fact, a retail machine, but more than a sales operation. If a machine pays 75 cents for the bar, while the penny operator was collecting only 60 to 62 cents for the same amount of his product, there is an advantage in the margin of cost.

Cost of operation, other than the purchase of supplies, has gone up for the bulk machine operator, too. Equipment, for example, costs about 20 per cent more than before the war. Here, however, the increase has been smaller than might be expected. Penny machine manufacturers probably would have had to sell their current products at 100 per cent above pre-war prices, except that they have cut cost corners, building machines with less expensive but just as efficient materials. Brass, an expensive material, has been eliminated from post-war machines, but efficiency of the machine has not been impaired thereby. Even the 5-cent operator is not immune from this saving.

Second Need: Service

Second big requirement for penny operators is adequate servicing to maintain the good name of penny vending equipment. Occasionally a rash of bad publicity hits the penny vender trade and it is traced to the poor servicing job being done on a very few machines. The bulk operator’s future depends upon maintaining public confidence.

Third requirement—and this is directed to new operators—is to know something about the business before buying machines and setting up an operation. Even after all of these negative factors have been taken into consideration, the picture still appears bright for the penny machine operator—if his operation is well-managed.

Biggest Job: Picking Supplies

Biggest management requirement comes in selecting supplies. Altho his special advantage in is being able to vary size of portion vended, the operator must be careful to temper such variations to the public’s idea of what constitutes a salable amount for 1 cent. There are definitely limits to this possibility.

The objective should always be to give the largest number of pieces of quality merchandise possible. Quality candy is always the safest policy in automatic merchandising. In nuts, objective should be to procure the best quality of nut in size range which enables vending of the largest number of pieces.

filling stations and small stores are basic locations for bulk venders but big opportunities also lie in combining penny venders with other types of vending in industrial locations. Continuing high demand for new bulk equipment shows that this sector of automatic merchandising remains solid type of operation.
Inviting
YOU TO SEE
KEENEY'S
NEW DE LUXE
ELECTRICALLY OPERATED
CIGARETTE VENDOR
ON DISPLAY

J. H. KEENEY & CO., INC.
2600 West Fiftieth Street
CHICAGO
JANUARY 19-20-21-22
Take any Taxi for FREE TRANSPORTATION to the Keeney plant.

* A STARTLING SENSATION!
* PEAK EFFICIENCY!
* YEARS AHEAD OF ALL OTHERS!
* STREAMLINED BEAUTY!

Don't miss this rare opportunity for first-hand inspection of the one cigarette vendor that is YEARS AHEAD of the time!

REMEMBER THE DATES:
JANUARY 19-20-21-22
PLACE: J. H. KEENEY & CO., INC.
CHICAGO

J. H. Keeney & Co., Inc.
"THE HOUSE THAT JACK BUILT"
2600 WEST FIFTIETH STREET, CHICAGO 32, ILLINOIS
During 1947 popcorn vending led the industry in expansion, but with eight manufacturers now in production the future looks brighter than ever

By DICK HODGSON

The popcorn vending industry has grown up. During the past year no one phase of the coin-operated popcorn vending machines has been more noticeable. In the short period of one year, all the machines in use have been expended and more satisfactorily means of packaging such corn for storage and shipment. Today vending machine operators may purchase pre-popped corn as much as two or three months ahead of time and have it fresh when they want to use it. One Chicago firm has manufactured packages capable of storing corn which it claims will keep corn fresh indefinitely.

Simple Operation

Popcorn vendors present a simpler operating problem than most types of vendors. Service calls generally mean that a bulk supply of popcorn can be left with location owners, who normally open the storage compartment of the machine and pour it in when required. The only service farthest afield for the operator, with the exception of repairs and cleaning of the machine periodically, is to deliver the corn and collect the coins.

Many operators prefer to do all of the servicing themselves, but even so the time expended allows for many calls in a single hour. This factor has been one of the main reasons for the desire of operators of other types of vending machines to include poppers on their routes. Servicing a popcorn vendor alongside a candy vendor, for example, would take half a minute extra.

Another reason for the popularity of popcorn vendors has been their adaptability to rising prices. Because it is possible to adjust the quantity of popcorn delivered, any rise in operating or merchandising costs can be compensated for immediately.

Another reason for the vast development that has taken place in the popcorn vending field is that a lot of smart merchandising of the leaders in that field has been done. Auto-Vend, Inc., of Dallas, which was able to get a jump on the field by being the first firm to get into post-war full production with its vendors.

Auto-Vend, Inc.

Formerly known as T & C Company, Auto-Vend has accounted for half of the locations of popcorn vending machines today with its large Corn Seats machines. Auto-Vend not only supplies the machines to operators but follows thru and supplies pre-popped corn from two large factories, one in the Corn Belt region of Pennsylvania and the Sun Fuel Corn Company of Florida, located in Miami. The 'Pop' Corn Seat machine is well known to operators through the country as an approximately five feet high and is fully automatic. It is designed for dime operation. Corn is stored in a special plastic dome which is illuminated and has a metal rod for lighting. Corn is heated by a special heating element in the cabinet.

Auto-Vend has recently introduced a new, lower priced model for use in heavy traffic locations. It consists of three standard 'Pop' Corn Seats machines in one unit with a single dome. The capacity of this machine is more than three times that of the regular vendor. Three spouts and coin mechanisms makes it possible to serve three customers at the same time.

Daily output of machines at the Auto-Vend plant in Dallas has reached the 100 mark, making immediate delivery on orders possible.

Dale's Pop Corn Maid

Lowest priced model presently in full production is the Pop Corn Maid counter machine manufactured by the Dale Engineering & Sales Company, Chicago. Priced under $100, the machine is available with or without a stand for conversion to a floor model and for operation on either a nickel or dime.

National distributor for the machine is Jack Nelson & Company, Chicago. Jack Nelson, Sr., head of the firm, reports that sufficient quantities of the machines are ready for shipment and orders are being filled as received.

Corn Maid is all aluminum with a hammered finish. A window in the front of the machine displays the corn. Vender has a floating mechanism for positive dispensing and operates on a regular push coin chute. Size is 27 inches high and 17 inches wide. It has a capacity of six gallons of pre-popped corn—sufficient for 35 to 40-time portions or 70 nickel portions.

Base for floor use has a storage compartment for additional corn supply.

Electro-Serv, Inc.

Another counter model machine is manufactured by Electro-Serv, Inc., Park Ridge, Ill. Although on the order of power than the Pop Corn Maid machine, the Electro-Serv machine is only 33% square high with a base 14% inches square. Corn storage compartment holds enough corn to vend 100 8-cent bags or 50 10-cent bags.

C. E. Bohemeyer, president of the firm, reports that the firm is presently busy moving into a new large plant in Peoria, which will allow for production of about 500 units per month, enough of a backlog of machines has been built up to take care of orders until February, when the new factory will be in operation.

Electro-Serv vendor has a hinged enamel finish with polished aluminum trim. Popcorn is heated only in the lower part of the storage compartment, keeping stored corn fresh until ready for vending. A special base is available to convert the machine for use as a floor model, and special wall brackets make it possible to mount the vender on a wall.

Hawkeye Pop-Corn Vender

Newest machine in the popcorn vending field is the Hawkeye Pop-Corn Vender being produced by the Hawkeye Novelty Company, Des Moines.

Altogether between 600 and 700 unit models of the machine have been on test locations for some time, the company is just now swinging into full production with the vender. Production is expected to reach 1,000 units a month by February.

Altogether the Hawkeye machine is electrically heated and illuminated, operation is automatic. Vender has an aluminum cabinet with baked enamel finish. It is 61 by 15 by 16 inches and weighs 65 pounds. A corn storage compartment at the top of the machine holds two bushels of pre-popped corn. A corn storage compartment at the top of the machine holds two bushels of pre-popped corn. A corn storage compartment at the top of the machine holds two bushels of pre-popped corn.
AOHIO and WESTERN PENNSYLVANIA

A NEW TRACK ON A FAST-GROWING LINE

distributing

DRINK-O-MAT

CUP DISPENSER

featuring

COOLER-CARB

There's a green light shining all the way down the rails as two more states, Ohio and Western Pennsylvania, prepare for Drink-O-Mat. It will be a complete success from the start as it has been in other operations throughout the country.

It's a miracle machine! A thoroughly proven, amazingly efficient cup dispenser that serves freshly made, ice-cold, sparkling drinks in 6 seconds.

It's the only machine with COOLER-CARB! This entirely new unit instantly DRY refrigerates and carbonates each drink AS served and achieves complete sanitation.

Twelve years of combined manufacturing and operating experience have resulted in Drink-O-Mat's all around superiority with such outstanding features as ... Automatic Changemaker, 1000 Cup Capacity, Foam Control, Drink Adjuster and other perfections that mean constant performance and profits.

See Drink-O-Mat at your distributor's showroom today.

Write for Free Booklet No. 59

Drink-O-Mat INDUSTRIES CORPORATION

General Sales Office: 250 West 57th Street, N.Y. 19
Phone: Circle 6-5941 - Factories: Lawrence, Mass.
### Guide to Vending Machine Manufacturers

This list of vending machine manufacturers is classified according to type of equipment produced for convenient use by operators. Names of number of manufacturers are thus repeated if they manufacture more than one type of equipment.

#### BULK (candy, gum, nut)

<table>
<thead>
<tr>
<th>Manufacturer</th>
<th>Address Details</th>
</tr>
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<tbody>
<tr>
<td>Adams-Fairfax Corp.</td>
<td>1721 W. Jefferson Blvd. Los Angeles</td>
</tr>
<tr>
<td>Advance Machine Co.</td>
<td>4941 N. Ravenswood Ave. Chicago</td>
</tr>
<tr>
<td>Alkuno &amp; Co., Inc.</td>
<td>408 Concord Ave. New York</td>
</tr>
<tr>
<td>Asco Vending Machine Exchange</td>
<td>55-57-59 Branford St. Newark, N. J.</td>
</tr>
<tr>
<td>Atlas Manufacturing &amp; Sales Co.</td>
<td>12220 Triskett Rd. Cleveland</td>
</tr>
<tr>
<td>Columbus Vending Co.</td>
<td>2005-13 E. Main St. Columbus, O.</td>
</tr>
</tbody>
</table>

#### CANDY BAR

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</tr>
<tr>
<td>American Vending Co.</td>
<td>1401 Fairfax Trafficway Kansas City, Kan.</td>
</tr>
<tr>
<td>Automatic Canteen Company of America</td>
<td>Merchandise Mart Chicago</td>
</tr>
<tr>
<td>Coan Manufacturing Co.</td>
<td>1670 Helena St. Madison, Wis.</td>
</tr>
<tr>
<td>Mills Automatic Merchandising Corp.</td>
<td>21-30 44th Rd. Long Island City, N. Y.</td>
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<td>21-30 44th Rd. Long Island City, N. Y.</td>
</tr>
<tr>
<td>Pulver Co.</td>
<td>33 Box 23 Rochester, N. Y.</td>
</tr>
<tr>
<td>Stewart Products</td>
<td>815 W. Putnam Greenwich, Conn.</td>
</tr>
</tbody>
</table>

#### THE LANDIS "Aristocrat"

The World's Finest Automatic Popcorn Vendor

**AN OPPORTUNITY FOR YOU!!!**

Exclusive State and Territorial Franchises Still Open FOR QUALIFIED DISTRIBUTORS

**SAYS A LARGE OPERATOR:**

My customers have complimented me on the appearance of your new machine. It's the finest on the market.

**LOCAL OPERATING CONTRACTS**

are open in States not covered by Distributors. Contact us direct for a contract or for the name of the nearest Distributor in your territory.

**Call for One of Our TRAVELING REPRESENTATIVES**

**NEXT WEEK MAY BE TOO LATE IN YOUR TERRITORY**

**PHONE--WIRE--WRITE TODAY**

**J. R. Giesler and Associates**

**EXCLUSIVE MANUFACTURER'S REPRESENTATIVE**

334 No. Normandie

Phone NOrmandy 2-8309

Los Angeles 4, Calif.
January 24, 1948

NATIONAL STEALS THE SHOW!

All you could hear at the N. A. M. A. Convention in Chicago was "NATIONAL! NATIONAL! NATIONAL!" And no wonder. For Operators from the entire nation found in NATIONAL'S complete line the last word in automatic merchandising machines... tops in PERFORMANCE, in DESIGN, in QUALITY... the only automatic vending machines that are TRULY automatic. Still first in the industry... still the trailblazer in modern vending machine development. All "EYES" are now on NATIONAL.

Only NATIONAL Merchandisers are TRULY Automatic!

Right: Model 9EC—The ONLY modern Electrically-Operated, Console Type Cigarette Merchandiser... Below: Model 8EC—The newest and finest Electrically-Operated, Console Type Candy Merchandiser.

NATIONAL VENDORS, Inc: 5055 Natural Bridge Ave.

St. Louis 15, Mo.

Manufacturers of the finest electrically and manually operated cigarette and candy automatic merchandising machines—Both Console and Conventional Models. A NATIONAL for every type of location.
We've been telling you—that when Lehigh does something it does it right! What you saw at the big show in Chicago proves it!

AUTOMATIC VENDING MACHINES

THE NAME THAT MEANS AUTOMATIC VENDING TO MILLIONS

FORWARD IN '48

Because Lehigh was started right—because it has a sound and far-reaching business policy—and because it has large resources and ample facilities—Lehigh is looking forward to a banner year in '48—a year that will carry everyone associated with it to real prosperity.

STANDARD VENDORS DIVISION
Lehigh Foundries, Inc. EASTON, PA.

CIGARETTE MACHINES

NATIONAL 9-18 ... $110.00
NEW UNEEDA 5 COLS. ... $150.50
NEW UNEEDA 6 COLS. ... 149.50
NEW DU CREHIN CHALLENGER 7 COLS. ... 125.00
UNEEDA MODEL 200 9 COLS. ... $135.00
UNEEDA MODEL 500 11 COLS. ... $115.00
UNEEDA MODEL 500 15 COLS. ... $130.00
UNEEDA MODEL E 9 COLS. ... 72.50
UNEEDA MODEL E 12 COLS. ... 62.50
UNEEDA MODEL E 15 COLS. ... 57.50
UNIVERSAL 110 8 COLS. ... 23.50
UNIVERSAL 110 8 COLS. ... 87.50

CANDY MACHINES

NATIONAL 9-18 ... $110.00
UNEEDA 7 COLS. ... 75.00
ROWE DELUXE 120 BAR CAP. ... 100.00

5c GUM AND MINT MACHINES
9 COLS. ... $12.50
10 COLS. ... 122.50

10c CIGAR MACHINES
1 COL. ... 110.00
2 COLS. ... 225.00

SPECIAL! DU CREHIN CHALLENGER 11 COLS. ... 32.50
SPECIAL! Single Coll. ... 22.50

CANDY AND CIGAR MACHINES

UNEEDA VENDING SERVICE
"THE NATION'S LEADING DISTRIBUTOR OF VENDING MACHINES"
166 CLYMER STREET Evergreen 7-4568 BROOKLYN 11, NEW YORK

COFFEE

Automatic Canteen Company of America
Merchandise Mart
Chicago

Bill Fryer Associates
166 W. Jackson
Chicago

Cena Manufacturing Co.
1076 Helena St.
Madison, Wis.

Kayem Products Co., Inc.
8161 Santa Monica Blvd.
Hollywood

Shipman Manufacturing Co.
3228 S. Lorena St.
Los Angeles

Stewart Products
315 W. Fullam
Greenwich, Conn.

CIGAR

Alkone & Co., Inc.
468 Concord Ave.
New York

Amity Manufacturing Corp.
214 Washington St.
Perry Amboy, N. J.

Cigaromat Corp. of America
303 Fourth Ave.
New York

Frost Vending Machine Corp.
98 Waters St.
Boston

McCormick-Illion Co.
396 Coll St.
Irvington, N. J.

COFFEE

Automatic Canteen Company of America
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Chicago

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1076 Helena St.
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8161 Santa Monica Blvd.
Hollywood

Shipman Manufacturing Co.
3228 S. Lorena St.
Los Angeles

Stewart Products
315 W. Fullam
Greenwich, Conn.

SLEIGHTS USED

ADAMS GUM MACHINES

$20.00 EACH

A.M. - GUM BAGS

TOSO $12.50

WRITE FOR CATALOGUE 1757

1/3 deposit must accompany all orders.

RAKE COIN MACHINE EXCHANGE
609 SPRING GARDEN ST., PHILA 23, PA.

NEW BULK VENDORS

Victor Model V Gumball Type 1 to 100, $12.50
Victor Model V Gumball Type 101 to 1000, $13.75
Victor Model V Gumball Type 1 to 9, $13.75
Victor Model V Gumball Type 1000 to 10000, $13.75
Victor Model V Gumball Type 100 to 1000, $12.50

COFFEE

Automatic Canteen Company of America
Merchandise Mart
Chicago

Bill Fryer Associates
166 W. Jackson
Chicago

Cena Manufacturing Co.
1076 Helena St.
Madison, Wis.

Kayem Products Co., Inc.
8161 Santa Monica Blvd.
Hollywood

Shipman Manufacturing Co.
3228 S. Lorena St.
Los Angeles

Stewart Products
315 W. Fullam
Greenwich, Conn.

Knappway Devices
1400 Main St.
Kansas City, Mo.
U-NEED-A VENDORS

Proudly Presents

"THE CIGARETTE MACHINE
OF DISTINCTION"

THE NEW
U-NEED-A
Electric

Cigarette Machine

At the C.M.I. Convention
Jan. 19th to Jan. 22nd
Booths 78-79-80
Sherman Hotel • Chicago, Ill.

1. Largest capacity, holds more packs than any other
cigarette machine. (£ column machine, 612 packs...
612 books of matches.) (7 column machine, 476 packs...
612 books of matches.)
2. Sells cigarettes from 15c to 40c.
3. Takes nickels, dimes or quarters.
4. One slot for all coins.
5. Drop a quarter, get a nickel change on 20c pack.
6. Machine adjustable to sell at 3 different prices; price
changes made by the simple turn of dial.
7. Adjustable to dispense matches free with cigarettes or
sell for 1 cent.
8. A "column Empty" sign flashes when column is all sold
out.
9. Equipped with unbreakable mirrors.
10. All electrical parts assembled on two separate units—
both replaceable in a few seconds.
11. "Three-Point" locking feature on doors makes it 100% jimmy-proof.
12. Vends king size or regular size cigarettes without an
extra installation or removal of any parts.
14. Cabinet designed by Norman Bel Geddes.

PATENTS PENDING

U-NEED-A VENDORS, INC.
288-308 Frelinghuysen Ave. Newark 5, N. J. Bigelow 3 1767
Smart Operators are buying nothing but Northwes
ternal DELUXE Because it's the best buy in bulk vending today!

Where else can you find one machine enabling you to vend either a penny or nickel portion, or, should you desire, a quick change and you have a straight penny or straight nickel unit. The straight nickel machine dispenses five, three, one or one penny portions. Each portion is adjustable, too! No need to worry about making money with Deluxe, regardless of merchandise costs. But this is just one of the many outstanding features.

When you stop and think of its positive slug protection—accurate vending of all products—quick, easy servicing with the handy in-a-door mechanism, you'll readily see why the boys making the big money in bulk vending today use Northwestern DeLuxe. Why don't you see for yourself? Write for complete details.

Lymans Manufacturing Co., Inc.
327 W. 34th Terraces
Kansas City, Mo.

Manning & Lewis
30 Ogden St.
Newark, N. J.

Rudd-Melikian, Inc.
1547 N. Howard St.
Philadelphia

COIN CHANGERS

A. B. T. Manufacturing Co.
714-716 N. Keedie Ave.
Chicago

Bell Products Co.
2000 N. Oakley Ave.
Chicago

Coin-O-Matic Cashier, Inc.
280 W. North Ave.
Chicago

Douglas Manufacturing Co., Inc.
253 St. John St.
Portland, Me.

Frost Vending Machine Corp.
90 Waters St.
Boston

Johnson Fare Box Co.
4610 N. Ravenna wood Ave.
Chicago

Mills Industries, Inc.
4100 W. Fullerton Ave.
Chicago

National Rejecters, Inc.
5180 San Francisco St.
St. Louis

Universal Coin Changer Corp.
311-731 N. Ave.
Los Angeles

Vendo Co.
7400 E. 12th St.
Kansas City, Mo.

COOKIE

Garwood Metal Co.
Garwood, N. J.

Mills Automatic Merchandising Corp.
21-50 44th Ed.
Long Island City, N. Y.

Stalter Manufacturers Corp.
2112 Broadway
New York

DAIRY DRINK

Ex-Cello Corp.
1200 Oakman Blvd.
Detroit

Ideal Dispenser Co., Inc.
532 S. McClun St.
Bloomington, Ill.

O. D.Jennings & Co.
4309 W. Lake St.
Chicago

Kalva Vendors, Inc.
605 W. Washington Blvd.
Chicago

Milk-O-Mat Corp.
500 5th Ave.
New York

Selector Products Co.
3900 Park Ave.
St. Louis

HOT NUT

Allumo & Co.
608 Cowen Ave.
New York

Asco Vending Machine Exchange
Corporation
5-51-59 Franford St.
Newark, N. J.

Murro-Matlock
Euclid 71st Bldg.
Cleveland

CHARMS

MADE OF STERILE PLASTIC
Specially Engineered
For Vending Machines
Proven Display and
Sales Value
13' Varieties, Ass't'd. Colors
75% Luminous

$4.50 per 1000
SAMPLES ON REQUEST
YECO SALES
2639 N. RACINE
CHICAGO 14, ILL.

All or Any Part of
2,500# 5/"-

BALL GUM

31c per pound
Cash with order

WM. R. HARRIS
721 Broadway
Paducah, Ky.

THE NORTHWESTERN CORPORATION
86 EAST ARMSTRONG ST., MORRIS, ILLINOIS

"DON'T MISS THIS"

HILCO-VENDS

BORDEN'S CHOCOLATE COVERED ICE CREAM BAR
INQUIRE AT BOOTH #35, HOTEL SHERMAN, JAN. 19-22
Electrically Refrigerated DeLuxe Ice Cream Bar Vendor by Hilco
Some Exclusive Franchised Distributorships Available.

