WURLITZER 1100s MAKE MORE MONEY FOR YOU IN THESE 2 WAYS

1. The greatest CUSTOMER APPEAL of all time.

NO OTHER commercial phonograph approaches the Wurlitzer Model 1100 in quality of music or play-promoting design. And it is this combination of music and design that makes it the greatest money maker of all time.

Thanks to the famous Zenith Cobra Tone Arm and Wurlitzer engineering, the Model 1100 faithfully reproduces the finest modulations...produces clear-as-a-bell tone that sets new high standards for recorded music.

Because of less than 3/5 ounce pressure, records last up to ten times longer...sound just as good after a thousand plays as they did when new.

To these savings in record-needle costs, add sizeable savings in service costs. All major assemblies are built into easily demountable units, can be removed from two to 100 times faster than in other phonographs and replaced with "spares" when shop servicing is required.

When you buy Wurlitzer 1100s make a mental deduction of $300 from the price. In addition to their unprecedented cash box earnings, that is what savings on records and service should amount to in four years.

Replace your old phonographs that take in too little, cost too much to service. Trade them in on Wurlitzer 1100s. Put your route on a good profit paying basis by moving a better paying phonograph into every location. The Rudolph Wurlitzer Company, North Tonawanda, New York.

2. Substantial savings in record and service costs...should exceed $300 SAVED in four years.

GENEROUS TRADE-IN ALLOWANCES ON YOUR OLD PHONOGRAPH—EASY TERMS ON WURLITZER 1100s
EXCLUSIVE PROTECTION FOR CIGARETTE MACHINES, DRINK DISPENSERS, CANDY VENDORS, SCALES, ALL OTHER AUTOMATIC MERCHANDISERS AND SERVICE MACHINES.

Exclusive protection by the world famous William J. Burns International Detective Agency is offered to all cigarette machines, drink dispensers, candy vendors, scales, all other automatic merchandisers and service machines, anywhere in the U. S. A.

This internationally famed service can now be obtained by operators of the above equipment at a very special rate, covering everyone of the automatic merchandisers and service machines on each individual location anywhere in the nation.

Automatic merchants who wish the ultimate in protection at a special rate, arranged exclusively for them, should immediately inquire for full details.

Associations of automatic merchants can arrange for an all-inclusive rate for the merchandisers of their members. This special feature will meet with complete approval of the officers and members. Arrangements for meeting with any association executive board are now complete. Associations are urged to make inquiry through a responsible officer.

THE COIN MACHINE OPERATORS OF AMERICA, INC.
1309 NEW JERSEY AVE., N. W.
WASHINGTON 1, D. C.
(All Phones: HOBART 3170)
Talking It Over

At the business luncheon of the Ohio state phone op's assn. (April 14) it was extremely interesting to hear Pat Lee, old time coin man, get up and explain that the time had arrived when the op should go to 10c play. Harry's reasoning was based on the fact that most of the ops (in the Cleveland area anyway) had already cut down commissions to locations. That the location owners were "loosing interest" and "not cooperating the way they should" because of the fact that they were getting too little from the coin machines. (Of course, Harry overlooked the fact that the average location gets very, very little from the coin machine vendors and yet, goes right ahead cooperating with these ops. But, these ops have done a real job on the location owners. Anyway, to make a long story short, Harry feels that the time has come to cut back, because of inflation, much greater overhead expense, higher cost of phonos, parts and supplies, is for the music op to go to 10c play and, he says, in this way the storekeepers will be happy once again for they, as well as the ops, will be getting more money, therefore giving the juke box better cooperation and helping boom the play.

It was nice to hear that the Youngstown, O, City Council had passed an ordi-
nance licensing the operation of rolldown games. This, from what Youngstown ops report, brought in a flood of complaints, some of whom came in with trucks and sold rolldowns right off the backboards. More towns in this part of the state are expected to follow Youngstown's lead.

Quite a few juke box ops dectrying the cost of records. One noted op from Augusta, Ga., writes, "Record cost is what is killing profits." He claims that when his average $8 (gross) per week spot is collected and the op turns $4 over to the location (leaving himself with $4) and then, he adds, this is the price he has nothing left for himself. He feels that ops should get a lower price on records to make it profitable to operate juke boxes. (The 50% commission he pays is out of line, as most music ops through the nation agree, and what should be done in the case of an $8 per week gross location, at the very least, is to arrange for "overhead" to come off first, before any commish split is made. In fact, such a location shouldn't even get any commish.) But, while on the subject of rec-
ords, it wouldn't be a bad idea for groups of ops to sound out their neighbors and do the same in the matter of price by volume purchasing.

A Detroit op tells me that one of his worst problems at this time is to compete with the part-time operator who has a "job on the side." In short, the worker who operates 10 or 15 phonos and takes care of them in the evening. He claims that these men are causing all ops to face a real battle to obtain a better commish basis.

