Everybody Sees It!

That's Why Every Location Owner Wants A WURLITZER

North . . . East . . . South and West . . . they're all covered by Wurlitzer's powerful national advertising program promoting the enjoyment of Wurlitzer Phonograph Music as America's Favorite Nickel's Worth of Fun.

Everybody, everywhere is being told to look for Wurlitzer's Sign of the Musical Note to identify places where they can have fun enjoying Wurlitzer Music.

The campaign is clicking. Cash registers are ringing. Business is booming in Wurlitzer locations.

That's why every location owner will want a Wurlitzer and why every Wurlitzer Factory-Approved Music Merchant faces the greatest opportunity in the history of commercial music.

The Rudolph Wurlitzer* Company, North Tonawanda, N. Y.

*The Name That Means Music To Millions

Watch Wurlitzer Extend Its Leadership

Wurlitzer's "Triple Action" Advertising Campaign will reach millions...tomorrow
The Model "A" AMI phonograph, the only instrument in this field playing both sides of 20 records to give 40 selections, is designed for sturdiness, light weight, quick action and self-selling appearance. Our engineers cater eternally to player and operator.

AMI Incorporated
CHICAGO
"Where's the Profit?"

By Bill Gersh

Most important to all operators is the profit which can be derived from the investment they make in equipment. Therefore, it is not unusual for the average operator to question any sellers with, "Where's the profit?" And this is growing with leaps and bounds throughout the country as more and more ops begin to think of "profits" from a net standpoint and not from the gross accumulation which enters their cash boxes.

One noted music coinin man wrote The Cash Box and brought this very subject to the fore. He stated, "The average juke box operator runs his business on a gross accumulation of money from his collections and thinks very little of the actual profit he makes when all overhead and other expense, including the depreciation and amortization of his equipment, is removed.

"For example", he continued, "there are some music operators who tell me that they are earning $15 average on all of their machines. That's a very healthy average. Yet, these same men tell me that they have very little left over when they "net" at the end of the month. At least their bookkeepers tell them that there's very little left which can be called "profit".

"The reason for this", he writes, "is that the operator doesn't stop to realize that today it costs him anywhere from 40 per cent to 50 per cent to operate. That means that if he is giving the location 50 per cent of the gross collections that he only has $7.50 left for himself. When he takes 40% or 50% of that off for his operating expenses—he has about $3 to $3.75 left for himself.

"At the rate of $1,000 an installation", he claims, "which is the average today, how can this operator pay for his machines in even three years?"

This brings up a former suggestion which The Cash Box made to the nation's coinmen. Simply that every coin machine firm would find it of great value to employ a firm of Certified Public Accountants to arrange for a better accounting system and also to evaluate the operator's actual profits from all his operations.

Those operators who have adopted the practise of hiring CPA's to go over their books have found that they needed to either bring more money into their machines or cut down on their commissions so that they could come out of the "possible profits" category into the "actual profits" class.

It has not been surprising to The Cash Box to receive letters of the kind repeated here, and also to afterwards receive letters from these same people advising that, after they had hired a CPA firm to go over their books, that they were told to better their commission arrangements with their locations.

Time and again operators who have used CPA's have suddenly called together all other coinmen in their territories and used CPA's to prove to their fellow coinmen that it no longer was profitable to operate on a 50/50 basis.

The result has been that some of these operators, to better their own commission arrangements and to insure themselves "real and actual profits", have even been forced to buy out competitors (as was done in one southern city) who wouldn't agree so that all the others would operate on a new and better commission basis.

Operators have spoiled location owners. They now want the same amount of money from the collections as they ever formerly received. If they don't get it they will either call up some other operator or will lose interest in backing the equipment in their place of business. The operator's problem has been to somehow work out a method whereby the machines will earn the location a satisfying profit and yet bring more money into his pockets.

The first move the average operator must make to answer his own question as to "where's the profit?", is to arrange for a commission basis which will actually show him a profit. That is why The Cash Box suggestions in this regard are now sweeping the nation with independent as well as operators' trade associations.
NEW YORK — First signs that more used machines are again beginning to enter the market became noticeable this past week.

As the new phonos, pin games and arcade machines enter the market, used machines are beginning to be sold off to catch the high prices still being quoted.

Many routes of various types of machines have also been announced for sale this past month.

All in all, this opens the first drops in the used machines flood, being anticipated by many coin machine leaders.

The claim is that the late Fall season of 1946 will see the re-birth of an active used machine market. With this will come much new blood into the field. Many new people are reported to be bidding their time to enter into the coinbiz. They are waiting for the time when machines will again become available. These newcomers will buy used equipment in quantity, especially as a complete route.

Most impressive, in this sudden entrance of used equipment to the market, is the fact that prices are holding up to the very top figures. This is especially true in the juke box field where the lack of equipment has been most acute.

But, with the fact that some of the leading operators throughout the country are now of the opinion that manufacture will really get under way sometime this fall, and that once it does get under way machines will be produced in ever larger quantity, they are ridding themselves of as much used equipment as they possibly can —while they can still obtain top figures for the old machines.

Those coinmen who aren’t able to let go are more or less upset over this new phase which has entered into the coin machine picture. They feel the value of their machines will drop accordingly as the new equipment becomes available once again.

"There is nothing we can do about it", one such coinman stated, "except to wait and see what the future market will hold for us."

Another reason for the sudden appearance of used machines, one op claims, "is because the take has dropped in many territories, especially where beer and liquor are hard to obtain, and these operators are selling off to make up the difference it would cost them to let their machines remain idle."

What is also gaining much attention from coinmen, who have been carefully watching the market’s trends, has been the fact that a great many of the later and better type machines are being sold off right along with some of the older equipment.

In fact, some are only featuring the finer equipment for sale and not even mentioning older machines which everyone expected would be sold off first.

This upsets many predictions that the average operator would move his oldest machines out first and gradually arrive at the later models as the new machines became more easily available.

It seems now that many are of the opinion that they are better off getting the top prices being quoted for the later models and holding onto their oldest machines to move these when the new machines arrive. Thereby cashing in on the better equipment they still have on hand.

Routes are again being offered with the belief that few, if any, of the smarter ops will want to leave themselves with too far extended businesses as the new blood comes into the field.

They feel, instead, that they will want their machines as close to headquarters as possible. At least where they can keep them under constant surveillance and where they are assured of stronger support to keep them on location — than have them many miles away from their territory so that they may be subject to losing locations as local people in these far-away territories begin to enter into the operating picture.
Coinmen Believe Better Times Not Far Away Now. Foresee Sudden Production Boom. Look to ’47 as Peak Year for Trade.

NEW YORK—Regardless of the beer shortage which has resulted in a loss of play throughout the nation and also the fact that new machines aren’t coming thru in the quantity the trade had hoped they would start arriving at this time, optimism continues high among all leading coinmen.

Each one foresees a sudden production boom which will let loose new equipment like a flood on the market. Coinmen are not of the belief that this will happen during ’46—instead, they look to 1947 as the year when they will once again be able to deal in new and used machines somewhat along the prewar lines.

Most important, in this optimistic viewpoint, is the fact the average coinman is satisfied that the trade as a whole is arriving at much better business methods. Many point to the adoption of The Cash Box suggestion for a minimum 70%-30% commission basis with locations and the fact that this is today being accepted by more and more coinmen and ops associations throughout the nation.

Others point to the better business methods being adopted by the manufacturers who are conducting schools for mechanics and operators and teaching coin machine men how to increase their profits as well as win better acclaim for their equipment thru scientific use of their machines.

Distributors are also well pleased with the current situation. They foresee a new understanding of their position. They believe that the average operator has come to realize the value of the wholesaler in this field.

Because of these, and many more factors, optimism continues very high in the trade. There are some coinmen who admit that they have “stretched themselves out very, very thin” with deposits on equipment and also with investments in routes and outside businesses. But, they aren’t worried for a moment. They believe that all this will culminate in one tremendous boom for this industry which will echo for years to come with the grandest profits coinmen will ever enjoy.

Manufacturers who are downhearted and somewhat glum these days over the fact that they cannot get the components and materials they need to complete machines now on their floors are not pessimistic. They realize that the field is eagerly awaiting everything which they can produce. They also realize that this time they are assured of all the cash they will need for the machines they can ship.

The situation is actually idyllic as far as the manufacturers are concerned. They are optimistic from the standpoint that they know the moment they can again get going they will be working at greater speed than ever before in their careers.

This optimism which is so apparent in the trade is the truthful result of all the factors which have slowly accumulated to prove to the average coinman that this business is destined for its greatest era in the very near future.
"So you wanna cut my commission?"

Op—"Well, Joe, I'm up against a problem right now, and I'd like to talk it over with you, business man to business man."

Joe—"Yeah?"

Op—"For instance, Joe, I notice you're now charging a lot more for your beer, liquor and food."

Joe—"I got to. Overhead's up. Prices have gone crazy. You don't want me to lose money, do you? I'm not in business for love."

Op—"That just it, Joe. That's what I was leading up to. Our overhead has gone up over 150%. Prices of our supplies and parts are up over 100%. And new machines are up so high—they're away up somewhere in the blue skies."

Joe—"What's that gonna do wit' me?"

Op—"Just this, Joe—we've got to get more money to be able to stay in business and to keep giving you the latest records, the new machines and the kind of good service you want for your customers and yourself. Maybe this is only temporary, Joe, but we figure that the very minimum we must get to be sure of remaining in business is 70% of the collection."

Joe—"What's the hell where's that put me?"

Op—"Well, Joe, we figure that you want good service and the best machines as well as the best music. Right now we're giving you everything that you want—and we find we're losing money doing it—in the long run. We want to make some money and we're going to make it our business to see that you make just as much as you ever made at 50% by bettering the play so that even at 30% you will get almost what you got at 50%. You'll get yours, Joe, you can believe us."

Joe—"Maybe I will and maybe I won't. I know it ain't gonna be much if I get only 30%.

Op—"Let's figure it this way, Joe. How many items have you got that bring you 30% net profit today, especially without any investment on your part? Remember, too, we're trying to make your place more pleasing to all your customers, Joe. We want them to have the choice of the very finest music obtainable when they come in here so that they'll want to come back all the time. What's more—just as soon as the new machines come out—we're going to bring you one right away. To pay for that we've got to get more percentage. In fact, if we don't, we can't buy you a new machine and we've got to quit the business altogether. That's why, Joe, we must ask you to work with us—to help us to give you and your customers what they want. We kept away from doing this as long as we possibly could—but, with the rising costs we're now facing (just as you are) we can't stay away from it any longer. We need that extra 20%, Joe, just to stay in business. And, as a business man to business man, Joe, I know you'll agree with me and that you'll go along with us."

This is Joey DeNardo, owner of "Joe's Favorito" on Main St., U.S.A. He's a nice guy—all things considered. The reason why Joe looks this way right now, as you've probably already guessed, is because his operator just told him he'd have to cut his commission to 30%. [Read the rest yourself.]
<table>
<thead>
<tr>
<th>WEEK OF JULY 29, 1946</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>THE GYPSY</strong></td>
</tr>
<tr>
<td>BE-7003—Freddie Stewart</td>
</tr>
<tr>
<td>BW-774—Jan Garber Orch.</td>
</tr>
<tr>
<td>CO-36964—Dinah Shore</td>
</tr>
<tr>
<td>DE-18817—Ink Spots</td>
</tr>
<tr>
<td>DE-2351—Hildegarde</td>
</tr>
<tr>
<td>MA-7177—Louis Prima Orch.</td>
</tr>
<tr>
<td>MU-15062—Phil Brito</td>
</tr>
<tr>
<td>CS-475—Frankie Lester—H. McIntyre Orch.</td>
</tr>
<tr>
<td>VI-20-1844—Sammy Kaye</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th><strong>THEY SAY IT'S WONDERFUL</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td>AR-139—Ginny Simms</td>
</tr>
<tr>
<td>CA-252—Andy Russell</td>
</tr>
<tr>
<td>CO-36975—Frank Sinatra</td>
</tr>
<tr>
<td>DE-18829—Bing Crosby</td>
</tr>
<tr>
<td>FS-1082—Ray Herbeck Orch.</td>
</tr>
<tr>
<td>MA-7176—Jack Leonard</td>
</tr>
<tr>
<td>VI-20-1857—Perry Como</td>
</tr>
<tr>
<td>VI-46-0001—Al Goodman Orch.</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th><strong>DOIN' WHAT COMES NATUR'LLY</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td>AR-150—Jan Savitt Orch.</td>
</tr>
<tr>
<td>CO-36985—Woody Herman Orch.</td>
</tr>
<tr>
<td>CS-483—Tony Pastor and Band</td>
</tr>
<tr>
<td>MA-7193—De Marco Sisters</td>
</tr>
<tr>
<td>VI-46-0001—Al Goodman Orch.</td>
</tr>
<tr>
<td>VI-20-1878—Freddy Martin Orch.</td>
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</tbody>
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<thead>
<tr>
<th><strong>SURRENDER</strong></th>
</tr>
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<tr>
<td>AR-150—Jan Savitt Orch.</td>
</tr>
<tr>
<td>CO-36985—Woody Herman Orch.</td>
</tr>
<tr>
<td>CS-483—Tony Pastor and Band</td>
</tr>
<tr>
<td>MA-7188—Eddy Howard Orch.</td>
</tr>
<tr>
<td>VI-20-1877—Perry Como</td>
</tr>
<tr>
<td>VI-20-1889—Randy Brooks</td>
</tr>
<tr>
<td>MA-7186—George Olson Orch.</td>
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<tr>
<td>VI-20-1889—Randy Brooks</td>
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<thead>
<tr>
<th><strong>TO EACH HIS OWN</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td>CA-236—Peggy Lee</td>
</tr>
<tr>
<td>CA-252—Andy Russell</td>
</tr>
<tr>
<td>CO-36964—Dinah Shore</td>
</tr>
<tr>
<td>MA-7188—Eddy Howard Orch.</td>
</tr>
<tr>
<td>VI-20-1861—J. Desmond</td>
</tr>
</tbody>
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<thead>
<tr>
<th><strong>PRISONER OF LOVE</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td>DE-18864—Ink Spots</td>
</tr>
<tr>
<td>MU-15065—Gordon MacRae—Walter Gross Orch.</td>
</tr>
<tr>
<td>NA-9017—Billy Eckstine</td>
</tr>
<tr>
<td>VI-20-1814—Perry Como—Case Orch.</td>
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</tbody>
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<thead>
<tr>
<th><strong>I DON'T KNOW ENOUGH ABOUT YOU</strong></th>
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<tbody>
<tr>
<td>CA-236—Peggy Lee</td>
</tr>
<tr>
<td>CA-252—Andy Russell</td>
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<tr>
<td>CO-36964—Dinah Shore</td>
</tr>
<tr>
<td>DE-18864—Ink Spots</td>
</tr>
<tr>
<td>DE-18872—Jimmy Dorsey O.</td>
</tr>
<tr>
<td>MA-7186—George Olson Orch.</td>
</tr>
<tr>
<td>VI-20-1857—Perry Como</td>
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<tr>
<td>VI-20-1861—J. Desmond</td>
</tr>
</tbody>
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<table>
<thead>
<tr>
<th><strong>LAUGHING ON THE OUTSIDE</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td>DE-18754—Lionel Hampton Orch.</td>
</tr>
<tr>
<td>DE-18843—Glen Gray Orch.</td>
</tr>
<tr>
<td>DE-18811—Merry Macs</td>
</tr>
<tr>
<td>VI-20-1856—Sammy Kaye Orch.</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th><strong>HEY! BA-BA-RE-BOP</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td>DE-18754—Lionel Hampton Orch.</td>
</tr>
<tr>
<td>MA-1044—Louis Prima Orch.</td>
</tr>
<tr>
<td>VI-20-1859—Glenn Miller Orch.</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th><strong>ONE MORE TOMORROW</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td>CO-36978—Frankie Carle Orch.</td>
</tr>
<tr>
<td>DE-18843—Glen Gray Orch.</td>
</tr>
<tr>
<td>MA-7171—Danny O'Neil</td>
</tr>
<tr>
<td>VI-20-1835—Glenn Miller Orch.</td>
</tr>
</tbody>
</table>
"My Gal From Houston"
"Let's Make Believe
We're Sweethearts"
Howard LeRoy and His Orchestra
(Starr 210)
● What distinguishes "My Gal From Houston" most is the group who play it. They turn in a well paced, well arranged interpretation of this novelty, which is directed straight into the top comedy slot. The vocalist, Marguerite Claudet, does little to help the boys along. She still has a long way to go and lots to learn. The backing, "Let's Make Believe We're Sweethearts," is done but fairly well by the same musical workmen.

"You Call It Madness"
"Oh, But I Do"
The King Cole Trio
(Capitol 274)
● The well known, popular King Cole Trio have here come up with a pair of sides that should please the fans they've gathered. King Cole does a smooth rendition of "You Call It Madness," and the other lads lend him top musical support. Fitted strictly as a listener's item, and spotted as such, this side will score. The Trio have enough followers to insure that. The backing, "Oh, But I Do," is asworthy as it is musical, and it's play will be limited. You'd have to be a fan to really contribute for it.

"Somewhere In The Night"
"You Make Me Feel So Young"
Martha Tilton
(Capitol 272)
● On this platter Martha Tilton does a pair of tunes sure to gain wide publicity since they're from the forthcoming motion picture, "Three Little Girls In Blue." "Somewhere In The Night" to this reviewer is a first class song destined for great public favor, and the way Martha handles it enhances that prediction. The backing, "You Make Me Feel So Young" is well done, too, but it appears as the tune was not quite tailored to Martha's talents. On both sides the Paul Weston Orchestra provides stellar musical support to all of Martha's vocal efforts.

"Sad Lover Blues"
Luis Russell Orchestra
(Apollo 1012)
● Here's a disk that's the big "must" for this and many more weeks to come. It's "The Very Thought Of You" backed by "Sad Lover Blues" and you can flip it either way and it'll score a pot of heavy coin. Reason for the raves is a Voice. Unnamed on the disk, he's the most powerful warbler on wax we've heard in months. Believe it when this reviewer says he'll stop the location cold when this platter comes up to the needle. It's a deep, low style possessed by this anonymous lad, but he can climb to the sky—and does—to effectively interpret a song. Some ops may be inclined to peg this disk only to "race" locations. Don't. This disk has the quality and class to go wherever Crosby will go. And it'll be a treat for any customer to hear him. The Luis Russell Orchestra provide the musical accompaniment for the Voice, and their performance is smooth and accompanimental without. As for the songs presented here, "The Very Thought Of You" is, of course, a familiar standard. "Sad Lover Blues" is just what the title declares. Both tunes are slow paced and danceable. Grab this disk, and treat your locations to a platter really worth listening to.