UNIVERSAL DIST. CO.
210 N. EWING
Phone: Newstead 7001 ST. LOUIS 3, MO.
Walter Gummersheimer, National Sales Representative

FOR SALE

HOT NUT VENDORS
Have fifty-two nut vending machines left, guaranteed identi-
ically the same machine as advertised page 30, November 22nd
issue of BILLBOARD. . . . First order received takes lot at

BUSH AGENCY, RADIO BLDG., ARLINGTON, VA.
The "New Look" in Electric Cigarette Merchandising!

The FIRST electric cigarette machine

ELECTRO, the all-electric cigarette machine, is two full years ahead of all other electric cigarette machines.

ELECTRO is easy to operate, MAGIC TOUCH DELIVERY, beautiful in design, efficient, space-saving (only 44 inches high) and requires a minimum of servicing.

A PROVEN TESTED MONEY MAKER

ELECTRO is not an experiment. Already used successfully by hundreds of operators in thousands of locations from Maine to California, ELECTRO has been acclaimed as the greatest achievement in the history of automatic cigarette merchandising.

Anticipate your 1948 requirements for this machine NOW. WRITE, WIRE or PHONE your orders TODAY to insure prompt delivery.

World's Largest Cigarette Machine Factory Producing the World's Finest Electric Cigarette Machine

NOW IN FULL PRODUCTION

Due to heavily increased demand, production has been doubled at our new plant. This is the largest cigarette merchandising machine factory in the world.

A Product of C-8 Laboratories

EASTERN ELECTRIC VENDING MACHINE CORP.

General Motors Bldg., 1775 Broadway, New York 19, N. Y.
NEW KAYEM
ASPIRIN VENDING MACHINE
Now available for immediate delivery.
Territories now open for distributors.
Distributors, contact us for prices and ter-
ritories available. Operators, contact us for
your local distributors' addresses.

Silver King Corp.
622 Diversey Blvd.
Chicago

Tropical Trading Co.
704 W. Madison St.
Chicago

White Machine Co.
104-06 Livingston St.
Newark, N. J.

ICE CREAM
Revco, Inc.
1415 E. Church St.
Deerfield, Mich.

Vendi-Freeze Corp.
3055 Reynard Way
San Diego, Calif.

BEVERAGES
Beaver Machine & Tool Co.
203 Edison St.
Syracuse

Snively Vending & Sales Co.
Winterhaven, Fla.

Teledion Corp.
12 E. 44th St.
New York

LAUNDRY — AUTOMATIC
Ald. Inc.
3408 N. Lincoln Ave.
Chicago

F. L. Jacobs Co.
1043 Spruce
Detroit

Telecoin Corp.
12 E. 44th St.
New York

POP CORN
Dale Engineering & Sales Co.
6529 Howard St.
Skokie, III.

Electro-Serve, Inc.
Commercial Merchants Bank Bldg.
Peoria, Ill.

Emerson Brothers' Manufacturing Co.
2431 W. Washington Blvd.
Los Angeles

Hawkeye Novelty Co.
1754 E. Grand Ave.
Des Moines

Kunkel Metal Products Co.
923 S. Los Angeles St.
Los Angeles

Star Metal Manufacturing Co.
Trenton & Ann Sts.
Philadelphia

SEE IT AT CMI SHOW!

DAVAL PRODUCTS CORP.
1512 N. FREMONT ST., CHICAGO 25, ILL.

SPECIAL OFFER
4 Columbus Ball Gum Machines and
4100 Balls 1/4" Bubble Gum...$48.75
(Late Models—Now Guaranteed)
Shipman Duplex Stamp Machines...$18.00
Shipman Triplex Machines...$23.50
Lowest prices on Bubble Gum, Pea-Woo-
Beans, Charms, Strands.

McBride WHOLESALE COMPANY
P. O. Box 5215
Memphis, Tenn.
January 24, 1948

**The Revelation**

of Another Kind of "Man of Distinction", the American Coke Drinker

**AMAZING NEW SOFT DRINK CUP VENDOR TO SELL MILLIONS OF COKES TO MILLIONS OF DISTINCTIVE COKE DRINKERS**

- Location tested
- Superbly designed
- Unexacting maintenance
- Magnificent performance
- Meets all known sanitary requirements
- Takes only 6 seconds to make blended splendid ice cold soft drinks

**SENSATIONALLY PRICED AT ONLY**

995.00

F.O.B. FACTORY

**INTERSATE SALES**

Quenches your profit thirst

3709 West Pico Boulevard
Los Angeles 6, California

A limited number of exclusive franchised territories available

**NOW IN QUANTITY PRODUCTION**

10 years of mechanical know how have gone into the making of the Revelation... 104,000 square feet of bustling factory space is now turning out quality units at a quantity pace.

**SEEN THE REVELATION AT BOOTH NO. 170**

SHERMAN HOTEL CHICAGO
A DREAM COME TRUE

For BULK VENDING MACHINE OPERATORS

You need not fear overstocking when you order nuts processed by California Almond Orchards, Inc. Their exclusive method of packing in 3-lb. tins assures absolute freshness when you open the tin. You form a pouring spout with the top of the opened tin, and following its use, return the top to its original shape and re-close with the special "Tite-Fit" lid to keep the nuts fresh long after the tin has been opened.

California Almond Orchards, Inc., located in the "Almond Bowl of America," has a large, modern plant, equipped with specially designed machinery to French Fry all kinds of nuts in pure coconut oil and pack them in air-tight 3-lb. tins. And, before you, they are bonded over a month to meet the rigid specifications for processing nuts for your machines.

Write today for ROCK BOTTOM PRICES on the following:

- BUBBLE GUM
- RAIN-BLO BUBBLE GUM
- PRIZE BALL GUM

Priced as low as 31¢ per lb.

Freight paid to your door on gum orders. "Does your jobber do this?"

SMALL BOSTON BAKED BEANS
SMALL RAINBOW PEANUTS
LICORICE LOZENGES
SALTED SPANISH PEANUTS
SALTED VENICE PEANUTS

Can now supply Candy-Coated chewing gums—Chicklet Style. Assorted Colors and Flavors. $960 count to pound. Packed 30 lb. to carton

180 pounds $68.40

LESS THAN 180 LBS. 40¢ PER LB.

Full Cash With Order, F. O. B. Factory.

VICTOR VENDING CORP., CHICAGO

Can be bought on time payment. 16 weeks to pay for same.

You will find it better to deal with ROY TORR

118 VENDING MACHINES
The Billboard
January 24, 1948

1948
IMPS

SHIPMAN
TRIPLEX STAMP

STAMP FOLDERS

For Shipman, Schermack, V. I.
for the

10,000 5.51
20,000 10.00
50,000 28.95

Immediate Delivery

Operators' Price

$39.50

Distributors interested in selling our advertised machines, write for details.

173 Alphabet Ave, Chicago, Ill.
PARKWAY MACHINE CORPORATION
429 W. North Ave., Dept. B
Phone: Market 1447 BALTIMORE 17, MD.

A-1 SALESMEN WANTED
For one of the best propositions in the vending machine field. Unusually large earnings. Territories available in all States now.
BOX D-204, The Billboard, Cincinnati 22, Ohio
a fortune in popcorn with

Ever Fresh

QUALITY AT A PRICE

AN ENTIRELY NEW APPROACH TO AUTOMATIC POPCORN SALES

Faultlessly Engineered and
Brilliantly Designed – featuring:
1. Animation
2. Thermostatic Heat Control
3. Positive Popcorn delivery eliminating "bridging"

Your visit to Chicago during the CMI show this year will produce exciting results when you see the new and completely modern Ever Fresh Popcorn dispenser.

Manufactured by the Linco Tool & Machine Co., Ever Fresh represents the height of modern engineering applied to one of the most profitable of all items — Popcorn.

For over 25 years, Linco has been manufacturing for such firms as General Electric, Westinghouse, Rexall Stores and the Gillette Safety Razor Co.

See Ever Fresh at a private showing

CONGRESS HOTEL
CHICAGO
JAN. 19th through JAN. 22nd

Exclusive Distributing Franchises Available

LINCO TOOL & MACHINE CO.
DESIGNERS & MANUFACTURERS

264 Arlington Street, Watertown 72, Mass. • Watertown 4-0110-0111

MODEL "A"
MADE TO SEL FOR ONLY
$199.50
F.O.B. FACTORY

www.americanradiohistory.com
Popcorn's Big Year

One of the first firms to make a coin-operated popcorn vender and put it into production was the Kunkel Metal Products Company, Los Angeles. Firm began making popcorn venders in 1936. Several of its pre-war machines are still on location throughout the country.

At present Kunkel is in production with a new model. Production on the vender began in July, 1947. New Kunkel vender is set for nickel operation as was its pre-war predecessor.

Censor. Standing 62 inches high, it is 16 inches square and weighs approximately 97 pounds. Upper part of the machine has large glass sections so that the corn may be seen. National distributor for the Kunkel machine is NovoAmerica of Los Angeles.

Landis Aristocrat

Recently placed into production is the Landis Aristocrat coin-operated popcorn vender by the Landis Manufacturing Company, Santa Monica, Calif.

Landis vender features adjustable popcorn delivery, which allows the operator to regulate the amount of corn delivered. It is adjustable to either nickel or dime operation and is fully automatic, operating from a motor shaft.

A single heating unit keeps only the amount of corn about to be delivered hot. A warmer maintains corn in the remainder of the machine. Machine is 60 by 18 by 18 inches and has an illuminated plume of color that is frozen in the top and has a storage compartment in the side of the machine. Half of the vender holds 100 pounds of corn in addition to the six gallons that fit into the hopper. National distributor for the machine is J. B. Giesler & Associates, Los Angeles.

Stylo Popmaster

Stylo Manufacturing Company, Long Beach, Calif., is presently producing a floor model popcorn vender known as the Popmaster. Distributors report that they are making deliveries within 24 hours of orders being received.

Popmaster is 66 by 16 inches and weighs 75 pounds. It is an eight-gallon one-piece plexiglass storage bin at the top of the machine with a cast aluminum top hinged on the left side for removal. Cabinet has a baked enamel finish with polished aluminum trim.

Machine has a two-stage electric heating unit. Operation is mechanical with a push-down type operating lever.

Viking Minit-Pop

Only fully automatic popcorn vender is manufactured by the Viking Tool & Machine Corporation, Belleview, N. J. Known as Minit-Pop, the Viking machine pops corn freshly each time a coin is inserted.

Machine is 62 by 17 inches. Popular temperature is scientifically controlled at all times. The Minit-Pop vender is in production and in operation in numerous sections of the country.

Insertion of a dime in the coin slot of the machine starts it in operation. A measured cup of corn is visibly placed in the hopper. The hopping hopper oscillates, keeping the corn in motion. When the corn has been fed up to the vender, an operator opens the machine, the hopper lights and pours the corn thru a chute into the hopper.

One of the biggest advantages of the Minit-Pop is its novelty value. Chords frequently gather around the vender to watch it operate.

Along with the coin-operated machines, many operators have gone into the operation of manually operated popcorn venders on their routes. Such machines are generally counter warmers which are designed to vend a set portion of corn when a lever is actually pulled by the consumer.

Among the manufacturers of this type of machine are Auto-Vend, Inc.; Dale Engineering and Sales Company and ABC Popcorn Company, of Chicago.

Auto-Vend's machine is similar to its Pop Corn Sea Floor model with a coin mechanism, automatic delivery or base. The Dale machine is identical to their coin-operated model except it lacks the coin mechanism.

ABC's vender is known as the Little Giant Dispenser and is designed only for manual operation. It has an eight-gallon capacity and is increased by use of a larger plastic storage compartment cylinder. Measurements of the stand hold 16 gallons. Little Giant Dispenser is 28 by 15 by 12 inches. Any sized portion may be dispensed.
Guide to Vending Machine Manufacturers

(Continued from page 118)

RAZOR BLADES
Automatic Dispenser Co. 9018 W. Olympic Blvd. Los Angeles
Gem Vending Manufacturing Co. 3417 W. 130th St. Cleveland
Munro-Matlock Euclid 71st Bldg. Cleveland
Shipman Manufacturing Co. 1326 S. Lorena St. Los Angeles

SERVICE
American Locker Co., Inc. (parcel locker) 2411 Congress St. Boston
Automatic Towel Cabinet Co. (towel) 765 E. Adams Ave. Detroit
Ralph W. Brown (insurance) 97 N. Sixth St. Columbus, O.
Hospital Specialty Co. (sanitary napkin) 1901 E. 60th St. Cleveland
King Manufacturing Co. (steam cabinet) 504 Neck Rd. Brooklyn
Kleinert Manufacturing Co. (shoe shine) 5335 E. Slauson Ave. Los Angeles
Nik-O-Lok Co. (toilet lock, seat, germicidal lamp) 110 N. Illinois St. Indianapolis
Sanitex Co. (sanitary napkin) 14182 Myers Rd. Detroit
Trans Meter Corp. (ticket) 82 William St. New York

SANDWICH
Automatic Canteen Company of American Merchandise Mart Chicago
Radio Chef, Inc. 310 S. Racine St. Chicago
Vendomatic Corp. 34 W. 33rd St. New York

SCALES
A. B. T. Manufacturing Co. 715-723 N. Kedzie Ave. Chicago
American Scale Manufacturing Co. 3206 Grace St., N.W. Washington
J. P. Frantz Manufacturing Co. 8022 S. Racine Ave. Chicago
Hamilton Scale Co. 214 Oliver St. Tokyo
Total Weighing Machine Co. 1012 W. 43rd St. Los Angeles

They Are In Stock
Awaiting Your Order

THE GREATEST MONEY
MAKING SCALE ON
THE MARKET, AND
100 PER CENT
AUTOMATIC
NO KNOBS OR HANDLES
TO TURN—THE COIN
DOES ALL THE WORK

Gets locations and holds them. A fortune or character reading with each weight, and a slot for each month of the year.

WRITE OR WIRE TODAY FOR DETAILS

AMERICAN SCALE MFG. CO.
3206 Grace St., N.W. Washington 7, D. C.
Cable Address: “AMSCA”

FREE Trial Package

PETER PAN Gum

corporation

Announces

The latest Vending Machine best seller

5/8" BALL GUM Rainbow Colors—Each Individually Flavored

FREE 5 lb.
TRIAL PACKAGE TO ANY OPERATOR

Send in the coupon below with your business card or letterhead

PETER PAN GUM CORP. DEPT. M
834 STERLING PLACE, BROOKLYN 16, N. Y.

Please send me, without obligation, your FREE Trial Package of Peter Pan 5/8" Ball Gum—individually colored and flavored.

Name ..................................................
Address ..............................................
City ...................................................
State ..................................................
No. of machines operated ..........................

IT’S FREE—SEND FOR IT TODAY!

PETER PAN GUM CORP., 834 STERLING PLACE, BROOKLYN 16, N. Y. PRESIDENT 3-7400
MODERNIZE your cigarette machines with our distinctive picture mirrors

- Thirty designs to choose from.

An ordinary picture cannot do the mirrors justice. The mirrors are illuminated from the rear, thereby giving the picture a life-like appearance.

**BOOThS 191-192**

Write us for complete details and pictures of the designs.

**SCOTTO MUSIC CO.**

1600 E. EL CAMINO AVENUE

NORTH SACRAMENTO, CALIF.

---

**Headline Performance**

with **UNIVENDOR**

**VEND CANDY AND ASSORTED MERCHANDISE FROM 5c to 20c**

**UNIVENDOR** heads the sales parade in every location—tempting every customer with a wide variety of assorted merchandise. Simple adjustment sets the columns for items most popular at each location.

---

**SOFT DRINK — BOTTLE**

American Vendors, Inc. 750 S. La Brea

Los Angeles

Autovend Co. 5319 Broadway

Kansas City, Mo.

Bastian-Blessing Co. 4291 Petersen Ave.

Chicago

Bernitz Manufacturing Co. 2125 Indiana Ave.

Kansas City, Mo.

California Aircraft Engineering Co. 170 S. La Brea

Los Angeles

Carton Cooler Co., Inc. 1491 Woodward

Kansas City, Mo.

Dispressers, Inc. 1927 Franklin St.

Wilmington, Del.

General Vending Machine Corp. 549 W. Washington Blvd.

Chicago

Glasscock Brothers’ Manufacturing Co.

Muncie, Ind.

Ideal Dispenser Co., Inc. 541 S. McClure St.

Bloomington, Ill.

F. L. Jacobo Co. 1403 Spruce St.

Detroit

Kolva Venders, Inc. 605 W. Washington

Chicago

Mills Industries, Inc. 1400 Fullerton Ave.

Chicago

Portable Elevator Manufacturing Co.

Dept. E-20

Bloomington, Ill.

The Selectvend Corp. 1820 Wyanotote

Kansas City, Mo.

Stewart Products 315 W. Putnam

Greenwich Conn.

Tip Corporation of America

Marion, Va.

U. S. Vending Corp.

Board of Trade Bldg.

141 W. Jackson Blvd.

Chicago

Vendall Division

Hydro Silex Corp.

Gasport, N. Y.

Vendo Co. 7400 E. 12th St.

Kans City, Mo.

Vendolator Manufacturing Co.

400 Railroad Ave.

Fresno, Calif.

Westinghouse Electric Corp. 284 4th Ave.

Pittsburgh

---

**SOFT DRINK — CUP**

American Vending Corp.

1491 Fairfax Traifway

Kansas City, Kan.

American Vendors, Inc.

750 S. La Brea

Los Angeles

Automatic Caneston Company of America

220 W. North Bank

Chicago

C. C. Bradley & Son

N. Franklin & Goodwin Sts.

Syracuse

California Aircraft Engineering Co.

750 S. La Brea

Los Angeles

---

**New! 1948**

**POSTMASTER STAMP VENDER**

Vends direct from THREE Government rolls... no folder expense! Efficient! Guaranteed! Outstanding!

Write for Circular

**DAVA L PRODUCTS CORP.**

1529 N. FREMONT ST., CHICAGO 22, ILL.
DLIGHT

The HAMILTON PENNY WEIGHING SCALE!

It's here! Hamilton offers you the lowest priced penny personal weighing scale on the market. With all these features... Modern Design... Light Weight... Rugged Construction (can be transported in any position without harm to the scale)... simple to install and adjust, even a child can do it... and it carries a Lifetime Guarantee! You can double or triple the number of scales you have in operation with Hamilton, the scale that more pays for itself.

* Distributors—Exclusive Territories Open
Write for full story

HAMILTON SCALE COMPANY
214 OLIVER ST., TOLEDO 4, OHIO

Increase your LOCATION PROFITS!
IMMEDIATE DELIVERY

TRIANGLE VENDOR


* Light Weight
* Foot Proof
* Safety Wall Fastener
* Throat Proof
* Guaranteed

WRITE OR WIRE TODAY

TRIANGLE SALES, INC.
5042 WINTHROP AVE. CHICAGO 40, ILL.

VICTOR'S
New MODEL K
With ENAMEL FINISH

Featuring:
PLASTIC MERCHANDISE WHEEL
Guaranteed Non-Corrosive Rotations of Vending or Merchandise Vendors.
- Porcelain Enamel Body
- Porcelain Enamel Display Chute
- Porcelain Enamel Chute Cover
- Porcelain Enamel Coin Mechanism
- Quick, Easy Servicing

TYPEWRITERS

Marlyn C. Ford
Jacksonville, Fla.

Atlantic Co. (pocketbooks)
301 4th Ave.
New York

Automatic Book Vending Corp.
305 Tobin Ave.
Boston, Mass.

Dixie Cup Co. (paper cups)
Easton, Pa.

International Monoscope Corp.
(phono machine, voice recorder)
44-45, 11th St.
Long Island City, N. Y.

International Vending Machine Corp.
(package machines)
410 4th Ave.
New York

VICTOR VENDING CORP.
5711 Grand Avenue Chicago 39, Ill.

FEEDBACK ON VENDING MACHINES

VICTOR'S MODEL V
The Choice of Thousands of Successful Operators

MERCHANDISE (miscellaneous)

Advance Machine Co. (pocketbooks)
4441 N. Ravenswood Ave.
Chicago

Automatic Book Vending Corp. (newspapers)
305 Tobin Ave.
Boston, Mass.

Dixie Cup Co. (paper cups)
Easton, Pa.

International Monoscope Corp.
(photo machine, voice recorder)
44-45, 11th St.
Long Island City, N. Y.

INTERNATIONAL VENDING MACHINE CORP.
PACKAGE MACHINES

VEDER PRODUCTS CO.
641 S. Halstead Blvd.
Hollywood

Lovel Aspirin Machine Co. (aspirin)
Fort Worth

Lilly-Tulip Cup Corp. (paper cups)
123 E. 42nd St.
New York
CONVENTION SPECIALS!

ANYONE WHO CLIPS THIS AD AND SENDS IT TO US ON OR BEFORE FEBRUARY 29TH WILL BE ENTITLED TO THE PRICES QUOTED ON THE DEALS LISTED BELOW

YES!
We, as a distributing agency, pay the freight on the following:
Orders for 3 or more cartons of Rainbow Peanuts or Boston Baked Beans or 100 lbs. of 5/8" Bubble Ball Gum.

VICTOR MODEL V

DEAL $1
5 Globe-Type Victor Model V, $72.50.
52% Sales Tax.
-

DEAL $2
5 Globe-Type Victor Model V, $77.25.
52% Sales Tax.
-

DEAL $3
5 Globe-Type Victor Model V, $73.75.
52% Sales Tax.
-

VICTOR MODEL K

DEAL #4
5 Victor Model K, $64.75.
52% Sales Tax.
-

DEAL #5
5 Victor Model K, $69.75.
52% Sales Tax.
-

DEAL #6
5 Victor Model K, $66.75.
52% Sales Tax.
-

Prices quoted on above merchandise only hold for complete deals.
Write for quantity prices on Rainbow Peanuts, 5/8" Bubble Ball Gum, Boston Baked Beans and Burst Peanuts.
1/2 Deposit, F. O. B. Brooklyn, N. Y.; Balance C. O. D.