Big argument ops advance as to why they can't go to a better commission basis (even the cigarette and other vendors can have been on such a basis for many years now), but they have failed to see that co-
operate and will, instead, jump their lo-
cations by offering 50% commish. They claim that the op is the toughest of all rugged individuals. Surely, he can't be a tougher rugged individualist than the farmer. And most farmers have long ago learned that it pays them to be members of the local co-operatives. These cooperatives have not only helped the farmer to earn more for his hard labor, but have also run to the average farmer to convince him. If the average op is called in and the facts pointed out to him he should do likewise (and probably convince) than the average farmer.
NEW YORK—This publication, in all of its history, never before faced such a flood of comment, pro and con, as it did immediately after the appearance of the editorial, “What’s Wrong With Music?”, which featured a suggested graduated commission percentage scale. (This editorial appeared in the April 24, 1948, issue.)

Almost everyone agreed that there was nothing wrong with music which the operator didn’t bring down upon himself. Everyone also agreed that the average op was simply “like the carpenter who complained of his tools because of a poor job, or the painter who complained of his brushes.” All were unanimous in their opinion that many were “like the ostriches who stuck their heads into sand to hide from the hard facts which faced them.”

And the all agreed that the answer to “What’s Wrong With Music?” was simply that the operator of automatic music equipment must get a better percentage of the intake from his equipment, they were just as varied about “how” this should be done.

Some agreed (and many of these operators were amusement men) that the graduated commission percentage arrangement was best. Just as many claimed that, “We’ve already cut down on our storekeepers. They’re not cooperating with us the way they should because they’ve lost interest in the machines. They aren’t getting what they used to get and, therefore, they don’t care whether anyone plays the machine or not.

“What we’ve got to do,” these men stated, “is to give the storekeeper more profit, as much as we used to give him, so that once again he’ll make it his business to boost the play on the machine, and we’ll be able to see some profit for ourselves.”

“The answer,” they concluded, “is 10c play.”

One op put it this way, “There’s no use kidding ourselves any longer. The merchants are actually laughing up their sleeves at us. They know that we’re all wet. They also know that we can’t go on giving them brand new equipment and also giving them the service we should and still charge a nickel for the play.

“Even with front money, or a graduated percentage commission basis,” this well known op continues, “we still aren’t getting the return we should on our investment. The one and only answer is 10c play.

“The very fact,” he says, “that even the New York subways had to start charging a dime to survive, should be reason enough for everyone to charge 10 cents. It was almost tradition,” he states, “that the subways in New York would never charge more than a nickel.”

He says, “The nickel is dead. It’s worth about a penny today. And, with every storekeeper in town now realizing this, we can take advantage of the situation and get 10c play with the merchants backing us up wholeheartedly. Especially since they realize that they, too, will see some profits once again.”

A pinball op advises, “Sometime ago I tipped you off that we were testing our pin games on 10c play. We disregarded the card that was sent to us to use as far as awards are concerned. We decided that since we were offering amusement and giving the players free plays, we could do the same on 10c as well as on a nickel.

“The result,” he claims, “proved we were right. Even my partner who, at first, opposed me, is now 100 per cent with me. He sees the difference. We didn’t lose one-tenth of the players and, what’s more, our take has increased far over 75% from what it ever was. Of course, we changed the award cards and are giving more free play. Not double, but more than could be had for a nickel.

“The players realize this for they know the award cards just as well as we do. Now we are satisfied that 10c play is okay for pinballs. We’re going ahead with this idea, putting on our own 10c coin chutes, until the manufacturers wake up and do so for us. What’s more, the dime stopped minors from playing.”

The dime has become a more popular coin than the nickel, because so many, many items which were once 5c have been raised to 7c, 8c or 10c.

Therefore, with the 10c coin now outranking the nickel in popularity, more people find they have more dimes in their pockets. The coin machine field can take advantage of this fact. It can now begin to obtain the price it should for the music and amusement it offers the public.

In fact, there is no longer any doubt, according to operators who have been making tests on 10c play, that the public will go along with this increase, just as it went along with a like increase of merchandise costs in other fields.

It must be recognized by all in the coin machine field that some years ago officials of AMI, Inc., urged the music trade to go to 10c play and offered to equip their phonos with coin chutes which would take the dime.

The Rudolph Wurlitzer Company also offered this
line of reasoning, because of surveys which they made through the industry, and suggested that 10c play was the answer. In fact, the Wurlitzer people went into an expensive publicity campaign to arrange to get 10c play into action.

But, they were opposed by the J. P. Seeburg Corp. who stated something about 5c play being more or less traditional, accepted by the public, and felt that a changeover would simply hurt, instead of help, operators.

Today, as inflation goes ahead as prices zoom, while overhead costs are way up in the sky, with equipment ranging around the $1,000 (and in the case of the new Seeberg 100 record, 200 selection, mechanism) around the $2,000 mark, the operator knows that he must get more money to continue profitably.

The same is true in the amusement game field. The operator pays a heavy price for the machine he buys. He simply must be given a better opportunity to get his money out of whatever equipment he has invested in, and to do so he needs use a larger denomination coin.

Furthermore, when he continues on the 5c play (as operator after operator has reported) and cuts his location owners down to almost nothing, as far as commission is concerned, he finds little interest left in his equipment with storekeepers no longer cooperating with him.

"How much can I cut my storekeepers?", is the way one operator puts it. "I've got them down to 40% commission. But," he claims, "we have argument after argument everytime my boys collect from these storekeepers."

He reports, "Just the other day, one of my boys gave the location owner two dollars. That was his share. What was the result? He threw the two dollars back at my boy and said, 'Listen, maybe you need this worst than I do. Furthermore, get your machine the hell out of here. It doesn't pay me or my men to watch it.'"