"Singing River"
"I'm Gettin' Used To Love Again"
The Velvetones
(Capitol 278)
● Velvet smooth is this interpretation of "Singing River" by the Velvetones. The tune, a good ballad well suited to the lads' talents, is done right for the quieter locations as unobtrusive — but good — music. "I'm Gettin' Used To Love Again" should score its share in the same spots. The disk does much to interest customers in the Velvetones. They're worth a break; and a listening.
### NEW YORK
1. Stone Cold Dead In The Market  
2. Surrender  
3. They Say It's Wonderful  
4. South America Take It Away  
5. Prisoner of Love  
6. The Gypsy  
7. Doin' What Comes Naturally  
8. I Don't Know Enough About You  
9. Laughing On The Outside  
10. To Each His Own

### WASHINGTON, D. C.
1. The Gypsy  
2. Prisoner of Love  
3. Doin' What Comes Naturally  
4. Surrender  
5. To Each His Own  
6. They Say It's Wonderful  
7. I Don't Know Why  
8. Cynthia's In Love  
9. Laughing On The Outside  
10. Love On A Greyhound Bus

### OHIO, NEB.
1. The Gypsy  
2. Doin' What Comes Naturally  
3. I Don't Know Why  
4. Love On A Greyhound Bus  
5. All Through The Day  
6. Salute To Glenn Miller  
7. They Say It's Wonderful  
8. Hey! Ba-Ba-Re-Bop  
9. Laughing On The Outside  
10. Do You Love Me

### FAYETTEVILLE, N. C.
1. Dark Town Poker Club  
2. That's What I Like About The South  
3. Boogie Blues  
4. I've Got A Right To Cry  
5. Who Told You That Lie  
6. Route 66  
7. They Say It's Wonderful  
8. Shoo Fly Pie  
9. I'm A Big Girl Now  
10. The Gypsy

### CHICAGO
1. To Each His Own  
2. The Gypsy  
3. Doin' What Comes Naturally  
4. They Say It's Wonderful  
5. Surrender  
6. In Love In Vain  
7. I Don't Know Enough About You  
8. Laughing On The Outside  
9. They Say It's The Morning Over Brooklyn  
10. I Don't Know Why

### KANSAS CITY, MO.
1. The Gypsy  
2. They Say It's Wonderful  
3. Doin' What Comes Naturally  
4. Sioux City Sue  
5. Prisoner of Love  
6. Cement Mixer  
7. I Don't Know Enough About You  
8. I Got The Sun In The Morning  
9. Put The Blame On Mame  
10. I've Got A Right To Cry

### DETROIT, MICH.
1. The Gypsy  
2. My Pickle Eye  
3. Doin' What Comes Naturally  
4. Prisoner of Love  
5. Surrender  
6. They Say It's Wonderful  
7. I Don't Know Why  
8. All Through The Day  
9. In Love In Vain  
10. Air Mail Special

### ASHEVILLE, N. C.
1. The Gypsy  
2. They Say It's Wonderful  
3. Prisoner of Love  
4. Doin' What Comes Naturally  
5. I Don't Know Enough About You  
6. Surrender  
7. E Bob O Lee Bob  
8. I Got The Sun In The Morning  
9. All Through The Day  
10. Laughing On The Outside

### BALTIMORE, MD.
1. Stone Cold Dead In The Market  
2. Doin' What Comes Naturally  
3. Prisoner of Love  
4. Hey! Ba-Ba-Re-Bop  
5. They Say It's Wonderful  
6. Someday  
7. I'm A Big Girl Now  
8. Boogie Blues  
9. If You Were The Only Girl  
10. Surrender

### MIAMI, FLA.
1. The Gypsy  
2. I'm A Big Girl Now  
3. Doin' What Comes Naturally  
4. Prisoner of Love  
5. Laughing On The Outside  
6. They Say It's Wonderful  
7. Come Rain Or Come Shine  
8. I Don't Know Enough About You  
9. Something Old, Something New  
10. In Love In Vain
Reports coming in from ops all over the land indicate that Modern Records’ “I Used To Work In Chicago” is getting a heavy play. The same holds true for Aladdin’s “If I Were An Itty Bitty Girl” Yolna Nelson’s torrid novelty. Accordingly, it appears that many juke box customers like their music strongly flavored with you-know-what. The rub is, however, that ops must use extreme care in placing these disks out on location. The right disk in the wrong spot could spell annoying headaches.

Capitol Records have cause to strut. Their platter on which Johnny Mercer does “Ugly Chile” is coming up, but fast. Meanwhile, their disk so heavily plugged by Walter Winchell, “Rika Jika Jack,” is available and is being delivered in heavy quantity. Word has it that Gotham Records (their “That’s the Groovy Thing!” is among the fastest moving platters in Harlem) may soon expand tremendously. New, additional capital is reported seeking an in with the firm, and if Mr. Goody gives the nod, you can expect big things to start happening.

Majestic Records is working their planning day and night to press more and more of their sensational hit, Eddy Howard’s “To Each His Own.” The waxing scored tremendously in just about every city in the nation except New York and here’s why. Philly gets one of it to weeks before the fads in New York did. As a consequence, not only did they clean out every copy of the platter in Philly, but they even snatched them up from the N. Y. Majestic district in order to fill their crying demand. As a result, when the tune finally did catch on in New York, there wasn’t a Majestic cutting to be had. And it wasn’t until Tony Martin’s version (Mercury) arrived that the New Yorkers were able to get the tune out into the boxes.

Oliver Sabin, Musicraft vice prexy, reports that the firm’s new plant at Orange, N. Y., is now in production, and it won’t be long before their Eastern districts receive all their releases from that address. The trade can expect to hear of Musicraft’s big moves toward the juke box ops within the next few weeks. Columbia Records take a bow with this issue of The Cash Box. Their platter, which has Elliot Lawrence doing “I Know,” was chosen by Dave Quirk as The Sleeper of the Week.

Big doings going on at National Records, but nobody’s talking. Over at RCA-Victor, Jack Williams and Herb Allen are reported sowing many plans to expand trade with jukeboxers, to market their products more effectively. The trade can expect a new release by Ray Bauduc and his band in the near future.

Down Texas way, Dallas to be exact, K & M Distributors have opened a sales office. Southwest music ops would do well to call there for the latest in Western music platters. Exclusive is up with a pair of new releases: “I Need A Knife, Fork And A Spoon” by the Basin Street Boys headlines one of the disks; on the other Herb Jeffries croons “It’s The Gal From Cal For Me,” and “She’s Funny That Way.”
JACK GUTSHALL INTRODUCES A NEW QUEEN OF THE JUKE BOXES

KAY STARR

EXCLUSIVE
No. 227 "IT'S THE GAL FROM CAL. FOR ME"
"SHE'S FUNNY THAT WAY"
HERB JEFFRIES — BUDDY BAKER

MODERN
No. 144 "RED LIGHT"
"MR. FINE"
JOHNNY ALSTON'S ORCHESTRA

G & G
No. 1030 "ACE IN THE HOLE"
"MY BLUE EYES"
LARRY BRYANT

LAMPLIGHTER
No. 110 "SWEET LORRAINE"
"LOVE ME OR LEAVE ME"
"GORGEOUS" KAY STARR

SAN ANTONIO
No. 105 "MY BLUE EYES"
"I'LL BE LONELY"
LARRY BRYANT

THE WORLD'S FINEST DISTRIBUTORS TO SERVE YOUR EVERY RECORD NEED

RUNYON SALES CO. 
593 Tenth Avenue 
New York, N. Y.
Covers New York, New Jersey and Conn.

BECKER NOVELTY CO. 
97 Dwight Street 
Springfield, Mass.
Covers Massachusetts

PAN-AMERICAN RECORD DISTRIBUTORS 
11721 Linwood Ave. 
Detroit 6, Mich.
Covers Michigan

RECORD SALES, INC. 
2117 3rd Avenue North 
Birmingham, Ala.
Covers Alabama and Georgia

DAVID ROSEN 
855 N. Broad Street 
Covers Eastern Pennsylvania

J. D. HURST 
219 Cannon Blvd. 
Kannapolis, N. C.

AMERICAN COIN-A-MATIC 
1427 5th Avenue 
Pittsburgh, Pa.
Covers Western Penn., Virginia, West Virginia, Maryland, Washington, D.C.

MUSIC SALES 
680 Union Avenue 
Memphis, Tenn.
Covers Tenn. and Ark.

MUSIC SALES 
303 N. Peter Street 
New Orleans, La.
Covers Louisiana and Mississippi

LYON DISTRIBUTING CO. 
726 S. 4th Street 
Louisville, Ky.
Covers State of Kentucky and Southern Indians

M-S DISTRIBUTING CO. 
1429 No. Clark Street 
Chicago, Illinois
Covers No. Illinois and Wisconsin

COMMERCIAL MUSIC 
510 N. Sarah 
St. Louis, Mo.
Covers St. Louis and Suburbs

STANDARD MUSIC DISTRIBUTORS 
1913 Leeland 
Houston, Texas
Covers Lone Star State

C & C DISTRIBUTING CO. 
714 Fourth Avenue 
Seattle, Wash.
Covers Oregon, Wash., Alaska, Montana, Idaho

MELODY SALES CO. 
316—6th Street 
San Francisco, Cal.
Covers Northern California and Nevada

HALES-MULLALY CO. 
1-7 N.E. Sixth Street 
Oklahoma City, Okla.
Covers Oklahoma

MANNING SALES 
127 E. Colorado 
Colorado Springs, Colo.
Covers West, Nebraska, West Kansas, Colorado

Territories Not Covered Above Still Available

JACK GUTSHALL DISTRIBUTING CO. 
1870 W. WASHINGTON BLVD., LOS ANGELES 7, CAL.
1. STONE COLD DEAD IN THE MARKET
   Louis Jordan and Ella Fitzgerald
2. THAT'S THE GROOVY THING
   Earl Bostic Orchestra
3. ON THE SUNNY SIDE OF THE STREET
   Eddie Haywood Orchestra
4. DRIFTIN' BLUES
   Johnny Moore's Three Blazers
5. I'M IN THE MOOD FOR LOVE
   Billy Eckstine
6. FINE BROWN FRAME
   Buddy Johnson Orchestra
7. YOU CALL IT MADNESS BUT I CALL IT LOVE
   Billy Eckstine
8. TELL ME PRETTY BABY
   Billy Eckstine
9. R. M. BLUES
   Roy Milton Orchestra
10. I'VE GOT A RIGHT TO CRY
    Erskine Hawkins

Prima Fans Complain

NEW YORK — Local representatives of
Louis Prima, The Man Who Plays: Pretty
For The People, told The Cash Box this
past week that over 1000 Prima fan
clubs are starting a protest program
directed at record makers, distris and
retailers because, they claim, Prima
disks are as scarce as nylons and low
priced butter.

According to Ade Kahn, Prima press
agent, the fans are earnestly seeking
such platters as “Angelina,” “Robin
Hood,” “The Coffee Song,” etc., all to no
avail. They say they can’t get ‘em in
the disk stores and they can’t get ‘em
on the jukeboxes.

Louie, set for an Aug. 13 opening at
New Jersey’s Meadowbrook, will confer
with officials while here in the East,
hoping to clear up the situation. (Music
ops will please note.)

20th CENTURY

TUTTI FRUITTI
SLIM'S CEMENT BOOGIE
WHO DID IT TO MARY?
I CAN HARDLY WAIT
MARGIE
WE LAUGHED TOGETHER

49c
Inc. Tax
BALLENI RECORD CO.
PHILADELPHIA, PA.
Order Direct or
from Nearest Distributor
DISTRIBUTED BY
David Rosen — 95 N. Broad St., Phila.
Ruyan Sales — 215 10th Ave., New York
M. S. Oliff — 1429 N. Clark St., Chicago, Ill.
Sterling Record Div. — 707 Barbour St.
Pittsburgh, Pa.

ANOTHER SMASH HIT
"EFFIE'S BOOGIE"
ALADDIN No. 151A

J. F. Bard Company, Inc., 414 S. Franklin Street,
Chicago, Illinois
Blue Bonnet Music Company, 3235 Rees Avenue,
Dallas, Texas
J. C. Beylan Company, 2220 W. Superior Viaduct,
Cleveland, Ohio
Commercial Music Company, 510 N. Sarah Street,
St. Louis, Missouri
Commercial Music Company, 827 E. 12th Street,
Kansas City, Missouri
Crowe-Martin Distributing Company, 1619 LaBranch,
Houston, Texas
Crowe-Martin Distributing Co., 1228 E. Commerce Street,
San Antonio, Texas
Davis Sales Company, 410 Quincy Bldg.,
1010 17th Street, Denver 2, Colorado

SWEEPING THE NATION
"ITTY BITTY GIRL"
ALADDIN No. 139

J. F. Bard Company, Inc., 414 S. Franklin Street,
Chicago, Illinois
Blue Bonnet Music Company, 3235 Rees Avenue,
Dallas, Texas
J. C. Beylan Company, 2220 W. Superior Viaduct,
Cleveland, Ohio
Commercial Music Company, 510 N. Sarah Street,
St. Louis, Missouri
Commercial Music Company, 827 E. 12th Street,
Kansas City, Missouri
Crowe-Martin Distributing Company, 1619 LaBranch,
Houston, Texas
Crowe-Martin Distributing Co., 1228 E. Commerce Street,
San Antonio, Texas
Davis Sales Company, 410 Quincy Bldg.,
1010 17th Street, Denver 2, Colorado

ALADDIN RECORDINGS
4918 SANTA MONICA BLVD., HOLLYWOOD, CALIF.
Exclusive ALADDIN Distributors

Major Distributing Company, 106 DeKalb Avenue,
Brooklyn 1, New York
Music Sales Company, 680 Union Avenue
Memphis, Tennessee
Music Sales Company, 603 N. Peter Street,
New Orleans, Louisiana
Pan-American Record Distributors, 1721 Linwood,
Detroit, Michigan
Record Sales Company, 2117 Third Avenue North,
Birmingham, Alabama
Taran Distributing Company, 170 N. W. 23d Street,
Miami, Florida
Taran Distributing Company, 90 Riverside Avenue,
Jacksonville, Florida
O'Rourke Agencies, No. 3 Terminal Bldg., 708 Fort Street,
Honolulu, T. H.

Independent Record Sales Co., 5634 Santa Monica Blvd.,
Hollywood, California

EFFIE SMITH
"Nothin' You Can Do"—151B
WATCH FOR THIS GREAT BLUES...
"Haunted by the Blues"
ALADDIN No. 152

VELMA NELSON
EQUALY HOT!!
"Something's Done Gone Wrong"
ALADDIN No. 141
"POP FLY"
ALADDIN No. 140
FOREWORD Many times, wide differences appear in the high and low prices of certain equipment. Like any true reporter The C.M.I. Blue Book can only feature the market prices as they are quoted. The C.M.I. Blue Book acts exactly the same as the market quotation board at the Stock Exchange—posting the prices as they are quoted for the past week, regardless of how much they may seem to be out of line. Some prices do not change for months. The C.M.I. Blue Book, rather than show no price, retains the last known quotations for such equipment so that the subscriber at least has the last known prices as a basis to work with. Prices continue to be very widely divergent these days. Someone on the West Coast may feel a certain machine worth $150.00 whereas someone on the East Coast may think it worth but $75.00. Of course, condition, serial, appearance, demand, territory, quantity, etc., must all be taken into consideration. The C.M.I. Blue Book reports each quotation exactly as it is made and depends on the subscriber to make average price adjustment to fit the peculiarities of his own territory.

METHOD The C.M.I. Blue Book should be read as follows: First price listed is lowest price for the week; Second price listed is highest price. Where only one price appears this should be considered lowest price.

IMPORTANT Machines underlined mean these were most active in trading the past week.

CODE Check this code carefully. Become acquainted with each one of the code numbers and what they signify. These code numbers appear in front of the name of each machine.

1 MEANS PRICE WENT UP.

2 MEANS PRICE WENT DOWN.

3 MEANS MACHINE JUST ADDED TO LIST.

4 MEANS PRICES WENT UP AND DID DURING THE PAST WEEK.

5 MEANS PRICES REMAINED SAME AS IN LAST PRICE LISTS.

6 MEANS NO PRICES QUOTED FOR PAST TWO WEEKS.

7 MEANS NO PRICES QUOTED FOR PAST THREE WEEKS.

XX MEANS NO PRICES QUOTED FOR MANY WEEKS — PRICE SHOWN IS LAST KNOWN QUOTATION.
IMPORTANT NOTICE

Many times, wide differences appear in the high and low prices of certain equipment. Like any true reporter The C.M.I. Blue Book can only feature the market prices as they are quoted. The C.M.I. Blue Book acts exactly the same as the market quotation board at the Stock Exchange — posting the prices as they are quoted for the past week, regardless of how much they may seem to be out of line. Some prices do not change for months. The C.M.I. Blue Book, rather than show no price, retains the last known quotations for such equipment so that the subscriber at least has the last known prices as a basis to work with. Prices continue to be very widely divergent these days. Someone on the West Coast may feel a certain machine worth $150.00 whereas someone on the East Coast may think it worth but $75.00. Of course, condition, serial, appearance, demand, territory, quantity, etc., must all be taken into consideration.

THE C.M.I. BLUE BOOK REPORTS EACH QUOTATION EXACTLY AS IT IS MADE AND DEPENDS ON THE SUBSCRIBER TO MAKE AVERAGE PRICE ADJUSTMENT TO FIT THE CONDITIONS IN HIS OWN TERRITORY.
<table>
<thead>
<tr>
<th>Model</th>
<th>Description</th>
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<tr>
<td>WURLITZER</td>
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<td>20-10 Ador</td>
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<td>580 Speaker</td>
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**ROCKOLA**

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<td>39A Speaker</td>
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<td>500 Music</td>
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**A. M. I.**

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<td>V.S. Phone</td>
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<td>Singing Towers (301)</td>
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**BUCKLEY**

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<tr>
<td>New Wall Box</td>
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<tr>
<td>Wall &amp; Bar Box</td>
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</tr>
<tr>
<td>II Wall &amp; Bar Box</td>
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</tr>
<tr>
<td>32 Record Adaptor</td>
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<tr>
<td>24 Record Adaptor</td>
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<tr>
<td>50 Rockit</td>
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<tr>
<td>Steel Cabinet</td>
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<tr>
<td>Zephyr Speaker</td>
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<tr>
<td>Rec. Seeburg Adaptor</td>
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<tr>
<td>Bar Brackets</td>
<td>95.25</td>
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### C.M.I. BLUE BOOK

#### PHONOGRAPHS

**SEEBURG**

<table>
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<td>Selectomatic 10</td>
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<td>Symphonya</td>
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<td>Model A III</td>
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<td>Model D</td>
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<td>Model C</td>
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<td>Rev. w/o adapter</td>
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<tr>
<td>Royale</td>
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<td>Plaza</td>
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<td>Regal</td>
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<td>Regal, RC</td>
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<td>1. Gem</td>
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<td>2. Classic</td>
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<td>Mayfair</td>
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<td>Melody King</td>
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<tr>
<td>Crown</td>
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<td>Crown, RC</td>
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<tr>
<td>Concert Grand</td>
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<tr>
<td>Colonel</td>
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<tr>
<td>Colonel, RC</td>
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<td>Concert Master, RC</td>
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<td>Casino</td>
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<td>Casino, RC</td>
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#### KEENEEY

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<tbody>
<tr>
<td>Wall Boxes</td>
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<tr>
<td>Adaptor for Seeburg</td>
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<tr>
<td>Adaptor for Rockola</td>
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<tr>
<td>Adaptor for G16 Wurlizer</td>
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<tr>
<td>Twin 12 Adaptor</td>
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<td>Wurlizer 24 Adaptor</td>
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<tr>
<td>Adaptor for Mills Empress</td>
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<td>Organ Speaker</td>
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<td>Sun Ray Speaker</td>
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#### MILLS

<table>
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<tr>
<th>Model</th>
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<tr>
<td>Zephyr</td>
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<tr>
<td>Studio</td>
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<tr>
<td>Dance Master</td>
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<td>DeLuxe Dance Master</td>
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<tr>
<td>Do-Re-Mi</td>
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<tr>
<td>Panorama</td>
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<tr>
<td>Throne of Music</td>
<td>275.00</td>
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<tr>
<td>Throne with Adaptor</td>
<td>275.00</td>
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<td>Empress</td>
<td>325.00</td>
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<tr>
<td>Panoram Adaptor</td>
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<td>Panoram 10 Wall Box</td>
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<td>Speaker</td>
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<tr>
<td>Panoram Peek (Con)</td>
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#### GABEL

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<th>Model</th>
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<td>12 Record Jr.</td>
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<td>12-12-12</td>
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<td>18 Rec. Ill. Grill</td>
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<td>18 with Adaptor</td>
<td>99.50</td>
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<td>20 Record Lite Up</td>
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<td>24 Record Last Mill</td>
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#### PACKARD

<table>
<thead>
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<th>Model</th>
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<td>Play Mor Wall and Box</td>
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<td>Bar Bracket</td>
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<tr>
<td>Willow Adaptor</td>
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<td>Chestnut Adaptor</td>
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<td>Cedar Adaptor</td>
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<td>Poplar Adaptor</td>
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<td>Maple Adaptor</td>
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<td>Juniper Adaptor</td>
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<td>Elm Adaptor</td>
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<td>Pine Adaptor</td>
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<td>Beech Adaptor</td>
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<td>Spruce Adaptor</td>
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<td>Ash Adaptor</td>
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<td>Walnut Adaptor</td>
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<td>Lily Speaker</td>
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<td>Violet Speaker</td>
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<td>Orchid Speaker</td>
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<td>Iris Speaker</td>
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<tr>
<td>Name</td>
<td>Price</td>
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<tr>
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<td>6. AIB 6 Gun Rifle Rg</td>
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<td>4. Bally Alley</td>
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<td>5. Bally Convoy</td>
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### C.M.I. BLUE BOOK