PIONEER VENDING SERVICE
EXCLUSIVE VICTOR DISTRIBUTOR IN NEW YORK
461 SACKMAN ST. BROOKLYN 26, N. Y. PHONE DICKENS 2-7992

Douglas Shoe Shiner
At GMI Show; Name
N. Y. Area Distrib

Parent said that the displays of the machine staged by Charles L. Ward and Karl Beutte in the East had been satisfactory. The national sales manager said that Shoe-Shine, a partnership of Arl Sh Zuckerman and Sam Cohen, had been named to distribute the equipment in the New York vicinity.

Look, Look, Look
ATTENTION
SCALE OPERATORS!
START THE NEW YEAR WITH
BRAND NEW EQUIPMENT

Here is the opportunity you have been waiting for, offered by J. F. Frantz Mfg. Co.

The internationally well-known Aristo and Mike-e scale manufacturer. Would you like to be the first in your area to own one? This is your chance to make your business unique and stand out from the rest.

The Aristo and Mike-e scale is designed to meet the needs of both small and large businesses. It is easy to use, requires minimal maintenance, and offers years of reliable service. The Aristo and Mike-e scale is the perfect addition to any business.

For further details, please contact J. F. Frantz Mfg. Co. at 8022 SO. RACINE AVENUE, CHICAGO 20, ILLINOIS.
K-25
GUSS-ER
SCALE

ALL-MECHANICAL
OPERATION
Available now for immediate shipment, the famous K-25 Guesser Scale. Thoroughly reconditioned, beautifully refinished, mechanically perfect.
$149.50 EACH
$49.50 with order, balance $10.00 per month.

When ordering an extension supply, note the commercial references or deduct 2% for cash with order. These ready to ship. Write, phone or mail your order today.

The VENDING MACHINE CO.
FAYETTEVILLE, NORTH CAROLINA
U.S.A.

CIGARETTE MACHINES
REAL LOW PRICES
READY FOR LOCATION
National 8-30
Rose 2-75, Mint & Gum, Etc.
Dufreinle We, B. O.
Dufreinle E., E., WE.
Dufreinle E., E., B. O.
Dufreinle 7-Glo, Chicago, Ill.
2/-/2.00, 3/-2.00, 4/-
Mauch, 5/-
Phillips 10-19, 2/-
and up.
Rose 3-10, Mint & Gum, Etc.
Dufreinle 10-20, Chicago, Ill.
Rose 25-50, B. O.

Advance Ball Gum Vendors
Sample
2 thru 11....$1.75
12 thru 19....$2.00
30 and up....$3.00

T. O. THOMAS CO.
1572 JEFFERSON
PHONE: 2131
PADUCAH, KY.

IT'S NEW; IT'S PATENTED; IT'S THE ONLY
VAN-LITE POCKET LIGHTER
FILLING STATION

World's largest chain store reports $20 from each machine monthly—when better.
Will soon be operating in all club cars and stations of large Eastern Railroad Company.

Locations as problem.

$2.00 invested in fluid returns $10.34. Everyone who has 25c for lighter, leave supply of fluid with location. He refills—you make collections once monthly.

Whatever you sell you still count your profits in pennies.

Height, 19½—Base, 24½—Chicago Lock—Chromium Plate—Suction Cups.

WRITE—WIRE—PHONE TODAY!

WESSION DISTRIBUTING CORP.
1060 BROAD STREET
NEWARK, 2, NEW JERSEY
PHONE: MITCHELL 1-6063

199% PROFIT
• NOT A NOVELTY •
BUT AN INVESTMENT

"TOT" Brand Premium
3/4" Bubble Gum
40c Lb.
Rain-Blo
Bubble Gum
36c Lb.

FREIGHT PAID ON BALL GUM
100 Lbs. or More, Less Than 100
Lbs., F. O. B., Paducah.

YES, WE HAVE—
• Boston Baked Beans
• Spanish Peanuts
• Crimson Peanuts
• Pistachios

VICTOR
MODEL V
Globe Type...$11.75
Cabinet Type...$3.75

TERM TO 1/3 Deposit,
Rem. C.O.D.

IT'S A NOISY BUSINESS
200 FORTUNE TELLING SCALE
NO SPRINGS
HOW SCALE OPERATES
1. Step on the platform.
2. Turn the knob on the right until you get the question you want answered between the red lines.
3. Put a penny in the slot and the scale does the rest. You get your correct weight and your fortune for one cent.

Invented and Made Only By
Walling Manufacturing Company
4650 W. Fulton St.
Chicago 44, Ill.
Est. 1899—Telephone: Columbus 2770
Cable Address: WAPPING, Chicago
NORRIS MASTER VENDING MACHINE
OPERATORS SAY:
"Here's profits for me"

1 ONE 2 TWO 3 THREE

Master Operators: At last the time has come when you can vend ball gum at 2c and make money. We offer you that opportunity with the Triangle 1-2-3 attachment which can be easily installed in all Master vending machines. This is the novel way to merchandise ball gum and keep the customers interested until the machine is empty. The first penny inserted receives one ball; 2d, two; 3d, three, which means the customer will be inclined to spend at least three pennies at a time. If you ball gum sales have slumped recently, don't wait, order this attachment today and watch your business pick up.

Price $1.35 each
F. O. B. Minneapolis
½ Deposit, Balance C. O. D.

Distributors, Write or Wire for Quantity Prices.

TRIANGLE SALES COMPANY
3116 W. 28th St.
Minneapolis 5, Minnesota

The "Little Giant"
HOT POPCORN DISPENSER

- Modern
- Practical
- Economical

Illuminated plastic. Stainless steel trim. Chromatic heating elements (not a bulb). Gravity feed and shut off. Bagging companies and vending operators will find that servicemen can handle these dispensers in addition to present routes.

Manufactured by
ABC POPCORN CO.
Wholesale and Supplies
3641 W. North Ave. Chicago 47
Dickens 3375

SUPPLIERS OF
Raw Corn, Seasoning, Boxes, Bags, Pre-Popped Corn.

TRIAL OFFER
ON PURCHASE OF FIVE DISPENSERS
$57.50 each

For a period of 30 days, if the purchaser is dissatisfied for any reason, a full refund will be made upon the return of the dispensers in good condition.
"In-the-Field" Equipment Featured at Chicago Show

(continued from page 104)

Weaver will man the booth, David Products Corp., Binghamton, N. Y. It will show its Postmaster Stamp Vender. Douglas Automatic Shoe-Shining Corporation, Kansas City, will show its Shoe-Shiner, and has reserved a suite in the Sherman Hotel for special officials. Pieces of space at booth and room will be G. G. Jaffe, president and general manager, and firm’s Parent Distribution Company officials, M. L. Parent, Chicago; and Carl D. Bennett, Oakland, Calif.

Drink-O-Mat Corporation, New York, will show a cup-type soft drink vender, Express Electric Vending Machine Corporation, New York, has a booth display its Electo Electric Machine Corporation, Chicago, will present the London Aristocric coin operated vender. Coin and Electric Machine Corporation, Chicago, has scheduled a multiplex exhibit of control systems, relay controls, and the new Incorrupt Philadelphia. will present the Kwll-Kinfe hot coffee vender. Attending the booth will be J. B. Estes, manager; and F. O. Johnson, Chicago.

Chicago, will exhibit scales. Monarch Coin Machine Company, Chicago, will display coin counting machines, popcorn, ball gum, nut and candy venders. Personnel will include Roy B. Stirling, Clayton Netzer, off, Carl Huppert and Harold Pincus. National Reactions, Inc., St. Louis, will present a showing of its slug rectifying, acting devices, coin changers, timers, and electric coin devices.


Hart-Leese Company, Everett, Wash., will display a coin changer and coin counter. Hawk-eye Novelties Company, Des Moines, Pearl, a popcorn vender, will have Machine Products Company, will present a display of coin-operated devices.

Towner, Texas sales: H. Smoot, California sales, and B. Hyde, Cleveland, sales.

Sears-A-Shine, Inc., Waukecha, Wis., will devote its booth to its shoe-shine machine. Scientific Machine Corporation, New York, will feature vending and service machines. Universal Enterprises, Youngstown, O., is presenting a liquid vender. U. S. Vending Corporation, Chicago, has planned a special display in its board of trade building office.

Wilcox-Gay Corporation, Charlotte, Mich., is showing its Coin-Recordio, automatic voice recorder. Personnel present will include C. M. Wilcox, W. L. Hasenfeld, F. T. Lang, Robert Bacon, Alvin Hargroder, W. G. Wown, Texas sales; H. Smoot, California sales, and B. Hyde, Cleveland sales.

Here are the facts

on Alknou’s unique Candy Merchandisers

ALKNUO & Co.
408 Concord Avenue
Bronx, New York

MEfRO 5-7757

MECHANICAL MANUFACTURING LABORATORIES

Central Vending Machine Service Company
3947 Parrish St.
Philadelphia 4, Pa.

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Chicle From Brazil

WASHINGTON, Jan. 17.—More chewing gum for the American market may result from studies on the possibility of Brazilian production and export on a large scale by the American company, Chicle Department announced this week.

Brazil has called in U. S. experts to examine the country’s chicle potentiality, and the experts are agreed that the Brazilian product compares favorably with the Mexican market. When treated, Brazilian chicle makes gum identical with that on the American market, including the kind favored by bubble-gum addicts, said Commerce.

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Here are the facts

on Alknou’s unique Candy Merchandisers

ALKNUO & Co.
408 Concord Avenue
Bronx, New York

MEfRO 5-7757

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I put the shop on the honor system...

and told the boys to tell the customers that some really special "Specials" are coming up.

Now I'm off to CHICAGO to meet all my good friends from all over the country (and the world).

See you at the ADVANCE BOOTH!

JACK SCHOENBACH
DISTRIBUTOR OF ADVANCE VENDING MACHINES
1647 Bedford Avenue, Brooklyn 25, N. Y.

The Original
AUTOMATIC VOICE RECORDER
Popularity Voice Records
It's Not Coming—It is Here Now!
Cash In Today!

Don't experiment—get tried and tested equipment

- Units are trouble free
- Easily serviced
- Highest quality records
- Automatic
- 200 record capacity
- Attractive cabinets

REAL MONEY MAKERS

Made in BOOTH MODEL...$750.00
2 Sizes COUNTER MODEL...$500.00

The designers of WARNER Automatic Voice Recorder have over 25 years' experience in the recording field.

WARNER & SONS
300 NO. LAKE ST.
PASADENA 4, CALIF.

THE BILLBOARD
January 24, 1948

BALL GUM
Regular and Bubble
38c lb.
100 lbs. or over, Freight Prepaid less than 100 lbs., F. O. B. Birmingham.

BIRMINGHAM VENDING COMPANY
2117 3d Avenue North
Birmingham 3, Alabama

HEADQUARTERS FOR THE FIRST CHOICE OF SUCCESSFUL OPERATORS
MASTER #2
PENNY-NICKEL COMBINATION VENDOR
Handling Pitcheles or Any Other Merchandise
Money Taken and Proved

"TEENY" California Almonds—Packed in handy waxed 5-lb. tins; with 6 tins packed in a handsome box, 5c a box, C. A. E. for 1 case or 25c a tin, F. L. M. for 50c a case.

Complete Stock of Parts for MASTER VENDORS

TERMS: 1/3 Deposit, Balance O. D. O., In N. D. New York, N. Y.

FACTORY DISTRIBUTOR
TRI-STATE VENDING CO.
561 10th Avenue
New York, N. Y.

"Don't Gamble," Use '48 "SILVER KING"
BALL GUM VENDOR

(PATENTED)

No mistaking—no adjustments

Fits any 166, 170 model, 310, 315 model, or any other model, and positive delivery.

If you want the best ball gum vendor, try the "SILVER KING".

Nu-T and Ball gum Vendors, 1946.

AT ALL THE BEST DEALERS OR WRITE

SILVER-KING CORP.
631 Broadway, Chicago, Ill.

FOR SALE
IN LOTS!
60 Bulk Trays, in Original Cases...$255.00
10 National Chrome Vendors...$50.00
10 Double Peso/14 1/2c Nut Vendors, For Mix...$60.00
50 Double Adams 1c Gum Vendors, For Mix...$500.00
BRAND NEW Silver King and Columbus Vendors
All Type of Nuts—Small—Bubble Gum.......

WANTED
All Types of Counter Games,

IMMEDIATE SHIPMENT.
Send 1/2 Deposit, Balance O. D. O.
CAMO VENDING SERVICE
533 W. 31st St., New York 1, N. Y.
Phone: Madison 3-4646

WANTED
All Types of Counter Games,

IMMEDIATE SHIPMENT.
Send 1/2 Deposit, Balance O. D. O.
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533 W. 31st St., New York 1, N. Y.
Phone: Madison 3-4646

"Don't Gamble," Use '48 "SILVER KING"
BALL GUM VENDOR

(PATENTED)

No mistaking—no adjustments

Fits any 166, 170 model, 310, 315 model, or any other model, and positive delivery.

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WANTED
All Types of Counter Games,
January 24, 1948

The Billboard

MUSIC MACHINES 129

Juke Box Displays In Chicago

Phono Parts Mfrs. Repped At CMI Show

Vie for Ops' Interest

CHICAGO, Jan. 17.—Vieing for the interest of juke box operators attending the annual coin machine show, some of the manufacturers of parts and accessories for phonographs.

Included in the group will be 14 firms. Only live, however, will consist of new products, full line of electrical repair and replacement parts and phonograph amplifiers. On hand at the show will be a full line of parts, accessories and phonograph amplifiers.

The four-day Chicago Coin Machine Parts Supply 14th Annual National Convention, held at the Hotel Sherman, will be attended by many of the leading manufacturers of parts and accessories for phonographs.

Show New Juke Box At Wichita Hotel

WICHITA, Kan., Jan. 17.—Prominent coin phonograph operators of Kansas were guests of E. M. Schultz, president of Record Distributors, Inc., at a preview showing of the new Rock-Ola models held January 10 and 11 at the Lassen Hotel. Operators included Jerry Adams, Consolidated Distributors, Kansas City, Mo.; Cappy Edwards, Record Distributors, Inc., Lawrence, Kansas; and Harold Roten, of McPherson, Kan.

Record Distributors also handle Mercury and Temp records.

Begardon

CHICAGO, Jan. 17.—Thru an error, the wrong ad plate appeared on page 199 of The Billboard January 17 issue. The advertisement announced an open house at the Rock-Ola Manufacturing Corporation's showroom which gave open house dates in February. The Rock-Ola's open house will be held January 22-23 to coincide with the Coin Machine Industry Convention and Show.

Four Firms To Display at Coin Show; Four Plan Exhibits Elsewhere

CHICAGO, Jan. 17.—Although the majority of juke box manufacturers will not have displays on the exhibit floor of the coin machine show at the Hotel Sherman here next week, most of the big names in the music machine business will have their latest equipment on exhibition somewhere in Chicago during showtime.—Jan

In addition, however, will display their products at the Rock-Ola exhibit hall. Three others, however, will display their products at the Rock-Ola exhibit hall.

Latest 1948 equipment will highlight most of the displays. Two firms, Decca Records and National Filben Corporation, will display new 1948 juke boxes for the first time.

Four firms that will have displays at the show itself are Ami, Inc.; Mills Industries, Inc.; Packard Manufacturing Corporation and Fauts & Maestro Company.

Decca Records will display its Model A 140-jump juke box along with its new phonograph. The new juke box is the only display at the AMI booth.

The Rock-Ola booth will be Automatic Hostess telephone music units. These units will be demonstrated by John W. Haddock, L. C. Force, J. R. Caldon, G. W. West, H. H. Vanderzee, D. S. Beery, M. J. Gilfillan and Paul Newing.

Mills Industries, Inc., plans to display its 20-record, 40-selection Model Aireon juke box in its exhibit hall. Featured will be the Packard commercial phonograph.

Representing the Packard firm will be Homer E. Carpehr, Joseph Radtke, William F. Bole and Tony Hickin.

Wired Music Exhibit

Pantages Maestro Company, Hollywood, will feature its latest electronic music equipment at the show. Included in its display will be control panels, location equipment and alphabetical record files. Displayed for the first time will be the firm's wired music lockout assemblies.

J. Harry Snodgrass and Hugh Hocevar will handle the Packard booth.

Displays At Other Hotels

HOLLYWOOD, Jan. 17.—The Morseons Hotel will be the Airborne Manufacturing Corporation, National Filben Corporation and Fauts & Maestro Company.

Airborne will display its Model Jue, improved 1948 juke boxes for the first time along with other equipment. Several officials of the firm will be on hand to help Regional Manager Fred Mann explain the features of the new Airborne equipment.

National Filben's display will feature a finejuke box and there is a wide range of juke boxes for all types of music. The firm's two booths will be located on the ground floor of the hotel.

See Music Dept. for This Info

Among the stories of interest to the coin machine industry to be found in the Music Department of this issue of The Billboard are:

MUSICAL CRAFTSMAN APPROVED. Will hold first issue to wipe out debts.

PETRILLI APPEARS BEFORE CONGRESSIONAL LABOR COMMITTEE. Hearings before the Home of James C. Petrillo in the recently (The Billboard, January 10),

CAPPED CAPELLA. Discovers to cut new hits sans instrumental backing. It is also planned to record a non-

Union string band in Philadelphia.

TENOR ROLL OF HITS, new charts and Record Reviews will be found in the special CMI supplement this week.
POINTING up how a well-knit organization can readily get behind a clever promotion idea, try it out, and see the results, the Cleveland Music Machines Association (CPMA) has demonstrated its merit sell to both the industry and the public with the Hit Tune Party Idea developed by the Cleveland Phonograph Owners' Association (CPOA).

Along the lines of the FPMA's successful campaign to sponsor Cleveland Public Radio's "Hit Tune" program, the idea was actually planted as long ago as February 1, 1941, when the Hit Record of the Month advertising campaign sponsored by the same association was launched. The Hit Tune Party idea for all practical purposes had its debut on the night of March 29, 1947, when some 3,000 record fans jammed the Cleveland Public Music Hall to pick the Greater Cleveland hit tune of the following May.

However, any account of the Hit Tune Party idea would be complete without mention of the behind-the-scenes activities of the 1941 development of the Hit Record of the Month. The idea originated with Jack Cohen, who was then CPMA vice-president. Among the pioneer users of remote control equipment in his area, Cohen felt that a well-planned advertising campaign would lead to an increase in play on his equipment, which was the idea behind the association, which after weighing the possible advantages of the idea, decided to submit it to the membership for a three-month test. Program was assured its initial backing when the membership voted to assess itself 13 cents per machine per month.

And the association then began to look around for an advertising man who could get the maximum possible results. This was accomplished by the generosity of Mr. and Mrs. Win Abramson, of the Ohio Advertising Agency, Cleveland, who was the man chosen to do the advertising job. Following this a committee headed by Cohen passed on all promotional plans to the membership for approval.

Integral parts of the success of the original idea were the hit ads appearing in the Cleveland newspapers, tie-ups with local department stores that publicized their record departments via radio and other media. All these factors were in line with the department store campaign was picked by the ballot of CPMA operators and the tune receiving the most votes was placed in the No. 1 spot on members' machines.

While the original hit record idea proved an immediate success and was hailed only by the start of World War II, the Hit Tune Party idea born in 1947 surpassed the scope and the efforts of the earlier idea. To begin with, the party idea was co-sponsored by CPMA and The Cleveland Press, which gave the original 1947 party an intensive one-week build-up with features stories and art.

To get the idea under way, Cohen, now CPMA president, together with Jimmy Ross, of the association, worked hand in hand with Charles Schneider, promotion director and music critic of The Press, on details for the first party. Disk jockeys from Cleveland's four stations as well as two local orchestras added to the program's build-up.

Prizes Awarded

Whereas the hit record selections used in the pre-war campaign were picked by the operators themselves, the hit tune party plan was launched with the idea of tying in the public—juke box customers and potential customers—with the whole promotion. Record distributors also were made to feel that they had a stake in the party idea by being allowed to submit their choices of top releases. Finally, it was arranged that the tunes would be played on one of the juke machine's juke boxes after first being introduced by one of the several disk jockeys appearing at the party. In order not to favor any particular make of music machine, the piece of equipment to be used at the party was picked out of a hat just the previous afternoon.

To create additional interest in the first hit party, valuable prizes were awarded to record fans in the audience who won music quiz contests sponsored by the newspaper and the association.

The huge turnout at the first party assured the party series success at least temporarily, and the co-sponsors decided to continue the event as a regular monthly affair. Second party followed much the pattern of the first hit tune party, and the third party was held with the same association, the fourth party was the biggest yet, and the fifth party was held with the same success as the others, and the Hit Tune Party idea has been continued ever since.

Air Audience

Hit tune parties have been held on association picnics and were tied in the local press in pictures featuring hit selections and finally hit tunes played on radio programs, with the listening audience sending in its votes for the top tune. In addition to all the usual festivities of earlier parties—disk jockeys participating in the playing of tunes on a juke selected from a hat—this party was highlighted by prize awards of several record albums, compliments of CPMA, its co-sponsor The Cleveland Press and the record distributors.

A clever promotion idea helps increase play on Cleveland Juke boxes as operators and the public lend their support

By TOM McDONOUGH

MAX MINK, manager of Cleveland's RKO Palace Hall, plans for a jke box party in his theater to promote a monthly hit tune pick.

HIT TUNE PARTIES are attended by hundreds of Clevelanders. A group assembled in the studio of disc jockey Henry Land broadcasts over WJMO during the party. Guests are Maxie Lutcher and Johnny Desmond.
ROCK-OLA

Magic-lo

Money-making Giant

of the entire phonograph industry

ROCK-OLA Manufacturing Corp. 800 N. KEDZIE AVE, CHICAGO 51, ILL.
THE JUKE BOX'S 60TH BIRTHDAY

The invention of the phonograph in 1888 by Thomas A. Edison led to the first juke box. Today, 60 years later, it is more popular than ever.