"My boy came back and told me that we were losing the spot. I went out there and talked for over two hours trying to tell this customer why we were forced to do this. I even took bills over to him and showed him what it cost me to do business. But, in the end, we had to pull our machine. As usual, someone stepped into the spot at 50 per cent."

A phone call from another prominent operator to the effect, "There is no doubt that you are perfectly right regarding the fact that the ops must get more money from everyone of the machines they now have on location. Maybe you're right when you compare the juke box to the cigarette machines. But, you must also remember," he stated, "that the average juke box op won't work with his fellow operators and won't cooperate with any plan unless he is forced to do so. Threatening him with no longer being able to get new equipment," he forecasts, "won't do any good. Someone will sell him. Therefore, the one and only answer is to show him the way out of his troubles. And that's for him to adopt the 10c per play idea."

"Personally, I believe that the 5 plays for 25c should still remain. The quarters help in a big way to keep operators going. Maybe if we adopted 1 play for 10c, and 5 plays for 25c we would see more quarters, because of the bargain offered. There's no loss with dimes and quarters."

Of course, what is more important, and uppermost in the minds of the ops, is the fact that more and more of them are swinging over to the fact that 10c play is the answer. The five for 25c chute seems destined to remain. The answer is whether the nation's operators, as a unit, can recognize the need of all who are fighting desperately to survive.

The answer must come from the operators themselves. They must disregard the arguments which have been advanced in the past. There is no longer any doubt that their salvation rests upon obtaining more money for the very same services which they are rendering today.

It's time the operator stopped being the nut between the jaws of the nutcracker, and realized for his own good that he simply must obtain more money from each spot to exist. And the fact the dime is today a more outstanding, more widely used, and a more popular coin than the nickel, he can get the result he wants with 10c play.

Perhaps, too, ops are right who state that the average storekeeper won't continue to cooperate if he only gets "a few dollars each week" from the collection. The location must be satisfied and the operator, too, must earn a decent profit on his investment to continue on ahead, to be able to purchase new equipment, to be able to meet his higher overhead expense, to be able to buy parts and supplies.

The answer, it seems, is what ops are now demanding: that 10c play come into being in the coin operated entertainment fields, and become accepted fact as soon as possible.
VAUGHN HORTON

Riding hot and heavy on juke boxes throughout the nation with his rendition of the click recording of "Toolie Oolie Doolie", Vaughn Horton continues to amaze his colleagues in the music biz with his sensational prowess at tunesmithing. Not only did Vaughn author "Toolie", he is also the proud penner of "Choo Choo Ch' Boogie" and in the folk field, "Address Unknown", "Sold Down The River" and a flock of other hits. "Toolie" is Vaughn's first shot on wax. Exclusively featured on Continental Records.

FEATURES

★ The Nation's Top Ten Juke Box Tunes
★ The Cash Box Record Reviews
★ Juke-Box Regional Record Report
★ "Round The Wax Circle
★ Hot In Harlem
★ The Broadway Beat
★ Rollin' 'Round Randolph
★ Folk and Western Record Reviews
★ The Nation's Big 5 Hillbilly, Folk & Western Juke Box Tunes
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★ The Cash Box Disc-Hits Box Scores
The Nation's TOP TEN
Juke Box Tunes

The Top Ten Tunes Netting Heaviest Play In
The Nation's Juke Boxes, Compiled From
Reports Submitted Weekly To The Cash Box
By Leading Music Operators Throughout The
Country.

NOW IS THE HOUR
In the top spot again, with coin
pouring in like honey.

1
CA-15023—Margaret Whiting
CO-18061—Horace Heidt O.
CD-38115—Buddy Clark
CM-1702—Jerry Wald O.
DE-24378—Bob Carroll
DE-24279—Big Crosby
LO-110—Grace Fields
MA-1191—Eddy Howard O.
ME-5103—Les Paul Trio
MG-10125—Kate Smith
MU-532—Shop Fields O.
SI-15178—Ray Bloch O.
VI-20-2704—Charlie Spivak O.

BECAUSE
In fourth place a week ago, this
plug ditty surges forward to grab
the number two spot.

2
AP-1068—Hal Winters
VI-20-2653—Perry Como

SHINE
Drops one spot this week to take
over third place.

3
DE-48074—Slim Green
DE-25354—Ella Fitzgerald
DE-25353—Guy Lombardo O.

SABRE DANCE
Bombs from sixth place to latch on
to this coveted position. Play surging
throughout the nation.

4
CO-38102—Woody Herman O.
DE-24388—Victor Young O.
MG-30048—MacKinlie Marrow
SI-15180—Ray Bloch O.
RE-111—Don Henry Trio
VI-20-3721—Freddy Martin O.

TOOLIE OOLIE DOOLIE
In eighth place a week ago—here
it is in the fifth spot. Ops report
peak play.

5
CA-15059—The Sportsman
CN-1223—Vaugn Horton
DA-2015—Dana Serendipity
DE-24386—Andrews Sisters

BUT BEAUTIFUL
In seventh place a week ago, this
plug tune moves up here to notch
the sixth spot.