#### SLOTS

#### WATLING

#### GROETCHEN

#### GROETCHEN
The Cash Book  Page 28  Week of July 29, 1946

PACE

- 4. 5c Chief ................................................. $79.50  $135.00
- 5. 10c Chief ................................................. 95.00  125.00
- 6. 25c Chief ................................................. 125.00  175.00
- 7. 50c Chief ................................................. 295.00  349.50
- 2. 5c Silver Moon Chief ................................. 150.00  175.00
- 3. 10c Silver Moon Chief ................................ 150.00  195.00
- 4. 25c Silver Moon Chief ................................ 185.00  220.00
- 5. 50c Silver Chief .......................................... 115.50  140.00
- 6. 10c Silver Chief ........................................... 125.00  139.50
- 7. 25c Silver Chief ........................................... 165.00  169.50
- 8. 50c Silver Chief ........................................... 530.00  630.00
- 9. 1.0 Club Bell ............................................. 165.00  169.50
- 10. 2.0 Club Bell ............................................. 139.50  165.00
- 11. 3.0 Club Bell ............................................. 165.00  169.50
- 12. 4.0 Club Bell ............................................. 295.00  325.00
- 13. 5.0 Sky Chief ........................................... 115.00  159.50
- 14. 6.0 Sky Chief ........................................... 159.50  189.50
- 15. 7.0 Sky Chief ........................................... 200.00  350.00
- 16. 8.0 Club Chief 5-10-25 ............................. 100.00  150.00
- 17. 1.0 Little Duke ........................................ 12.50  25.00
- 18. 2.0 Century ............................................ 35.00  45.00
- 19. 3.0 Century ............................................ 49.50  69.50
- 20. 4.0 Century ............................................ 50.00  69.50
- 21. 5.0 Century ............................................ 225.00  295.00
- 22. 6.0 Century ............................................ 20.00  29.50
- 23. 7.0 Goose neck ........................................ 30.00  35.00
- 24. 8.0 Goose neck ........................................ 47.50  55.00
- 25. 9.0 Goose neck ........................................ 129.50  149.50
- 26. 10.0 Goose neck ...................................... 225.00  295.00
- 27. 1.0 Little Duchess ................................... 20.00  29.50
- 28. 2.0 Little Duchess ................................... 25.00  27.50
- 29. 3.0 Golf Ball Vndr ................................. 129.50  180.00
- 30. 4.0 Golf Ball Vndr .................................. 149.50  180.00
- 31. 5.0 Chrome Sup Chief ................................. 175.00  145.00
- 32. 6.0 Chrome Sup Chief ................................. 152.00  180.00
- 33. 5.0 Red Skin ........................................... 125.00  145.00
- 34. 6.0 Red Skin ........................................... 135.00  149.50
- 35. 5.0 Red Skin ........................................... 150.00  160.00
- 36. 6.0 Big Chief ........................................ 90.00  115.00
- 37. 7.0 Big Chief ........................................ 165.00  175.00
- 38. 8.0 Big Chief ........................................ 199.50  199.50
- 39. 9.0 Bell .................................................. 595.00
- 40. 10.0 Bell ............................................... 65.00  119.50
- 41. 11.0 Cigarolla XXV ................................ 89.50  129.50
- 42. 12.0 Cigarolla XV .................................. 65.00  75.00
- 43. 13.0 Victory Chief .................................. 115.00  130.00
- 44. 14.0 Victory Chief .................................. 150.00  170.00
- 45. 15.0 Victory Chief .................................. 155.00  170.00
- 46. 16.0 Little Chief ................................... 79.50  110.00
- 47. 17.0 Big Chief ........................................ 85.00  125.00
- 48. 18.0 4 Star Chief ................................... 99.00  119.50
- 49. 19.0 4 Star Chief ................................... 125.00  149.50
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- 51. 2.0 Dixie Bell ........................................ 75.00  129.00
- 52. 3.0 Dixie Bell ........................................ 60.00  95.00
- 53. 4.0 Dixie Bell ........................................ 385.00  404.50
- 54. 5.0 Victory 4 Star Ch ................................. 135.00  200.00
- 55. 6.0 Victory 4 Star Ch ................................. 210.00  225.00
- 56. 7.0 Victory 4 Star Ch ................................. 350.00  350.00

CAILLE

- 1. 1c ......................................................... 39.00  39.50
- 2. 5c ......................................................... 40.00  42.50
- 3. 10c ....................................................... 49.50  59.50
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### Music

**A.M.L.**
- **Model A**...$790.00
- Ad

**Ameri-Phonograph**
- Fiesta Phonograph...$743.65
- Super Deluxe Phonograph...$397.40
- Trio Phone...$69.50
- Solo (Wall Box)...$62.50
- Impresario (Speaker)...$42.27
- Mutoscope (W.C.)...$56.18

**Challenger Industries, Inc.**
- Challenger...$749.00
- Packard Mfg. Corp.
  - Phono Wall Box...$38.95
  - #1000 Phono-Motor (Speaker)...$159.50
  - #500 Dairy (Speaker)...$32.95
  - #700 Dahlia (Speaker)...$19.95
  - #900 Rose (Speaker)...$49.95
- Atlas, Rival, Solo, Deluxe (Speaker)...$29.50
- Measured Music Boxes...$37.50
- Studio Amplifier...$585.00
- Broadway, 3-Wire...$50.00
- Master Power Supply Units...$170.00

**Rogers**
- 1422—Phonograph (Net)...$728.00

**Sears**
- #125 Symphonola...$795.00
- #146 Symphonola...$725.00
- H146M Hideaway RC...$47.50
- Wollamonic, 3-Wire...$54.50
- Wollamonic, 3-Wire...$42.50
- Tear Drop Speaker RS-1...$16.50
- Tear Drop Speaker RS-2...$18.00
- Mirror Speaker RS-12...$26.50
- Dual Remote Vol. Control Unit...$19.95

**Solotone Corp.**
- Solotone individual Coin Box (No Price Set)
  - Solotone Adaptor-Amplifiers (No Price Set)
  - Solotone Studio and Telephoning (No Price Set)
  - Challenger Coin Box (No Price Set)
  - Solotone Booster Amplifiers (No Price Set)

**Wurlitzer**
- 1015—Std. Phonograph...$335.00
- #1015—Phono-Castor, In Wooden Case...$478.00
- #2025—5c 3-Wire Wall Box...$52.50
- #3051—5c 3-Wire Wall Box...$33.00
- #3052—5c 3-Wire Wall Box...$33.00
- #4000—Aux. Steel Speaker...$35.00
- #4002—Aux. Plastic Speaker...$35.00
- #4005—Aux. Plastic Speaker...$35.00
- #215—Radio Transmitter...$13.00
- #216—Radio Impulse Rec.41-200...$33.00
- #218—30-Wire Terminal Box...$12.50
- #219—Stapler...$25.00

### Cigarette Machines

**DU GRENER**
- Challenger...$325.00
- Crusader (8 Col.)...$120.00
- Crusader (10 Col.)...$132.50
- NEEDA-VENDOR
  - Monarch 6 Col...$134.50
  - Monarch 9 Col...$144.50

**PINS**
- **BALLY**
  - Surf Queen...$327.50
  - CHICAGO COIN...$325.00

**EXHIBIT**
- Big Hit (Single Play)...$344.00
- Big Hit (Multiple Play)...$396.00

**GLOBE**
- Duff's (Revamp)...$249.50

**GOLDMINE**
- Superliner...$322.00
- Catalina (Revamp)...$249.50
- Frisco (Revamp)...$279.50

**KINET**
- Kinet (Revamp)...$249.30

**STANDARD GAMES, Inc.**
- Spottale (No Price Set)

**UNITED**
- Challenger (Revamp)...$249.50
- WILLIAMS
  - Suspense...$324.50
  - Dynamic...$298.50

### Countergames

**A.B.T. Corp.**
- Challenger...$65.00

**AMUSEMENT ENTERPRISES**
- Pitchmen...$39.50
- Bee Slacker...$22.50

**Baker**
- Kicker and Catcher (1c Play)...$49.75
- G. D. BOROK
  - Windmill...$29.85

**DAVAL**
- Marvel, Plain...$50.00
- Marvel, Non-Coin Operated...$79.50
- With Bell Gum Vendor...$55.00
- American Eagle, Plain...$50.00
- American Eagle, Non-Coin Op...$54.00
- With Bell Gum Vendor...$59.00
- Guarder (1c Play)...$33.00

**NATIONAL**
- Buddy...$33.00
-俱...$33.00

**OTTO**
- Radio Impulse Rec.41-200...$33.00
- Deluxe Grip Scale...$39.50

**PIONEER**
- Sidley...$39.50

### Consoles

**Amusement Enterprises**
- Star Bells...795.00

**Becker**
- 5c Baker Pacers Csh Std Mod...$397.50
- 25c Baker Pacers Csh Std Mod...$677.50
- 5c Baker Pacers Csh DD Mod...$668.50
- 25c Baker Pacers Csh DD Mod...$747.50
- 5c Baker Pacers Csh Sep Std Mod...$657.50
- 5c Baker Pacers Csh Sep Mod...$743.75

**Bally**
- 5c Draw Bell...$477.50
- 25c Draw Bell...$497.50

**Buckley**
- 5c Track Odds, DD, JP...$95.00

**Evans**
- 5c Bangtail 5c Combo 7-Coin...$674.50
- 25c Bangtail 25c Combo 7-Coin...$764.50

**J. D. Jennings**
- DeLuxe Coin Vender...$475.00

**Keene**
- Bonus Super Bell, 5c & FP...$740.00
- Bonus Super Bell, 5c & FP...$1,000.00
- Bonus Super Bell, 10c/25c...$1,000.00
- Bonus Super Bell, 5c/10c/25c...$1,000.00

**One-Balls**
- Victory Derby...$616.50
- Victory Special...$661.50

**SLOTS**
- Columbia Twin JP...$1,450.00
- 5c Bronze and Std Chiefs...$249.00
- 10c Bronze and Std Chiefs...$259.00
- 25c Bronze and Std Chiefs...$269.00
- 5c Deluxe Club Chiefs...$259.00
- 10c Deluxe Club Chiefs...$269.00
- 25c Deluxe Club Chiefs...$279.00
- 5c Super Deluxe Club Chief...$274.00
- 10c Super Deluxe Club Chief...$284.00
- 25c Super Deluxe Club Chief...$294.00
- 50c Silver Eagle...

**MILLS**
- 5c Black Cherry Bell...$233.00
- 10c Black Cherry Bell...$245.00
- 25c Black Cherry Bell...$248.00
- 50c Black Cherry Bell...$325.00
- 10c New Vost Pocket Bell...$74.50
- Golden Falls...

**PAGE**
- 5c Cherry Bell...$250.00
- 10c Cherry Bell...$275.00
- 25c Cherry Bell...$300.00
- 50c Cherry Bell...$500.00
- $1.00 Cherry Bell...$600.00
- 5c Deluxe Chrome Bell...$260.00
- 10c Deluxe Chrome Bell...$285.00
- 25c Deluxe Chrome Bell...$310.00
- 50c Deluxe Chrome Bell...$310.00
- 50c Deluxe Chrome Bell...$612.00

**Consoles**

**Amusement Enterprises**
- Bowl “O” Ball (12 ft.)...$379.50
- Bowl “A” Jump (6 ft.)...$329.50

**AMUSEMENT ENTERPRISES, INC.**
- Bank Ball...$375.00
- Underscore Raider...$399.50
- Chicago Coin...

**Evans**
- Free Strike...$372.50

**Genco**
- Total Bell...$325.00
- Hirsch Coin Mach CO...

**Max Glass Mfg. Co.**
- Champion Hockey...

**International Mutoscope**
- Machinica...
- Voice-O-Graph...

**Jaaco**
- Rasha-Ball...$379.50

**Metropolitan Coin Mach Inc.**
- Skill Bowl...

**Munves**
- Super Bell...

**Wisconsin Novelty**
- Bowl-A-Way...$75.00

### Arcade

**Arcade**
- Late League...
- Bowl “O” Ball (12 ft.)...
- Bowl “A” Jump (6 ft.)...
- Bank Ball...
- Underscore Raider...
- Chicago Coin...
- Free Strike...
- Total Bell...
- Hirsch Coin Mach. CO...
- Red Ball...
- Champion Hockey...
- Mutoscope Machinica...
- Voice-O-Graph...
- Rasha-Ball...
- Metropolitan Coin Mach Inc...
- Skill Bowl...
- Super Bell...
- Wisconsin Novelty Bowl-A-Way...
Action ... from—Stars Ajax ... from—Score Card All Out ... from—Cross Line Archery ... from—Cadillac Arizona ... from—Sun Beam American Beauty ... from—Attention Battle ... from—Zombie Big Tent ... from—Big Show Big Three ... from—Big Top of '45 ... from—Twin Six, Clover, Sky Ray Bingo ... from—Lite-A-Card Bombardier ... from—Follies '40 Bowling Alley '42 ... from—Bowling Alley Brazil ... from—Del-Re-Mi Burlesk ... from—Follies '40 Catalina ... from—Glamour Cupid ... from—Roxy De-leer ... from—Red, White & Blue Destroyer ... from—Cadillac Dive Bomber ... from—Formation Eagle Squadron ... from—Big League, Big Town Easy Pickin' ... from—O'Boy Falling Sums ... from—Ten Spot Fan Dancer ... from—Roxy Flash Flat Top ... from—Broadcast, Crossline Flight ... from—Spooky Flying Tigers ... from—Play Ball Foreign Colors ... from—Owl Grand Canyon ... from—Double Play Hi-Boy ... from—Metro Hi-Jinks ... from—Glamour Hi-The-Japs ... from—Gold Star Hockey '42 ... from—Silver Skates Idaho ... from—Zombie Jeep ... from—Duplex, Leader, Sky Blazer Kismet ... from—Scop Klipper ... from—Knock-Out Knock-Out-The-Japs ... from—Knockout Parade Leader ... from—Drum Major Poratreeop ... from—Powerhouse Peachino ... from—Jolly Toppeg ... from—Gold Star Pin Up Girl ... from—Silver Skates Production Rat ... from—Zig Zag Redheads ... from—Blonde Roll Call ... from—Vacation Sailorettes '42 ... from—Follies '40 Scout Commander ... from—Fleet Sea Power ... from—Four Roses Sentry ... from—Leader Shangri-La ... from—Mr. Chips Sink-The-Jap ... from—Seven Up Sixty Grand ... from—Big Town Sky Rider ... from—Pan American Slap-The-Jap ... from—Stratoliner Smack-The-Jap ... from—Ten Spot South Sea ... from—Knockout Luxury ... from—Rotation Marines-At-Play ... from—Flicker Midway ... from—Zombie Nite Club ... from—Formation Nine Bells ... from—Mr. Chips Over-The-Top ... from—Powerhouse Speedway ... from—Entry Spot-Chas ... from—Attention Stage Door Canteen ... from—Liberty Starlight ... from—Triumph Stepper ... from—Blonde Strip Tease ... from—Chi-Coin Games Torpedo ... from—Formation Wow Trade Winds ... from—Sky Blazer Triple Entry ... from—Home Run Wagon Wheels ... from—Blonde White Sails ... from—Silver Spray Yankee Doodle ... from—Mixco, Attention, Liberty Silver Skates, Air Force Zingo ... from—Flicker

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All-American Derby ... from—Sport Special, Record Time Big Three Dust Whirls ... from—Club Trophy Fast Track ... from—Sport Page, Blue Ribbon Foreign Colors ... from—Owl Pastime ... from—Turf Champs

Race King ... from—Thistledown, Sea Biscuit Rockingham ... from—Grand Stand, Grand National, Pacemaker Victorious ... from—Turf Champs War Admiral ... from—Grand Stand Whirlaway ... from—Blue Gram, Dark Horse, Sport Special
These Discs Are HOT!!

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Marian Abernathy (Blues Woman)

No. 1003  HOUR OF PARTING
ABERNATHY'S BOOGIE
Marian Abernathy (Blues Woman)

No. 1004  SLOWIN' DOWN THE BLUES
CHEREKEE
Marian Abernathy (Blues Woman)

No. 1012  DUNKIN' BAGEL
DON'T BLAME ME
Slim Gaillard

No. 1013  LAGUNA
BOOGIN' AT BERGS
Slim Gaillard

No. 1014  AZUSA
SEZ HERE
Mello Larks & 3 Dons

No. 1015  MY HEART'S DOIN' DOUBLE TALK
GOIN' HOME
Mello Larks & 3 Dons

STORK — 49c

No. 1007  ROSE ROOM
IT'S WRITTEN ALL OVER YOUR FACE
Tune Toppers

No. 1008  IN A LITTLE SPANISH TOWN
SPELLING BEE
Tune Toppers

No. 1010  WHO DO YOU LOVE, I HOPE
FOSH-NOSH-KIT
George Price and Orch.

No. 1014  WITHOUT YOU
BLUE SKIES
Ray Brothers

G & G — 49c

No. 1017  BEEN DOWN IN TEXAS
ROOT-LIE-VOOT
Effie Smith

No. 1020  DON'T LET THE SUN CATCH YOU CRYING
Erie Andrews

No. 1021  I DON'T STAND A GHOST OF A CHANCE
PARADISE LOST
Erie Andrews

No. 1022  THAT'S MY BABY
Parts I and II
Marvin Johnson

No. 1023  PECULIAR BEULAH
TOO BAD
Bobby Pittman

No. 1030  ACE IN THE HOLE
Y-O-U CONTROLS ME
Jessie Cryor

No. 1032  MY BLUE HEAVEN
MY BABY LOVES ME SO SUPREME
Jessie Cryor

CELTIC — 49c

No. 1007  THREE LITTLE DRUMMERS AND FATHER O'FLYNN
MISS McLEOD'S REEL AND LITTLE JUDIE
Steven Pat McHugh

No. 1010  IF YOU EVER GO OVER TO IRELAND
COTTAGE WITH THE HORSESHOE O'ER THE DOOR
Steven Pat McHugh

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We are Headquarters for the Nation's Top Independent Labels . . .

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COMBINATION FREE PLAY AND CASH

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BALLY HIGH HANDS
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DISTRIBUTING COMPANY
1348 VENICE BLVD. LOS ANGELES, CALIF.
(PHONE: PROSPECT 4131)
DOWN MONEY LANE
with
Personal Music

The
MEASURED MUSIC SYSTEM

With Personal Music boxes installed in your locations, you will be walking down Money Lane to Extra Profits; it's easy with a Personal Music system. Because these boxes can be heard only in their immediate area, you can put one at each table, booth and counter space. Every one is an individual profit-maker — instead of one coin at a time, you get coins from each box installed.

1. Personal Music boxes are separate money makers; each box takes in money for you at the same time because customers at each table or booth pay for their own music.

2. Patrons like Personal Music because it's personal music. It is full toned, correctly amplified, personalized enjoyment — six minutes for a nickel. Their conversation is not overpowered by room-filling music.

3. These Personal Music units do not interfere with customer service; they are only 6½" high. They require no valuable floor space and allow plenty of room for customer service.

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6. Personal Music systems are scientifically designed and exactingly built . . . this is the only complete music system in which every part is as perfect as scientific sound experts have thus far built.

For information on this profitable, popular method of music sales, call or write us today.

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PERSONAL MUSIC CORPORATION
P. O. Box 720, Highway No. 1, Newark, New Jersey
Telephone Bigelow 8-2200
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**Convertible from**

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We Are Also Converting

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SUN BEAM

STARS

DOUBLE PLAY

LEADER

WEST WIND

DUPLEX

SKY BLAZER

KNOCKOUT

$6000

f.o.b., Factory will be paid for above games.

Conversions for Outright Sale

$2495.00 Each

**THE UNIVERSAL BAR BOX BRACKET**

FITS ANY BOX — FITS ANY BAR

- **LIGHTWEIGHT**
- **ADJUSTABLE**
- **STREAMLINED**

Lightweight aluminum alloy with highly polished finish makes an instant hit with progressive operators.

Strong construction of non-sensitive, non-magnetic metal insures trouble-free and worry-proof installations.

Adjustable to any bar or counter. Simple two-way clamp and secondary support makes it possible to install in a matter of minutes. Will not mar or deface any surface to which it is attached. Ideal for use on marble-top fountains.

Streamlined moulded exterior incorporates unique design which enables wires (including 32 conductor cables) to be concealed in the clamped main upright.

**$7.95**

PER PAIR

F.O.B. Wichita

MONEY BACK GUARANTEE. ORDER A SAMPLE. IF BRACKET UNSATISFACTORY WE WILL RETURN YOUR MONEY.