The modern multiple-selection juke box can be directly traced back to Thomas A. Edison's first "improved" talking machine produced in 1878. Today, in 1948, the 60th anniversary of the phonograph has placed in our public places of entertainment, in our homes, and firmly established itself as a "must" in our methods of entertainment, today's ultra-efficient and pleasant-to-look upon selective reproducers of recorded music.

Beginning of nickel-in-the-slot sound reproduction in 1889 was the result of adaptation of Edison's invention from a reproducer of speech to one of music. Originally, the device was intended to serve as a business instrument, nearest example of which is the present dictaphone (which retains the original cylinder method of reproduction). Actually, the early history of the cola phonograph stems from difficulties that arose in marketing the talking machine to business houses. High-pressure tactics of that era, however, coupled with the fact that the machine was not originally exploited as an amusement device, held back its entertainment possibilities.

In the short period between the introduction of the talking machine and its introduction to the coin slot, it had already invaded the realms of "big business." In 1888, Jesse B. Lippincott, the Pittsburgh millionaire, formed the North American Phonograph Company, capitalized at $5,000,000. This concern became the selling agent for Edison's phonograph while the inventor retained the manufacturing rights. Edison and Lippincott both thought that the machine's commercial future lay in its ability to substitute for a stenographer, and they sought to exploit it as a dictaphone. Hoping to emulate the success the new phonograph industry was then enjoying, Lippincott decided that the phonograph was much too valuable to sell outright.

Following the business practice of the day—which was to exploit patent devices on a "State-rights" basis—he formed 30 subsidiary companies which were given leases by North American for limited periods to do business in a special territory. Each of these phonograph companies subleased the machines to subscribers for an annual rental of 4%. 50 per cent of which reverted to the North American Company.

But the Edison machine, a crude unit powered by an expensive electric motor, lacked the simplicity and refinements essential for a successful business device. In addition to requiring much servicing and meeting opposition from stenographers, the machine's operation was not well understood. Thus it was not long before the territorial phonograph companies began to find that business houses would seldom renew their leases on the machines. Experience was revealing that the widest and only immediate market for the phonograph was the amusement field.

First Models

Just who dropped the first nickel into a phonograph is unrecorded, but the first coin model appears to have been developed by Louis Glass, general manager of the Pacific Phonograph Company. This firm, which controlled California, Arizona, and Nevada under the North American plan, found dwindling returns from business machine rentals, developed a nickel-in-the-slot cabinet for the phonograph. On November 24, 1889, it placed the first coin-operated phonograph in the Palace Royal Saloon in San Francisco.

This particular machine had four individual listening tubes. To hear the recording it was necessary to place a coin in one of the four slots, each of which controlled a tube. During its first six months of operation, this machine earned over $1,000 in nickels, and by May, 1891, Glass had 14 similar coin phonographs placed on locations thru San Francisco.

In the course of patenting his coin device, Glass traveled East where he met Felix Gottschalk, secretary of the Metropolitan Company, which held the Edison phonograph franchise for New York City. Gottschalk, observing the financial success that the nickel-operated weighing machine was enjoying, decided to extend the coin-operated principle to talking machines. He headed the Automatic Exhibition Company of New York, which was incorporated in February, 1890, with a capital stock of $1,000,000, to market a 5-cent phonograph. Gottschalk purchased the rights to Glass's multiple-tube cabinet and combined it with the patents he controlled.

The coin model produced by Automatic was a four-and-a-half foot high, glass-topper wooden cabinet which housed a single cylinder Edison machine and a storage battery. Operating on the principle of the coin breaking an electric circuit, the cylinder
If it's a Mills, I always play it –

it has everything!

The public prefers

THE MILLS CONSTELLATION

The coin box concurs

Mills Industries, Incorporated, 4100 Fullerton Avenue, Chicago 39, Illinois
Sending how a voice is made through a million dollars’ worth of test equipment, rubber ear tubes that were connected to the front of the cabinet.

### Same Operation Problems
A cross between a toy and a scientific wonder, 700 of these machines were placed in operation from Maine to Montana, averaging $2 a day in earnings. Subject to mechanical failure and slugging, the machines also collected a vast quantity of paper wads, plugs and buttons, and by 1901 the Automatic Company was forced to develop an improved model that was less susceptible to stugg and easier to service.

That music machine operation hasn’t changed much in 35 years can be noted from the Automatic Company’s merchandising comments: “Receipt increases and decreases in various machines as the records, which are changed daily, are good or mediocre, and different localities require different attractions.”

At the first convention of the phonograph companies held in Chicago in May 1890, Gottschalk and Glass described the income that lay in coin operation, and an automatic machine was displayed. Many of the struggling phonograph companies matched in the idea of obtaining steady revenue from the coin machines to finance their main objective of marketing business devices. Automatic offered these concerns an exclusive contract whereby a monopoly was granted for its cabinet in some areas. These automatic machines contrasted the original system of cross-leasing, in which the Automatic Company furnished cabinets and the local phonograph company supplied Edison phonographs and serviced the machines, which were charged evenly between the two concerns.

Altho the North American Company was still in business, the Automatic Company’s venture, Edison Phonograph, was greatly admired as it felt that it nullified efforts to make the phonograph a serious business device. Local phonograph companies were cautioned not to foster the coin-phonograph at the expense of the business machine field popular with several of the territorial, Columbia, and phonograph companies, operating in Washington, Maryland and Delaware, advertised as early as June 15, 1890, that it would place coin-phonographs on the premises of persons desiring them “provided there is a fair chance of profit to the company.” Within five months this concern had 100 coin machines located in drug stores, hotels and depots in Washington and Baltimore.

### Profit-Producing Features of COIN-RECORDIO

- **Everybody wants to hear** how they sound. Millions of people want to send “voice letters” to their family—officer—sweetheart—children or friends. Others will want to send a “voice greeting” for anniversary, birthday, or holiday. Each COIN-RECORDIO is your individual, independent salesman in these lucrative locations:
  - Theaters
  - Hotels
  - Night Clubs
  - Dance Halls
  - Roller Rinks
  - Tea Rooms
  - Taverns
  - Cigar Counters
  - Saloons
  - Tourist Camps
  - Service Clubs
  - Bennett’s
  - Colleges and Schools
  - Building Lobbies

- **Rarest style coin-phonograph** makes a “flying letter” at the drop of a coin.

### For additional information see this sensational new
See COIN-RECORDIO at
1948 COIN MACHINE EXHIBITION, Space 23-24... January 19-27, 1948, Sherman Hotel, Chicago
WILCOX-GAY CORPORATION... CHARLOTTE, MICHIGAN
 Operators, from Maine to California, are praising Packard's new "direct to Ops" sales plan. And operator enthusiasm is already reflected in "Manhattan" sales which have soared since the plan was announced a few days ago... (Billboard, December 27).

Here's why—

1. The new plan enables you Operators to pay from earnings instead of from capital.
2. And it leaves you "take home" profits afterwards.
3. In short, the new plan gives you the higher-earning postwar equipment you need... at prices and terms you can afford to pay... in order to establish your business and future securely!

If You Can't Visit Us At The Chicago CMI Show... WRITE
PACKARD MANUFACTURING CORP.
INDIANAPOLIS 7, INDIANA
FOR FULL DETAILS!
NAME__________________________
ADDRESS_______________________
CITY__________________________
STATE_________________________
the No. 1 hit of the barroom circuit was Nearer My God to Thee. In Cleveland the top nickel-nabber was Night Alarm, a band recording describing a fire, complete with calls of firemen, ringing bells and horses' hoofs, and this primitive example of sound effects was played by delighted patrons for years.

**Middle Man Enters**

Meanwhile, the North American Company was finding its coin-operated system unsuccessful, and by July, 1891, was permitting territorial companies to sell the phonograph outright. However, the high price of $190 for a battery model precluded any mushroom growth of coin operation. Seeking sales, the local companies began to invade each other's territories and the North American Company was eventually forced to take over the right to sell phonographs nationally, paying the local concerns 10 per cent of the sale price on machines marketed in their areas.

Once the initial harvests had been reaped on the novelty of the coin-phonograph, location operation gave way to the exhibition or coin parlors. What was perhaps the first phonograph parlor had been opened in Cleveland in September, 1890, by J. Codd, which used a Graphophone. Andem realized that the single cylinder machine could only cost a nickel from a customer, and decided to group a dozen machines in one location where patrons were apt to listen to several phonographs in succession. This was the first attempt to furnish "selectivity." The parlor was serviced by an attendant who looked after the machines and made change. The attractive surroundings and the variety of recordings drew the family trade, and by 1893 this was the usual method of operation for the several coin-phonographs then in use. When other automatic devices such as kinetoscopes, scales, strength testers, electric shockers, etc., were added to the phonograph parlor, it developed into the Penny Arcade.

**Edison Organizes Company**

In 1894 the North American Phonograph Company went into bankruptcy, and Edison organized the National Phonograph Company to market the phonograph as a music machine. In addition to a line of home models, this concern made coin-operated machines which were variations of the Edison M-Coin Slot Phonograph. Operated by a storage battery and a substantial four-foot high cabinet with the single cylinder phonograph works displayed under a glass cover, this nickel-phonograph had been developed by the Xenax Phonograph Company and was equipped with ear tubes or a polished brass horn. Varieties of the Edison electric coin models appeared under the name Ajax, Imperial, Regal, Climax, Vulcan and Majestic, while Ribal and Excelsior were the spring-motorized editions. About 1906 the machines were standardized in the Windsor (battery), Eclipse (DC), and Acme (AC), selling for $50. Similar coin machines were produced after 1895 by the rival American Graphaphone Company (Columbus), which introduced the Nickel & Tainter graphophone in lieu of the Edison phonograph. In 1898 this concern produced what was the all-time low-priced coin-phonograph, the spring-operated Eagle, a nickel-in-the-slot counter model that sold for $20. But without the magic of Edison's name on machines with coin slots, operators found the nickel-pulling power of the graphophone limited.

**Disk-Type Boxes**

Next development to appear on the music machine scene was the disk music box. This type of coin-operated music dispensed into the United States in 1893 and remained musically superior to the phonograph until 1908. It was in...
Like a bee collecting honey, Seeburg Wall-O-Matics in a location are always busy collecting extra nickels, dimes and quarters. They invite more customers to play by making it easy to pick tunes anywhere in the location. They make it a real pleasure to select music by having all 20 top hits visible at one time... and by giving accurate selection of the correct tune wanted. Best of all... Seeburg Wireless Wall-O-Matics need no unsightly wiring to install. Just plug 'em in and pick up the extra profits on every round.
1893 that Gustav A. Brachausen, employed by the Polyphon Musik Werke, which manufactured the Polyphon, a tube sheet music box in Leipzig, Germany, was sent to this country to assist in the establishment of the Regina Music Box Company. New firm was to produce the machines at Jersey City and Railway. N. J. Brachausen developed a device which made coin operation foolproof by utilizing an automatic slot-closing mechanism to prevent jamming while the box was playing.

By 1898 Brachausen was successfully marketing both penny and nickel-operated Regina music boxes. Tunes in these machines were charged by the operator periodically replacing the single tune sheet. Similar machines were soon made by several other firms; they were the Criterion, made by the M. & J. Paillard Company, N. Y., which controlled a coin device developed by Langfelder in 1894, and the Symphonium, a duplicate of its German namesake, produced at Asbury Park, N. J. However, these concerns and several others devoted most of their output to music boxes for home use.

With the spring music disk box becoming common in American homes, it became apparent that the novelty appeal of the coin-operated models was declining. This trend in public fancy, which was to be duplicated in future music machine operations, was shifted back in favor of the coil equipment in 1898 when the Regina Company developed an automatic selective coin music box. The same year, the first nickel-in-the-slot Peerless Player Piano was produced. Coin pianos became crowd entertainers on commercial locations, while the selective coin phonograph was featured in the arcades.

Regina's selective mechanism enabled the machine to automatically change, select and repeat tunes disks. According to the firm's 1900 advertisement copy: "It raises at will, any desired tune disks from the receptacle in which the disks are contained, places and adjusts it automatically, and having rendered it, places it in its original position."

This machine was equipped with a piano sounding board to give it volume. It was placed in a mahogany, oak or rosewood cabinet that averaged six feet in height, and used a 27-inch disk. It was the custom to sell this machine to individual locations, mainly restaurants, cafes and ice cream parlors. Price of the machine varied with the type of cabinet, but was usually over $500. The Regina Company stocked over a thousand different tune disks, and until 1905, successfully competed with the coin phonograph and player piano.

"Talking Pictures" About 1903 efforts were made to increase the nickel-pulling abilities of the phonograph by creating "talking pictures." A mechanism was developed that contained drop cards within the phonograph cabinet, the cards clicking off to illustrate the selection a cylinder record played. Penny and nickel cylinder coin machines of this type included a model made by Mills Novelty Company, of Chicago, the Illustrophone (Hawthorne & Shebb, Philadelphia), the Callophone and Scopophone (Caille Brothers, Detroit) and the Illustrated Song Machine (Rosenfeld Company, New York). In 1909 the Vailiquest Novelty Company of Newark, N. J. produced the Discophone, the first of these machines to use a disk instead of a cylinder record.

Phonograph operators realized that the commercial coin music machine would increase in direct ratio to its entertainment resources and efforts were made to develop a model that would play more than one record. One of the first such devices was the Multiplex, made in New York in 1896 by the Multiplex Phonograph Company. Attractive phonograph and holding five cylinders, the nickel-in-the-slot model was...
now—after a year's development
it's ready
it's revolutionary

SPEEDWAY

THE LONG AWAITED,
CUSTOMER CONTROLLED

telejuke

COIN OPERATED
COMBINATION TELEVISION and JUKE BOX

Featuring PUSH BUTTON SELECTION

BUILT AS ONE UNIT — with joint amplifier, speaker and coin chute

Anyone can play a juke box. Anyone can play Speedway's Telejuke. They simply press a button for whichever television station or record is desired and deposit a coin. The picture comes on the screen instantly, in perfect, sharp focus, or the record plays as in customary Juke Box operation.

It's a "natural!" A tremendously profitable combination that enables you to get the "front" money you must have to survive. Completely practical and made for coin-operated, self-service, public use, Speedway's Telejuke features many brand new, revolutionary "firsts" such as . . . push-button television tuning (simple enough for a ten year old child to operate) . . . television unit built in 4 replaceable sections for instant servicing . . . synchronized timers for both sections so that play can be switched from television to phone and vice versa without depositing additional coins.

SEE THE TELEJUKE
at the
MORRISON HOTEL
CHICAGO, ILLINOIS
during the CMI Show

WRITE TODAY FOR FREE DEScriptive FOLDER

Sold Exclusively by

telejuke CORPORATION
A Subsidiary of Speedway Products, Inc.
502 W. 45 Street, New York 19, N.Y. LLongacre 5-0371
AL BLOOM, PRESIDENT
Announcing

MICHIGAN’S GREAT
PHONOGRAPH CONVENTION
FEB. 2, 1948

Business Session, 1:00 p.m., Crystal Ballroom, Book Cadillac Hotel
Banquet and Star-Studded Show, 7:30 p.m., Detroit’s Latin Quarter
Wire or Phone for Reservations at Oncel

MICHIGAN AUTOMATIC PHONOGRAPH OWNERS’ ASSOCIATION

FOR SALE
12 MODEL 750 E WURLITZERS
6 MODEL 850 WURLITZERS
2 MODEL 950 WURLITZERS
150 MODEL 100 WURLITZER WALL BOXES
10 MODEL 145 WURLITZER STEPPERS
6 MODEL 304 WURLITZER STEPPERS

MAKE US AN OFFER

CENTURY MUSIC CO.
621 West Colfax
Denver 4, Colo.
Phone: Tabor 1341

FOR SALE

12 MODEL 750 E WURLITZERS
6 MODEL 850 WURLITZERS
2 MODEL 950 WURLITZERS
150 MODEL 100 WURLITZER WALL BOXES
10 MODEL 145 WURLITZER STEPPERS
6 MODEL 304 WURLITZER STEPPERS

MAKE US AN OFFER

CENTURY MUSIC CO.
621 West Colfax
Denver 4, Colo.
Phone: Tabor 1341

WANTED FOR CASH

RECORD MASTERS OF ALL DESCRIPTIONS. MUST BE FREE FROM
SCRATCHES AND ALL LEGAL ENOUGH TRACKS. WITH TAILS.
PRINCIPALS ONLY.

SAVOY RECORD CO., INC.
58 MARKET ST., NEWARK 1, N.

January 24, 1948

MICHIGAN DISTRIBUTING CO.
313 S. Jefferson, Detroit
Phone: Cherry 7602

AMI
IS THE FASTEST SELLING PHONOGRAPH
IN MICHIGAN

SOLD BY
Michigan’s Fastest Growing Distributor

MARSTON
DISTRIBUTING CO.

equipped with a mechanism whereby
a patron could manually shift and
play the records in rotation. Non-
suspension using ear tubes, the Multi-
plex attachment sold for $150
and did not prove a commercial suc-
cess. It was almost 10 years later before
the Regina Company of Chicago, N. J.,
produced the Automatic Regina-
phone. Marketed at the close of
1908, the machine held six cylinder
recordings mounted on spindles
which revolved around a common
center. When a coin was placed in
the machine the spindles successively
raised individual cylinders into
playing position. Intended for arc-
edes and locations, the Regina
phone was equipped with either ear tubes
or a speaker horn. Improvements in
this machine resulted in the intro-
duction in 1909 of the Regina Hexa-
phone, which featured a tune-select-
ing device by which the patrons
choose any one of the six cylinders
they wished to hear. While arcade
models had ear tubes, Hexaphones
manufactured as crowd-entertainers
for cafe and saloon locations con-
sealed the speaking horn within
the cabinet. With the development of
the disc record phonograph, Hexa-
phone gradually lost its popularity,
but its idea of concealing the speaker
horn was eventually adopted by
all coin phonographs.

Meanwhile, the Multiphone Com-
pany of New York, had developed
a selective nickel-in-the-slot cylinder
phonograph with a large magazine
which held 24 records. A perforated
card was passed in front of the
spokes of the wheel numbered to
indicate 24 selections, and a pro-
xected lever was used by the
patrons to turn the wheel until the desired
recording was manipulated under the
projection of the cylinder. Operating
a massive bronze or mahogany cabinet
which was eight feet high, three
feet wide and one and one-half feet deep,
the Multiphone was intended by
its designer to be shaped like a hors-
eshoe but actually resembled a giant
crane. The front and sides of the
machine were of beveled glass,
with one winking of a crank at the bottom
where it would play 18 records. Early models
had a speaker horn which was later
incorporated into the top of the cabinet.

Multiphone Fold

The story of the Multiphone is a
unique chapter in coin phonograph
history, and represents an attempt
at large-scale chain operation. In
1905 the manufacturers placed seven
test models on location for a one-year
period and discovered that each ma-
nufacturer averaged a gross of $501.
Payment was made a 20 per cent com-
mission, and with record costs of $12.50
and maintenance expenses of $25,
the company claimed it had earned
a net annual take of $365.50.
Companies were organized to operate
the machines manufactured by the
parent Multiphone Company, and in
1906 these companies placed the phone
graph on a percentage basis in their
territories. Stock in these operating
companies was sold to local investors.
Dividends were paid from the mas-
tinees' net earnings, 20 per cent go-
ing to the stockholders and 50 per
cent to the operating concern which
used its share of the profits to buy
more Multiphones, valued at $250
each. However, the stock promoters
had failed to forecast future develop-
ment and competition of rival coin
phonographs and player pianos,
which were beginning to be bought
by location owners, and in 1908 the Mu-
ltiphone Company found itself
bankrupt.

Last of the cylinder coin phonographs
was the Concertophone, a selec-
tive machine with a revolving
magazine containing 25 records. First
marketed in 1906 by the Skelly Manu-
facturing Company of Chicago and
retailing for $235, this machine was
powered by a spring mechanism.
Housed in a six-foot cabinet with
a speaker horn protruding from the
top, utilizing the Columbia
Company's 20th Century Loud Speaker Graphophone, the Con-
certophone emphasized volume and
crowd-entertainment abilities. It was
operated by setting a metal dial on
the side of the cabinet at the number
desired, and then manipulating a
dial by hand to maneuver the selected
cylinder into playing position.

This machine was later improved so
that when a coin was inserted the
selector was set, the patron wound
the crank on the side of the machine
several times, records automatically
shifted on the playing mechanism
and then automatically shifted back
at the end of the tune. To attract
the curious the cabinet had a glass front
and a reflecting mirror which showed
the machine’s movements, and on
its initial locations the Concertophone
earned as high as $16 a day. This
machine was also made for household
use and for smaller parlor-sized mod-
ele minus the coin attachment, and is
probably the first home record-
changer. The Concertophone was
antiquated by the success of Gabel's
Automatic Entertainer, a disc record
machine which came into existence
within the few years, cabinet and long
transmitting horn at the top of
its five-foot oak cabinet and large
glass panels on three sides to show
its movements in full view. A new
disk records in rotation. When a
coin was placed in the machine, the
lowest record in motion would
be lifted on to the turntable for
playing, while a sound box came forward
with a new needle to play the record-
ing. Lacking selectivity, the produ-
ction of the Wurlitzer machine was
limited.

The first successful disk machine
was John Gabel's Automatic Entertainer,
"a spring-driven automatic disc
phonograph using 24 inch records,
distributed in 1906 by the Auto-
matic Machine and Tool Company
of Chicago. Twelve records were
located in racks on each side of
the turntable, and any record could
be selected by turning a knob.
Entire units were mounted in a metal
one-piece stand, and the large
transmitting horn at the top was
mounted on the five-foot oak cabinet
and large glass panels on three sides to
show its movements in full view. A new
Shaffer Promotes Civic Good Will

COLOMBUS, Jan. 17—Furthering civic projects, the Shaffer Music Company here has donated a set of coin-machines to church.