6
AP-1114—Phillie All Stars
CO-30014—Jerry Wayne
DE-25536—Henri King O.
KR-216—Uptown String Band
ME-2120—Aqua String Band

BABY FACE
Drops from the fifth spot to occu-
pied last week to grab the seventh
hole. Still causing loads of com-
mend.

7
AP-1114—Phillie All Stars
CO-30014—Jerry Wayne
DE-25536—Henri King O.
KR-216—Uptown String Band
ME-2120—Aqua String Band

MANANA
Takes a big drop after a sensa-
tional play across the boards. Ops
continue to find excellent play
nevertheless.

8
CA-15022—Peggy Lee
DE-24333—Mills Bros.
LO-187—Edmundo Ross
VI-20-2819—Joe Loss O.

F'M LOOKING OVER A
FOUR LEAF CLOVER
Repeats its position of last week.
A "four-leaf clover" winner it is.

9
CA-491—Albino Rey O.
CO-38100—Tony Hill O.
CO-38081—Arthur Godfrey
CO-38082—Gody Fox
DE-24319—Russ Morgan
ME-5106—Frankie Laine
ME-5100—Uptown String Band
MG-10119—Art Mooney O.
MU-543—Polly Dots
RA-10043—Jimmy Sanders
ST-11117—Ray Bloch O.
TR-220—Alexander O.
VI-25-2648—Three Suns
VI-20-2787—Curly Hicks

ST. LOUIS BLUES MARCH
Kicking up a storm for sometime
now, strong demand of ops moves
this ditty into the top ten.

10
VI-20-2722—Tex Beneke O.

VI-20-2722—Tex Beneke O.
A recent spot survey made among several large record distributors indicates that the so-called independent record manufacturers have definitely made their mark in this glorious disk business. Many point out that a majority of their sales among indie labels are on a comparative scale with the sales of the top major labels. And speaking of top major labels—the manhunt is once again to determine who is the "fifth top major." Several distribs point out that the majors exploited artists who were—more or less—declining in "sales appeal"; while the indies spring up with new talent, who surprisingly clicked nationally. Meanwhile all agree that the present stalemate in the disk biz has them bewildered. It certainly seems too early for the annual "spring slump" and yet, disk sales have fallen off. C'est le bain—the recording ban that is.

The phenomenal job nitery owner Frank Palumbo has done in Philadelphia is an example of what promotion and exploitation, through all sources, has done to put the Quaker City on the music map again. Frank's cooperation with the Philadelphia Music Operators Association in building the Click Tune Party in that city, has certainly cemented relations between the music ops and the artists and moreso, paved the way for wider phonograph promotion for those very same artists. And when mentioning Frank Palumbo, don't forget what he has done for the kids of Philly, the Damon Runyon Cancer Fund and many other charitable organizations. Our hat is off to you—Frank Palumbo.

News from the West Coast has the land of sunshine hopping. Still uppermost in the minds of local disk folk is who's stealing how much of whose records... Bill McCall of 4-Star Records back in Hollywood after a swing thru Cinex, Cleveland, Baltimores, Washington, D.C., and New York... Art Rupe, Specialty disk prexy, played host to Chl distribs Milt Salstone and Savoy Records prexy Herman Lubinski this past week... Joe Bihari tells us the touring Bihari's are bound to start the trek again. The wanderlust family—thas' all.... Debsen & Stoken Distrbs may have a sleeper in the five-year-old recording of Frankie Laine's "Wee Small Hours"... Mercury's Les Jaffe predicts another hit for his outfit with Chuck Foster's "Who Put That Dream In Your Eye", Several top Capitol execs slated to tour Europe soon to "study market and talent conditions."

Warner Bros. prepping a film on wired music, using Pantages-Maestro equipment and story material...Lou Choud of Holiday Distrib Co. claims their entry into the race field via Imperial label got off to a big money start with "17 Million Dollar Baby"... Half a dozen different legends running L.A. about eden abres (who insists his name be spelled in lower case letters)... eden whipped up a thing called "Nature Boy"... all the stories read good and most folks are eating 'em up... Aside to Bix Altman: You can get on your broom and fly to New York with another copy altho we don't believe it will help... and come to think of it we're rich—in pride... Aladdin's Mesner Bros. and Art Rupe procuring the best a la Sherlock Holmes... Where did George Oliver, Capitol Records vee pee, get that umbre?... Paul Reiner, Black & White prexy, credits the Mesner boys with being most cooperative in the current disk swindle... Cute note: Send a get well card to that Genial Irish Gentleman, Art Mooney, bedded down with an appendectomy in the Jewish Memorial Hospital, Cincinnati, Ohio.
**The Cash Box, Automatic Music Section**  
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**May 1, 1948**

**DISK O' THE WEEK**

**"I Want To Cry"** (2:50)  
SAVANNAH CHURCHILL AND THE FOUR TONES  
(Monarch 1129)

- Latest Churchill platters show as a piece music ops should run for—and find enormous acceptance with. They are titled "I Want To Cry," chimp Churchill spoons this tender piece in top notch fashion, with the warm vibrant warmth that is an absolute all thru. Wax is of the intimate variety—and aimed at race spots should come in for some heavy coin play. Flip features The Four Tones in vocal harmony with "Someday." Ditty is a standard and gets and receives a grade A sendoff by this combo. Top deck is the one to ride with.