WRITE FOR DESCRIPTIVE CIRCULAR

**MATHENY VENDING CO., Inc.**

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**FOR NEWS ON THE LATEST RELEASES**

**GET ON OUR MAILING LIST TODAY!**

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BEGLOW 8-1195

**SALT LAKE CITY, UTAH — Coinmen here are already planning for the state Centennial which will come along in 1947. This will be the 100th year of this state as a member of the Union. Coinmen believe that this will be the year when the take should be among the best they have ever yet enjoyed and also feel that the new machines will be ready for them during '47 with which to help take advantage of the celebration.**
Front Money For New Equipment Asked As Nat'l Policy By N. Y. Op

NEW YORK — Fred Salerno, Roxy Automatic Music Co., well known local music operator, told The Cash Box this past week that the policy of claiming "front money" from all locations where new equipment is installed should become a nation-wide procedure backed by manufacturers and distributors, as well as local coin-trade groups.

"Under present operating conditions obtaining front money is an absolute necessity," Salerno declared. "I have talked with operators from all over the country and, from what they report, the situation that is currently plaguing our industry is nation-wide. As a result, it must be dealt with on a nation-wide scale.

Pointing to the well known fact that receipts from games and music have suffered a seasonal drop averaging about 25%, Salerno declared, "To many of us, recent collection reports have come as a surprise. As a matter of fact, had we known what was coming, even if it were promised that the situation would exist for just the summer months, lots of ops would have taken it slow before rushing out to get as much new equipment as was available at the time.

"Of course," Salerno continued, "we needed the machines. We still do. But we need some means of protecting ourselves with these heavy investments, too.

"I believe the most effective method we can use, one that would fit most easily in all parts of the country would be thru the system of claiming "front money." Everyone who has been in this business for any length of time knows the value of it. Nonetheless, with new blood coming in and buying up routes every day, it should become the task of the manufacturer and his distributor to educate and insist of newcomers that they follow this well known trade policy. It is as much to their interest as to the operators'. For so long as the op has the means to buy equipment at the prices demanded, so long do the order books stay full and the production wheels remain turning."

"Let's get together on this. Manufacturers, distributors, associations, independent ops. Let's make 'front money' an established nation-wide policy of this industry. We need it," Salerno pleaded.
"Packard-All-The-Way" is not idle talk. It means the equipment—All the equipment—the finest equipment—for automatic music operators.

And "Packard-All-The-Way" means even more. It is synonymous with "first and foremost" all the way. The men who create and produce Packard music equipment are the same men who presented the first commercial electric automatic phonograph. They are the men who sold the idea into an industry and established its policy.

No, "Packard-All-The-Way" is not idle talk. It's important to you. When you go "Packard-All-The-Way," you get equipment with "built-in" advantages of play-appeal, operating efficiency and performance that only rich and complete experience can provide.

Packard Mfg. Corp., Indianapolis 7, Ind.
Homer E. Capehart, Chairman of the Board

**PHONOGRAPH SPECIFICATIONS**

- Dimensions: 36 1/8" High by 25 15/16" Deep,
- Weight: 171 lbs. Crated 238 lbs.; Record Changer: 24 Records—7 1/2 AS Astatic Crystal Cartridge Pickup; Electrical Specifications: 110 Volts, A.C., 60 Cycle; Wattage—305; Sound System: Amplifier—Model-51, 16 Watts output; Tube Complement—1-5U4, 2-6L6, 2-6SN7, 1-6J5; Auxiliary Equipment: Provisions in Amplifier for connecting from one to four 8-ohm auxiliary speakers. Provisions in cabinet for direct connection of 30-wire Wall Boxes; Selections: Can select from one to twenty-four plays.

---

FOR WIDER PROFIT MARGIN . . .

FOR ASSURANCE OF MODERNITY

Homer E. Capehart's PACKARD PLAMOR

PIONEER OF THE INSTRUMENTS

POLICY-MAKERS OF THE INDUSTRY
Coinman Killed in Onset, Mass. Blast

Fund Being Raised for His Family

By Special Wire to The Cash Box

ONSET, MASS.—Raymond F. Brune who substituted for the regular collector of the Cape Cod, Mass. division of Pioneer Music Company, was killed in the blast which left so much tragedy in this resort area.

It is reported that he was making a collection from Christie’s Spa at the time the blast occurred.

Brune was 33 years old and leaves a wife and five year old son. He made his home in Sandwich, Mass.

Ed. Ravreby of Associated Amusements and some of the other Boston coinmen are preparing to raise a fund for his family which, it is reported, was left destitute.

Coinmen in this area and throughout the New England states are asked to enter into the fund to be raised for Brune’s family.

At the present time it seems that contact should be established with Ed. Ravreby of Associated Amusements for all those who wish to donate. Ravreby, it is reported, will sponsor the fund and will handle the money to be turned over to Brune’s wife and child.

Harry Poole of the Ravreby firm stated that the coinmen in this area who knew Brune and his family were greatly sorrowed by this tragedy. Members of the Cape Cod division of Pioneer Music Company will also lose a very good employee and they intend to also enter into the fund raising drive.
If you are trying to operate individual music system equipment with only a nickel chute, you are losing pretty close to 1/3 of the revenue you could have with Solotone.

Solotone, and only Solotone, has both nickel and dime chutes. The nickel take is plenty, and the dimes in many cases add another 30% to your profit.

Solotone is way out front with this exclusive feature. But, in addition, Solotone is the only box with a genuine 6-inch speaker that gives true, high fidelity tone. And Solotone has eye catching beauty that attracts more customers.

Get the B-I-G story today on the revolutionary, trouble-free Solotone system. Phone or wire us for complete details.

Distributors for
Solotone Corporation for Illinois

MARQUETTE
COMMERCIAL MUSIC CO.
1738 W. MADISON AVE.
CHICAGO, ILL.
Ohio Town Shuts Jukes at Midnight

IRONTON, O. — The police department here served notice on all establishments operating juke boxes that a city ordinance prohibits playing juke music after midnight and that hereafter this ordinance would be vigorously enforced.

The police department took action on this old ordinance after it had received a number of complaints that juke boxes were being played until the early hours of the morning.

Cleaning Plant Owner Checks Jukes for Tunes

DETOIT, MICH. — Proving the power of the juke box to sell the latest music to the public is the fact that Meyer Moore, owner of the Zepelin plant, aviators and dyers, who believes in the “whistle while you work” philosophy, and who conducts three one-hour programs for his employees, haunts the juke boxes throughout this area investing nickel after nickel to get the tunes which he believes will help keep his employees happy and contented and doing a

record job for him.

After investing in the tunes in juke boxes Moore then proceeds to the nearest record retail store and purchases the records he liked best.

Moore reports that his employees request the “hot” numbers and he intends to get them just what they want.

We Have For Immediate Delivery

Mills, New Postwar Roll BLACK CHERRY

It is the most attractive ball machine ever offered to the operator. Important improvements have been incorporated in the mechanism which will prove beneficial to all coin machines for a long period of time.

Take-Down or Coin Mechanism

Place Your Order Today to Insure Preferred Delivery.

We have all repair parts for Mills Slot machines. Write us for complete price list.

Established 1946 for Mills Service. 50 years of service.

SICKING, INC.

1401 Central Parkway

Cincinnati, Ohio

RED WRITER LIKES COIN OPERATED LOCKERS

MOSCOW, RUSSIA — Illya Ehrenburg, writing in the government paper Izvestia, after his recent visit to the United States wrote, “In the Atlanta (Ga.) station I was astonished to see automatic cupboards
Chrome Cabinet Assemblies
Custom Built!

Better Built by Buckley—
YOUR GUARANTEE!

- COMPLETE NEW PRECISION-BUILT LIGHT WOOD CABINETS EXPERTLY FINISHED WITH PERFECT FIT NEW ALUMINUM CASTINGS.

- CLUB HANDLE AND HANDLE COLLAR CHROME PLATED.

- HEAVY BRASS CHROME PLATED ETCHED REWARD PLATES, 2/5 OR 3/5.

- 5c-10c-25c CHROME DENOMINATOR COIN INTAKE.

- PAYOUT CUPS WITH ANTI-SPOON CUP.

- DRILLPROOF PLATES.

YOUR CHOICE — Cherry or Diamond Ornaments

GENUINE CHROME (PERFECTLY PLATED)
SURF BLUE WRINKLE
TAN WRINKLE
GOLD WRINKLE

CHOCOLATE WRINKLE
GREEN WRINKLE
COPPER WRINKLE

WATLING 5¢ ROLATOPS
Rebuilt and Refinished
Look and Operate Like New, $95.00

Write for Complete List of Replacement Parts

BUCKLEY TRADING POST
4223 WEST LAKE STREET
CHICAGO 24, ILLINOIS

(ALL PHONES: VAN BUREN 6636-6637-6638-6533)
Ek talked with a number of phone ops in preparing his article. One of them, he reports, makes the claim that on the basis of the take in recent weeks we are headed for a depression unless business soon gets rolling the way it should have immediately after the war's end.

Giving serious consideration to the op's opinion, Ek left the matter to his readers' judgment. Just how carefully he himself, weighed the judge op's statements were readily exemplified in his concluding paragraph: "Those war bonds still look like a good bet to hang on to."

**Film Tape Recorder May Aid Wired Music Ops**

NEW YORK — A new film tape recorder of potential interest to music ops was announced this past week by the Jefferson Travis Corp., located here.

Called "Masterpiece," the machine, a combination radio-phonograph as well as a recording unit, can literally take programs off the air with no in-person supervision.

The owner merely sets a clock on the machine's panel and the recorder turns itself on to record the program, which automatically turns itself off when the program's time has elapsed.

The tape recording of records was said to eliminate record breakage and storage problems. As many as forty platters can be recorded on a single roll of film tape. The roll is small enough to fit into a suit pocket.

Tests have proved that after as many as 6,000 playings, the film tape playback was reproducing with high fidelity and registering no appreciable audible deterioration, company officials claimed.

**Distributors Special Low-Cost Deal**

We have a special low-cost deal on the above based on quantity purchases. WRITE TODAY!

**TERMS:** Immediate shipment F.O.B. New York. 1/2 Deposit, Balance C.O.D. Shipments made by Railway Express unless otherwise instructed by you.

**JAPCO, INC.**

JOHN A. FITZGERALD, Pres. 774 TENTH AVENUE, NEW YORK 19, N.Y. (Phone: COLUMBUS 5-1958)
$3,750 DOWN
STARTS YOU IN ONE
OF THE MOST
PROFITABLE
OPERATIONS IN
COIN MACHINE
HISTORY
WITH
TEN (10) *VOICE-O-GRAPH
Automatic Coin-Operated
RECORDING MACHINES

No attendant necessary. Soundproof booth large enough for two people to record conversation or song. Records and Vends Record—and special mailing envelopes.

...Investigate

MAIL THIS COUPON NOW!

INTERNATIONAL MUTOSCOPE CORPORATION
44-01 Eleventh St., Long Island City 1, New York

Send me at once complete details on VOICE-O-GRAPH.

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Beverage Paper Tells Bartenders to Feature Classical Records

NEW YORK—The Beverage Retailer in its July issue under the heading, “Your Job Is Selling” offers the following to its bartender readers: “You may be a jive fan and cut a rug with the best of the jitterbugs, but a good number of your customers may go for long-haired stuff. So we suggest you don’t force your love of swing down the throats of customers who may want to insert a nickel or two in your juke box for an aria from Carmen or excerpts from Faust. Give them a fair shake and ask your music box service man to install a few of the classics.

“One tavern owner went to the other extreme and hasn’t a single swing or boogie-woogie record in the 20 selections his ‘symphonic instrument’ offers. The lover of opera is convinced that Kreisler and Hefitz pay bigger dividends than Krupa and Herman and to prove the point he cites the fact that in one year 6,000 nickels were paid for the tenor voice of Beniamino Gigli singing ‘Stars Were Shining Bright’ from the opera ‘Tosca.’
Veterans Administration Says "YES"

..."We'll purchase 250 Red Ball Machines to be shipped to Veterans Administration hospitals throughout the country."

$105,000 worth of the sensational Red Ball Machines will soon be operating in veterans hospitals throughout America!

This is America's BIGGEST ACCEPTANCE. Veterans who played Red Ball Machines "from the Halls of Montezuma to the Shores of Tripoli" during the war demand the same here at home NOW!

OPERATORS!! Red Ball is NOT a pin ball machine ... NOT a pool table, but it's BOTH, AND RED BALL IS ABSOLUTELY LEGAL IN every state in the Union.

It's beautiful, well-constructed, with an electric scoring device. Made of red oak, size 33¹/₂" x 87". Playing time: one minute, 25 seconds.

NEW! PROFITABLE! A SENSATIONAL MONEY-MAKER!

Pays for Itself in Just 8 Weeks! Operators Average $95.00 Weekly!

Immediate Delivery! More than 150 Red Ball Machines are being delivered daily. We're on the ball with your Red Ball order.

Live Wire Distributors! There's exclusive representation awaiting you in your territory. Faster hot cakes you'll move your Red Ball machines into rich, profit-making territories. Write, wire or phone us.

GET ON THE BALL WITH RED BALL! It's your money-making opportunity of a lifetime—APPROVED AND DEMANDED BY CIVILIANS AND VETERANS WHO HAVE PLAYED "EM ALL EVERYWHERE, AND PREFER RED BALL! Exclusive National Distributors

HIRSH COIN MACHINE CORP.

1309 New Jersey Ave., N. W., Washington 1, D. C.
Phone HObart 3170

ORDER "RED-BALL" TODAY FROM YOUR NEAREST DISTRIBUTOR

HERCULES SALES & DIST. CO., Newark N. J.
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NORTH AMERICAN EQUIP’T, Lakeland, Fla.
VICTOR P. DAVID, Silverton, Ore.
J. FRANK RAY, Wolla Wolla, Wash.
CLIFF WILSON, Tulsa, Okla.
DAVID ROSEN, Philadelphia, Pa.
J. P. PANTALL, Lake Charles, La.
NATL COIN MACH. EXCH., Chicago, Ill.
HUB ENTERPRISES, Baltimore, Md.
BELL NOVELTY CO., Akron, O.
PfK SALES CO., Butte, Mont.

NATL NOVELTY CO., Merrick, L. I.
WISCONSIN NOY. CO., Milwaukee, Wis.
SICKING, INC., Cincinnati, O.
ROTH NOVELTY CO., Wilkesbarre, Pa.
HAMEL DISTRIB. CO., Boston, Mass.
RICE MUSIC CO., Oklahoma City, Okla.
THE VEND. MACH. CO., Fayetteville, N. C.
ANGOTT SALES CO., Detroit, Mich.
ATLANTIC PRODUCTS CO., Detroit, Mich.
AUTOMATIC COIN MACHINE CO.,
Kansas City, Mo.
REDD DISTRIB. CO., Hartford, Conn.
GENERAL DISTRIB. CO., Dallas, Tex.
TROPICAL COIN MACH. CO., Miami, Fla.
STATE MUSIC DIST. CO., Hartford, Conn.
SUPERIOR DISTRIB. CO., Denver, Colo.
FRANK SWARTZ SALES CO.,
Nashville, Tenn.

T. M. LAYMON, Huntington, W. Va.
BUSINESS DISTRIB. CO., Minneapolis, Minn.
ASSOC. AMUSEMENTS, Boston, Mass.
NICKEL AMUSE. CO., Cleveland, O.
ALFRED SALES CO., Buffalo, N. Y.
EMPIRE COIN MACH. EXCH., Chicago, Ill.
JOE EISEN, New York, N. Y.
DIXIE COIN MACH. CO., New Orleans, La.
& S. SALES CO., Richmond, Va.
& S. SALES CO., Marlette, O.
PUGET SOUND NOY. CO., Seattle, Wash.
MONARCH COIN MACH. CO., Chicago, Ill.
MACK'S MUSIC CO., Baltimore, Md.
E. T. MAPE, Los Angeles, Calif.
CAPITAL AMUSE. CO., Grand Ledge, Mich.
CENTRAL DISTRIB. CO., St. Louis, Mo.
SPOT COMMISSION CO., Shreveport, La.
IS THE ANSWER PAY THE LOCATION A YEAR'S RENT IN ADVANCE?

Will this Offset the Need for a New Commish Basis or Change of Play to 10¢?

NEW YORK — A new suggestion now enters into the picture—because coinmen everywhere in the nation realize that something must be done, and done quickly, to offset the extreme drop in take and the higher cost of equipment—so that they can continue on in this business on a profitable basis.

This suggestion is that perhaps the answer to the problem of whether to cut the commission to 25% or 30% to the location or to change to 10¢ play may be overcome by making a deal (on a rental basis) a year in advance with the location owner—paying him for a year's rent in regular monthly installments?

This is being practised today by concessionaires all over the country. Of course there are concessions where the profits are divided on a percentage basis between the owner of the location and the concessionaire. But, this is usually agreed upon in advance.

It seems to be a very tough matter for the average operator, who has been in a location for some years, to approach the location owner on a change in commission because he realizes that the storekeeper will not get what he used to in the past from the machines in his place of business.

"This idea", one noted operator writes, "of changing to paying the location owner a rental for the year, in advance—seems to be the most logical to our way of thinking."

"We can," he continues, "average this off on any basis we desire." The retailer knows in advance how much money he has coming in each month and we believe that he likes this better than just gambling with us on the take.

"At the same time we have made a careful and complete study of our books and have taken all surrounding factors into consideration and, in arranging for the yearly rental basis, we believe we have protected ourselves from every possible angle."

He also writes, "We have figured out that what we are giving him (and, at the same time, arranging to be able to place all types of coin operated equipment which will meet with the city's consent in his place of business in return for the rent we are paying him) is only 25% of what we formerly took from the location. We base this on our very lowest collections."

There is much logic in this method, wherever it can be arranged. Those operators who can get their storekeepers to go on a rental basis by the year and pay this to them in regular monthly installments, with a renewal clause in the rental contract which will either (1) automatically renew itself after a certain period of time, or (2) which will only be renewable first between the present operator and the location; may have a distinct advantage over attempting to cut commission to the retailer or hiking up the cost of the play to 10¢, 2 for 15c or 3 for 25c.

This can be worked out in individual territories and depends entirely upon the operator and his location owners.

But, what is most important, is the fact that something must be done and done rapidly to offset any possibility of loss to the coinman at this time and in the months to come while the period of re-adjustment for the entire nation is under way.
CLEVELAND, O. — Mrs. D. S. Warner, winner in the Cleveland Phonograph Merchants’ Association’s “Hit Tune for August” contest, is shown receiving her prize, an electric record-player, from Sanford Levine of the Phonograph Merchants’ Association. Stanley Anderson (center), Radio Editor of the Cleveland Press, sponsored the contest through his daily newspaper column.

The ten second prize-winners received record albums and all contestants received a recording of the winning tune, “Doin’ What Comes Natural.”

“Doin’ What Comes Natural” will be featured on the association’s 3000 music boxes during the month of August and will receive considerable newspaper and radio promotion to make it the top tune in the Cleveland area for the month.
DEAR MR. OPERATOR:

Here I am, fresh from THE ONE AND ONLY MAIL ORDER AUCTION IN COIN MACHINE HISTORY. And brother, what an auction! Poor Dave is working like mad. (And it is hot in Philly!)

The bids have Dave swamped. Folks are sending in for everything — MUSIC MACHINES, ARCADE EQUIPMENT, PIN GAMES.

I mean EVERYTHING! Dave even has me reading bids. He wants to ship the equipment FAST!

Dave hit on this sensational Mail Order Action to move out some of his tremendous stock of equipment. Here’s how it works.

Just send Dave a list of everything you need. Tell him what you want to pay. The high man (with any reasonable price) takes all. (How’s that for a streamlined operation?)

Now here’s some “info” right from Dave’s mail Friday. A $75.00 check came in for a Rock-Ola “Rocksball”, the hi-fi. alloy game! Dave shipped two machines at that price. Then there was a check for a Mill’s Throne... $150.00. Dave sent it back. But he shipped a Throne to a ship who sent $150. And a Bally “Draw Bell” went for $50. And that’s how it’s been going. I’ve seen the checks and shipping slips.

HURRY! HURRY! HURRY! GET YOUR OWN BIDS IN FAST!

Dave has loads of equipment left. So send along your order and check. You’ll receive your machines PRONTO. Or, if you’re way, way off base, you’ll get your check back by return mail. Fair enough? Naturally every machine is GUARANTEED 100%, NO MATTER WHAT PRICE YOU PAY! So send along that bid, ‘m rootin’ for you.

Ad Man

Bob Hayward Meets Finalists in Exclusive Records “Gloria” Contest

HOLLYWOOD — Singing star Bob Hayward takes time out from a busy recording schedule to pose with Gloria Kanzee and Gloria Atwell, two finalists in the “Search for Gloria” contest conducted by Exclusive Records to find the real life counterpart for the popular song composer of the song “Gloria”, believes that Gloria Brekke was the perfect choice.