Distributors and jobbers for retail sale were donated to the Shaffer firm are Mr. and Mrs. Gail Hemminger of Colorado, who represent the Shaffer firm in the Colorado area.

Among the local groups that have received coin-machines from the Shaffer firm are Mr. and Mrs. A. P. Keay of Colorado, who represent the Shaffer firm in the Colorado area.

In addition to contributing music machines to the Shaffer firm is doing its part to encourage operators to carry on a similar effort in their own communities.

Portland, Jan. 17—Members of the Portland Phonograph Merchants Association (CPMA) picked the city to feature as Hit Tune of the Month in Portland during their last regular meeting January 8.

The group unanimously voted for Portland, the tune is "Peaches" written by Carl Lomax, Cleveland, music, manufacturer, and songs, and music boxes and rattle boxes, carried its weight with the nation and the world.

"Thoughtless" Is Hit Tune Choice Of Clevelanders

CLEVELAND, Jan. 17—Members of the Cleveland Phonograph Merchants Association (CPMA) picked the city to feature as Hit Tune of the Month in Cleveland during their last regular meeting January 8.

The group unanimously voted for Cleveland, the tune is "Peaches" written by Carl Lomax, Cleveland, music, manufacturer, and songs, and music boxes and rattle boxes, carried its weight with the nation and the world.

Phono Parts Mfrs. Repped at Chi Meet

(Continued from page 119)

Marston and B. G. Twyman, sales representatives, of Scotho Music Company, will be represented by Rev. B. Scott, Velma, Ky., and Mr. and Mrs. A. P. Keay of Colorado, who represent the Scotho firm in the Colorado area.

Scotho's master cabinet is designed to accept both records and phonograph mechanisms; their Remote Master for use with phonograph mechanisms, and their Master-Maker for use with voice panels for telephone music.

Other firms, which will feature items of interest to judges box and phonograph mechanics, include Chicago & General, Corporation, Cleveland; Health Distributing Company, Maceo, Ga.; Colonev Machine Corporation, Chicago; Jack Nelson & Company, Chicago; National Rejectors, Inc., St. Louis; Relay Service Company, Chicago; and Sylvania Electric Products, Inc., New York.
Directory of Distributors

(Continued from page 103)

Pace Manufacturing Co.
2901-17 Indiana Ave.
Chicago
ALBUQUERQUE, N. M.—P. & B. Novelty Co., 1015 W. Candelaria Rd.
BROOKLYN—Mar-Matic Sales Co., 27 W. 116th St.
BUFFALO.—H. B. Brinck, 625 E. Frock St.
DENVER.—Superior Distributor Co., 1717 W. Colfax Ave.
EVANSVILLE, Ind.—Automatic Amusements Co., 1000 Pennsylvania St.
FAYETTEVILLE, N. C.—Vending Machine Co., 207 Franklin St.
LA FAYETTE, Ind.—Miller Sales Co., 510 N. Ninth St.
LOS ANGELES.—Paul Lyon, Inc., 1503 Pico Blvd.
LOUISVILLE.—Ohio Specialty Co., 519 S. Second Ave.
MINNEAPOLIS—Goldie Sales Distributing Co., 250 W. Broadway.
NASHVILLE.—Automatic Sales Co., 421 Broad St.
NEW ORLEANS.—N. J.—Runyon Sales Co., 133 W. Runyon St.
NEW ORLEANS.—Crown Novelty Co., 950 St. Charles.
NEW YORK.—Runyon Sales Co. of New York, 1904 Fourth Ave.
PITTSBURGH.—B. D. Larson Co., 1058 Broadway.
POPLAR BLUFF, Mo.—Frank Harris Sales Co., 490 Broadway.
RAWLINS, Wyo.—Household Appliance Co.
RENO, Nev.—Western Coin Machine Co., 2308 Virginia Ave.
SALT LAKE CITY.—Stewart Sales Co., 1331 Main St.
SAN FRANCISCO.—Golden Gate Novelty Co., 701 Golden Gate Ave.
SEATTLE.—Puget Sound Novelty Co., 114 Elliott Ave. W.
SIOUX FALLS.—Loe Novelty Co., 1004 Spring St.
STERLING, Ill.—Sparks Specialty Co., 104 S. Main St.
WICHITA, Kans.—Silent Sales System, 350 ‘D’ N. W.
WILMINGTON, Del.—Matheny Vending Co., 504 W. Douglas Ave.

Packard Manufacturing Co.
2900 Columbia Ave.
Indianapolis
(For distributor list see the Juke Box Supplement distributed with this issue.)

Parent Distributing Co.
600 Sixteenth St.
Oakland 12, Calif.
(New York Sales Rps. Douglas Shoe Machine Co.)
BROOKLYN, 12, N. Y.—Diane-Shine, Inc., 1834 Pitkin Ave.
DALLAS.—Dallas-Bright Tablets Mfg. Co., Amusement Division, 2110 Goshen St.
FORT WORTH.—W. F. United Distributing Corp., 34 N. Main St.
HURST, Tex.—W. H. Herring Distributing Co., 2906 Kalibi St.
LOS ANGELES.—Shoe Machine Co., 2902 W. Pico Blvd.
OTTAWA, Kan.—Smith & Co., P. O. Box 333
SEATTLE.—Seattle Coin Machine Co., 435 N. 3d St.
VINCENNES, Ind.—Vincent Distributing Co., 429 N. 3d St.

Rock-Ola Mfg. Corp.
800 N. Kedzie Ave.
Chicago
(For distributor list see the Juke Box Supplement distributed with this issue.)
J. P. Seeburg Corp.
1510 Dayton St.
Chicago
(For distributor list see the Juke Box Supplement distributed with this issue.)

Shipman Manufacturing Co.
1326 S. Lorena
Los Angeles 33
(Stamp Machines & Candy Venders)

Baltimore—Parkway Machine Corp., 629 N. West St.
DALLAS, Tex.—C. R. McAdams, 6102 Velocia St.
EVANSTON, Ill.—K. Huntington, 312 Ashbury Ave.
HUSTON—Central Distributors, 3218
MIAMI.—Schwarz Distributors, 1000 W. 17th St.
MILWAUKEE.—Runyon Sales Co., 540 N. 20th St.
NEW YORK.—Globe Distributors, 17 W. 60th St.
MIKE Munroe Corp., 510 W. 54th St.
OAKLAND, Calif.—Standard Specialty Co., 3012 Fifth Ave.
PITTSBURGH,—E. H. Adair Co., 5094 W. Overlook Rd.
PITTSBURGH.—C. O. Thomas Novelty Co., 1729 Jefferson St.
PHILADELPHIA.—Veeco Sales Co., 3118 Market St.
SAN FRANCISCO.—Viking Specialty Co., 1155 Market St.
BLOXO.—United Novelty Co., Inc., 111 W. Division St.
BOSTON.—Associated Amusements, Inc., 546 Commonwealth Ave.
BUFFALO.—Alfred Sales, Inc., 1006 Main St.
CHICAGO.—Coven Distributing Co., 1311 N. Elston Ave.
DENVEN—Singing-Icing, Inc., 1401 Central Pk.
CLEVELAND.—Labor Amusement Co., 22nd Street.
COLUMBUS.—Veeco Sales Co., 8 Superior Ave.
CORPOR CHRISTI, Tex.—Corpus Christi Novelty Co., 1825 Agnes St.
DALLAS.—Walcox Sales Co., 1500 Young St.
DENVER.—Jones Distributing Co., 1544
downs & St.
DENVER.—Distributors, Inc., 1454
downs St.
DENVER.—Distributors, Inc., 1454
downs St.
DECHS.—Atlantic Music Co., 2919 9th St.
DIXON.—Catering Distributing Co., 615 10th St.
PORT.—Reidel Distributing, 1313
downs St.
DISTRIBUTING.—The Vending Machine Co., 207 Franklin St.
HARTFORD, Conn.—Reliable Coin Machine Co., 152 Windsor St.
JACKSONVILLE, Fla.—United Dixie Co., Inc., 817 W. Capitol St.
JAY MARVILLE, Fla.—Alcorn & Cate, 1705 Pearl St.
Southern Music Distributing Co., 5977 Main St.
KANSAS CITY, Mo.—United Amusements Co., 3149 Main St.
LOS ANGELES.—Paul & Lyon, Inc., 1428-31-1500 W. Pico Blvd.
MUNCIE.—Muncie Music Co., 2919 W. Pico Blvd.
OHIO.—Ohio Specialty Co., 519 S. Second St.
MACON, Ga.—Health Distributing Co., 217 3d St.
MEMPHIS.—Southern Amusement Co., 628 Madison.
MIAMI.—Christopher-Luker Co., 705 S. W. Second Ave.
MILWAUKEE.—Puster Distributing Co., 1618 W. Willis St.
MONTGOMERY, Ala.—Franco Distributing Co., 9 N. Ferry St.
MOOSIC, Pa.—Sterling Service, Inc.
NASHVILLE.—Heritage Music Co., 523 Broadway.
NEWARK, N. J.—Runyon Sales, 123 W. Broad St.
NEW ORLEANS.—Dixie Coin Machine Co., 412 Poydras St.
NEW YORK.—Ben Becker Sales Co., 444 30th St.
OMAHA.—Frankel Distributing Co., 1209 Douglas St.
Ottawa, Ill.—Southern Music Distributing Co., 503 Central.
PHILADELPHIA.—Active Amusement Machines Co., 606 N. Broad St.
PHILADELPHIA.—Active Amusement Co., 68 N. Front St.
GREEN, Ark.—Minnichote Music Co., 1027 W. Main St.
PITTSBURGH.—Atlantic Novelty Co., 2217
teenth Ave.

Everything Must Go!
Used Phonos
All machines guaranteed for 90 days
Millions Thurs., $59.50
Rock-Ola 1940
Playmaster.
Adapted for 30-Wire Boxes $129.50
Rock-Ola Premier

Illinois Seeling-Tone. Remote

Wurlitzer 500 $119.50
Wurlitzer 616

Plan $19.50
Wurlitzer 616

Plan $19.50
Wurlitzer 600 $19.50

Victory $19.50

Rush Your Orders!
1/3 Deposit With Order—Bal. C.O.D.

Scott-Croese Co.
1423 Spring Garden Street
Philadelphia, Pennsylvania
Rittenhouse 6-7721

25 Tables complete with stools, displays, showcases, outside and inside lights—rolling steel doors.

Also

A.B.T. Shooting Gallery


These Two Stores Operated Past Two Years in a New Park in the Rockaways—

Yes, less. Low rent—can get longer term.

Money Maker

One partner retiring, the other has too many other interests.

Cost OVER $7,000 INSTALL

SELL FOR $15,000.00 WILL

FOR $10,000.00 MlN. Will be in Chicago C.O.D. thru RAYMOND REICH.

2 Stripes & Strikers

Bowling Machines

1—Never Used, but Unneeded—Used. Come and Get Them.

CASH

$800 FOR BOTH

Ray Oakes & Sons
3114 Cleveland Ave, Stockport, Ill.
Phones: Stockport 7624
Buffalo:

Joseph Schwartz, National Coin Machine Exchange, returned from a week's business trip through Ohio. Joe has put his showroom into fine shape for show visitors this week, with entire staff and secretary and bookkeeper, Betty Snaccas, on hand to greet them. The firm of James H. Marten & Company, reports he added the Rainbow record line to his stock January 12. Visitors during the past few days have included J. Alphonse B.球, cigarette operator from South Bend, Ind., and his wife, Frances.

Monarch Coin Machine Company welcomed a number of callers during the past week. George V. Johnson, of Globe Coin, Port Huron, Mich., and his wife, earlier in the week. His son and daughter-in-law will be among the newest addition to the Monarch family—a boy. Clayton states that the new family addition has enjoyed his special week as a "second" showing, the first being the CMI show.

Al Sebring and Harry Saltat, Bell Products Company, will be very much in evidence this week at the coin show. They have set up a big exhibit this week. Both boys anticipate a crowded four days and a large number of new products in the exhibit.

Coin Machine Service, headed by Harold Pulford, who operated a portion of the Monarch Coin Machine Company's exhibit booth with a successful setup, will be a constant hit. Harold will be on hand daily. The kit contains complete replacement parts for pinball machines, with every item in the kit.
Taylor Resigns Mills Sales Co. Position

OAKLAND, Calif., Jan. 17.—Warren H. Taylor has resigned as general sales manager of the Mills Sales Company, Ltd. It was announced last week by A. H. Bouterious, president.

During his many years with Mills Sales, Taylor was regarded by his associates and fellow columnists as an outstanding leader in the coin machine field. He also became widely known for his work in civic affairs.

Taylor resigned for personal reasons, the firm announcement stated, and his plans for the future were not made known.

---

**BEST BUYS!**

*Must be right or return for full refund*

**ROLLDOWNS**

<table>
<thead>
<tr>
<th>Game</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bonus Advance Roll</td>
<td>$239.00</td>
</tr>
<tr>
<td>Bonus Lead Roll</td>
<td>$272.00</td>
</tr>
<tr>
<td>Bucky Roll (Over Roll)</td>
<td>$172.00</td>
</tr>
<tr>
<td>Tally Ball (Over Bottoms)</td>
<td>$99.00</td>
</tr>
<tr>
<td>Tally Ball</td>
<td>$99.00</td>
</tr>
<tr>
<td>Total Roll, Game, Lo 000,000 Store</td>
<td>$500.00</td>
</tr>
<tr>
<td>Bonus Play Ball, Roll</td>
<td>$60.00</td>
</tr>
</tbody>
</table>

**ARCADE**

<table>
<thead>
<tr>
<th>Type</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Tumble</td>
<td>$150.00</td>
</tr>
<tr>
<td>Bonewriter</td>
<td>$15.00</td>
</tr>
<tr>
<td>New Hitler (Used)</td>
<td>$85.00</td>
</tr>
<tr>
<td>Bad Bull (Fast Before)</td>
<td>$99.00</td>
</tr>
<tr>
<td>Western Jr.</td>
<td>$100.00</td>
</tr>
<tr>
<td>Cincinnati Pin-Prize (Rolls)</td>
<td>$2.00</td>
</tr>
<tr>
<td>11th Street-Way (1944 Bats)</td>
<td>$1.00</td>
</tr>
<tr>
<td>Gash</td>
<td>$10.00</td>
</tr>
</tbody>
</table>

**Wisconsin Novelty Co.**

7704 N. Greenfield Ave., Birmingham 6, Wis.

---

**OPERATORS**

**WRITE FOR THESE MONEY MAKERS**

<table>
<thead>
<tr>
<th>Game</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bank Ball, 9 Fl.</td>
<td>$179.00</td>
</tr>
<tr>
<td>Bank Ball 9 Fl.</td>
<td>$69.00</td>
</tr>
<tr>
<td>Striker 'M' Spares</td>
<td>$49.00</td>
</tr>
<tr>
<td>Bomber Ball, 3 Fl.</td>
<td>$39.00</td>
</tr>
</tbody>
</table>

All Reconditioned and Refurbished.

**NEW BEST HANDS**

<table>
<thead>
<tr>
<th>Type</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>New Best Hands, Special</td>
<td>$25.00</td>
</tr>
<tr>
<td>New Skill Thrill, Special</td>
<td>$25.00</td>
</tr>
</tbody>
</table>

50% OFF ON ALL RECONDITIONED HANDS!

**ALL LATEST PIN TABLES AVAILABLE**

**PACKERS PHONOGRAPH, SPEAKERS, WALLBOXES**

**U. S. VENDING REFRIGERATED CANDY MACHINES**

---

**FIVE BALLS**

<table>
<thead>
<tr>
<th>Game</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Klugers, Battles, Cards</td>
<td>$65.00 Ea.</td>
</tr>
<tr>
<td>Surf Queers, Big Hits, Big League</td>
<td>$5.00 Ea.</td>
</tr>
<tr>
<td>South Seas, Streamers</td>
<td>$2.00 Ea.</td>
</tr>
<tr>
<td>Sky Blasters</td>
<td>$15.00 Ea.</td>
</tr>
</tbody>
</table>

All in Top Shape. Terms: ½ Deposit.

C. & M. Specialty Co.

622 Camp St.
New Orleans, La.

---

**CLOSE OUT BARGAINS!!**

<table>
<thead>
<tr>
<th>Game</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mills Black Cherries (Like New)</td>
<td>$15.00</td>
</tr>
<tr>
<td>Mills Black Cherries (Roll)</td>
<td>$36.00</td>
</tr>
<tr>
<td>Pace Krome Kranz, 12 Fl.</td>
<td>$16.00</td>
</tr>
<tr>
<td>Pace Krome Kranz, 6 Fl.</td>
<td>$16.00</td>
</tr>
</tbody>
</table>

C. & M. Specialty Co.

622 Camp St.
New Orleans, La.
Seeburg Coin Machines

**Acme Coin New Pinball Mfr.**

**WORLD’S SHOW TIME**

**SPECIALS!**

**EXTRA! Pfanzstieh Needle...**

**REGULARS OR**

| 35¢ EA. | $39.50 | 37¢ EA. | $79.50 |

**SPECIALS**

| SPECIAL #18 ZIP CORD — 1½c PER FOOT |

**PIN TABLES**

- **ALL CLEANED, CHICKED, READY FOR IMMEDIATE LOCATION! SPECIFY 1ST AND 2ND CHOICE WHEN ORDERING.**

- **$24.50 EACH — 5 FOR $100.00**

**LONDON’S SHOW TIME**

**SPECIALS!**

**ACME COIN NEW PINBALL MFR.**

**...CHICAGO, Jan. 17—E. Palermo and Joseph Prisby announced the formation of the Acme Coin Machine Manufacturing Company here this week with the introduction of the Acme Coin Machine.**

- **Firm will manufacture pinball and console equipment.**

- **Palermo and Prisby were formerly active in the coin amusement game field under the name of South Side Engineering Company.**

**Acme’s first game, Casba, was originally shown last September, but not produced, under the South Side Engineering firm name.**

**Play Description**

- **Casba, featuring a night club motif on playfield and backboard, has a possible high score of 600,000.**

- **One special diamond bumper offers a free repeat game when hit while illuminated; it lights up at predetermined intervals.**

- **The game is now being undertaken under the new company name. A number of test models have been built and placed on location.**

**Acme Coin will act as its own national distributor and is currently planning a number of regional distributor appointments. Firm is showing the game in a private suite at the Sherman Hotel this week, Palermo said.**

**They’re on their way they’re SEABOARD they’ll be seeing you in Chicago at the GENCObooths**

**SEABOARD NEW YORK CORPORATION**

**550 West 58th Street, New York 19, N.Y., Columbus 5-4564**

---

**Seeburg Dependable Music Systems**

**With Sound Distribution**

**EXCLUSIVE**

**DISTRIBUTOR**

**WISCONSIN AND**

| UPPER MICHIGAN |

**PHONOGRAPH BOOK-OLA**

**Imperial 45s $14.00, 40s $45.00**

**SEABURG**

**Green**

**$45.00**

**BOOK-OLA**

**Imperial 45s $14.00, 40s $45.00**

**SEABURG**

**Green**

**$45.00**

**PHONOGRAPH BOOK-OLA**

**Imperial 45s $14.00, 40s $45.00**

**SEABURG**

**Green**

**$45.00**

**PHONOGRAPH ACCESSORIES**

Seeburg Selectomat, 35-Selection, 26-

| Wire, Ea. | $5.00 |

**WINNER**

**Seeburg Wireless Watsonia, 750**

| Wire, Ea. | $5.00 |

**SCRIBBE**

**Winer Model 125, $4.50-$5.50 Wall**

| Watsonia | $3.50 |

**WINNER**

**Seeburg Wireless Watsonia, 750**

| Wire, Ea. | $5.00 |

**BEHAVIOR**

**Seeburg Watsonia, 5-10-25**

| Wire, Ea. | $5.00 |

**MISCELLANEOUS**

| TERMS: 1/2 DEPOSIT, BALANCE C.O.D. |

**TERMS: 1/2 DEPOSIT, BALANCE C.O.D.**

**PHONE: KILBURN**

**7325**

---

**GIVE TO THE DAMON RUNYON CANCER FUND**
New Roll-Down For Chi Coin

CHICAGO, Jan. 21—Chicago Coin Machine Company will begin production on a roll-down adaptation of its Bermuda pinball game this week, according to Edward Levin sales manager. The pinball model will remain in full production to meet demand.

Bermuda roll-down features five pinball-size balls. With exception of plunger and open player end required in roll-down type games, game retains same play field and backboard design as that in the pinball model.

See HYMIE ZORINSKY

ON THE EXHIBIT FLOOR AT THE SHERMAN HOTEL FOR THE "WINNERS" OF THE LEADING MANUFACTURERS WHOM WE REPRESENT IN NEBRASKA AND IOWA.

D. GOTTLIEB & CO. CHICAGO COIN COMPANY
UNITED MFG. COMPANY O. D. JENNINGS & CO.
WILLIAMS MFG. CO.

"We Can Deliver Magic Glo Rock-Olas"

H. Z. VENDING & SALES COMPANY

1205 DOUGLAS STREET
OMAHA, NEBRASKA

DAVID ROSEN INC.

means many things to all people

Two New Games Will Be Exhibited at BOOTH 200
They Will Be Different
Write for advance photograph now!

P and S Machine Co.
3017 N. Sheffield Ave., Chicago, Ill.
Phone: DIVisor 2416

WANTED
PIN BALL AND MUSIC MECHANIC
Must be experienced
MODERN AMUSEMENT CO.
6220/2 WALNUT
PHILADELPHIA, PA.

DAVID ROSEN, INC.
855 N. Broad Street, Philadelphia 23, Pa.
Stevenson 2-2903

AND
303 Evergreen Avenue, Baltimore 23, Md.
Edmonson 5322
Announce Full Production on Strike Alley

NEW YORK, Jan. 17.—After two years of engineering, development and testing, Strike, Inc., this week announced that its coin-operated automatic bowling alley game, Strike, was now in full production and would be introduced formally to the trade at the Coin Machine Industries (CMI) show next week in Chicago.

Features of the new game, as reported by the firm, are as follows.