**"Pay Day"** (2:46)  
RAT HENRY ORCH.  
(Dept 2009)

- Pair of sides for the polka spots and more rythm from the Dana label with the Ray Henry and Dana Serenade leaders on deck serving the melody. Top deck spills in gay happy fashion with the vocal group waltzing the cute lyrics in adequate fashion throughout. Big the title with the story the attractive vocal pairing is back and spires the tune greatly. Flip is an all instrumental piece that should meet with favor. Polkas that go for polka rhythm should find no fault with this pair. Music ops take note.

**"When Senorita Comes To Hear The Senor Play"** (2:58)  
JOSEPH SUDY ORCH.  
(Fortune 108)

- Bowing into the disk spotlight via this piece, Joe Sudy and his crew show as a favorable listening attraction. Wax titled "When Senorita Comes To Hear The Senor Play," and the oldie "I'll Teach You The Words Darling" is ade- quate as it stands and should go as well as fairly material. Top deck is a Latin nov- elty fling, with Joe wailing the lyrics himself. Flip is one that should be re- membered by many an one since it went like sixty many moons ago. Both sides rate your listening time.

**"Trouble Is A Man"** (2:50)  
BOYD RAEBURN ORCH.  
(Atlantic 860)

- Brilliantly fashioned tunes by chimp Ginny Powell, coupled with the excellent orchestral work of Boyd Raeburn and his crew grab a well deserved spotlight here. Topside, "Trouble Is A Man" shows the gal in fine form all the way thru her deep, meaningful piece. Gal displays her pipes in rich exuberant tones all the way. Wax has an extremely catchy refrain "How High The Moon" being thrust in yellow tempo. Spot chorus of cute lyrics add luster to the wax, to boom it all the more. For the jivesters.

**"Trombulaanka"** (2:41)  
"Long Island Polka" (2:50)  
EDdie GROEN ORCH.  
(Apollo 179)

- Pair of attractive polka sides spill here by the Eddie Groen orch, with the remainder of "Zambuanka" entitled "Long Island Polka" seeping thru. Top deck, with a spot vocal by maestro Eddie is favorable and should go well with the crowd that goes for this brand. Flip is offered in happy, carefree manner, with the dreamy displaying their capable talent fashionably throughout. Altho both sides are new in form, they are delightful pieces nevertheless. With the nation polka happy right now, we see no reason for this pair not drawing some bugals.

**"But None Like You"** (3:04)  
"The Last Thing I Want Is Your Pity" (2:57)  
CHARLIE SPIVAK ORCH.  
(RCA-Victor 20-2777)

- Teeming trumpet tones of maestro Charlie Spivak and some wax that may prove to be a boon to music ops. Top deck grabs all the attraction with Tommy Mercer and Irene Daye on deck to wall as a well designed "But None Like You." Tommy grabs the romantic chorus, with chirp Daye bouncing back for a popular spot. Background with Spivak. Flourishing flavors the disk all the way. Flip is a bit of a novelty ditty featuring Rusty Nichols in the spotlight. Title gives off the wax story throughout. Wax is there for the asking—you take it from here.

**"A Man Could Be A Wonderful Thing"** (2:38)  
"Tacos, Enchilados And Beans" (2:33)  
BUDDY RICH ORCH.  
(MGM 10174)

- Loads of kicks for the crowd that likes laughs with their music are offered here by the Buddy Rich crew with "A Man Could Be A Wonderful Thing" and "Tacos, Enchilados And Beans" with a good seeping thru. Both sides have kicked around a bit on the boxes and should be remembered by most music ops. Spot vocal in the spotlight on the pair with loads of laughy expressions abounding throughout the waxing. Top deck is the better side and might be used as filler material. Flip is tinned with Mexican relish and shows as a pleasant piece. If you have the spots, the platter merits your using this bit of wax.

**"Confess"** (2:50)  
"Love Somebody" (2:58)  
DORIS DAY & BUDDY CLARK  
(Columbia 38174)

- In the offering for some new coin action in ops' machines are these two cute sides by Doris Day and Buddy Clark. Backing the ditties in fine, light bounce meter, maestro George Siravo lends the needed rhythmic. Topside, titled "Confess" spills with strains of cute lyrics, with both chirpers coming thru in melodious style. Ditty is a split duet, with Clark & Day each having a turn in the spotlight. The same listening pleasure flows with "Love Somebody," Doris Deadline a bar spilling the vocal trickery of Day, with Clark joining in to make for both danc- ing and listening treats. Wax stacks up as adequate phonographic material—both sides should draw plenty of play.

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**FIGURES SHOWN FOLLOWING SONG TITLES, INDICATE PLAYING TIME OF RECORD.**

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**Only Records Considered Best Suited To The Requirements Of The Trade Are Reviewed On These Pages**
Exclusive Records Name
New Disk Distrib

NEW YORK—Leon Rene, president of
Exclusive Records Co., Inc., announced
the appointment of new distributors for
the firm for the states of Rhode Island,
Massachusetts and part of Connecticut,
this past week.

Farr-wood Distributors, East Prov-
dence, R. I., has been assigned the State
of Rhode Island, Bristol County in Massa-
chusetts and Windham and New London
Counties in Connecticut. State Star Co.,
Roxbury, Mass., will handle all of the
state of Massachusetts with the except-
ion of Bristol County.