WANT 500 PIN GAMES

FRISCO — $279.50

HOLLYWOOD $169.50
CATALINA $249.50
TEXAS LEAGUER $40.00
VICTORY $90.00
AIR CIRCUS $135.00
LONG ACRE $359.00
JUMBO PARADE—25c $185.00
BRAND NEW VEST POCKETS $74.50
BLUE & GOLD VEST POCKETS $49.50
AMERICAN EAGLES 1c $15.00
LIBERTY BELLS 9c $15.00

WRITE TODAY
1/3 Deposit with Order, Bal. C.O.D.

Lewis Coin Machine Service
3924 WEST CHICAGO AVENUE
CHICAGO, ILL. (Belmont 7005)

NEW! WORLD’S FIRST PRECISION BUILT

5 CENT BULK VENDOR

NOW! IMMEDIATE DELIVERY

Write for Further Details.

Contact F. J. McKEMAN, Sales Mgr.
35 S. Bank Bldg.

LOS ANGELES MANUFACTURERS
Jersey Op Changes Complete Route to 10¢, 2 for 15¢ Play Pays Only 25% Commiss. Signs Locations to Two Year Contracts with 30 Day Renewal Clause

PASSAIC, N.J. — Mannie Ehrenfeld of Telemusic Service, this city, reported this past week that he had changed over his complete telephone music and juke box route to 10c, 2 for 15c play.

Ehrenfeld stated that he received complaints the first day or so after the changes were made, but that these stopped right afterwards and that he hasn't had one complaint since.

He also reported that for a few days it seemed that he would lose a few locations, but that this, too, wore off and he hasn't lost a single spot.

“In addition to changing the play to 10c, 2 for 15c,” Ehrenfeld reports, “we also changed our entire commission arrangement with our locations. We are now on a 75%-25% commission basis. The location only gets 25%, but, because of the increased price per play they are getting practically as much as they received before on the 5c play.”

Ehrenfeld also stated that all locations have been signed to two year contracts. (The contract was prepared by his attorney, he reported.) There is a 30 day automatic renewal clause in each contract. If, within 30 days of the finish of the two years contract, the storekeeper does not signify his intention of removing the equipment, the contract automatically renews itself.

He also reported, “This was something we had to do to remain in business. The tax has dropped tremendously, not only here in our area, but everywhere else. Therefore, rather than see ourselves return to the pre-war $5 and $6 per week average and pay the prices of the present new machines, we decided to take the one and only step we could to protect ourselves, and that was to change the cost of the play to 10c per record. 2 tunes for 15c.”

Ehrenfeld is of the belief, he states, that every coinman in the nation must change his present commission basis if he wants to survive in this industry.

He says, “No operator can continue in business at the present cost of the machines and the way collections are going. We are not pessimists, but, we are also business men and we know we must change our methods to meet new conditions.”

Erie, Pa. Looks to Jukes to Help Finances

ERIE, PA. — Juke box ops here are getting prepared for the introduction of a new license ordinance which will force them to pay a large fee so as to help the city’s present precarious financial condition.

According to Sherman Hickey, Jr., director of the Dept. of Accounts and Finances, this city is not in good financial condition and needs more revenue. Hickey listed “juke boxes” as one of the sources for revenue from licenses. He is of the belief these will prove very beneficial to his revenue seeking program.

WE WANT TO BUY ALL MODELS MILLS Escalator Machines such as:

WAR EAGLES BLUE FRONTS
ROMAN HEADS BROWN FRONTS
FUTURITY BONUS BELLS
AND ALL OTHERS

Phone or send us your Complete List and the Prices You Want... AT ONCE!

EMPIRE COIN MACHINE EXCHANGE
2812 W. NORTH AVE. CHICAGO, ILL.
(All Phones: HUMboldt 6288)

Mr. Operator:

You cheered about the money you made with...

"STAGE DOOR CANTEEN"

But You’ll RAVE about the new record-breaking “sky-high” profits that come rolling in with...

The New Gottlieb SUPERLINER

FEATURING THE "MAGIC BUTTON" NEW SUPER-STREAMLINED CABINET

Here’s a sure-fire money-making game made by the people who know how!

We believe that the new Gottlieb SUPERLINER in “looks”, “excitement”, “play appeal” and all other profit-making features, is all set for a record-smashing "run"!

"Jet Propulsion" your own profits into the stratosphere! Order the New Gottlieb SUPERLINER today, from
Merry Macs Pay Off at Runyon Sales

NEW YORK — The Merry Macs pay off to Jack Mitnick and Barnet (Shury) Sugerman of Runyon Sales Company, this city, for the fact they would meet with the leading juke box ops in this area right at their headquarters on Coinrow here.

The Merry Macs were very happily surprised to find so many of their juke box friends at the Runyon Sales offices, even tho no advance notice of their visit was issued.

Order Now for August Delivery

NEW YORK — A tremendous plug of benefit to juke box ops was the indirect result of a full page feature in “Good Housekeeping” the well known, national monthly magazine.

The page, devoted to the interests of the teen ager, carried a half page illustration of a pair of youngsters dancing round a juke, beside which ran the headline, “Put Your Nickel In The Juke Box.”

Serving as a lesson in manners and good behavior for the teen agers, the short article declared:

“Huddled around every juke box in the land, you will find drips who want to listen to the music on someone’s nickel. These are the characters to avoid and avoid being.

“Wherever you go, whatever you’re doing, you’ve got to add your little nickel. If it’s a conversation, say something once in a while to help it along . . . Never let it be said that you’re traveling on someone else’s dough, talent or personality. But to garble an old saying: ‘Give, and the world gives with you: keep, and you keep alone.’”

Scribe Plugs Henderson

HOLLYWOOD, CALIF. — Owen Callin, International News Service disk columnist, declared recently that Skitch Henderson’s Capitol waxing of “Cynthia’s In Love” had been found particularly pleasing, suggesting it for juke boxes thro’out the nation.

Looking To The General For Leadership

For Delivery Now!

DAVAL’S MARVEL & AMERICAN EAGLE
NON-COIN OPERATED!

MARVEL — with cigarette reels;

AMERICAN EAGLE—with fruit reels.

Two proven money-makers on any location! And these models are not subject to Federal use tax. Order from GENERAL today!

Look To General For These Leaders!

- AIREON Electronic Phonographs
- ABT Challenger
- Bank Ball

Established 1925

$54

- Jennings Standard Chief & Super Deluxe
- Club Chief
- Shiner-A-Minut
- Super Liner

- Champion Hockey
- Gottlieb’s Grip Scale
- Stage Door Canteen
- Exhibits Big Hit

Growing Steadily Ever Since

Formerly The General Vending Service Co.

Vending Sales Corp.

306 N. Gay St. ★ BALTIMORE, 2, MD.
Canadian Market Holding Up Good

Take Shows Very Small Drop as Compared to Last Year. No Shortage of Beer. Demand for New Equip't Continues.

Special to The Cash Box

MONTREAL, QUE., CANADA—The market here for all types of coin operated machines, and all through the dominion, according to coin leaders, is holding up extremely well.

There has been a slight drop in collection averages, as compared to last year, this isn't of such nature as to cause any alarm in this or other areas of Canada.

There is no shortage of beer and the trade is enjoying continued good play with the resort areas, as expected during the summer months, obtaining the lion's share of the action.

Demand for new machines continues to be very good. Distributors report that they can sell all new equipment they can obtain.

The demand for used machines also continues at a high pitch and sales are being made every day.

Canadians are of the belief that conditions are much more normal throughout their country than they are in the United States. They point to the fact that they have been enjoying one of the best years in their history.

As yet there haven't been any licensing drives and if there are some licenses in effect they are in the smaller communities.

Labor and general overhead has increased along with the cost of the machines but most of the operators here are obtaining "front money" and, in some cases, are also giving only 25% commission.

Banana Dispenser for Monkeys (?)

ST. LOUIS, MO. — The "Globe-Democrat," leading newspaper here, featured a picture with a chimpanzee purchasing a banana from one of the Canteen cheeseburger dispensing machines.

According to the caption below the picture, "A banana dispensing machine probably would suit Adam, a chimpanzee with Ringling Bros. and Barnum and Bailey Circus, much more than this machine which dispenses 'electronically heated' cheese sandwiches. At least Adam doesn't seem to be going for the sandwich with much gusto."

You're Lucky

That we are moving to a new location at a time when our stock is packed full of excellent buys in reconditioned equipment, we do not want to move all of this equipment to our new quarters.

Take Advantage of these Low Prices!

ONE BALLS

<table>
<thead>
<tr>
<th>Model</th>
<th>Price</th>
</tr>
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<tbody>
<tr>
<td>Victory Derby</td>
<td>WRITE FOR PRICES</td>
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<tr>
<td>Victory Special</td>
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<td>Kentucky</td>
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<td>Skylark</td>
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CONSOLES

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<tr>
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<tr>
<td>Silver Moon F.P.</td>
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<tr>
<td>Jumbo Parade F.P.</td>
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<tr>
<td>Face Reel—10c</td>
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<tr>
<td>Face Reel—25c</td>
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<tr>
<td>Face Reel—50c</td>
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<tr>
<td>Face Reel—75c</td>
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<tr>
<td>Face Reel—100c</td>
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VEST POCKET BELLS

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<tr>
<td>Refinished &amp; Overhauled</td>
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BALLY SHOOT THE BULL

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<tr>
<th>Model</th>
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<tr>
<td>Refinished</td>
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CHICAGO Coin Hockey

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<tr>
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EVANS TOMMY GUN

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<tr>
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MUTOSCOPE SKY FIGHTER

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<td>Overhauled and Reconditioned</td>
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Cabinets

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<tr>
<td>Phonographs and Auxiliary Equipment</td>
<td>OVERHAULED</td>
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SHELORS 8500, REGS. Like New $695.00

<table>
<thead>
<tr>
<th>Model</th>
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</thead>
<tbody>
<tr>
<td>Seeborg 8500</td>
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</tr>
<tr>
<td>Seeborg 7500</td>
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<tr>
<td>Wurlitzer 550</td>
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<tr>
<td>Wurlitzer 650</td>
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<tr>
<td>Wurlitzer 650 K.B.</td>
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<tr>
<td>Wurlitzer 412—Medallion</td>
<td>$695.00</td>
</tr>
<tr>
<td>Rock-Ola Commando</td>
<td>$695.00</td>
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<tr>
<td>Rock-Ola Scope</td>
<td>$695.00</td>
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<tr>
<td>Rock-Ola Scope</td>
<td>$695.00</td>
</tr>
<tr>
<td>Mills Empress</td>
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<td>Mills Empress</td>
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<tr>
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<td>$750.00</td>
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<tr>
<td>Mills Empress</td>
<td>$750.00</td>
</tr>
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We believe that we do the finest job of refinishing phonograph cabinets in the country. If you are not completely satisfied with any phonograph you purchase from us, your money will be cheerfully refunded.

MILLS PANORAMS

<table>
<thead>
<tr>
<th>Model</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Late models — single around 3,000. Own—new with warranty</td>
<td>$249.50</td>
</tr>
</tbody>
</table>


We have everything for the operator.

On or about August 1st we are moving to new and larger quarters — Watch for announcement!
CALIF. MUSIC OPS ASSN VOTES TO CHANGE COMMISH BASIS TO 2/3 - 1/3 FROM NOW ON

Over 75% of Membership Voted. C.M.O.A. Credits "The Cash Box" for its Campaign. Ask All Phono Ops Assns Will Follow Suit.

GEORGE A. MILLER

Special to The Cash Box

OAKLAND, CAL.—George A. Miller, state president of the California Music Operators Assn., with headquarters in this city at 126 E. 14th Street, reported this past week that by a vote of over 75% of the membership this organization had decided that from now on ops would pay location owners only 33 1/3% commission from all music equipment. Miller's letter follows.

"I thought it might be a good idea to inform you that the California Music Operators Assn., at the present time is revising the commission setup for the members, and that on a certain date in the very near future all operators who are members of this Association will be receiving 1/3 of the revenue from each phonograph and the location will be receiving 2/3.

"This is not a matter of choice, it is a matter of facts. The operator should know that labor has increased 100%, records 100%, and the cost of equipment has doubled in price since the time the war started.

"With all of these increases the phonograph still plays for 5¢ a record, or a minimum of about five hours a day at 85¢ an hour; and if the operators are foolish enough to think they can remain in business under these conditions at the same old rate of commissions then each and every one who thinks along those lines should find a new business before he loses his entire investment.

"A committee selected by the members of the California Music Operators Association was appointed to work out a reasonable percentage and refer it back to the Association. After long hours and much study of the conditions of the day this 2/3 to the location and 1/3 to the operator was agreed upon and presented to its membership, and passed by the membership present 100%.

"This was not a meeting of 10 or 12 operators but a meeting of over ¼ of the membership, and not a dissenting vote was registered. In other words, the operators themselves realize that they must immediately take steps to save their businesses. There was some discussion about 25% to the location and 75% to the operator but the final decision was for 2/3 - 1/3.

"This thought occurred to the writer several years ago but all the operators were making too much money at that time to be concerned. About three months ago, when business went back to a normal bases or a pre-war basis, the operators became aware of the fact that the officers of the California Music Operators Association had been right for over three years and that something had to be done at once. The ground work in this raise has been laid very carefully.

"We are receiving the cooperation and support of the International Brotherhood of Electrical Workers, through our employees and their officers, 100% because they too realize that the only way the music operators can remain in business is to establish that business on a paying basis. This will take another six months and it is too late, many of the operators will have eliminated themselves from the business if they do not follow along these lines.

"I might give you a few examples of the way this commission change is to be handled: The writer, who is the State President of the California Music Operators Association, will now present this change to the officers of the Tavern Owners Association of the State of California, and the membership, also to the officers and members of the Restaurant Owners Assn, and explain in detail the advanced cost of equipment; the advanced cost of records, needles, tubes, globes and all other accessories that make a phonograph a workable piece of equipment; also the extreme raise in wages of the employees.

"In other words, the entire matter will be sold to the people who are interested before the operators are asked to notify their locations of these changes.

"After this has been done Mr. Carroll Kastendiek, International Representative of the International Brotherhood of Electrical Workers, representing our employees, will appear with the President of the California Music Operators Association before the Bartenders Union, the Cooks and Waiters Union and whatever other unions might be interested in the places in which we operate our phonographs—to present our problems to them—and in turn we shall have the cooperation of all these organizations, so that the operators will not be forced to move equipment by some person who doesn't realize the increased cost of operation to an equipment phonograph. As you know, in the past we have operated on a 50/50 basis the same as all other operators have in the State of California.

"All other associations in the United States should take heed and follow the example of the California Music Operators Association and immediately let all tavern and other location owners realize that they too are in jeopardy and will be without automatic music unless they are willing to cooperate along these lines. All the operators in the U.S.A. should thank 'The Cash Box' for starting this drive."

OPERATORS
EVERYWHERE
ACCLAIM
JENNINGS
STANDARD
CHIEF
BIGGEST
PROFIT-GETTER YET!

O. D. JENNINGS & CO.
4307-39 W. LAKE ST.
CHICAGO
NEW! DIFFERENT! SENSATIONAL!

A LEGAL MACHINE

THE POST-WAR MACHINE YOU DREAMED ABOUT!
Available for all types of territories.
Can be operated as an amusement device, free play or automatic cash award. Can be ordered with straight 5c-10c-25c play or combination.

TESTED ON LOCATIONS

In Milwaukee (Closed Territory) "Telequiz" averaged $9.00 per day for over three weeks with no cash awards, prizes or free plays.

Designed and Engineered by TRAINING DEVICES, INC., Lincoln Park, Nebr.

CHICAGO SHOWING
Beginning August 1st at 32 W. Randolph St.

Distributor Territories Available!!
Highly Profitable, Non-Competitive Machine

TELEQUIZ SALES
1629 W. MITCHELL ST. (Phone: MITCHELL 3254) MILWAUKEE 4, WISC.
Al Lafferty Joins Walter E. Heller Co.

NEW YORK — Radio & Television Weekly magazine, published here, reported that Phono-Vision Distributing Co., 145 Dundas St., Toronto, Ont., Canada, was featuring an extensive stock of radio parts for amateurs.

This magazine stated that the store carries a complete line of miles, phonographs, pick-ups, testers, etc. They will, it reported, remain one of the great problems.

Radio Weekly Tells About Canadian Coinman

The magazine also reported, "Besides 'ham' parts, Phono-Vision handles public address systems and services juke boxes.'"

The firm are well known in the juke box business here and have enjoyed a very fine reputation among music coinmen. Their recognition by this magazine is in keeping with the work they have so well accomplished in this field.

M.E.T. TYPERS DISCS
For Groetchen Typers

We Use Finest Aluminum
Standard Thickness—Satin Finish
PRECISION DIES
BY AMERICA'S FOREMOST TOOLMAKERS

$1 25
Per 1000

1/2 Deposit With Order

MAX GLASS DISTRIBUTING COMPANY
314 DIVERSEY CHICAGO 14, ILL.

On Any Location It's
DYNAMITE

WILLIAMS NEW 5-BALL
Ready for Delivery
EXCLUSIVE DISTRIBUTOR
WASHINGTON - OREGON - NORTHERN CALIFORNIA

GUARANTEED USED EQUIPMENT
AT DRastically REDUCED PRICES!

One Balls

5 BLUE GRASS 8 LONGACRE
6 CLUB TROPHY 2 LONG SHOT
6 '41 DERBY 4 PIMLICO
5 FORTUNE 3 SPORT SPECIAL

* Arcade

3 KING PIN 2 BAKER'S PACER DD
2 AIR RAIDER 1 BIG TOP, FP
3 SUB GUN 1 BALLY CLUB BELL
2 SKY FIGHTER 2 HIGH HAND

ALL EQUIPMENT GUARANTEED TO BE IN EXCELLENT SHAPE

WRITE — WIRE — PHONE

BELL PRODUCTS CO.

2000 N. OAKLEY AVE.
CHICAGO 47, ILL.
HUMBOLDT 3027

1002 BUCHANAN ST.
SAN FRANCISCO, CAL.
Fillmore 5273

Profits From Drink and Candy Vendors to Charity

TULSA, OKLA. — The profits which the Mid-Continent Athletic Club receives from four drink vendors and three peanut and candy machines goes to the Salvation Army Maternity Home and the Crippled Children's Home in this city. These machines are placed around the refinery grounds in this city.

On Any Location It's
DYNAMITE

WILLIAMS NEW 5-BALL
Ready for Delivery
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Len Micon Urges CMI to Ask ICC to Lower Freight Costs

LENARD MICON

LOS ANGELES — For many weeks now The Cash Box has been reporting on the freight increases which have been granted the railroads and other shippers of merchandise.

Leonard Micon of Pacific Coast Distributors, the city, believes that Coin Machine Industries, Inc., Chicago, should appeal to the Interstate Commerce Commission in Washington, D. C., to help equalize and, in many cases, lower freight increases now being granted to the railroads and truckers.

Micon explained that rail and slow motor freight shipments from Chicago to this city are based on the $3.71 per pound rate for music equipment, the same rate charged for one-balls, consoles and slots, "Yet," he reports, "pin games are only paying $2.70 per 100 lbs."

Micon believes that this set-up is completely inequitable and that a committee from Coin Machine Industries, Inc. should appear before the ICC and explain this to them so that the rate for all types of equipment should be lowered to one overall figure—or that there be a separation made between music equipment and phonos and the gaming machines.

He reports that in complaints he has personally made to the shipping companies that all this got him was sympathy. He found that these people were in agreement with him but that they could do nothing about the rate situation as set up by ICC.

He also explains that in most cases this rate increase will be passed on to the ops and that they will have to suffer. "As always," he claims, "the manufacturer will forget about it once the shipment is made and the distributor and jobber will have to pay the high rate," he says, "after which the jobber or distrib will either have to pass it on to the operator or lose so much profit from each sale."

"It is my belief," Micon stated, "that everyone in the industry should make his voice heard and address themselves to the CMI association to have a committee go on to Washington to get this freight rate changed."

MORO ACTION — MORE THRILLS — MORE SPEED — MORE SUSPENSE — THAN ANY GAME EVER BUILT! NOT A PIN GAME!! OPENS CLOSED TERRITORIES!!

WITH OR WITHOUT RE-PLAY FEATURE!!

WITH HIGH SCORE AND SEQUENCE FEATURES!!