- No pins or cables involved: a back glass which is fully protected from player-damage, three sizes, to fit any location, including 17, 22 and 27-foot lengths; National Relevent coin mechanism; 10 frames for one coin insertion (price per game will probably be 10 cents); a mechanism that is completely assembled in one compact unit which, in the case of a breakdown, can be removed and exchanged quickly; separate locked coin box, and duck pin-type bowling balls.

Scoring Features

Scoring on the new game is accomplished by rolling the ball over a series of disks arranged in the same manner as regular bowling pins. A special disk, located between the three disks, contains the ball, which, if contacted by the first ball, or a spare is scored if hit with the second ball.

Strike, Inc., is a New York corporation which is making its debut in the coin-operated field with this game. Headquarters are at 185 Virginia Avenue, Jersey City. Officers of the firm include Robert S. Cronk, president; John J. O'Neill, vice-president in charge of sales, and James J. Hill, production engineer.
ROCK BOTTOM PRICES! REBUILT PHONOGRAHS!

UNCONDITIONALLY GUARANTEED
THE FOLLOWING LOW PRICES ARE FOR MACHINES COMPLETE AND IN WORKING ORDER BUT NOT REBUILT.

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**SEECE**

- **$850-950-800**

IF YOU WANT THESE PHONOGRAHS PROFESSIONALLY REBUILT AND UNCONDITIONALLY GUARANTEED, ADD $35 PER MACHINE.

CHECK THESE POINTS
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- MOTOR RECONDITIONED
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- WORK PARTS REPLACED
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ALL WORK DONE BY SKILLED FACTORY TRAINED TECHNICIANS.

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PHONOGRAHS LIKE NEW

Wurlitzer 1910... **$500.00**... Rock-Ola... **$750.00**

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- **$30.00**
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- **$50.00**
- **$75.00**
- **$100.00**
- **$150.00**

MISCELLANEOUS EQUIPMENT

- **$150.00**
- **$200.00**
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- **$1,000.00**
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12 YEARS OF OPERATOR CONFIDENCE

OUR LOSS YOUR GAIN—BUY AT THESE LOW PRICES

**CONSOLES**

KENNEY SUPER BELLS, Like New, **$125.00**

KENNEY SUPER REBEL, S & S, **$175.00**

MILLS MERRY BELLS, Brand New, **$250.00**

Mills 4 Bells, 5-1/2-15 cent, **$125.00**

Mills 5 Bells, 5-1/2-15 cent, **$125.00**

Mills 5 Bells, 5-1/2-15 cent, **$150.00**

**RECONDITIONED**

MILLS BLACK CHERRY BELLS, **$150.00**

Mills Mix, Color Bell, **$25.00**

Mills WAR EAGLE, **$15.00**

Mills VEST POCKET BELLS, **$15.00**

DAVY CROCKETT, Brand New, **$15.00**

Davy Crockett, Brand New, **$15.00**

**SLOTS**

**BRAND NEW 1946 FAVE**

**BLUE BELLS, 25c**... **$15.00**

**JENNINGS 46 Club Chant, Little**... **$175.00**

**JENNINGS Silver Moon Chiefs, 5c**... **$10.00**

**LITE NEW, 10c**... **$15.00**

**Mills Black Cherry Bell, 25c**... **$10.00**

**Mills Orn, Chrome Bell, 25c**... **$25.00**

**Mills War Eagle, 10c**... **$15.00**

**Mills VEST POCKET BELLS, 25c**... **$15.00**

**DAVY CROCKETT, Brand New, 25c**... **$15.00**

**Davy Crockett, Brand New, 25c**... **$15.00**

**100 BRAND NEW PERSONAL MUSIC BOXES AND 5 AMPLIFIERS**

**WILL SACRIFICE ENTIRE LOT AT THE LOW PRICE OF**

**A FEW REQUESTED BOXES, NEW...$2.95**

**EXHIBIT VITALIZER FOOT EASE, 99c**... **$9.50**

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**STAG HORNBLASTERS, $9.50**

**EVANS TEN STRIKE, Very Classy...**... **$9.50**

**PHOTOMATIC**

1947 Model Steel Cabinet, App. **$150.00** Supplied.

**$795.00**

The Xtylate lightweight tone arm fits ALL models Wurlitzer phonographs. Lifetime on all well-used records. Replaced on all magnetic arm. Provides standard, instantly replaceable crystal and needle. Introduc- tory price...

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**COIN MACHINES 149**
AAMONY Vote Names Officers and New Board

NEW YORK, Jan. 17—With Joe Huhens retaining his post as president, members of The Associated Amusement Machine Operators of New York (AAMONY) elected a full slate of officers at a meeting in the Manhattan Center here Thursday (12), as well as a seven-man board of directors. Prior to Thursday's election, AAMONY officers served in a provisional capacity.

In addition to Huhens, those voted into office by the roll-down-operators were: Louis Rosenberg, vice-president; Murray Lax, treasurer; Sol Tabb, recording secretary; Isidore A. Gabe, financial secretary, and Norm Goldberg, sergeant at arms. The board of directors for 1948 will be composed of Philip Kurts, David Friedman, Sam Kramer, Herman Silver, Charles Benedet, Louis Price and Al Bodkin.

Louis Boasberg

SAYS:

don't accept our word, but ask any operator or distributor who has purchased a NEW ORLEANS NOVELTY COMPANY used game, and he will tell you that our games are the finest used games on the market. Before any game leaves 115 Magazine Street, said game must be thoroughly checked in the following ways:

1. It must be made mechanically perfect by expert mechanics with worn out parts replaced by new factory parts.

2. The game must be cleaned, brightened and made to look like new by the most expert workers, using the finest materials obtainable.

3. The game must be percentage perfectly to give the correct number of free plays to insure maximum player appeal.

4. The game must be thoroughly checked and rechecked before leaving our factory. This insures that the game is ready to operate just as soon as it is placed on location.

5. Our games are packed properly and carefully by experts.

NEW ORLEANS NOVELTY COMPANY

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(Radio: Phone 4607 or CA 5306)
Red “Hot” Coins
WEST HEMPSTEAD, N. Y., Jan. 17—Police here hope to catch the thief who stole $34,050 from Leon Shore’s roadside stand Wednesday (7). It seems the thief, all in nickels, dimes and quarters, was dyed red and was used by Shore toATTRIBU-ATE to the proprietor. The red bullseye dye comes off on the hands, Shore explained. Electro-Serve Into New Building; Will Increase Facilities
PEORIA, I1., Jan. 17—C. E. Boren-ay, president of Electro-Serve, Inc., here, announced this week that the firm has temporarily suspended manufacturing operations on Electro-Serve hot poper corn venders in order to move into a new factory. According to Boren-meyer, a sufficient backlog of machines has been built up to handle the operations while the moving operations are take place. Present plans are to resume production of the last batch by the end of February. New Electro-Serve Peoria plant is two stories high with 100-foot frontage and is situated on the site of an old lumber shed. Construction estimates are that it will be possible to turn out approximately 900 vendors per month in the new plant. However, Boren-meyer reports that it will be possible to at least double production if new orders come in. Electro-Serve has manufactured and distributed popcorn vending machines since 1896.

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New Groetchen View Mach. for Juvenile Trade
CHICAGO, Jan. 17—Groetchen Tool & Manufacturing Company will introduce a new view machine, Camera Chief, during the Coin Machine Industries’ convention, Ed Hanson, firm official, announced today.

Designed primarily for juvenile appeal, this toy is a penny type and presents a series of nine pictures of famous cartoon characters. Groetchen has arranged to include some comic book characters as Captain Marvel, Tarzan, Flash Gordon, etc., among those to be shown. Pictures, which are in three colors and appear in three dimensions thru the viewer, may also include scenic spots around the country. Individual cards flip into place so as to furnish a story continuity, Hanson said.

New amusement machine, weighing about 120 pounds and approximately 8 inches high and wide and 12½ inches long, is finished in various colors and illustrations of characters are shown on the cabinet. Camera Chief is actuated by a lever and pictures are brightly 1948 Convention Year for Denver
DENVER, Jan. 17—The Denver Convention and Visitors’ Bureau, official tourist agency here, announced last week that 1948 looms as one of the city’s best convention years.

Garret Hockom, bureau manager, said more than 100 State and national conventions already have been booked into the city this year, a greater number than at a similar date last year. Some 380 conventions and meetings were held in Denver last year.

It was estimated by Hockom that the $1,500 delegates spent $2,950,115 during actual convention days for a daily average of $10,735. The meetings were attended by an average of 271 persons daily with the average convention lasting three days.

In booking the meetings, Hockom explained the bureau makes it a practice to stagger them throughout the year to avoid housing difficulties and to create a year-round income from the meetings.

New Bat-A-Ball Is Seen
Launched at the Chicago Coin Machine Distributors’ Show, the new Bat-A-Ball is a new Columbia Royal club model bell. It is spotted by interior electric lighting lights to be shown at the Groetchen booth is a new Columbia Royal club model bell.
JACKPOT BELL
5c — 10c — 25c
FACTORY REBUILT
LOOK AND OPERATE LIKE NEW
GUARANTEED
$150.00
AUTOMATIC OR GUARANTEED J ackpot Models

TRACK ODDS . . . . . . . $650.00
PARLAY LONG SHOT : 750.00
Thoroughly Factory Rebuilt

BRAND NEW BUCKLEY MUSIC BOX
24 Selections $25.00 32 Selections

USED MILLS 4 BELLS . . . . . . . . . . . . . . . . $150.00

NEW FOURWAY COIN CHANGERS . . . . . . 27.50

REBUILT WATLING J. P. BELL, 5c . . . . . . 75.00
GET OUR COMPLETE LIST OF SLOT PARTS

Buckley Manufacturing Co.
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WILLIAMS MFG. CO.
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COVERING ALL OF TEXAS, OKLAHOMA AND NEW MEXICO

WILLIAMS' SUNNY
UNITED'S TROPICANA
KEENEY'S COVER GIRL

WILLIAMS' ROLL DOWN BOX SCORE
UNITED'S ROLL DOWN SINGAPORE
KEENEY'S GOLD NUGGET

ALSO DISTRIBUTORS FOR: NORTH TEXAS, OKLAHOMA, NEW MEXICO.
THE PHONOGRAPH THAT SELLS MUSIC

ROCK-OLA MFG. CORP.

BARGAINS IN USED EQUIPMENT
ORDER FROM STORE NEAREST YOU

PHONOGRAPH:
12 Record Phones . . . . . . . . . . . . . . . . . $35.00
Commandos . . . . . . . . . . . . . . . . . . . 125.00
Rock-Ola Delux . . . . . . . . . . . . . . . . 125.00
Rock-Ola Super . . . . . . . . . . . . . . . . . 150.00
Wurlitzer 800 . . . . . . . . . . . . . . . . . 225.00
Wurlitzer 850 . . . . . . . . . . . . . . . . . 225.00
Wurlitzer 950. . . . . . . . . . . . . . . . . 225.00
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Rock-Ola 1422 . . . . . . . . . . . . . . . . . 450.00

AMES:
Dynamite . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . $95.00
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Carousel . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . 125.00
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Ginger . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . 150.00
Victory Specials . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . 150.00
Daily Races . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . 250.00

ONE-THIRD CASH WITH ORDER—BALANCE C. O. D.
NOW $150.00

5c-10c-25c ROL-A-TOP BELLS

WE CAN FURNISH ALL TYPES OF REEL COMBINATIONS TO MEET YOUR REQUIREMENTS:
1 Cherry Pay 2 — 1 Cherry Pay 3 — Mystery 3-5 Payout, Standard
— Mystery 3-5 Payout, Club — No Lemon on First Reel

DON'T WRITE—WIRE!

BOOThS 12-13-14

WATLING MFG. CO.
Est. 1889 — Tel.: COL. 2770
4650 W. FULTON ST. CHICAGO 44, ILLINOIS
Cable Address: "WATLINGITE," Chicago

IMMEDIATE DELIVERY

BALLY VICTORY SPECIALS .......... $169.50
BALLY TRIPLE BELLS (any combination) .... 595.00
BALLY DRAW BELL ................. 210.00
BALLY DELUXE DRAW BELLS ......... 310.00
BALLY ENTRY (new in crate), P. O. .... 425.00
BALLY ENTRY (slightly used), P. O. ... 385.00
KEENEY SINGLE BONUS BELL ....... 310.00
KEENEY TWIN BONUS BELL, 5c-5c ... 499.50
KEENEY TWIN BONUS BELL, 5c-25c ... 499.50
KEENEY SUPER BELL, P. O. ......... 49.50
MILLS FOUR BELLS, 5c-5c-5c-5c .... 69.50
BALLY HIGH HANDS .............. 45.00
BALLY NUDGYS ................. 119.50
BALLY BALLYHOO .............. 99.50
BALLY SILVER STREAKS .......... 99.50
BALLY BIG LEAGUE .............. 55.00
BALLY LONGACRES ............. 55.00

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ONE STOP SERVICE ON ALL TYPES OF EQUIPMENT AND SUPPLIES
GAMES—MUSIC—VENDORS

Visit Us at Our SPECIAL SHOWING of the
New FILBEN "MIRROCLE-MUSIC"
January 19 Thru 22
at the MORRISON HOTEL
(just one block from the CMI Show)

SPECIALS OF THE MONTH!
Advance Roll .......... $229.50 | Sportsman Roll .......... $149.50
Total Roll ............ $379.00

PHONOGRAPHs

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WISCONSIN'S LEADING DISTRIBUTOR
United Coin Machine Co., Inc.
6304 W. GREENFIELD SPRING 8446 MILWAUKEE 14, WISC.
GOING TO CHICAGO, FELLOWS?
LOOK US UP AT THE SHERMAN HOTEL...ASK THE ROOM CLERK FOR OUR SUITE. IF WE HAVEN'T WHAT YOU NEED, WE KNOW WHERE TO GET IT.

NEW MACHINES — Immediate Delivery

RALLY MILADY...$279.50
CHIC. COIN ROLL DOWN...395.00
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GOTTLEIB ROBIN HOOD...279.50
KEENEEV COVER GIRL...279.50
MARVEL GOLD MINE...269.50
UNITED TROPICANA...Soon
WILLIAMS SONNY...279.50
1948 RINGS...788.00

Used Five Balls
Air Gears (Exhibit)...8...12.50
Arizona (United)...45.00
Big Hit (Exhibit)...35.00
Bobber (Genco)...85.00
Bottle (Genco)...35.00
Bourgeois (Genco)...50.00
Dart (Santa Fe)...55.00
Golden Rule (Riviera)...89.50
Gondola (Williams)...20.00
Gorilla (Williams)...82.00
Green Hornet (Williams)...75.00
Hawaiian Princess (Williams)...85.00
Horn-Sized Bottle (Riviera)...25.00
Idaho (United)...119.00
Gold Rolls (Williams)...45.00
Grand Canyon (United)...21.50
Hire (Chicago)...35.00
Hot Vendors (Mutoscope)...25.00
Jello (Bally)...42.50
Jumping Jack (Indiana)...42.50
King (Chicago)...69.50
Large (Williams)...78.00
Mali (Bally)...22.50
Maine (United)...125.00
Migratory (Exhibit)...69.50
Molinaro (United)...75.00
Mystery (Exhibit)...68.00
Mystery (Genco)...30.00
Nigger (United)...15.00
Ozark (United)...30.00
Poppin' Pot (Exhibit)...68.00
Quickie (Genco)...78.00
Royal (Williams)...78.00
Tally Roll (Mutoscope)...150.00
Terrorial Rider (Genco)...88.00
Tidepool (Chicago)...69.50
True Value (Genco)...75.00
Undersea Rider (Bally)...75.00
Undersea Rider (Genco)...75.00
Various Rolls (Revised)...35.00
Vendys Roll (Genco)...78.00
Wave Rider (Genco)...68.00
World Series (Rock-Ola)...57.00

Great Features

1. Champ Bias (Phantom)...
2. Steel Banker (Genco)...
3. Tiny Tot (Genco)...
4. Bally Bonus (Genco)...
5. Starlight (Genco)...
6. Starlight (Rock-Ola)...
7. Dial-a-Tone Wallboxes...3.00 Ea.

10 PERCENT DISCOUNT ON ALL ORDERS OF $500 OR MORE!
ONE-THIRD DEPOSIT REQUIRED WITH ALL ORDERS

Phone: Main 0477 and Main 8751

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1321 Central Parkway
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HOLD THAT LOCATION!
INSTALL TROUBLE FREE CHAIN DRIVE CHUTES
For all Models of Mills Machines
10 DAYS FREE TRIAL — 1 YEAR GUARANTEE

TESTED AND PROVEN ON ALL TYPES OF LOCATIONS FOR 2 YEARS
Can be installed right on location in 5 minutes.

- Won't Take Steel Slags
- Throws Out Bent Coins
- Cannot Clog or Jam
- Coins Cannot Shingle
- Won't Take Any Coin Thicker Than a Good Coin
- Eliminates 99% of All Your Coin Clute
- Made From the Best Materials
- All Wearing Parts Hardened
- Will Outwear 2 Machines
- Can Be Changed From One Machine to Another
- No Cutting—No Drilling—No Filing
- Fits Right in Place of Old Clute
- Self-Adjusting to Mechanism

MODEL "A" Fits All Mills Chinese Bucks from 1928 to 1945...
MODEL "B" Fits All Mills Stamps...
MODEL "C" Fits All Mills Royalties...
MODEL "D" Fits Brown Fronts...

MADE ONLY BY
ROGERS SILVERWARE
FOR PREMIUMS, PRIZES, AWARDS

FOR SALE ROUTE OF AUTO. MUSIC MACHINES AND AMUSEMENT GAMES In Northern Iowa, Write C. C. BROWN, 207 R. F. P.O. Box, Mason City, Iowa

WANTED TO BUY
Late 1946's, 47's, 48's
PHONOGRAPHS
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FOR SALE
ROUTE OF AUTO. MUSIC MACHINES AND AMUSEMENT GAMES

WILL TRADE
3-5, 5-6, 6-6, 2-7-6, Jennings Cherry P Machines or Mills Brown Front for same Jennings 6-6 Club Bell.

Amusematic Debuts
Rio Rita Game
CHICAGO, Jan. 17—Amusematic Corporation will debut a new roll-down game, Rio Rita, at the Coin Machine Industries show, firm head Ted Kruse and Vince Connors have announced.

Game will feature high score play, two-player controlled flipper action and two kick-out pockets. Of a five-ball type, game will use pinball size steel balls. Name on backboard, Rio Rita, will light up, a letter at a time, after certain totals in scoring have been attained, until at high score entire name is illuminated. Rio Rita is 22 inches wide, 49 inches long, stands 68 inches high at play-field level and 62 inches to top of backboard. Kruse and Connors state production will enable initial deliveries to begin next week.

Games License Fee Hiked by Minn. Town
RICHFIELD, Minn., Jan. 17—Taking notice of a recent $1 to 3 cent per cent increase in amusement machine license fees in Minneapolis, this neighboring community boosted license fees on all amusement devices from $15 to $50 annually.

Village councilmen said old fees were not sufficient to cover administration and inspection costs.

Denver Meters Earn More
DENVER, Jan. 17—Parking meter collections here for 1947 showed an increase of 22 per cent over 1946. In 1947 $327,897 was collected and $260,705 in 1946. The 1947 December receipts of $32,301 showed an increase of 49.9 per cent over the $21,983 collected in December, 1946.

BOOTH 197
CHICAGO CMI SHOW

VALLEY SPECIALTY CO., INC.
250 N. CLINTON AVE.
ROCHESTER 5, N. Y.
"20 YEARS OF COIN MACHINE MANUFACTURING"
So. Africa Juke Op Laments Disk Lack

CHICAGO, Jan. 17.—Recent issue of The World's Fair, British amusement weekly, carries mention of a letter from A. C. Jordan, who makes an annual visit to this country to call on coinmen in Chicago, Los Angeles and New York among others. In the letter he points out that Juke box operating in South Africa has proved to be a highly successful venture in past years, held back only by shortage of new records.

Jordan, who at one time was prominent in English coin machine circles, moved to Cape Town, South Africa, following the end of World War II and began all over again as a coin machine operator.

In his letter to the British publication Jordan makes special mention of the success he has had in building up a route of juke boxes. Jordan writes: "No less than 100 of these machines (juke boxes) are being operated successfully. The only snag is the difficulty of obtaining sufficient records."

Gottlieb & Co. in Production On New 5-Ball

CHICAGO, Jan. 17.—Gottlieb & Company is now in production on a new five-ball game called Lady Robin Hood. It was announced January 10 by Nate Gottlieb, firm official.

A new production for the subject a lady dressed in the attire of Robin Hood, of story book fame, as is true of flipper bumper action, which accentuates player control by skill, first introduced by Gottlieb on "St. Louis." In Lady Robin Hood the player thru the central character of the game to light up the game's playing surface and also in the center of the game. Each of these bumpers is identified by having one letter of the word "target" on it.

Player Control

As the game is played, the ball rolls thru a series of bumpers, light up pockets and sequence bonus holes. However, buttons situated on both sides of the game near the player's end of the game control three flipper bumpers (a total of six) and allow the player to influence the course of the moving ball and actuating the flipper bumpers at certain times. At all times the effective use of the flipper button control is governed by the skill and co-ordination displayed by the player. If the player does use the flipper bumpers skillfully he can add to his score. Bonus pockets also step up the player's score after a certain number of bumpers have gone thru.

Despite the action in the game and the use of flipper bumpers, Lady Robin Hood can be played in a short time. Gottlieb firm will display the new game at the Coin Machine Industries convention and show at the Hotel Sherman, Chicago, January 19-22 in Booths 2, 3 and 4 in the hotel's Exhibition Hall.

Franchised Spacarb Operators To Meet

NEW YORK, Jan. 17.—Between 19 and 100 franchised Spacarb operators will gather here January 20 for the annual three-day convention of the firm, it was announced by J. Houston, president.

The convention will be held at the Lexington Hotel, and will include business sessions and addresses as well as the annual banquet.