Both of these distributors, Rene said,
would be under the direct supervision of
Exclusive's eastern division office in New
York.

Dana Records Tie-in
With ABC Airshow

NEW YORK—Walt Dana, president
of Dana Records, Inc., this city, disclosed
his firm's tie-up with the heavily publi-
clized air-show, ABC, "Stop The Music,
this past week.

Dana disclosed that the platter will
cut (a cappella) the initial "mystery tune"
of that radio show which caused wide-
spread comment. The song, "Visions of
Salome," with a 1906 copyright date had
no recordings available until this date.
Dana will utilize harmonica's and other
instruments deemed permissible during
the current recording ban.

The firm also disclosed that plans are
in the making for their recording all
"mystery tunes" played by the radio pro-
gram. "Stop The Music" will air Dana's
records also.

Wash., D. C. Ops Tag "Nature
Boy" Hit Record Of Week

WASHINGTON, D. C.—Music machine
operators in this city selected the Nat
"King" Cole recording of "Nature Boy" as
their "Bloomfeld Record of the Week."

The selection and program, made in
cooperation with disk jockey Eddie Gal-
laher, WTOP, CBS, will be the featured
recording in the more than 4,000 juke
boxes in the Washington, D. C., area this
coming week.

Juke Box "NATURALS"

LARRY VINCENT'S
"THOSE WEDDING BELLS
ARE BREAKING UP THAT
OLD GANG OF MINE"
PEARL No. 20

"LITTLE GIRL"
PEARL No. 22

"DOWN ON THE FARM"
(Novelty Riot)
PEARL No. 63

PEARL RECORD CO.
Route 1, Box 105, Covington, Ky.

The Records
You Need!
Write, Wire or Phone
For Complete List and Prices

M.S. Distributing Co.
1350 E. 61st St., Chicago 37
Milwaukee

Please mention THE CASH BOX when answering ads—it proves you're a real coin machine man!
**SLEEPER OF THE WEEK**

**"Raisins & Almonds" (2.56)**

**ZIGGY LANE**

(1717)

**THE CASH BOX**

Record Reviews

**"Nature Boy" (2.50)**

**SARAH VAUGHN**

(Musicraft 567)


- The great and celebrated "Nature Boy," booming as a featured item on pop music charts throughout the nation is offered here by the grand Sarah Vaughn. Although the number is followed by a chorus group is one to be widely appreciated by Vaughn's many fans, it does not match up to the caliber of the King Cole version. Sarah's vocal effort is to be marveled at— it is that fine. All the platter lacks is the Natalieing blend of an orchestra— unit could favor the wax with. Flip has the clarify, w. chord again, spooning in the oldie "I'm Glad There Is You." Waxing is favorable—with Vaughn in the spotlight once more. Top deck will draw buffalo, by virtue of the song itself.

**"There's A Man At The Door" (3.08)**

**TOBY PASTOR ORCH.**

(Columbia 38178)


- Denting a heavy niche as a phone favorite, Toby Pastor and his gang adequately show why they are, with this pair bound to prove coin winners. Top side for the "I Love You, I Love You, For The A Man At The Door," with Tony and the Choo Choo Singers bring in a ton of cuteness and oneness. Band vamps in the deck immensely, as the wax tells the story with a wave of the brush. Flip has Tony on a slow tender piece that is both charming and melodic throughout. Stuff makes you wanna grab a repeat earful. Ops are bound to go haywire once they get next to this—don't miss it.

**"Take Me In Your Arms" (3.03)**

**I Used To Love But It's All Over"**

(Faces 608)


- Pair of light melodic sides fashioned by some pleasant vocalizing and the rhythm of "Take Me In Your Arms" and "I Used To Love But It's All Over." Piano’s Pat Terry to offer the vocal chorus shows an effective material for the phonos. Strong vocal spot is pleasant as it stands. Flip’s a breath oldie that might latch on. Vocal spotlight on flip Jany Parker and a brilliant throw on Pat Terry’s — the old, Top sides should make excellent filler material.

**"Just Because" (2.59)**

**Encore Cherie" (3.04)**

**EDDY HOWARD ORCH.**

(Majestic 1231)


- Another bonanza for maestro Eddy Howard with this rendition of "Just Because." Currently kicking up a storm, Eddy’s rendition shows as one that should grab off a slew of coin. Pat Ryan's sweet blend coupled with the bright vocal spot on the Howard Trio shines emphatically, with the snapback bringing us to meet with wide approval. Flip is a soft, dulcet piece with Eddy Howard sweetening the magic waxing. Wax is moderately attractive for romane fans and should draw raves from those who follow. This is a prize winner for music ops and more hit material for the Eddy Howard crew. Don’t miss this tune.

**"It's Got To Be" (3.00)**

**"You’re My Everything" (3.01)**

**BOB CROSBY ORCH.**

(1260)


- Long missing from the phonos as a name attraction, Bob Crosby offers a pair here that should boom him over the top once again. Topside, tagged "It's Got To Be," is the one they'll yell for. Add a touch of romance to the title, chuck in Bob’s top-notch vocal talents, and you’ve got the wax message here. Flip shows Bob in favorable light also with pleasant rhythms and fashioned melody reeking throughout and the platter; "It's Got To Be"—has got to be.