Already ENDORSED By These Noted Distributors:

M. S. WOLF DIST. CO.
Los Angeles & San Francisco, Cal.
SHAFFER MUSIC CO.
Columbus, Ohio
HUB ENTERPRISES
Baltimore, Md.
BADGER NOVELTY CO.
Milwaukee, Wis.
KING PIN GAMES CO.
Kalamazoo, Mich.
THE VENDING MACHINE CO.
Fayetteville, N. C.
REX AMUSEMENT CO.
Syracuse, N. Y.

Write — Phone — Wire — Today

FOR YOUR TERRITORY!!

SOME TERRITORIES ARE STILL AVAILABLE!

STANDARD GAMES, INC.
673 BROADWAY (Phone: Spring 7-2600) NEW YORK, N. Y.

COIN MACHINE MOVIES
FOR REGULAR PANORAMS AND SOLO-VUES
REELS OF 8 AND 6 SUBJECTS
Our Films Cost The Dimes
PRICE $2.50 TO $18.50 Per Reel

NOTE: All of our films for use in Panorams and Solo-Vues is specially treated and prepared to assure smooth running and maximum service.

DISTRIBUTORS FOR PHONOFILM PRODUCTIONS AND QUALITY PICTURES

PHONOFILM
3331 North Knoll Drive
Hollywood 28, Calif.

COIN MACHINE NEEDLES

FOR QUANTITY PURCHASES

PFAensteinl
New Coin Machine Needles

OPERATORS PRICE LIST

<table>
<thead>
<tr>
<th>Subject</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>1/3 DEP., EAL. C.O.D., F.O.B. NEWARK</td>
<td>$1.50 Each</td>
</tr>
<tr>
<td>Each</td>
<td>$1.00 Each</td>
</tr>
</tbody>
</table>

East Coast Distributors, Inc.
415 Frelinghuyzen Ave. Newark 5, N. J.
Phone: Elipgrow 8-2525

LONGER RECORD LIFE!
QUALITY REPRODUCTION!
FEWER SERVICE CALLS!
AND MORE PROFITS WITH

PFAensteinl
"JET-PROPELS" EARNINGS!

SUPERLINER

Super APPEAL ... THE MAGIC BUTTON!

Super DESIGN ... NEW STREAMLINED CABINET!

Super PERFORMANCE ... CUTS SERVICE COSTS!

"There is No Substitute For Quality"

ORDER FROM YOUR DISTRIBUTOR

D. GOTTLIB & CO.

1140 N. Kostner Ave., Chicago 51, Ill.

MONARCH’S SPECIALS

All American ... $45.50

Keep 'em Flying ... $140.50

Bandwagon ... 49.50

Major ‘41 ... 97.92

Bally Hop ... 49.50

Miami Beach ... 97.50

Big Chief ... 49.50

Miami ... 97.50

Broadhead ... 49.50

Mars ... 97.50

Defence (Gene) ... 119.50

Oris ... 79.50

Dude Ranch ... 69.50

Sea Hawk ... 79.50

Four Acres ... 149.50

Snugby '41 ... 76.00

Four Roy ... 99.50

Spud 'A Card ... 99.50

Glamour ... 49.50

Splot Pool ... 97.50

Gin ... 85.50

Squash ... 97.50

Gubs ... 125.50

Towers ... 97.50

Gold Star ... 99.50

Wurlitzer ... 665.00

High St ... 325.00

Hippodrome ... 85.50

World Series ... 97.50

Jeep ... 149.50

"Big Top" ... 71.50

FREE PLAY CONSOLES

Jumbo Parade Sc. FP ... $109.50

Waiting ‘Bout Some Sc. FP ... 119.50

Jennings Bobtail Sc. FP ... 129.50

Jennings Silvermoon Sc. FP ... 129.50

Jennings Silvermoon 10c. FP ... 169.50

Jennings Silvermoon 25c. FP ... 169.50

Playing Big Game Sc. FP ... 209.50

Bally High Hands Sc. Comb ... 309.50

Bally Club Bell Sc. Comb ... 259.50

Kenny Super Bell Sc. Comb ... 259.50

Bally Club Bell 35c. FP ... 259.50

SPECIALS

Kicker and Catchers $129.50

Rolyoly Merchandiser, beautiful condition $397.50

Grottoh Malti Typen, 12c play $297.50

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ATTORNEY ASKS FOR SLOT RULINGS ON U. S. ARMY PROPERTY

NEWARK, N. J. — If any coinman in the country has a ruling regarding use of slots on U. S. Army property it will be tremendously appreciated by attorney Benjamin H. Haskell. He can be addressed at: Judge Advocates

Office, Newark Army Air Base, Newark, N. J.

The ruling must cover whether slots on army property are in control of the city and state laws or whether they come under control of the Federal Government. Such rulings have already been given in various sections of the nation.

Any coinman who may have a copy of such a ruling should immediately rush it to Counsellor Haskell.
Believe Hesitant Buying Because of High Prices May Start Drives to Sell Direct to Locations on Time Payment Plans

NEW YORK — Letters received this past week from noted operators thru-out various parts of the country are to the effect that they believe, because many coinmen are hesitating about purchasing new machines at present high prices, due to the fact that they feel it will be extremely difficult to amortize the cost of these machines at present low collections, may start a direct selling wave thru-out the nation.

One op writes, "A distributor told us that unless some of the operators around here wake up and start buying the way that they should, putting their deposits up right now, that he will be forced to seek business direct from the locations and that he knows he can sell any of them today on a time payment basis."

One op reports that with collections away down in his territory, due to the lack of beer and also the fact that local plants are working with skeleton forces because they cannot obtain sufficient materials, that many like himself have cut down on orders which they gave sometime ago and have asked to hold up any shipments of new machines to them until they can see a change for the better in general conditions.

"But," this operator reports, "we are afraid that this may start some of these men off to selling right direct to our locations. Especially, if we try to cut the commission to our location owners, a direct purchase of a new machine by the location owner will be all the more attractive to him.

"We sure are in a quandary here and we believe that the one and only way we can protect ourselves is to adopt your suggestion of signing everyone of our locations to a legal location contract."

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<td>HEAVY DUTY REPLACEMENT</td>
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ROCK-OLA — SEEBURG — WURLITZER — AND MANY OTHER LATE USED PHONOGRAPHS ON FLOOR — STOCK CHANGES DAILY PHONE YOUR NEEDS!

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NEW YORK — The showing of the "Beacon Coin Changer" held here at the showrooms of the East Coast Sales & Distributing Co., Inc., this city, by Al Sebring of Bell Products Company, Chicago, is reported to have clicked regardless of the rainy weather which predominated during the two days of the show.

Coinmen from as far away as Canada attended to see the coin changer in action. Many were surprised at the speed with which change was made and also at the neatness and compact size of the unit.

According to Sebring, "Some of the coinmen who called around believed that the Beacon Coin Changer would be a large and unwieldy machine and protected by at least thirteen or fourteen policemen. To say that they were pleasantly surprised at what they did see would be putting it mildly."

"Furthermore", he continued, "we made some very good contacts here which assure us of complete distribution of the 'Beacon Coin Changer' throughout much of the eastern territory."

Other showings of the Beacon Coin Changer may also be made in the very near future in important cosmopolitan centers throughout the country.

LOS ANGELES — Dennis Day, Victor Records recording star, whose album of Irish melodies has clicked big, dropped in at the M. S. Wolf Distributing Company showrooms, this city, to listen to one of his latest releases. "This is the perfect test," Dennis stated, "for any recording artist. If the record sounds as good or better", Dennis claims, "when it's heard on a juke box then the recording artist knows he has made something which the juke box industry will welcome. That's why all recording stars drop in on juke box operators and distributors to listen to their latest records."

Dennis Day also presented M. S. (Bill) Wolf of the M. S. Wolf Distributing Co. with one of his latest albums of Irish melodies. Bill claims that, "They're the sweetest you've ever heard."
NEWARK, N. J. — The newly completed offices of the Music Guild of America, association of this state's music ops, will be the scene of "open house" festivities on Thursday evening, August 1. The new offices are located at 1140 N. Broad St., this city. Members claim they are the most attractive ever yet occupied by any organization in the state.

LeRoy Stein, managing director of the organization, reports that the entire Board of Governors will be present to act as hosts for this open house affair. The board is composed of: Barney Sugerman, John Miniero, Harry Pearl, Jules Rusoff, Robert Weller, D. M. Steinberg, H. Betti, Sid Mittelman, LeRoy Stein and Sol Kesselman, attorneys for the association.

All music machine operators, jobbers and distributors as well as record manufacturers, distributors and recording artists have been invited to attend this open house party. "In fact," Stein stated, "anyone in anyway connected with the automatic music machine industry should attend this open house party and we cordially invite them to be present."

Stein also reported that Paul Brenner of radio station WAAU whose program, "Regretfully Yours" is well liked by coimmen for its plays and reviews the new recordings, attended this past week's meeting of the Board of Governors and introduced those present to a new voice which Paul believes will prove sensational on juke boxes; that of Jerry Sellers now recording for Sonora Records.

Stein said, "We are going to make it a practise to invite all recording artists to visit with us and we shall also conduct luncheons for them to introduce them to all the members of the Music Guild of America."

At this open house party, Stein is expected to reveal some of the promotional plans the organization have been thinking about to help benefit the entire juke box industry in this state.

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Brand New! Gold and Black Chrome Cabinets also available.

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Challenger Phono Moves to Wichita

NEW YORK — Distrib for the U. S. Challenge Co. here, manufacturers of the “Challenger” automatic phono, report that the firm has moved the manufacture of their juke box to their Wichita, Kansas plant and that production there is already under way.

As reported in the press here, the plants of the Batavia Metal Products Company in Batavia, Ill. have been sold to a Detroit industrialist.

Distrib here claims that U. S. Challenge Co., whose president is Dr. Henry Carson, will manufacture their “Challenger” phono and their automatic drink dispenser in Wichita, Kans.

Tax Cig Venders and Make Them Subject to Health Dept. Inspection

WOOD RIVER, ILL. — A new licensing ordinance (Number 228) just passed here taxing all cigarette vending machines $10 per year adopted an entirely new angle which may spread throughout other towns in this area.

This is that the city health inspector will inspect all places where machines are placed to ascertain whether the laws of the State and this City are being followed.

He must also be furnished for his inspection with samples of all the cigarettes which will be offered for sale in the machines.

Should minors ever purchase from one of the ciggy machines here the penalty will be anywhere from $1 to not more than $25 for the first offense.

Liquor Official Fined for Soliciting Juke Spots

MECHANICVILLE, N. Y.—The State Liquor Authority announced this past week that Philip F. Ryan of this city, executive officer of the Saratoga County Club Beverage Control Board, had been dismissed from his post after being convicted at a departmental trial on twelve of thirteen charges relating to his conduct in office.

Five of the charges, according to the SLA, accused Ryan of "directly or indirectly" soliciting a liquor licensee to remove already installed juke boxes and to install, instead, music machines in which it is alleged Ryan had an interest.

Canadian Parliament Member Suggests Tax to Turn Off Juke Play

Special Wire to The Cash Box

OTTAWA, CAN. — Rev. E. G. Hansell, Social Credit member of Parliament for McLeod in Alberta, this past week in the Canadian House of Commons gave what he believed, was a good tip to the government on how to get a nice little pile of money.

During discussions of the budget resolutions, Rev. Hansell said, "Whenever I go into a restaurant to eat a meal, somebody is bound to drop a nickel into the juke box and blare into my ears some of our American culture. Let the minister put a little gadget on these machines", he continued, "so that the rest of us who do not like it can drop in a nickel that will turn the thing off. That is one tax I should be glad to pay."

Acting Finance Minister Abbott answered Rev. Hansell, "I am glad to hear that, because we have taxed both the machine and the fellow who wants to turn it on."

Rev. Hansell replied to this with, "Then you will get us coming both ways. You are now getting the tax from the one who wants the culture," he stated, "and you will get a tax from the cultured gentlemen who does not want it."

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These stands are brand new, all metal, and painted black. They are collapsible and can easily be set up. Stands have feet that can be bolted to the floor. Single lots, $12.50 each; lots of 25, $10.50 each; lots of 100, $9.50 each. Satisfaction guaranteed or your money refunded.

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IT'S WHAT'S IN "THE CASH BOX" THAT COUNTS
This was one of the most inactive weeks in the history of coindom—at least as far as the Windy City was concerned. So many of the coinmen here decided to make this their vacation week that few remained around town to keep the news hot and to also keep sales zooming along. In addition, ops who are visiting the town tell us that they are feeling the beer shortage worse now than ever before. One coinman reporting that his take dropped as much as 40%. Another claims that some of the tavern owners in his part of the world are tearing the few hairs they have left out by the roots. It's one of those things which all coinmen are worried about and yet all believe will straighten itself out in due time. Of course, the hot weather didn't help very much to ease the demand for beer—liquors—etc.—and this, too, hurt the operators’ collections. And with machines, parts and supplies prices what they are—just can't blame some of the boys for being upset.

Al Sebring of Bell Products Co. spent the better part of last week in New York where he showed the "Beacon Coin Changer" to many interested parties. In addition to coinmen we hear that others who also have use for coin changers were present and gave Al's "little honey" a very, very close look-over to see what they could see. The general consensus was that "Al's got something there" and this is what all coinmen have been saying who have seen the "Beacon Coin Changer". Prices were announced on the Bally Draw Bell console this past week and from what coinmen around these parts tell us they were rather pleased. Max Glass of Max Glass Distributing Co. also left for New York and spent the greater part of the week there. It seems that some of our Chi coinmen decided that this was the week to visit in New York—and from what we hear—it rained and rained—and rained—

Vince Shay (Bell-O-Matic's proxy) returned from his vacation in Minnesota this past week and immediately brother Grant Shay left for his vacation. Just dropped the old advertising pencil, did Grant, and hied himself into a much needed rest. Attractive Florence Watling driving one of the very first new Lincoln Continentals to arrive in town—a gift from Johnnie. Joe Beck of Mitchell Novelty Company, Milwaukee, in town looking for suitable sales offices at last discovers these at 32 West Randolph Street and believes that this will be the spot where he will be able to meet with all the coinmen who want to see that new idea in consoles—"Telequiz". Joe Schwartz of National Coin Mach. Exch. and his family are vacationing in Atlantic City, N. J. Joe likes the salt air and the salt water and there's no doubt that he's in for a dandy time in that famed resort.

Saw Ed Williams and Buster Newell of Music Sales Co., Memphis, Tenn, in town this past week with both boys searching high and low all over the city to get equipment they sorely need down in the Tennessee country. Ron Rood of Orlando, Fla. pulld into town this past week and made his very first stop over at the Rock-Ola plant where he was heard to ask for about zoomteen carloads of the new Rock-Ola phonos right quick. Ron has one of the most outstanding spots in the nation down in Orlando and his record store has won much national comment—it's that beautiful... Wolf Solomon of Central Ohio Coin Mach. Exch., Columbus, was in town this past week and visited over at Gil Kitt's Empire Coin Mach. Exch. where he shot the breeze for a while about thisa and thata and some of the other things that happen each and every day around this business.

Willie (Little Napoleon) Blatt of Supreme Distributors, Miami, Fla., came into town from New York where he reported he had spent some pleasant days visiting with old acquaintances and old hang-outs to see the manufacturers here and to also learn what was cooking. Willie looked nice and brown and healthy and claims that, "It's the life," to live down there in Florida. Has a big phono route that's going good—also has a nice distributing business—and has some eastern interests working away for him—from what we gathered... Benny Robinson of Robinson Distributing Co., New Orleans, La. was also in town this past week and made a dash right over to the new Keeney factory looking to buy more and more and more. Ben is now settled as yet in Nola from where we gather but is doing a grand job down there and likes the country.

Bill Marmer, Jr. and his bride honeymooning in Chicago stop over to see Art Cooley at Bell-O-Matic to say hello. (Say, Bill Marmer must be older than a lot of us thought) Saw George Mead of Hamilton, Ind. in town shopping around for some equipment and supplies... Clyde L. Ford of Washington, D. C. was in town this past week looking things over... Dan Cohen of New Orleans pulled into town from New York and went over to see what he could do about getting himself some of those Challenger phonos. Dan is going to have a real surprise for the coinmen down in his part of the world with some new equipment he has just arranged for.

One of the busiest guys we've ever met is Ben Coven who is doing a grand job with Bally's games right here in Chi and also up in the Wisconsin area where he also opened offices. Bally boosters are calling around at Ben's place these days and seeing the new machines and talking things over with him... Saw Alf Gamble of East Lansing, Mich. in town this past week and he looked like he was in a hurry... Ralph Vance of Hamilton, O. also in town and looked around for some buys... Al Kropp of Tuscaloosa, Ala. was in town and it seemed that the heat here didn't bother him one bit... J. H. (Jules) Peres of New Orleans, La. came to town this past week to see whether he couldn't dig up some equipment he needed... Frank O'Brien of Dallas, Tex. also in town and arranging for shipment of much equipment to his headquarters. Frank is reported to be doing a very grand job down in the Lone Star State.
Yes, sir, Jack Mitnick made it. He tramped the corridors and tramped the halls but—he made it. Jack became a grandpappy this past week of a brand new baby boy—and, Jack claims, he's now one of the "youngest" (? ? ? ? ?) grandpas in the coin machine business. Over at Runyon Sales, they tell me, Jack was handing out cigars and smiles—all day long . . . Barney Schlang, who manages the destinies of the music ops assn. is away on a two weeks vacation—and Barney believes that this will give him the chance to catch up on some sleep . . . Also rushing off to vacations this past week were Teddy Blatt, Mrs. Ruth Michaelson of Long Island Music Co. and Bill Turling of Glen Ridge Music Co. Here's hoping that they'll all have a grand good time and come back to town feeling sweller than swell.

* * *

By the way, because of the tremendous crowd which the phono ops assn accommodate for their annual banquet—this coming October the boys have decided that instead of the Starlight Roof of the Waldorf-Astoria—they'll use the Grand Ballroom. And that means that many, many more music people will be accommodated . . . Jack Briedt of U-Need-A Venders on his way to Chi to visit at the Bally plant. George Jenkins, they tell me, will be there awaiting Briedt's arrival . . . Bill Blumenchil of Tri-State Sales & Distributing is eagerly looking forward to some large volume shipments of U-Need-A ciggy vendors. Bill says, "I could sell a zillion of 'em" . . . Harry Berger of West Side Distrib. Co. is planning a trip to Chicago where he wants to meet with John Watling and some of the other Chi manufacturers. He may return with some surprises for the boys in this part of the world.

* * *

Dave Lowy, who's back from Italy and the armed forces, reports how he lost out on some of the good lines while he was away with Uncle Sam's soldier boys. Now Dave is looking around to see what he can find. (There'll be plenty to pick from, Davey boy, when production gets under way and phailure of new ones pop into the picture) . . . Mrs. Al Denver (wife of the phono ops assn prexy) reported well on the way to recovery—recuperating at home after an operation . . . Music coinmen down on 10th Avenue are talking about that new Apollo release by Luis Russell—but they claim that it's the vocalist (name unknown) who is making this something worthwhile . . . We hear that Jackie Berman and Sid Merenstein of Economy Supply, Baltimore, Md., are doing a grand job down there and really ringing the bell with the coinmen in that area.

* * *

Abe Feinberg, Hyman Lieter and Al Dolins of Uneed Sales, Boston, Mass. are reported to be doing a whale of a job with Bally equipment in the New England area . . . Score another for Minerva Leichter of Capitol Automatic Music who bear every music op in town by at least a week buying the big disk smash, "To Each His Own" away ahead of any of the others . . . They're sure gathering around the record dept over at New York's Runyon Sales Co. with Johnny Halonka, Gloria Friedman and Phil Kronfeld doing a grand job of selling the disks to the music machine men who come in here from all over everywhere to buy their records . . . Nat Cohn of Modern Music Sales Co. at last departs for his vacation and Earl Winters holds down the fort while he's gone. Earl states that the firm are going to town in a big way selling the new picture record "Vogue" and also the Mutoscope Voice-O-Graph.

* * *

Jack Fitzgibbons is reported to be getting ready to break with some really hot news within the next two weeks. In the meantime not even elephants can pull it out of him—so let's just wait and see . . . Dave Margolin and Leo Knebel of Manhattan Phono elated over the way the new Aireon phonos are being delivered to them. They claim that ops report the machine clicking big on locations wherever placed . . . Hymie Rosenberg entertained quite a few of the out of town boys who came to see his Challenger phono until the early dawning hours. Mac Perlman did the selling, we hear . . . Bert Davidson of Challenger still in town—just waiting to see the orders roll in . . . Dave Stern of East Coast entertains Al Sebring of Bell Products Co., Chicago, who brought the "Beacon Coin Changer" to that click showing on Tenth Avenue. Quizzed regarding the coinbiz generally, Al said, "If a man hasn't opti-mistic faith in this industry now he might as well forget to wake up some morning." (Al—then our sentiments, too.)