K. C. NOVELTY CO. CLOSE-OUTS!

BUY 5 GAMES, DEDUCT 5% CHECKED, CLEANED, SCRAPED

USED 5 BALLS

<table>
<thead>
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<th>Game</th>
<th>Price</th>
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<td>Stage Door Canteen</td>
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<td>Midget Racer</td>
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<tr>
<td>Surf Gurl</td>
<td>$159.50</td>
</tr>
</tbody>
</table>

ROLL DOWN GAMES CONSOLES

<table>
<thead>
<tr>
<th>Game</th>
<th>Price</th>
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</thead>
<tbody>
<tr>
<td>2 Super Triangle, Ea.</td>
<td>$75.00</td>
</tr>
<tr>
<td>Total Rolls</td>
<td>$125.00</td>
</tr>
<tr>
<td>Sportman</td>
<td>$125.00</td>
</tr>
<tr>
<td>Baby Ring Pin</td>
<td>$125.00</td>
</tr>
<tr>
<td>20 New Ball-Ball, Jr.</td>
<td>$125.00</td>
</tr>
<tr>
<td>bases, Each</td>
<td>$19.50</td>
</tr>
<tr>
<td>1 Coin-Operated Changer, used, perfect</td>
<td>$50.00</td>
</tr>
<tr>
<td>Club Bell</td>
<td>$39.50</td>
</tr>
</tbody>
</table>

Write for Close-Out Price or EXHIBIT TALLYMEN WILLIAMS GINGER, GINO BRONCHO

We will buy, trade or exchange any new five balls, bullet ball, double ball.

K. C. NOVELTY CO. 419 MARKET STREET, PHILADELPHIA 6, PA. MARKET 7-4641

THE NEW MERCURY Athletic SCALE

At Booth 208 COIN MACHINE SHOW Hotel Sherman, Chicago, January 19-22

15 Different Moneymakers In One Great Machine

MERCURY STEEL CORPORATION

3830 Holbrook Ave. Detroit 12, Michigan

PRICES SLASHED 20% EACH MONTH

We have cut the price on these machines 20% each month for the past six months, and will continue this 20% cut on all these machines as long as we have any.

1 Mills Quarter Size Pinball $19.00
2 Mills Half-Dime Size Pinball $21.00
3 Mills, By Coin Vendors, Jr. $20.00

ONE BALL PIN GAME

1 Dollar Coin Reel Pinball $62.00

See The NEW MERCURY Athletic SCALE

Prices on All Machines Include as Required:

1 Mills Quarter Size Pinball $19.00
2 Mills Half-Dime Size Pinball $21.00
3 Mills, By Coin Vendors, Jr. $20.00

Distributors

C. O. D.

HUB DISTRIBUTING CO.

632 Tenth Ave., cor. 45th St.
New York 19, N. Y. Circle 6-5970

STEWART NOVELTY COMPANY

1361 SOUTH MAIN ST. Wholesale Distributors, TELEPHONE: 7-1977—7-1995

SALT LAKE CITY, UTAH
Detroit Firm Plans Display of New Quiz Device at CMI Show

DETROIT, Jan. 17.—Quizzer, a new one-red projection type coin machine, carrying several thousand questions on which the player tests his own I.Q., will be introduced to the trade at the Coin Machine Industries show in Chicago January 19-22.

The Quizer was developed by Thomas U. Sisson, former Lieutenant in the United States Navy, where 1,300 of a similar model machine were used during the war to help train personnel on aircraft identification. Since the war, Sisson has been engaged in adapting this machine for commercial use. It is being manufactured under patents held by Training Devices, Inc.

Quizer is owned by Training Devices, Inc., 708 David Stott Building, Detroit, and is being manufactured on contract by Price Electric Company, Frederick, Md.

The machine will carry a variety of questions on different subjects, including celebrities, baseball, football, racing, geography, history, war and travel, and give the player three choices from which to pick the right answer. The Quizer has been on location in several territories with a record of consistently high earnings.

Quizer can be used as a console model or as a counter model. Machine and base can be handled separately by one man and carried in a car to move to location. An illuminated sign is provided to explain the play.

Snow Joke! Pin Op Finds Flakes Play Hob With Pinscore

CHICAGO, Jan. 17.—Operating a coin machine route can be a soul-satisfying business, but then there are some days and nights when the operator wishes civilization had not been quite so well organized. The following letter, written to the coin machine editor of The Billboard, serves to emphasize that point:

"We have started the new year on the wrong foot if tonight's service call is just the beginning."

"We were called to a location to service both a pin game that did not register points and another game that didn't work properly. We worked for almost two hours testing, checking and even replacing a relay, but all to no avail. We were on the point of quitting the business altogether when the lights in the room suddenly became brighter, after which both games worked perfectly!"

"It seems that the snow storm that we have had in this part of the country for the last few days had damaged the wiring of the building where the machines were on location. A short time after we started working on our service call, the Public Service Company arrived on the scene and began to fix the wires. Actually there had been nothing wrong with the coin machines in the first place."

E. S. Savage
E & J Novelty Company, Englewood, N. J.
Try Our FRIENDLY PERSONAL SERVICE

Amber .......... $ 67.50 Havana ......... $125.00 Rocker ...... $ 90.00
Ballyhoo ....... 100.00 Hawaiian ....... 100.00 Showgirl .... $ 35.00
Big Hit .......... 45.00 Hawkeye ....... 100.00 Story Time .... $ 35.00
Big League ....... 37.50 Hawaiian ....... 100.00 Surrounds .... $ 45.00
Broncho ....... 135.00 Hawaiian ....... 100.00 Stroll-Time .... $ 35.00
Cannonball ....... 110.00 Hawaiian ....... 100.00 Supersize .... $ 35.00
Cassette ....... 135.00 Mexican ....... 100.00 Sunglasses .... $ 45.00
Cyclone ....... 135.00 Mexican ....... 100.00 Susie Q .... $ 35.00
Dynamite ....... 75.00 Playboy ....... 100.00 Tablats .... $ 35.00
Gold Ball ....... 150.00 Rio ....... 95.00 Vending .... $ 35.00

PRICES Are Always Low at 'CENTRAL'

Booth 71

EXCLUSIVE!

By arrangement with the manufacturers, we have been appointed Exclusive National Sales Agency to the Coin Machine Trade for The NEW Wood Sorrelite Game with "SOLDERLITE" These NEW Solderlite Games throw a beam of light on your work!

FEATURES
- 5 Second Heating
- Floating Reaches Light Corner
- Power
- Used When Gates Are Closed
- Trigger Switch
- NippleGrip

"ACCURAP" NEW Automatic Coin Counter and Wrappers (Patent Applied For)

FEATURES
- 5300 Wraps per Hour
- Inexpensive yet ACCURAP
- Counter and Wrapper

COUNTS and WRAPS
- 50.00 in Half Balls
- Standard Base Interchangeable Barrels
- Easy to Use
- Saves hours of work

MANUFACTURERS: LOOK TO DISTRIBUTION FOR LEADERSHIP!
DISTRIBUTORS: Write or wire for quantity discounts
PIONEERS IN PARTS SINCE 1929

ROY McGINNIS CO.

1425 N. BROAD ST.- PHILA. 22, PA.

PHONE: STEVENSON 4-6975

GET IT FROM BLOCK--THEY HAVE IT IN STOCK

LOWEST PRICES IN THE COUNTRY!!

5 Daily Stock Items, as new, $75.00 Ea. 1 Beautiful Amoslide Plus, with box, $180.00 Ea.
4 Sale Bell Slot Afters, with receipts $55.00 Ea. 1 Beautiful Amoslide Plus, with box, $180.00 Ea.
4 Sale Bell Slot Afters, with receipts $55.00 Ea. 1 Beautiful Amoslide Plus, with box, $180.00 Ea.
2 Sale Bell Slot Afters, with receipts $55.00 Ea. 1 Beautiful Amoslide Plus, with box, $180.00 Ea.
2 Sale Bell Slot Afters, with receipts $55.00 Ea. 1 Beautiful Amoslide Plus, with box, $180.00 Ea.

MISCELLANEOUS

2 Sale Bell Slot Afters, with receipts $55.00 Ea. 1 Beautiful Amoslide Plus, with box, $180.00 Ea.
2 Sale Bell Slot Afters, with receipts $55.00 Ea. 1 Beautiful Amoslide Plus, with box, $180.00 Ea.
2 Sale Bell Slot Afters, with receipts $55.00 Ea. 1 Beautiful Amoslide Plus, with box, $180.00 Ea.

OLSHEN DISTRIBUTING CO.

1100-02 Broadway, ALBANY 4, N. Y.
40-Selection Wall Box New AMI Product

CHICAGO, Jan. 17—AMI, Inc., will introduce its new 40-selection wall box during the Coin Machine Industries (CMI) convention and show that begins at the Sherman Hotel here Monday (19), ends Thursday (22), Lyndon C. Force, firm sales manager, announced this week.

Top feature of the new product is its number of selections, which makes it the first 40-selection wall box to hit the market. Developed primarily to handle selections from AMI's 40-selection music machine, the new development, Force says, will also operate any other 40-selection phonograph using an electrical selector system.

Measurements of the new wall box are 12½ inches high by 7½ inches wide by 6½ inches deep and it weighs approximately 12½ pounds, which means that it is approximately the same size as other wall boxes on the market despite large selectivity feature.

Electrical system incorporated in the new wall box is the three-wire arrangement with two types of receiving unit being offered—one size for locations employing 10 boxes or less and another using up to 20 or more boxes. According to AMI, time required for selection via the wall box is three-quarters of a second which virtually eliminates the possibility of two patrons making simultaneous selections.

Two models of the wall box are in production. One for nickel play only, the other for nickel and dime operation. The nickel model is designed in such a way that a dime slide rejector may be added at the discretion of the operator.

OVER 300 coin machine leaders and their wives gathered at the testimonial dinner tendered Dave Gottlieb in Sherman Hotel Saturday night (17) in recognition of the outstanding job he has done as president of CMI for the past eight years. The both Homer E. Capehart and Herb Jones, on behalf of CMI, urged Gottlieb to accept the presidency for another year, he committed himself only to the extent of being willing to serve as a director. Whether he will change his mind about retiring was to be decided Wednesday (21) when CMI directors elect new officers. Pictures taken at the dinner above show Homer E. Capehart, Jim Gilmore, Dave Gottlieb, Herb Jones and James T. Morgan at the speakers table. (Left) Herb Jones, toastmaster, congratulates Gottlieb on behalf of the industry before presenting him with a self-winding clock.

Ork, Mag and Coin Machine in Unique Promotion Tie-Up

(Continued from page 3)

and Voice-O-Graph recording machines.

This represents the tie-up with International Mutoscope Reel Company, manufacturers of Photomatic and Voice-O-Graph. The firm's proxy, William Rabinow, worked out the arrangement with Engle and George Levy, of the Engel firm. Mutoscope will distribute to all Photomatic and Voice-O-Graph operators three items designed to plug the content and at the same time stimulate play on the machines. One is a window streamer reading: "Can you sing? Vincent Lopez looks for singers— inquire here for full details." Then each Photomatic machine will display a one-sheet reading: "Make your recording on this machine for the Vincent Lopez Talent Hunt—full details in Song Hits magazine or Sing magazine—on sale at your favorite newstand." A similar one-sheet urging the customer to "have your photo taken here" is supplied for display on all Photomatics.

While literally scores of tie-ups between talent and music machine manufacturers have been worked out, the Engel-Lopez-Mutoscope deal represents one of the few such arrangements developed between non-music, coin-operated machine manufacturers.

Cohen Appointed to Rake Sales Position

PHILADELPHIA, Jan. 17—Rake Coin Machines Inc., announce the appointment of Herman J. Cohen to its sales staff. N. Rake, firm sales manager, announced Monday (15). Firm distributes all types of coin machines.
Three places keep us plenty ACTIVE keeping operators happy with consistently fast service. All three offices are famous for their Showroom, Maintenance and Parts departments.

For all types of New and Reconditioned Equipment—Parts, etc.—get ACTIVE, and be sure of fair dealing and profit producing counsel.

**ACTIVE AMUSEMENT MACHINES CO.**
666 N. Broad St.
Philadelphia 30, Pa.
Fremont 7-4495

1120 Wyoming Ave.
Newark 5, N. J.
Mitchell 2-8527

**YOU CAN ALWAYS DEPEND ON ACTIVE—ALL WAYS**

**BEN RODINS IS DELIVERING NOW**

- BASEBALL $129.50
- HONEY $129.50
- CLICK $139.50
- MEXICO $149.50

**WANTED, ARCADE MECHANIC**
That is experienced with modern equipment for Traveling Arcade. Position open about April 15, 1948. Write

**FRED BURKS (Owner)**
309 North Gay Street
Knoxville, Tennessee

**GIVE TO THE DAMON RUNYON CANCER FUND**
WHAT'S NEW!
SHOULD I BUY IT?
how much?
WHAT'S BEST?

Who Makes It?
IS IT WORTH THE PRICE?
WHERE CAN I GET IT?
WHAT ABOUT DELIVERY?

EXCLUSIVE DISTRIBUTORS
EASTERN PENNA., SOUTHERN NEW JERSEY, DELAWARE AND EASTERN SHORE MARYLAND AND VIRGINIA
MILLS INDUSTRIES, INC.—
Constellation Phonograph, Ice Cream Freezers
BELL-O-MATIC CORP.—
Black Cherry Bell, Golden Falls Bell, Jewel Bell, "QI" Bell, and Three Bells, Vest Pocket Bell
THE BERT MILLS CORP.—Hot Coffee Vendor
CHICAGO METAL MFG. CO.—
Single, Double, and Triple Safe Cabinets, and Safe Stands
KEystone PANORAM CO.
2540 W. HUNTINGDON ST., PHILADELPHIA 32, PENNA.
BALDWIN 9-5468

Slot Tool Kit
For years Central Service vending machine repairmen have appreciated the need for specially designed tools that would simplify machine maintenance. To meet this necessity we have developed 13 essential tools so practical that it is now possible for operators and club managers to keep their vending machines working efficiently. It's the play that counts and these 13 tools will soon liquidate their small initial cost—$19.95 f.o.b. Katoona, Ind. Jobber's prices quoted on request.

JACKRABBIT SPEED
$27.50
Champion Tuemscle
It's Accurate!
It's Attractive! The finest coin changers that money can buy. Copy these features: All metal, solid die cast, precision machined construction... finished in HIGHLY POLISHED CHROME. A hefty weighted coin slot. Faint tested for accuracy. A flick of the finger automatically dispenses 5 NICKELS, 5 DIMES, A QUARTER or 5 BILIVERS in the palm of your hand. Protected by patento. Sold on a money-back guarantee.

GREETINGS TO ALL VISITORS TO THE GREAT COIN MACHINE SHOW
ON YOUR WAY BACK, YOU ARE INVITED TO STOP OVER AND SEE US
J. R. PIETERS
SAMUEL J. ROSE

RENT A MACHINE
KEEP THAT LOCATION HOT
Established Operators—Save money by renting games and phonographs.
8/3 rental fee may be applied toward purchase. Send in your inquiry and request to Sam. Details.

NATIONAL NOVELTY COMPANY
123 MERRIT STREET, NEW YORK, NEW YORK
Phone 3-8330
REMEMBER THIS

ACME PLASTICS

ARE UNCONDITIONALLY GUARANTEED AGAINST BREAKAGE FOR 3 YEARS

SOLID COLOR NON-INFLAMMABLE NON-BRITTLE SHRINK-PROOF EXPERTLY MOULDED — PERFECT FIT

New! Unbreakable! Guaranteed! Clear transparent plastic windows for Model 880 Pump Holder. $5.95 Per Set

3 DECADENCES WITH RAVREBY

What? 1948 already? Seems like only yesterday it was 1922 and we'd just started in this business. That's going on to 3 decades. Well, we've learned a few good lessons.

In 3 decades we've seen two new generations come into the business. We've seen faces change... seen smooth times and rocky ones.

ACME SALES CO.
505 W. 42nd St.
New York 19 N.Y.

NEW GAMES—IMMEDIATE DELIVERY
EXHIBIT TREASURE "31 ST
UNITED TROPICANA
CHICAGO COIN BERMUDA
BALLY MELODY

WE HAVE ORIGINAL MILLS 5¢ BLACK CHERRY BELLS

Marie... $185.00
Gurweil... $125.00
Mable... $125.00
Rock-Ola... $140.00
Gold Ball... $125.00
Havana... $128.00
Galaxie... $128.00
Tornado... $128.00
Range... $150.00
Bucks... $126.00
Lucky Star... $100.00
Flite... $150.00
Rio... $100.00
Lightning... $100.00
Kiley... $85.00
Super Burglar... $98.00
Mystery... $64.00

USED PIN GAMES

Dynamite... $85.00
Vaudeville... $85.00
Busby... $79.00
Emery... $75.00
Superliner... $80.00
Miss America... $79.00
State Fair... $76.00
Double Bar... $75.00
Big Lights... $59.00
Big Hits... $50.00
Buck... $69.00
Ruff... $75.00
Stage Door Canteen... $44.00
Liberty... $75.00
Trade Winds... $39.00
Arizona... $35.00
Mystery... $59.00

PHONOGRAPH 1948

950... $250.00
900... $195.00
850... $275.00
800... $225.00
750... $260.00
650... $315.00
600... $125.00
500... $250.00


total 50% Discount With Order, Balance 0.0. 0. or Right Draft.

NATIONAL COIN MACHINE EXCHANGE
(311-13 DIVEMARY BLVD.
(Phone: BUCKINGHAM 66461)

COIN MACHINES

161

PANORAMS

Reconditioned and guaranteed by Panoram Specialists. Latest models. Fully equipped with top养成, top and controls. Ready for Location.

$245.00 F. O. B., N. Y. With Viewbox Package, $10.00 extra. Imperial Way.

20% With Order, Balance C.O.D.

IMPERIAL DISTRIBUTING COMPANY
854 Plymouth Ave. Brooklyn 26, N. Y.
PHONOGRAPHS at Prices You Can Afford To Pay!

**ROCK-OLAS**

<table>
<thead>
<tr>
<th>Model</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Windsor</td>
<td>$79.50</td>
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<tr>
<td>Imperial 20</td>
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<td>1939 Deluxe</td>
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<tr>
<td>Hideaway</td>
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<td>Spectravox</td>
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<table>
<thead>
<tr>
<th>Model</th>
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<tbody>
<tr>
<td>'40 Master</td>
<td>$149.50</td>
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<tr>
<td>Playmaster with Luxury</td>
<td>$139.50</td>
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<tr>
<td>Tempo</td>
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<tr>
<td>Standard</td>
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<td>Super</td>
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**WURLITZERS**

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<tr>
<td>950</td>
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<tr>
<td>750</td>
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<tr>
<td>700</td>
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<tr>
<td>24 Victory</td>
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<tr>
<td>500 or 600</td>
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<tr>
<td>850</td>
<td>$110.00</td>
</tr>
<tr>
<td>71 or 81 with Stand</td>
<td>$525.00</td>
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<tr>
<td>Model 1015</td>
<td>$565.00</td>
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<tr>
<td>1015 with 216 Stepper and 219 Stepper</td>
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**SEEBURGS**

<table>
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<tr>
<th>Model</th>
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<td>H146 R.C. Special</td>
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<tr>
<td>Cadet</td>
<td>$175.00</td>
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<tr>
<td>R.C. Emery</td>
<td>$250.00</td>
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<td>Casino</td>
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<tr>
<td>R.C. Colonel</td>
<td>$225.00</td>
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<tr>
<td>R.C. 8800</td>
<td>$275.00</td>
</tr>
<tr>
<td>Crown</td>
<td>$199.50</td>
</tr>
</tbody>
</table>

**SOUTHERN AUTOMATIC MUSIC COMPANY, INC.**

SEEBURG DISTRIBUTORS IN

- Cincinnati-Dayton-Ft. Wayne
- Indianapolis-Lexington

WRITE FOR COMPLETE LIST:
Wide Selection of New and A-I Used Equipment of All Types.

**SPECIAL THIS WEEK ONLY!**

**AMI MODEL A**

$695.00

Used But Just Like New. Fully Guaranteed. While They Last.

1/2 With Order, Balance C. O. D.

Phone, Wire or Write

JACKSON AUTOMATIC MUSIC CO.

636 E. Michigan

Telephone 7898

Jackson, Mich.

NOW DELIVERING LATEST RELEASE

**TREASURE CHEST**

A REAL WINNER

WRITE, WIRE, PHONE—IMMEDIATE DELIVERY

SIMON SALES, INC.

DAVE SIMON

Note New Address 627 10th Ave., New York 19, N. Y.

All Phone: Longacre 3-0241-0242-0243

The Billboard, January 24, 1948

**GIVE!**

IN MEMORY OF BAYONET Cancer Fund

Sponsored by CMI

624 S. THIRD ST., LOUISVILLE 2, KY.

242 JEFFERSON ST., LEXINGTON 2, KY.

1329 S. CALHOUN ST., Ft. WAYNE 2, IND.

228 W. 7TH ST., CINCINNATI 2, OHIO

603 LINDEN AVE., DAYTON 3, OHIO

325 N. ILLINOIS ST., INDIANAPOLIS 4, IND.

410 MARKET ST., CHATTANOOGA 2, TENN.

NOW DELIVERING NEW GAMES OF ALL LEADING MANUFACTURERS

**The OUTSTANDING MONEY MAKERS of 1948**

<table>
<thead>
<tr>
<th>Model</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Jennings</td>
<td>Standard Super Deluxe</td>
</tr>
<tr>
<td>Daival Free Hand &amp; Best Hand</td>
<td>Skill Thrill &amp; Mexican Baseball</td>
</tr>
<tr>
<td>5-Balls</td>
<td>Marvel &quot;Oscar&quot; &amp; Marvel &quot;Dolly&quot;</td>
</tr>
<tr>
<td>Roll Downs</td>
<td>Senco &quot;Bing-A-Roll&quot; &amp; Williams &quot;Hy-Roll&quot;</td>
</tr>
<tr>
<td>Sales Boards</td>
<td>Sales Boards of Outstanding Merit</td>
</tr>
</tbody>
</table>

**C. A. ROBINSON & CO.**

Phones: Federal 1810 and Fairfax 5951

2303 West Pico Blvd.

Los Angeles 6, Calif.