**"He Sends Me" (2.49)**

**"Come And Get It Honey" (2.48)**

**NELLIE LUTCHER**

(Capitol 15064)


- Sparkling and delightful music via Nellie Luter and a pair sure to make the race stops jump. It’s the toppie we go with, with Nellie’s thinning of a howl to the metro of "He Sends Me." That’s what the disk will do—send every photo fan right to the joke box for an earful of this mellow piece. Flipped we find Nellie in her glory again with "Come And Get It Honey," more meat for ops with race spots. It’s Nellie’s piano and pipes that grab all the glory on this one. Run out and grab it.

**"Please Don't Kiss Me" (3.05)**

**"April Showers" (3.02)**

**MARGARET WHITING**

(Capitol 12508)


- Light delightful patter by thrush Margaret Whiting and a pair sure to draw some widely hit attention. Top deck is the sweet, romantic refrain, with Margaret pitching pipes to come out in excellent musical form the flip by the Frank DeVol ork, the deck takes on a much more attractive air and more instrumental work that. With the oldie, "April Showers," theme music from the flier of the same name, Marg displays her vocal talents in top notch fashion once again. Both sides should meet with fair approval on the part of all phon fans.

**"Blue Shadows On The Trail" (3.02)**

**Love Of My Life" (3.06)**

**ANDY RUSSELL**

(Capitol 15063)


- Pair of flicker tunes by heavy-voiced Andy Russell and nostalgic notes of melodic music sweep down, with "Blue Shadows On The Trail," and "Love Of My Life," offering the incentive here. Top deck, sure to get a send-off via the Disney film "Melody Time." Andy spoons this pleasant pseudo-cowboy ditty in light throbbing tones that are catchy. Mental and nostalgic notes of rapturous simplicity, Ziggy gives off with a ton of beautiful expression on this plaintive ballad. Vocal rendition here has loads of meaning and depth, with Ziggy’s pipes adding immeasurably to the platter’s winning potential. Novel quirk to marvel at is a vocal choir, substituting for orchestral backing; favors the pipers' performance all the more. Wording of the ditty is rich and warm in content and has that quality of making one want to listen time and again. Flip is the current coin winner "You Can’t Be True, Baby" with Lane turning in another first rate performance. Both sides buckl on coin play galore and items which ops are sure to reap harvest with. Latch on!

**"Crying For Joy" (2.52)**

**"Time And Again"**

(Russ CASE ORCH. (RCA-Victor 20-2778)


- Pair of sides full of pleasant melody coming with "Crying For Joy" and "Time And Again," offered here by the Russ Case ork. Chip Peggy Mann delights with some top-notch melody on the top side, with adequate backing by maestro Case. Song weaves bright bounce tempo with a dash of fine clarinet soloing. Flip has ballad side "Time And Again." Stuff fills the ether with hushed up rumba bits coated with some slighty fine vocalizing on the part of Billy. Topside should prove itself a coin puller. Lend an ear in this direction and then whir it.

**"Go Red Go"**

**"Dutch Kitchen Bounce"**

(2.58)

**ARNETT COBB ORCH.**

(Apollo 778)


- Arnett Cobb and his crew hit the top with some frantic jump tunes in the offering of "Go Red Go" and "Dutch Kitchen Bounce." Dressed up for the jazzophone set, this platter is sure to make your boxes jump for joy. Topside shows Arnett in the limelight with his terrific tenor sax going strong through out. Band vocal fills in with the title of the flip by the crooning Billy Cobb. Flip is a repeat of the top side, with the Cobb crew displaying more top notch perception work. Chorus takes the spotlight on both sides. Ops with race spots. Here to have jump would do well by this pair.

**FIGURES SHOWN FOLLOWING SONG TITLES, INDICATE PLAYING TIME OF RECORD.**
Announcing

The Exceptional Score of the New Warner Bros. Picture

"ROMANCE ON THE HIGH SEAS"

(A Michael Curtiz Production)

Words by SAMMY CAHN

Music by JULE STYNE

"IT'S YOU OR NO ONE"

Published by REMICK MUSIC CORP.

DICK HAYMES—Decca

TONY MARTIN—Victor

MARGARET WHITING—Capitol

VIC DAMONE—Mercury

SARAH VAUGHAN—Musicraft

"IT'S MAGIC"

Published by M. WITMARK & SONS

DICK HAYMES—Decca

TONY MARTIN—Victor

DORIS DAY—Columbia

GORDON MacRAE—Capitol

BUDDY KAYE TRIO—MGM

VIC DAMONE—Mercury

SARAH VAUGHAN—Musicraft

"PUT 'EM IN A BOX"

(Tie 'Em With A Ribbon And Throw 'Em In The Deep Blue Sea)

Published by REMICK MUSIC CORP.

HOAGY CARMICHAEL—Decca

PAGE CAVANAUGH TRIO—Victor

RAY McKinley ORCH.—Victor

DORIS DAY—Columbia

KING COLE TRIO—Capitol

HAL McKinley—MGM

EDDY HOWARD—Majestic

FRANKIE LAINE—Mercury

BOB GRECO—Musicraft

"I'M IN LOVE" | "RUN, RUN, RUN"

Published by HARM'S, INC.