* * *

Bill Goetz of Capitol Automatic Music Co. present at the traditional Chinese lunch at the Yank Sing restaurant on 51st St. sponsored by Jimmy DeNina which was the farewell Partridge luncheon of the season. All leading Chinese educators and diplomats attending included the city's leading lights—Frank Page of Roanoke, Va. in town this past week visiting with Clay Adams and Leon Berman at Standard Games, Inc. to see the firm's new "Spotlite" machine reported that he was not only very much impressed with the game but also believed that it would do a great deal toward showing the way to really big profits. And that, my friends, is a very, very nice boost for Charley and Leon for Frank knows the coinbiz.

* * *

An old timer popped up around The Cash Box offices this past week whom many of the coinmen will remember—Eddie Ross of Baltimore. Eddie reports that he has just completed a little trip around the country and that he's still living the life of a country gentleman down on his Maryland farm. He does expect to have some interesting news for coin machine friends soon . . . Harry Bank meeting with important coinmen this past week and, in the meantime, talking over old times in the coinbiz with them. Harry's Cosmo Records are gaining much attention throughout the juke box biz from all reports and music machine men are flocking in to see what they can get . . . Benj. H. Haskell, who is well known as the attorney for the old Amalgamated assn is in the Judge Advocate's offices at the Army Air Force Base in Newark, N. J. . . . Dan Cohen of Progressive Music Co., New Orleans, La. in town this past week and enjoyed himself very much, from all indications.
Bill Wolf of the M. S. Wolf Distributing Co. was very happy over the showing made at his most recent AMI show held at the Westward Ho Hotel in Phoenix, Arizona; he reports many orders were taken. Al Silberman of the firm is on a trip up to Portland and Seattle to get better acquainted with the managers of the company's offices in those cities. A new seco has joined the Los Angeles branch; her name is Miriam Dunlap. Phyllis Sale, Bill's personal secretary, will hear them old wedding bells soon. She'll take a two weeks vacation prior to her wedding to John O'Brien.

Jack Gutshall is off for a week's vacation and fishing at Big Bear Lake. He recently sold a large number of the new Almeon phono to several ops in that town and wants to see the machines set up on location. Jack has been quite fortunate in having recently received a large number of new Almeon machines and has been busily engaged in getting them out to the trade.

Bud Parr of Solotone has returned from the East, where he appointed a number of new distrubs for the firm's timed music boxes. Parr reports that the new Packard Woodie by leaps and bounds and plans are under way to expand the factory in North Hollywood to meet it.

Len Micon of Pacific Coast Distributors has just received word from the Packard factory that the new Packard Pla-Mor hideaway will be shipped to him within the next few weeks. Len is getting all set for the new phono and has photos of it posted all over his showrooms.

Many of the record manufacturers are returning to town after attending the NAMM show in Chicago with words of praise for the swell meet and the generally good results obtained . . . Jimmy Rutter of Operators Service is converting the 'Thorobred' and 'Longacre' to the new 'Hollywood' swell looking job and should be of interest to ops . . . H. M. DeGiova of Dee's Service is currently working on a new and novel record playback which looks like it has definite possibilities. Dee is awaiting motors before making any further announcements . . . Bill Leuenhagen has recently taken over the showrooms adjoining his present offices at 1811 W. Pico Blvd. and plans on remodeling this store into very attractive showrooms for the display of used and new equipment.

Among the ops shopping along coin row this past week were: Ray Foast, Santa Ana; C. E. Collard, San Bernardino; Harold Murphy, Palm Springs; Ben Korte, Glendale; Fred Allen, Bakersfield; J. M. Spalding, Inglewood; N. H. Smith, Olddale; R. B. Barton, Long Beach; F. Wolman, Morro Bay; Ray Reynolds, Big Bear Lake; Frank Lincecum, New Walker, Gardena; Art Weig, Arcadia; Elia A. Franco, L.A.; Harry Beauregard, L.A.; C. H. Robson, Santa Monica; Louis Depelle, L.A.; Scott Dreyer, Downey; Walter Leonart, Bell Flower; Ted Spano, Burbank; Jack Brady, Jack Perock and J. P. Ley of Los Angeles.

Danny Jackson and Sam Donin of Automatic Games Co., who recently purchased the building at 2858 W. Pico Blvd, have had the building completely remodeled and have the workmen putting the finishing touches to the place this week. They expect to make an interesting announcement in the August 5th issue of The Cash Box. Jackson promises several astounding buys of great interest to ops . . . Jerry Karpman of Modern Music Machines has recently purchased the interest of Sam Ricklin in a wired music operation and plans on moving his shop and showroom shortly.

Elky Ray of the Gold Coast Coin Machine Exchange

plans on moving into his new building within the next three weeks unless some other heart-breaking delay develops. This has been one of the most unusual building projects ever witnessed. It was the case of the builder looking for a right handed monkey wrench, and the delay almost drove Ray crazy, but at long last it begins to look like he will be able to move in soon. At least we hope so. We have been sweating it out with him . . . Fred Gaunt, of the General Music Co., has just received a large number of games which include "Total Rolls," Bally games and others, and he invites ops in to look them over.

Skeets Gallagher of the firm of Stermer and Gallagher is back on the job again and feeling swell. He tells us that he did not suffer a heart attack, but that his affliction consisted of a bad leg which necessitated treatment at a hospital. Skeets would like to see the ops drop in and get acquainted.

Ray Powers of E. T. Mape Distributing Co., Inc. has just received a large number of good late phono from Northern Cal and plans on offering them to the music ops after checking them out. Ray expects a sample of the new Challenger in his showrooms within the next week or ten days. E. T. Mape spent the past week in town.

Paul Laymon now has the new Bally "Draw-Bell" console on display in his showrooms and has been very busy taking orders from ops for future delivery . . . Bill Williams of the Williams Distributing Co. has just received the new Williams five ball, "Dynamite." Bill says he received the first sample on the west coast, and is taking orders for early delivery.

William Happel, Jr., of Badger Sales, has just returned from a three-week trip to Seattle and Canada and reports having had a swell time. We hear that Bill has something of interest to a personal nature to announce. Come on, Bill, let's have it.

Fred Myers of K & M Distributors is now in Dallas, Texas, getting things set to open the firm's new offices in that city. K & M plan on opening offices in Omaha, Nebraska, very soon, according to word from Len Kelly.

Nels Nelson has a sample of the new automatic bowling game, "Strikes and Spares," on display in his showrooms and invites ops in to see the new game . . . Nick Carter of Nickabob Sales has just returned from a trip East and is getting set to announce the distribution of several new games soon . . . John Rough of Phonothem Productions is out of town calling on Panaram and Solowave ops and expects to have many new orders for their line of 16 MM. coin films . . . Leo Menker of Aladdin Records has just signed several new recording artists and plans on going into production soon on a number of new waxings which are directed for the music op trade . . . Jules Bihari of Modern Records informs us that the demand for the new Hadda Brooks album is terrific, with the demand growing daily . . . Myron E. Kluge, of the Kluge Electronic Co., plans on releasing an announcement soon of the firm's coin controlled radio for installation in hotels and motels . . . Gabe Orland of California Music is hooking around a large movie, and they recently underwent a leg operation and does not plan on returning to work for at least another month or six weeks.

Dropped in to see Ben Ellison of Hollywood International Record Co. and found him busily at work. Ben has some terrific plans for the new firm and, according to what we heard and saw, he should go places in his new set up . . . Quality Pictures has just completed making series 41 for 16 MM. coin films and will be ready for distribution within the next three weeks.
HOU S T ON

Morris Pinto looks like a banker or lawyer but actually he's a prominent coinman of these parts and owner of Big State Amusement Co. ... Another professionally appointed, along the college professor type, is L. R. Gardner owner of Houston Amusement Co., a big time operating and sales outfit ... Still holding along personal lines, we can't miss musicman Gene Dean, the movie type positively, and a top notch operator in spite of it.

Harold E. Long is back with the Houston branch of Commercial Music Co., the same office (in a different building) he was boss of when he went into the army in 1942. His course of getting Wurlitzer to the boys should be lightened with the very efficient services of his secretary, Flo Childers. Glamorous as she is, we're going to fall out with Lilian Cowart unless she starts giving us some printable dope about the fellows at General Distributors ... Crowe-Martin has added Liberty Records to the ump-teen number of brands they already sell and also added the services of talkative, attractive and very efficient Bueno Barron, so the lads will be sure to keep on coming in and buying.

C. M. Robertson has his Automatic Music Co. building all rigged up with Walkie Talkie gadgets. Keeping the load off his feet in his private office, he can, just by speaking into them, get something like a war time alarm clock only sturdier, order a gift for his friend from the record dept., wake the boys up in the paint or repair shops on second floor, or find out what truck has just left the building. As you can see, a lot of lots of energy, and energy is a precious thing the hot days we've been having.

E. L. Hearn, Globe Record Co., Los Angeles in town on business and visiting his uncle, Lester Hearn, pioneer local musicman ... Joe Pirano, who used to operate the Silver Amusement Co., now owner of two large grocery stores in the city ... Nick Angelo, another former musicman, now in charge of the night club business in a big hotel ... Hans Von Roedt, co-inventor of parking meters (referred to as "legal armless bandits" by not a few citizens), and well known phonograph distributor, is helping the Governor distribute these since his late discharge from the Navy. His attractive wife, Maria, is manager of Melody Record Shop, a ritzy place on South Main Street.

A drunk didn't like the tune that was being played and smashed a couple of beer bottles into a new phonograph. The location owner made him pay for the BROKEN BOTTLES.

B O S T O N

Ed Ravreby, Associated Amusements, Inc., now located at 866 Commonwealth Ave., reports that shipments of Solotone units have been forwarded from the factory and he will rush the setting up of a studio for the Met. Boston ops. Word will be sent out to the trade as soon as the studio is set up so that all operators in New England can come in and view a completed installation ... Bill Hamel of the Hamel Distributing Company on a New York visit to the furniture show. He plans on placing orders for fall and winter merchandise for furniture and appliance concern in Concord, N. H. ... J. H. McDenney, Winthrop, now freelancing. Mae off to a week-end trip to Malone, N. Y. for a quiet rest ... Nappy, of Boston Coin Machine, Inc., is feeling fine after his trip to New York. It's very hard to get away from this business. He is continually buying new units and keeping his operations up-to-date ...

David Godfrey, Lowell, in Boston for his weekly visit ... Tom Maren, operator of Dirty Moore's and the Shingaling Co., two of Boston's outstanding eating places, planning on putting a console in the bar of his farm. In arrangements with Ed Ravreby, Maren plans to donate all proceeds to charity ... Emil Carrier, Nashua, operator of one of the Bandy Foonie music routes, in Boston for a visit with his friends ... Albert Halberin, recently
discharged from the service, now operating a route in Dorchester, Mass. ... G. R. Sommer adding to his pin ball route in Roslindale, Mass. ... Tom Levy, Haverhill, on a monthly visit among the distributors.

George Stigh, Middleboro, states that his weekly take is as high as ever ... A. Progin, Fitchburg, showing new interest in new games. On a recent Boston visit he bought pin games, then hurried over to Chatinown for some off hours to inquire food service matters. Then, sales head of Associated Amusements, feels that his over-the-counter parts department is one of the most complete in this area ... John Johnson, Spencer, Mass., on a buying spree in Boston and North and Company, still hiding behind telephones ... Wait till television, boys ... George Desnoyes, White River Junction, Vermont, making a friendly visit to the trade here ... L. D. Belock, Salem, Mass., making purchases for his pin-ball route ... Jack McNeil, McNell Music Co., Lowell, making a tour of the big distributing houses. He plans on adding to his music route ... Martin B. Ferrero, New Bedford, Mass., showing added interest in the quality of the services of our trade and making sure that his accounts are always in good standing ... L. S. Ravreby, Amusement Distributing Co., looking over the successful week-end, will meet him his assistant on the market, dropped in to spend the entire week out of town. No crowds for him. He went for the fishing up North instead ... Mr. and Mrs. Julius Koers of Rapid City (S.D.) flew into town to visit with the distributors and vacation at the same time.

Amon Hellicher, of Advance Music Company, was presented with a brand new son. Congrats—Amon! ... Jess Waddell of Charles City, (Ia.) was seen in town. His first visit here in a long time, with his boss, Mr. and Mrs. Oscar Swanson. Musicman Bellows (Minn.) is down here taking in the sights and sounds of our festival ... Frank Siriani, accompanied by his father, in town for a few hours from Cumberland (Wis.), Emil Siriani, formerly connected with his brothers, is now located at Eau Claire and operating his own route. Recently he bought out Jim Rooney's route in Chippewa Falls.

Earl Grant entered Northwestern Hospital last week for surgery. Hope you recover quickly, Earl ... Gene Kesting is home on a week's vacation from juggling in weeks. He received his discharge from the armed forces last January. A long time to be away ... Roy Stone, Rice Lake (Wis.) visited here and reported things were holding up nicely in his territory. Other visitors were Gil Hanson, St. Peter (Minn.) and Martin Kalllsen, Worthington (Minn.).

Ed Swanson, Moose Lake (Minn.) operator, reports that his business has picked up considerably. He's taking over a new route in west Freetown, Pembina (N.D.), never passes up a ride to come to Minneapolis and visit the jobbers and districts ... Mr. and Mrs. Mike Ilmig of Yankton (S.D.) spent the week here, as did Mr. and Mrs. C. C. Rutland of Grand Rapids (Minn.). The Aquotennial festivities really brought in lots of coinmen from all parts of the country.

Leon Harris, Enderlin (N.D.), visited here for several days and feels it's much better ... Dave Ziskin of Silent Sales Co. returned from Texas. Says accommodations were terrible, and he was really glad to be home ... Sam Karter of the Star Sales Company has moved his family to the lake shore close to Minneapolis ... the bushy beard and mustache, the new Bush Distributing Company plans to be in their new headquarters the early part of August ... Twin Port Sales Company expect to be in their new building in Minneapolis, as Packard distracts, within the next two weeks.

MINNEAPOLIS

This city's Aquotennial took place during the entire week just past. What a festival, what parades, what fun. And what a week for local coinmen! Nonetheless, Mike Rudder, of Famous Tease Company decided to spend the entire week out of town. No crowds for him. He went for the fishing up North instead ... Mr. and Mrs. Julius Koers of Rapid City (S.D.) flew into town to visit with the distributors and vacation at the same time.

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WANT

WANTED—Your Used Phono Needles. We re-grind any straight Shank, metal point, round or elliptical needles with extreme precision and guarantee NEW NEEDLE SERVICE at a terrific saving to the music operator. Almost five years of successful service to hundreds of music operators. It's an honest service. RE-SHARP NEEDLE SERVICE, P.O. BOX 770, FOE DODGE, IOWA.

WANT—Will pay best prices for old Chicago Coin games, also old Gottlieb games, irrespective of quantities. Send us your complete list. MID-STATE CO., 2848 ROOSEVELT RD., CHICAGO, ILL.

WANT—Five all Free Plays; One Ball Free Plays; Combination and Free Play Consoles. Also Music. We will send our check immediately upon receipt of your list, stating guaranteed condition and lowest price. No Junk, please!! PALISADE SPECIALTIES CO., 498 ANDERSON AVE., CLIFFSIDE PK., N.J. Tel. Clifford 6-2892.

WANT—Bell Products Co. is badly in need of all types of equipment. Therefore, we will pay top dollar for any amount of pin games, consoles, phonographs, slots and arcade equipment. We will buy equipment on or off location. Write, wire or phone. BELL PRODUCTS CO., 2000 N. OAKLEY, CHICAGO 47, ILL.

WANT—We will buy any kind or make of slot machine in any condition. Write full particulars of type, year, condition and quantity. NOTE: We repair, refinish and service all types of slots. Over 20 years of shop experience. G. B. SAM, 541 EAST 32nd ST., LOS ANGELES 11, CAL. Tel. Adams 7688.

WANT—Seeburg, Wurlitzer, Rock-Ola, Mills, all models. Highest cash prices paid. Write, wire or phone and we'll give our highest offer within 24 hours. DAVE LOWY & COMPANY, 594 TENTH AVE., NEW YORK CITY, N.Y. BRYANT 9-0617.


WANT—all types of 30 wire Wall Boxes and Adapters; Mills and Jennings Free Play Slots, Free Play Games; Arcade Machines; Scales: Complete tone arm assembly for Wurlitzer 600 or 700. ST. THOMAS COIN SALES, L.O., ST. THOMAS, ONTARIO, CAN.

WANT—Geese or Chicago Coin Games. No legs—No Glasses. Need not be in working order. SQUARE AMUSEMENT CO., 86 MAIN ST., POUCHKEEPSS, N.Y.

WANT—DRINK VENDERS, New or Used. WINNIPEG COIN MACHINE EXCHANGE, 277 DONALD ST., WINNIPEG, MAN.

WANT—Buckley Twin 12 or 24 mechanisms. Advise quantity, price, condition. M. LUBER, 503 W. 41ST STREET, NEW YORK, N.Y.

WANT—all kinds 5c selectivity candy bar vendors; postage stamp vending machines; 5c Nab Cookie vendors; 1c gum vendors. Give full details and price in first letter. R. H. ADAIR CO., 6925 W. ROOSEVELT RD., OAK PARK, ILL.

WANT—Late Model phones, pin games, consoles, slots and old 12, 16 or 20 record Rock-Olas. Write stating prices, etc. NOBRO NOVELTY COMPANY, 369 ELLIS STREET, SAN FRANCISCO, CALIF.


WANT—Used games and phonographs. Send list of equipment. McLENN'S DISTRIBUTING CO., 612 FIFTH AVE., PITTSBURGH 19, PA. Tel.: AT 1818.

WANT—Liberty F.R. $8.; Cigarette $5.; Sparkles Champion F.R. $8.; Sparkles Mercury, American Eagle and Marvels $5.; Aces, Imps, Cuda and Daaval 21 $3.; Vest Pockets $25.; Columbus $15.; Col. Vest Pockets, Yankee, Wings, Pokereno. Send list and details. ABCO NOVELTY CO., 809 WEST MADISON ST., CHICAGO, ILL. Tel.: May 3696.

WANT—All types of arcade equipment and late pins. Send list stating price and condition of machines. A.B.C. COIN MACHINE EXCHANGE, 2475 CLYBURN AVE., CHICAGO, ILL. Tel.: Diversey 7778.

WANT—all model Keeney Super Bells combination Free Play and Pay-Out; Mills Three Bells; Mills Jumbo Free Play, late Blue and Red; Mills Jumbo Combination F.P. & P.O.; Bally Hi Hands; Bally Club Bells. Will pay top cash prices. Write today. BADGER SALES CO., 1612 WEST PICO BLVD., LOS ANGELES 15, CALIF.

WANT—Complete coin motor and slug rejector mechanism for 71 counter model Wurlitzer. WISCONSIN NOVELTY CO., 3734 NO. GREEN BAY AVE., MILWAUKEE 6, WISCONSIN. Tel.: Locust 0100.

WANT—Any quantities Longacres, Pimlicos, 41 Derbies, Club Trophies, Fairmounts, Turf Kings, Jockey Clubs; all makes and all models of Phonographs. Absolutely the highest cash prices paid. Equipment does not necessarily have to be in working order, if no parts are missing. FUEGNO NOVELTY CO., 114 ELLIOTS AVE., WEST, SEATTLE, WASH. Tel.: Alder 1010.

WANT—Pre-war live rubber stripping for Pin Games. Will pay premium. Send sample to NEW ORLEANS NOVELTY CO., 115 MAGAZINE STREET, NEW ORLEANS, LA.
WANT-Keeley 4 Way Super Bells; Keeley Twins comb. F.P.-P.O.; Mills Three Bells; Mills Four Bells; Bally Club Bells comb. F.P.-P.O.; High Hands comb. F.P.-P.O. and other types of late consoles. We only good machines, NO JUNK. Advise quantity, guaranteed condition and best price. Write or wire now. ADVANCE AUTOMATIC SALES CO., 1350 HOWARD ST., SAN FRANCISCO 3, CALIF. Tel.: HEmlock 1750.

WANT-100 Chicago Coin 1940 Home Runs. State price and condition. DURSELL NOVELTY CO., 176 ARCH ST., NEW BRITAIN, CONN. Tel.: 5154-W.