**COME TO HEADQUARTERS FOR THE LATEST MODELS**

**SLOT MACHINES**

BOUGHT, SOLD AND EXchanged
SEND FOR CATALOG

BAKER NOVELTY CO.

CHICAGO 12, ILL.

**WANTED**

Distributors everywhere to handle our Pin Ball Accessories. Designed to increase operator Pin Ball earnings or no cost to you. Write for details. Buy your Pinball Repair Parts from us.

THE FLIPPER-BALL MFG. CO.

BILL UTZ, Owner

COVINGTON, TENN.

PHONE 727
The Bowling Game of Today, Tomorrow and Years To Come

SPECIAL FEATURES!!!
**FREE RETURN BALL WHEN PLAYER SCORES 10,000 POCKET. SEPARATE RETURN TRACK OPTIONAL.**
**ANIMATED GLASS HELDS ATTENTION OF PLAYER AT ALL TIMES. SCORE 95,000.**
**ELECTRICAL MECHANICAL BALL RELEASE UNIT MAKES GAME 100% TROUBLE FREE.**
**ALLEY TRIMMED WITH ALUMINUM MOULDING. WILL MATCH ANY MODERNISTIC TAVERN.**
**COMPLETELY BUILT OF MAHOGANY, BIRCH OR MAPLE HARDWOOD, ADDING TO ITS STURDINESS AND BEAUTY.**
**GREEN, NON-FADE CORK LINOLEUM MATTING AND RUBBERIZED FELT COMBINE TO REDUCE NOISE TO A MINIMUM.**
**ALL CUPS ARE COLORED RED, GREEN AND BLUE AND MADE OF 4-PLY BELTING 4 INCHES HIGH.**
**BANKING RAILS ARE OF RED CORK WITH ALUMINUM TRIM.**

A STATEMENT
WE DO NOT PROFFESS TO PRODUCE THE BEST GAMES, BUT WE DO PROUD OURSELVES IN THE THOUGHT THAT WE TRY OUR BEST TO MAKE A GAME THAT WILL BE TROUBLE FREE. GIVE THE OPERATOR A FAIR RETURN ON HIS INVESTMENT AND AFFORD HIM A GREATER TRADE-IN VALUE WHEN TIME COMES FOR A CHANGE.

OUR YEARS OF EXPERIENCE IN THE COIN MACHINE INDUSTRY FIELD WE IMPART WITH OUR CUSTOMERS.

SEE OUR EXHIBIT AT SHOW
BOoths 15 & 16

EDELCO'S
TIN PAN ALLEY
ROLL DOWN GAME

JUST A ROLL DOWN GAME WITH PLENTY OF ACTION AND EXCITEMENT. CABINET NOT WORSE THAN ANY OTHER. COST REASONABLE. INTERCHANGEABLE FOR ANY TERRITORY.

EDELMAN AMUSEMENT DEVICES
2459 GRAND RIVER
Tel. RANDOLPH 8547
DETROIT 1, MICHIGAN
MILLS LATEST MACHINES

Golden Falls

BALLY SELLING MORE MONEY of all manufacturers. In a recent survey of key men in the amusement amusement business, it was found that most of the successful operators were using "name-brand" features. While for years Bally has been the leader in this field of "name-brand" features. While for years Bally has been the leader in this field of name-brand features, now more than ever the success of the operation depends on the quality of the machines used. Bally machines are always in demand and are known to give the best service.

JEWEL BELL

If you want to make your customers happy and keep them coming back, be sure to have Bally's JEWEL BELL. It is the only Bally Bell that is guaranteed to last for years. It is made of the finest materials and is designed to be trouble-free. The JEWEL BELL is a must for any operator who wants to give his customers a high-quality, trouble-free experience.

NEW VEST POCKET BELL

The new pocket bell is a new concept in pocket bell design. It is a compact and efficient pocket bell that fits easily into the pocket. This is the perfect pocket bell for anyone who wants to be able to carry a bell with them wherever they go. The new pocket bell is a must for anyone who wants to be able to give their customers a high-quality, trouble-free experience.

MILLS Q T

Welds only 98 lbs.
The new Q T is a revolution in dealer machine design. It is the only machine that can be easily transported and set up in any location. It is the ideal machine for anyone who wants to be able to give their customers a high-quality, trouble-free experience.

$115.00 1/3 Deposit
New Box Stands, Single, Double and Triple Sales

SICKING, INC.

BADGER'S Bargains

"Often a few dollars less - Seldom a penny more"

GUARANTEED RECONDITIONED CONSOLES

KEYEN BONUS, 3-WAY...$876.00
KEYEN BONUS, 2-WAY...$876.00
KEYEN BONUS, 2-WAY BELL, Tilt...$876.00
BALLY THREE BELLS, 2-WAY...$899.00
BALLY TWO BELLS, 3-WAY...$899.00
JENNINGS CHALLENGER, 25-25-25...$999.00
JERRY JUMBO, TILT...$999.00
BALLY JUMBO, LATE P.O., P.O...$999.00
BALLY JUMBO, LATE P.O., P.O...$999.00
BALLY DELUXE JUMP-4-UP...$999.00
BALLY DELUXE JUMP-4-UP...$999.00
NEW VEST POCKET BELL...$999.00

SPECIAL

KEYEN BONUS 3-WAY, 11x10-1/2, Refinished...

GUARANTEED RECONDITIONED PHONOGRAPH

"LATE" 1947 AND 1956 MODELS

WURLITZER MODEL 1015...
ROOK-OLA MODEL 1200 (1947)...
WRITE...
WURLITZER MODEL 1015...
ROOK-OLA MODEL 1222 (1946)...
WRITE...
SEEBURG MODEL 1/47...
ROOK-OLA MODEL 1610 (1946)...
WRITE...
SEEBURG MODEL 1/47...
ROOK-OLA MODEL 1620 (1946)...
WRITE...
SEEBURG MODEL 1/47...
ROOK-OLA MODEL 1630 (1946)...
WRITE...
J. M. L. MODEL M (1948)...
ROOK-OLA MODEL 1660 (1946)...
WRITE...
AIREON DELUXE (1948)...
ROOK-OLA MODEL 1680 (1946)...
WRITE...
RECONDITIONED SLOTS & NEW SAFE & STANDS

MILLS BLACK CHERRY, ORIG., 50 $100.00
MILLS BLACK CHERRY, ORIG., 100 $100.00
MILLS BLACK CHERRY, ORIG., 250 $175.00
NEW BLACK CHERRY...
WRITE...
NEW BELL CHERRY...
WRITE...
NEW BLACK CHERRY...
WRITE...
NEW BLACK CHERRY...
WRITE...
NEW GOLDEN FALLS...
WRITE...
NEW MILLS VERY GOOD, ALL SAFES...
WRITE...
NEW MILLS VERY GOOD, ALL SAFES...
WRITE...
NEW MILLS VERY GOOD, ALL SAFES...
WRITE...
NEW MILLS VERY GOOD, ALL SAFES...
WRITE...
USED 1947 VEST POCKETS...
WRITE...

RECONDITIONED ONE-BALLS AND ROLL-DOWNS

BALLY EURICA...
WRITE...
GENO ADVANCE ROLLS...
WRITE...
BALLY SPECIAL, BY ELIAS...
WRITE...
GENO TOTAL ROLLS...
WRITE...
BALLY "HOT TIP," P.P.
WRITE...
GENO TOTAL ROLLS...
WRITE...
BALLY "OLD PARLOR"...
WRITE...
GENO TOTAL ROLLS...
WRITE...
BALLY "WIN MILL..."
WRITE...
SUPER TRIO-ROLLERS...
WRITE...
BALLY VICTORY SPECIAL...
WRITE...
ELECTRIC BOWL-L-LINE...
WRITE...
BALLY THOROUGHBRED...
WRITE...
NEW STREETS 'N' SPARES...
WRITE...

TERMS: 1/3 Deposit with ORDER, BALANCE C.O.D. OR SIGHT DRAFT.

Badger Sales Co., Inc.
2211 WES PICO BLVD.
1204 ANGELES C. CALLS
ALL PHONE DR. 4925.

Badger Novelties Co.
2546 NORTH 30TH STREET.
MILWAUKEE 21, WIS.
ALL PHONE KIL 3010.

J. ROSENFIELD CO.

is proud to be Direct Exclusive Factory
Distributors for the following manufacturers;

BALLY MFG. CO. - Now Delivering -

** M - E - L - O - D - Y **

Sensational New S-Ball Pin Game

JOCKEY SPECIAL • JOCKEY CLUB • DOUBLE-UP • WILD LEMON • HI-BOY • TRIPLE BELL • EURICA • BIG INNINGS • HY-ROLL • HEAVY HITTER • BALLY BOWLER.

Exclusive Bally Distributor C. & S. Ill., E. Mo., W. Ky., O. D. JENNINGS CO. - Now Delivering -

STANDARD CHIEFS & DE LUXE CLUB CHIEFS • SUPER DE LUXE CLUB CHIEFS • DE LUXE CHALLENGERS • STANDARD AND SUPER DE LUXE CLUB CONSOLES • . . . in all denominations from 1 to $1.00.

Exclusive JENNINGS Distributor C. & S. Ill., E. Mo.

U-NEED-A VENDORS, INC. - Immediate Delivery on -

U-NEED-A MONARCHS (Manually Operated)

6 Col...$49.50 $10 Col...$51.50 See the new U-NEED-A ELECTRIC, "the electric cigarette machine of distinction," in Booths 78, 79, 80.


DAVL MFG. CO. - Now Delivering -

P-O-S-T-M-A-T-S-T-E R

Exclusive DAVIL Distributor C. & S. Ill., Mo.

VICTOR VENDING CORP. - Now Delivering -

New MODEL K VENDER-GLOBE TYPE

1 to 23 $19.95 Each, 24 or more...$15.75 Each NEW MODEL V GLOBE TYPE

1 to 23 $19.95 Each, 24 or more...$15.75 Each$11.75 Each

Model V and MODEL K DE LUXE CABINET TYPE

$11.75 Each, 24 or more...$15.75 Each 5$ additional each. Wall Brackets at 50c each. Combination 1p and 5p Coin operated.

CAPITAL PROJECTORS, INC. - Now Delivering -

M-I-D-G-E-T M-O-V-I-E-S

Coin-Operated Continuous 16 MM. Movie Projector

DON'T MISS THESE SENSATIONAL HITS AT THE CONVENTION

Our Salesmen will be on hand to meet you—and to assist you! We carry stock on hand for immediate delivery.

J. ROSENFIELD CO. IS A COMPLETE COIN-OPERATED EQUIPMENT SELLING ORGANIZATION

We do not operate—and we are the only operators—we handle only the leading and proven lines.—A complete parts and service department and financial institution wrapped into one.

OPERATORS IN OUR TERRITORY—USE OUR I-Z PAYMENT PLAN to buy the new games you need for your route—small down payment—easy weekly terms. Come in or write today!

MEMBER: C. M. I. TERMS: 1/3 Certified Draft, Balance Sight Draft or C. O. D.

J. ROSENFIELD CO.
3218 OLIVE ST. ST. LOUIS 3, MO.
NEWSSTAND 1582

THE BILLBOARD

January 24, 1948
GET THAT "SWEET STUFF"!

Gather in the "sweet stuff" that is in your territory. Supply fun, relaxation and thrills to coin machine players in your section. Eliminate bothersome service calls. Operate Mills Coin Machines! The "sweet stuff" will pour in!

BELL-O-MATIC CORPORATION

EXCLUSIVE NATIONAL DISTRIBUTOR: MILLS BELL PRODUCTS • 4100 FULLERTON AVENUE, CHICAGO 39, ILLINOIS
World's Finest

Join the 400 CLUB

Aireon invites you to become a member of the 400 CLUB ... an invitation to greater phonograph profits with a revolutionary new payment plan!

There is no initiation fee, no tax or assessment charged in the 400 CLUB. The organization's sole purpose is to enable Aireon's customers to pay for phonographs and accessory equipment the only sensible way ... OUT OF ACTUAL COLLECTIONS. Here are the terms of membership. Read them—judge for yourself the benefits of this valuable new policy:

20% DOWN PAYMENT
Choose any Aireon phonograph model and accessory equipment . . . wall boxes, hideaways, speakers, etc. . . . in any quantity you desire. When you place your order you pay down only 20% of the total order. Your phonographs and accessories will be delivered promptly, a factory service man will help you make the initial installations and show you how to adjust and maintain your equipment. For just 1/5 of the total cost you can begin profitable daily operations with your Aireon instruments.

$4.00 WEEKLY PAYMENTS
After your Aireon equipment has been installed, you pay weekly installments of only $4.00 per phonograph. This plan has been worked out by Aireon on the basis of national averages in phonograph collections. To enable any operator to pay for equipment entirely from collections!

You can't stay in business by paying big monthly installments that your phonographs don't earn . . . without constantly cutting into your capital. Don't run the risk of letting excessive payments load you to unprofitable operation for months, even years.

Aireon's 400 CLUB is the easiest, most sensible plan ever developed for regular payments on equipment. It is the only answer to uninterrupted, profitable operation. Join now, and keep your business on solid ground for just $4.00 a week to the 400 CLUB . . . Aireon's contribution to the successful future of phonograph operators the nation over.

Aireon builds the world's finest Automatic Musical Equipment at the world's lowest price.
World's LOWEST PRICE

Aireon's Coronet MODEL 400
AUTOMATIC PHONOGRAPH

The CORONET . . . latest addition to the Aireon family . . . is here. Operators have waited years for a phonograph combining brilliant, efficient performance and a price that makes profitable operation easy.

True to the Aireon tradition, the CORONET is an instrument of superb quality throughout. Perfect tone . . . graceful, unique design . . . beautiful colors . . . unerring performance. All these features, plus the lowest cost in the field, have created Aireon's CORONET, the finest of its kind.

CORONET'S time payment price is $100.00 down and ONLY $4.00 A WEEK for 110 weeks . . . including all finance costs . . . PLUS . . . additional large savings when you purchase your Aireon phonographs in quantity. PLUS . . . further savings when your purchases are on a cash basis.

No extras, no hidden charges . . . $4.00 A WEEK is your entire payment.

Now, for the first time, operators can have perfect phonograph performance at a price that will allow profitable operation day by day. No big costs to absorb, no prohibitive payments to eat up the weekly take . . . CORONET'S amazingly low purchase price comes out of collections instead of capital!

CONTACT AN AIREON FACTORY REPRESENTATIVE OR THE FACTORY DIRECT FOR COMPLETE INFORMATION ABOUT THE SENSATIONAL NEW CORONET

MANUFACTURING CORP.

General Office: 1401 Fairfax Trafficway, Kansas City, Kansas
In Canada: Mafco Corp. Ltd., 4001 St. Antoine St., Montreal, Que.
SINGAPORE ROLL-DOWN

Greatest of Them All!

NEW!

Different!

FIVE-BALL
Straight Novelty Game

SEE YOUR DISTRIBUTOR

UNITED MANUFACTURING COMPANY
5737 NORTH BROADWAY
CHICAGO 40, ILLINOIS
Check these Savings on
USED EQUIPMENT!

SEEBURG
8200 R.C.E.S., Lo-Tone — Refinished Marbl-Glo $350.00
8800 R.C.E.S., Lo-Tone — Refinished Marbl-Glo $350.00
9800 E.S., Lo-Town — Refinished Marbl-Glo $350.00
Major — Refinished Marbl-Glo $250.00
Vogue — Refinished Marbl-Glo $225.00
Regal $125.00
Gem $125.00

WURLITZER
1015 — Like New $550.00
950 245.00
850 225.00
600K 129.50
600R 119.50

ROCKOLA
1426 $395.00
1422 349.00
40 Master $395.00
29 Standard $139.00
Commando $165.00

MILLS — Empress $105.00

CONSOLES
ONE BALL
JENNINGS—All Less Than Two Month’s Use
5c Super Deluxe Club Chief. $235.00
10c Super Deluxe Club Chief $345.00
5c Standard Chief $179.00
10c Standard Chief $189.00
25c Standard Chief $199.00
50c Standard Chief $315.00

SLOTS
5¢ Golden Falls — Original $155.00
10c Black Cherry Bell — Original $155.00
50c Black Cherry Bell — Original $265.00
25c Bonus Bell $185.00
5c Chrome $119.50
10c Glitter Gold $92.50
5c Brown Front $85.00

NEW FIVE BALLS
(5¢ in Original Crate)
Nudgy $179.50
Ballyhoo $149.50
Rocket $119.50
Silver Streak $169.50

USED FIVE BALLS
Nudgy $195.00
Double Barrel $89.50
Rocket $99.50
Midget Racer $55.00
Surf Queen $45.00

PACE
5c $135.00
10c $145.00

WATLING
25¢ Rol-A-Top $65.00

BARGAIN ROAD

EQUIPMENT

COIN MACHINES

January 24, 1948
The Billboard

JONES DISTRIBUTING CO.
Exclusive Distributors of Seeburg — Bally — Jennings
127 EAST 2nd SOUTH
SALT LAKE CITY 1, UTAH

1454 WELTON STREET
DENVER 2, COLORADO

All Equipment Reconditioned and Guaranteed Ready for Location

TERMS: 5% Discount for Cash

OUR INTERMOUNTAIN TERRITORY
In Denver, Balance in 12 Months
3% of 1% Per Month Carrying Charge
OUTSIDE INTERMOUNTAIN TERRITORY
In Cash With Order — Balance C.O.D.
or S/D Bill of Lading Attached

www.americanradiohistory.com
COME SEE WHAT'S COOKING FOR '48

VISIT Bally BOOTHs 57, 58, 59, 60, 61, 62
SHERMAN HOTEL CHICAGO
JAN. 19, 20, 21, 22, 1948

OPEN HOUSE AT Bally PLANT
10 A.M. TO 4 P.M.
JAN. 19, 20, 21, 22
NEW EQUIPMENT REFRESHMENTS MUSIC

Bally MANUFACTURING COMPANY
DIVISION OF LION MANUFACTURING CORPORATION
2540 BELMONT AVENUE, CHICAGO 18, ILLINOIS
Wireless and 3-Wire Wallomatics
Pre-Amplifier and Dial Address System
Mirror and Tear Drop Speakers
Auxiliary Remote Control Amplifier
Duel Remote

SCIENTIFIC SOUND DISTRIBUTION AND REMOTE CONTROL ARE ENGINEERED INTO THE SYMPHONOLA

Nothing to adapt—Nothing to convert

SEE YOUR SEEBUG DISTRIBUTOR

J. P. SEEBUG CORPORATION
1500 N. Dayton St., Chicago 22
HOW TO INCREASE YOUR TAKE IN EVERY WURLITZER PHONOGRAPH LOCATION...

Use these TESTED, PROVEN PROFIT-PRODUCERS in your business!

NOW, AS NEVER BEFORE, you can get more money into your juke boxes. These Point-of-Purchase advertising items constantly remind people in your locations to play your phonographs. No matter where they sit or stand they SEE these powerful appeals, spend more money to hear your music.

Hundreds of operators, coast to coast, have increased their profits with—

LITHOGRAPHED POSTERS ★ ELECTRIC FLASHER SIGNS
MENU ★ TABLE TENTS and CARDS ★ COASTERS ★ MIXER STICKS

FRAMED POSTERS
Size 24" x 36". Original poster furnished in "refillable" permanent gold finished wood frame. Three other poster "refills" shipped you at 3-month intervals.
Per pkg. of 5 frames including 4 changes of posters $7.50

ELECTRIC FLASHER SIGNS
Flashes the message "Enjoy Wurlitzer Music" on and off every 6 seconds.
Per pkg. of 5 $10.75

MENUS
A Daily Menu Paper, Size 5 1/2" x 8 1/2", Per pkg. of 1000 $2.24
B Permanent 4-page Kromekote, size 7 x 10 1/4", to which location owners attach daily mimeographed menu. Per pkg. of 100 $5.07
C Semi-permanent cardboard menus. Per pkg. of 200 $1.76

Operators who are using this advertising have found that their extra profits are at least five times more than the cost of the advertising.

COASTERS
Printed in three colors. Per package of 1000 $3.60

MIXER STICKS
Permanent red plastic. Per pkg. of 500 $10.81

TABLE TENTS and CARDS
4 different designs. Per pkg. of 100 assorted pieces. $8.45

ORDER THIS ASSORTMENT NOW
Each assortment will cover and step up profits in approximately 10 locations. Includes permanent items such as framed posters and flasher signs. Additional material occasionally supplied locations will cost much less.

5 Framed Posters, supplied with "refills" at 3-month intervals
5 Flasher Signs
200 Single Sheets Semi-Permanent Cardboard Menus
1000 Single Sheet Paper Menus
500 Coasters
500 Mixer Sticks

Only $48.85

THE RUDOLPH WURLITZER COMPANY, NORTH TONAWANDA, N. Y.

Please send me

ASSORTMENTS @ $48.85 per Assortment.

Ship above C.O.D., F.O.B. Buffalo, N. Y.

NAME

FIRM NAME

ADDRESS

CITY

To order individual items, check below:

Pgks. Framed Posters . . . @ $ 7.50
Pgks. Flasher Signs . . . @ 10.75
Pgks. Single Menus . . . @ 2.24
Pgks. Kromekote Menus . . . @ 5.07
Pgks. Cardboard Menus . . @ 1.76
Pgks. Coasters . . . . . . @ 3.60
Pgks. Mixer Sticks . . . @ 10.41
Pgks. Table Tents & Cards . . @ 8.45

Use the COUPON for ordering

either the assortment or individual items. Send no money. We will ship C.O.D., F.O.B. Buffalo, New York. Don't wait a day longer than necessary before starting this merchandising campaign to increase your take in every Wurlitzer location, right at the point of purchase.

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