WANT-Phoneographs, any make, any quantity. Advise fully what you have. AMERICAN DISTRIBUTING COMPANY, 2204 COMMERCIAL STREET, DALLAS, TEXAS. Tel.: Riverside 1552.

WANT-Mills Vest Pockets, Yankees, Wings, Marvels, Pin Balls, 5 Ball Free Play. Will Pay $50. ea. for following: Stars, Sunbeam, Duplex and Double Play. Will pay $80. for Knockout and Big Parade. Write for shipping instructions. RAKE COIN MACHINE EXCHANGE, 609 SPRING GARDEN ST., PHILADELPHIA 23, PA.

WANT-Complete coin meter and slug rejector mechanism for 71 counter model Wurlitzer. WISCONSIN NOVELTY CO., 3754 N. GREEN BAY AVE., MILWAUKEE 6, WISCONSIN. Tel.: Locust 0100.

WANT-Seeburg 30-wire boxes. State price and condition. JOY AUTOMATICS, 108 EAST CHURCH ST., ELMIRA, N. Y.

FOR SALE

FOR SALE-Massengill Pool Table refinished new cover, new balls and cue sticks $50 or 10c coin chute highest bid. PORTER ENTERPRISES, P.O. BOX 6037, W. ASHVILLE, N. C.

FOR SALE-Now Total Roll. New Big Hit. Floor sample, like new, Suspense. A. F. SAUVE, 3004 GRAND RIVER, DETROIT 1, MICHIGAN. Tel.: 2875-76.


FOR SALE-Big Chief $49.50; Commander $49.50; Defense $89.50; Fox Hunt $44.50; Four Aces $119.50; Gun Club $89.50 Invasion $109.50; Jungle $79.50; Jeep $109.50; Kismet $149.50; Legionnaire $89.50; Landslide $39.50; Playtime $49.50; Texas Mustang $79.50; Tein Six $49.50; Ten Spot $69.50; War $34.50. KING-PIN EQUIMENT CO., 826 MILLS ST., KALAMAZOO, MICH.

FOR SALE—Phoneographs in first class condition, ready for immediate shipment. Prices in keeping with the market, not too low nor not over-priced. Wurl. 616, 24, 600, 560, 750, 750E, 550, 950, Mills Thrones, Express, R.O. Standards Deluxes, Supers and Commandos, Seeb. Rex, Royals, Regals, Colonels, 8000, 9800, 8200s, etc. T. B. HOLLIDAY CO., INC., 1200 W. MOREHEAD ST., CHARLOTTE, N. C. Tel.: Ph. 4-2754.

FOR SALE—1 Keeney Tracktime Console 1938, 1 1939 $200. for both; 1 Rock-Ola 16 Phono. $195. WANT-Total Rolls. Get on our mailing list now for "National's Newslett" coming soon. NATIONAL NOVELTY CO., 183 MERRICK RD., MERRICK, L. I., N. Y.

FOR SALE-We have them in stock. Contact us for your Hirsh Red Balls for state of Florida. Best money maker out today. Trouble free. Immediate delivery. Make us cash offer on any new or used pin tables you need. MURRELL AMUSEMENT CO., 1068 S. PLA. AVE., LAKELAND, FLA.

FOR SALE—2 Silver and Gold, 1 Green Vest Pocket $25. ea. minor rep.; 2 Sky Fighters $125. ea.; 1 Tommy Gun $100.; Bally Club Bell $150.; 1940 G. Domino $100. 1/3 dep. N. M. WELCH, 1500 – 7th ST., PARKERSBURG, W. VA.

FOR SALE—10 Mills Bonus Bell $135.; 1938 Tracktime $65.; Seeburg Colonel ESRC $475.; Wurl 24 $345.; Muto. Punching Bag $65.; Double Slot Safe $65.; Slot castings $5. set; Chicoin Hockey $165.; 9 ft. Superroll $300. OLSHEIN DIST. CO., 1102 BROADWAY, ALBANY, N. Y. Tel.: 5-0228.

FOR SALE-Arcaide Equipment. Keeney Anti-aircraft $39.50; Seeburg Ray-o-lite $49.50; Bally Wall $49.50; Evans Super Banjo $179.50. HY-g AMUSEMENT CO., 1416 SOUTH WASHINGTON, MINNEAPOLIS, MINN. Tel.: Atlantic 8587.

FOR SALE—2 — 950 Wurlitzers, perfect shape, $600. ea.; 1 Commander $50.; 1 Monicker $70.; 1 League Leader $10.; 1 Majors '41 $45.; 1 Gold Star $50.; 1 Paradise $45.; 1 Rock-Ola Ten Pins L. D. $30.; 1 Bally Rapid Fire $125. CHECKER AMUSEMENT CO., 733 – 6th AVENUE, HUNTINGTON, W. VA.


FOR SALE

FOR SALE—1 2-way Keeney Super Bell 5c-25c $525.; 5 Silvercoins FP $125. ea.; 1 5c Bobtail CP $125.; 1 Mills Jumbo FP (late) $125.; 1 Watling Big Game FP $100.; 2 Wurlitzer 850's $775. ea.; 1 Rockola Imperial 20 $275.; 11 Packard Wallboxes $27.50 ea.; 5 5c V.F. Bells (green) $40. ea. AUTOMATIC AMUSEMENT CO., 1000 PENNSYLVANIA, EVANSVILLE, IN. Tel.: 34608.

FOR SALE—Wurlitzer 145 Stepper $35.; 37 Snack machines and stands $550. Twin 12 steel cabinet $25. DAVIS DISTRIBUTING CORP., 738 ERIE BLVD. EAST, SYRACUSE, NEW YORK.

FOR SALE—Periscope A-1 condition $75.; 1 Wurl. 24, new paint, A-1 shape $375.; 1 Mills Glitter Gold 1c QT $45.; 1 Everything Strike $55. 1/3 deposit down. Will Ship at once. ACE AMUSEMENT SALES & SERVICE, 27 STROUD ST., WILMINGTON 21, DEL.


FOR SALE—Wurlitzer 950 $755.; $80 $750.; $16 $275.; 421 $195.; Rock-Ola Commando $600.; '39 $450.; '40 $425.; Mills Throne $300. All in excellent condition. 1/3 down, balance C.O.D. SHANWEY VENDING CO., 205 KANSAS AVE., TOPEKA, KANSAS.

FOR SALE—5 Wurlitzer 600R $425.; 2 Wurlitzer 600K $450. ea.; 1 Seeburg 8800 ESRC $650.; 1 Seeburg 8800 $550.; 1 Rock-Ola DeLuxe $425. BRILLIANT MUSIC CO., 4606 CASS AVENUE, DETROIT 1, MICH. Tel.: Temple 1-7455.

FOR SALE—Solovue Lamps $2. ea.; #6507 Metal Tubes 90c ea., minimum order 12 tubes. 1/3 Deposit, balance C.O.D. GEORGE FONDER COMPANY, 713 SPRINGFIELD AVE., BERRY, N. J.

FOR SALE—4 Packard Boxes in perfect condition $26. per box. MELODY MUSIC CO., 113 N.E. 9th ST., MIAMI, FLA. Tel.: 9-1301.

FOR SALE—Bumper Rings, small-medium-large; Coin Chutes; Plunger Tips; Springs; Rebound Rubbers; Suction Cups Steel Balls (all sizes); Cleaner Fluid; Casters; Locks and Motors. Do you need hard to get coin machine parts? *Write-Wire or Phone for complete list. COIN MACHINE SERVICE CO., 2507 NO. WESTERN AVENUE, CHICAGO, ILL. Tel.: Humbolt 4766.

FOR SALE—Arcade Equipment. Lost Lease and must sell. Make offer all or any part. Bally Defender; Chicken Sam Con.; Kenney Submarine; Rally Torpedo; Exhibit Ride-A-Hike; Shoot Your Way To Tokio. All perfect condition. GENTRY MUSIC & SALES CO., ALAMOGORDO, N. MEX.

FOR SALE—New 2 wire Zip Card 250 ft. coils $4.75; Maple Skeeballs 3" 66c ea., $82. per C; 2" 100 ea., $56. per C; 250c 50c ea., $46. per C. BLOCK MARBLE CO., 1567 FAIRMOUNT AVE., PHILA. 30, PA.

FOR SALE—Back Board Glass for most all old Chicago Coin Games and old Gottlieb games $3. ea. In lots of five $2.50 ea. MARVEL MANUFACTURING CO., 2124 MILWAUKEE AVE., CHICAGO, ILL.

FOR SALE—Reconditioned Seeburg Wall-O-Matic Wireless Boxes $28.50; 3 wire boxes $24.50; Rockola reconditioned Bar Boxes 5 wire $19.50; Wall Boxes, late 18.; Buckley Chrome 16, 20, 24's Wall Boxes $25.50; Kenney Wall Boxes, late $6. Other types available. Write or call your needs. E. T. MAFE., 1701 W. PICO BLVD., LOS ANGELES 16, CALIF. Tel.: Drexel 2341.

FOR SALE—Brown Cherry Front Castings $19.50; Universal Amplifiers A & B Models, Model A $49.50, Model B fits all incl. Hi Tone $69.50; Hand trucks, rubber tires $9.95; Phonograph casters, set of 4 $1.45; Record Carrying Cases $5.50; Coin Wrapper 65c per box, 10 boxes or more 60c ea. Case of 28 boxes 55c ea. BADGER NOVELTY CO., 2546 N. 30th ST., MILWAUKEE 10, WISC.

FOR SALE—We have available Fruit Reel Top Glasses for Bally Big Top, 2-4 and 3-5 payout $10.00 each or $84.00 in dozen lots. MECHANIC'S SERVICE, 2124 FIFTH AVE., PITTSBURGH 19, PA. Tel.: Atlantic 0662.


FOR SALE—Postage Stamp Vending Machine Foldes 39¢ per 1000, when ordered in multiples of 25,000. New low price. THE TRANSWESTERN CO., 742 MARKET ST., SAN FRANCISCO, CAL. Tel.: Exbro 4351.

FOR SALE—Goales $525.; used Total Roll (write); 6 Roll-A-Ball 7½ ft. $125. ea.; 2 Air Raiders $145. ea.; 2 All Star Hockey A-1 $185. ea.; 5 Chicon Rolls-Race 9½ ft. $110. ea.; 1 Genco Skeeball 9 ft. $145.; 8 Sup. 9 ft. Skeeball $155. MARCUS KLEIN, 577 10TH AVE., NEW YORK, N. Y.

FOR SALE—Model 80 Kroger Astro Scales $169.50 ea. THE VENDING MACHINE CO., 205-215 FRANKLIN ST., FAYETTEVILLE, N. C. Tel.: 3171.

FOR SALE—Chicago Coin Goalee, like new and packed in original crate. Write for price. HALL BROS. SALES CO., 1817 - 4TH AVE., JASPER, ALA.
FOR SALE

FOR SALE—We can make immediate shipment of our famous exclusive new Plaskite casters for your phonos. Treat each phonon on your route to a new set of these fine casters. Will not scratch hardwood floors. Price only $1.50 per set of 4 casters complete with steel sockets. E. BERMAN & COMPAY, 112-114 W. W. FIRST STREET, EVANSVILLE 6, IND. Tel.: 3-2734.

FOR SALE—Make offer. 2 D. D. Track Ouds, Clean, Perfect. Ready for location. VALLEY VENDING CO., 101 BRADDOCK AVE., TURTLE CREEK, PA. Tel.: Valley 9946.

FOR SALE—$25.00 and up Mills, Jennings, Watling Slots in 6-10-25 $-1 operating condition; 5 Ball Free Plays; 1-ball P. O. games Mills Panoram $325. Send for list. MITCHELL NOVELTY CO., 1629 WEST MITCHELL ST., MILWAUKEE 4, WISC. Tel.: Mitchell 3264.


FOR SALE—One hundred (100) used late model, five ball free play pin ball machines. If interested, write or phone RELIABLE COIN MACHINE COMPANY, 192 WINDSOR ST., HARTFORD, CONN. Tel.: 6-5853.


FOR SALE—2 Photomatics (4x52) $500. ea.; 1 Photomatic (3x50) $500.; 1 Skyghter $175.; 25 lbs. Reverses Name Plate Tape $1.15 per lb.; 12 Rolls 1/4" x 1000' Direx Positive Paper 1945 Dating. WANT-Ammunition. $29. Shorts. Will pay highest prices. PEERLESS VENDING MACHINE CO., 220 W. 42nd ST., NEW YORK, N. Y.

FOR SALE—2 Keeney Submarine Guns, clean paint, working order $115. ea. FUNLAND, INC., 740 GRANBY ST., NORFOLK, VA.

FOR SALE—Brand new Victory Derbies. Write for prices. WESTERN DISTRIBUTORS, 1226 S. W. 16th AVE., PUEBLA, OREGON.

FOR SALE—Universal Amplifiers, Standard model fits Wurlitzer, Rock-Ola, Seeburg, Mills $54.50; Deluxe Model Fits Wurlitzer, Rock-Ola, Mills and Seeburg Remote. Extra volume, superb tone $69.50. HASTINGS DISTRIBUTING COMPANY, 204 WEST VIET STREET, MILWAUKEE 5, WISC.

FOR SALE—40 Schermark 10c razor blade vendors. A-1 condition, about half of them brand new. Easily convertible for vending stamps. Will take $175. for entire lot. H. M. BRANSON DISTRIBUTING CO., 516 SO. 2nd ST., LOUISVILLE 1, KY. Tel.: Wabash 1601.

FOR SALE—2 Mills Dance Master. Both machines are in perfect condition. Also several hundred salesboards. X-CEL NOVELTY CO., 5240 N. 11th ST., PHILA. 41, PA. Tel.: Hi 4-2624.

FOR SALE—Three winners. Take one or all: No. 1 Coin machine distributing expert business, Est. 28 years, with an envious reputation covering the globe and several A-1 connections. No. 2 Route of 40 phonographs, best spots in northern Illinois. No. 3 Complete set up wired music, 30 units. All three will stand investigation. For full info. phone COLEMAN NOVELTY CO., ROCKFORD, ILL. Tel.: Main 1353.

FOR SALE—DuGrenier, Rove, National and Uneedapak cigarette and candy machines, all models, under market prices. All in good working condition, ready for location. Also other coin equipment. Uneedapak parts. WANT—Will buy anything. Send us your list. MACK H. POSTEL, 6750 NORTH ASHLAND AVE., CHICAGO 28, ILL.
FOR SALE-Wurlitzer $735.; 850 $750.; 616 $275.; 412 $195.; Rock-Ola Commando $600.; ’39 $450.; ’40 $425.; Mills Throne $300. All in excellent condition. 1/5 down, balance C.O.D.
SHAWNEE VENDING CO., 250 KANSAS AVE., TOPEKA, KANSAS.

FOR SALE-1 Chrome Columbia 5e-10c-25c Conversion $50.; 1 Keeney Submarine Gun $50.; 1 Shoot Your Way To Tokio Gun $50. HOUGEN SPECIALTY CO., 391 BASALT ST., IDAHO FALLS, IDAHO.

FOR SALE-For best prices on all types of salesboards, both money salesboards and plain heading boards in all sizes. Write: A. N. S. COMPANY, 312 CARROLL ST., ELMIRA, N. Y.

FOR SALE-Quantity of Wurlitzer and Rock-Ola Phonographs in beautiful condition. Write for prices. 3 Panoramas $395. ea.; 6 Exhibit Rotary Merchandisers $299.50 ea.; 5 Gretchen Metal Typepa 10c Chute $329.50 ea. Send 1/3 deposit and shipping instructions. MONARCH COIN MACHINE CO., 1848 NORTH FAIRFIELD AVE., CHICAGO 22, ILL. Tel.: Armitage 1454.

FOR SALE-Crystal Pickups. Immediate delivery of Astatic Crystal Pickups. No. L-22 A or B-2 $3.00 each. $33.00 per dozen. HARRY MARCUS COMPANY, 816 WEST ERIE STREET, CHICAGO 22, ILL.

FOR SALE-All Steel Freme Hand Trucks, solid rubber large balloon tires, 2.75 by 10 inch roller bearings. All models and sizes. Pamphlets free. After 10 days trial if not satisfied, all money refunded. CHARLES FITTLE & COMPANY, 79 BEETLE ST., NEW BEDFORD, MASS. Tel.: 3-3474.

FOR SAEx-Rock-Ola Premium $570.; Wurlitzer 12 Rs. $185.; Wurlitzer 616 Lite-up $235.; Wurlitzer 63) Victory $495.; Wurlitzer 500X Victory ($550.; Mills Throne $325.; Rock-Ola Spectravox $85. MODERN MUSIC MACHINE CO., 2614 W. PICO BLVD., LOS ANGELES, CALIF.

FOR SALE-Bargain: Genuine leather cigarette cases with a transparent covered picture frame. Make ideal prizes for salesboards, etc. Each case comes individually boxed. Nationally advertised at $1. While they last at 36c ea. in gross lots. Send $1. for sample. BYRON NOVELTY CO., 2045 IRVING PARK, CHICAGO, ILL.

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NOTICE-We are now taking orders for NEW Columbus Peanut Vendors and Parts. SILENT SALES SYSTEM, 635 D ST., N.W. WASHINGTON 4, D.C. - 2505 N. CHARLES ST., BALTIMORE, MD.

NOTICE—I will buy and sell Music, Arcade, Candy Machines. What have you? What do you need? STATE VENDING COMPANY, 300 HARRISON AVE., BOSTON 18, MASS.

NOTICE-Parts and Supplies. Radio Tubes for The Coin Machine Trade. 70L7GT will soon be available. Write for our twice monthly inventory release. W. R. BURT, "The Coin Tube M'n", 442 N. SENeca, WICHITA 12, KANS.

NOTICE-Attention Operators! Sell us your used equipment and remember, if it's controlled with a coin, we have it. Always first with the latest. Contact us for the better deal. C. M. McDaniel DISTRIBUTING CO., 301 S. MAIN AVE., SAN ANTONIO 5, TEXAS. Tel.: F-1335.

NOTICE-Writes for our list of True Value Buys. Slots, Pins, Consoles, Music, Arcade. LEADER SALES CO., 131-153 FIFTH ST., READING, PA.

NOTICE-Complete phonograph repair service, amplifiers, motors, pickups, and counter boxes. Used equipment bought and sold. Write or phone. Wels Nelson, 2522 W. PICO BLVD., LOS ANGELES. Tel.: Fitzy 0545.

NOTICE-"A" Day has arrived in Wisconsin and all the coin machine activity is concentrated right here in Milwaukee because AIREON ... the ELECTRONIC phonograph is NOW ON DISPLAY at KLEIN DISTRIBUTING CO., 2006 W. FOND DU LAC AVE., MILWAUKEE 6, WISC.

NOTICE-Missouri and Southern Illinois Operators. We are distributors for Chicago Coin Machine Company and now delivering Goalee. It's Sensational! BAUM DISTRIBUTING CO., 2718 GRAVOIS AVE., ST. LOUIS 18, MO.

NOTICE-Protect and hold that location! We'll rebuild your old scales and make 'em look like new (Est. 1889) WATLING MANUFACTURING CO., 4650 W. FULTON ST., CHICAGO, ILL. Tel. Columbus 2779.

NOTICE-Operators-Jobsbers-Distributors. Tell us what you want to sell or tell us what you want to buy, we have it. Factory Distributor and Jobber for the Leading Coin Machines. 'The Coin Machine Man" FRANK HARRIS, 430 SOUTH BROADWAY, POPLAR BLUFF, MO. Tel.: 359.

NOTICE-Canadian Operators! We are now distributors in Eastern Canada for the famous Packard Pla-Mor Phonographs and complete line of accessories featuring for immediate delivery Pla-Mor 30-wire Wall Boxes and cable. Get on our mailing list now. LAWRENCE NOVELTY CO., 1436 NOTRE DAME ST., W., MONTREAL, QUE.

NOTICE-We are organized for the best interest of the Coin Machine Operators of Los Angeles County. We will welcome any correspondence from any association in the country. ASSOCIATED OPERATORS OF LOS ANGELES COUNTY, INC., 1351 W. WASHINGTON BLVD., LOS ANGELES 7, CALIF.
NOTICE—Speed that's us. 1 hour Amplifier service; 1 hour tone arm service. We recon speakers. Reasonable prices. All work fully guaranteed. DEE'S SERVICE SHOP, 1119 VENICE BLVD., LOS ANGELES 15, CAL. Tel.: FE 7875.

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