Recorded By

ANDREWS SISTERS—Decca

Recorded By

ANDREWS SISTERS—Decca

"THE TOURIST TRADE"

Published by REMICK MUSIC CORP.

Recorded By

JACK SMITH—Capitol

Please mention THE CASH BOX when answering ads—it proves you're a real coin machine man!
Manor Records Claim Hit In Churchill Disking

NEW YORK—Irving Berman, Manor Records presxy this past week reported that his plattery had another click disking on their hands in Savannah Churchill's latest recording "Time Out For Tears." Philadelphia distrib David Rossen & Co. has already ordered 29,000 with a like amount back ordered. Manor clicked in 1947 with "I Want To Be Loved" by Savannah Churchill for which she was awarded The Cash Box "Oscar" for the Best Race Record of 1947.

NEW YORK—A recent survey conducted by The Cash Box among music operators throughout the nation disclosed that many merchants have found a new and steady market in the music field through the utilization of folk and western records. Operators who at one time filled a juke box with popular tunes alone were at a loss in seeking some means of adding to the phonograph "take." In attempting to boost this lag in play operators started using a great many click folks and western recordings in place of those few numbers in the box which did not receive fair play. The results were almost immediate. Music ops found their weekly receipts increased on phonographs by as much as $2.00 per machine.

One well known music operator in the East reported, "I'm going to buy a steady amount of folk and western records for my route from now on. Not only have I found that using these records increases my take, but at the same time it also decreases my operational overhead." "Folk tunes generally hang around in the box longer than a pop tune does," he continued. "I'll grant that I don't get as many requests since my phonograph customers lean toward popular recordings more, but I do receive quite a number of them."

"I've been leery of using folk and western records in my operation, since I had originally believed that my territory would not go for this brand of music. How wrong I was." This operator's report coincided with a great many other reports from music operators in the East, generally considered by many to be a "hard" region in which music of this sort could go over.

The recent demand for folk and western music is attributed to many factors, foremost of which is the highly successful invasion of folk and western records into the Eastern area. Many night-spots, dance halls and arenas are now using weekly bands and disking, and many folk and western artists have successfully won a wide appeal. Many college and university groups have also swung over to "hill and cow music."

Operators also reported that the use of folk and western disks in their phonographs has represented to them a steady and dependable source of revenue. Not only are operators in the East using more "outlaws" music ops throughout the entire nation readily agree that they have found a new market with this type of music. Folk and western artists contacted were elated when they learned of the increase in sales and proportional medium through juke box operators. They too concurred that the automatic phonograph would mean an additional source through which they might promote themselves for personal appearances and would also represent larger record sales.

Music Ops Use More Oat Disks In Untried New Spots; Find Steady and Increased Play and Less Overhead

OPS REPORT FOLK AND WESTERN DISKS DRAW BIG PLAY IN POP LOCATIONS

CAMILLE HOWARD
A New Star on Her First Release!
"YOU DON'T LOVE ME"
recorded by
"X-TEMPERAMOUS BOOGIE"

BEST BET
for the BOXES

DANA RECORDS
286 FIFTH AVE., NEW YORK

"MY HAPPINESS"
and
"EVER HOMEWARD"
Dana 1937

The RAVENS
The Quartet You'll Have About

EXCLUSIVE NATIONAL
Recording Artists

UNIVERSAL
ATTRACTIONS
341 Madison Ave.
New York

DOUBLE-DECKER SMASH
"FOR YOU"
"SEARCHING FOR LOVE"
National 9039

Best
The Cash Box, Automatic Music Section
Page 14
May 1, 1948

DEMAND the ORIGINAL Jon and Sondra Steele's

"MY HAPPINESS"
on DAMON RECORDS ONLY—No. D-11133
Nearing Quarter Million Mark!!!
NO SUBSTITUTE IS COMPARABLE!!!
A TERRIFIC SMASH RECORD! ORDER NOW!

DAMON RECORDING STUDIOS, INC.
1221 BALTIMORE AVENUE
KANSAS CITY, MO.

Please mention THE CASH BOX when answering ads—it proves you’re a real coin machine man!
<table>
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<th>Rank</th>
<th>Song Title</th>
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<td>Nature Boy</td>
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<td>Reet Petite &amp; Gone</td>
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<td>Inflation Blues</td>
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<td>All My Love Belongs To You</td>
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Styck-up
ON THESE CURRENT

King
RECORDS
Releases!

KING
GOOD ROCKIN’ TONIGHT
4210
Good Morning Mister Blues
Wynonie
Harris

KING
tOMORROW NIGHT
4201
What A Woman
Lonnie
Johnson

KING
ALL MY LOVE BELONGS TO YOU
4189
I Want A Bowlegged Woman
Bull Moose
Jackson

KING
SWEETER THAN THE FLOWERS
673
Left My Heart In Texas
Moon
Mullican

KING
TENNESSEE WALTZ
696
How Much Do I Owe You
Cowboy
Copas

KING
SECRETS OF MY HEART
686
Never Say Goodbye
Hawkshaw
Hawkins

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KING RECORDS
Executive Offices
1540 BREWSTER AVENUE
CINCINNATI 7, OHIO
Plaza 2211

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DETROIT 19 Selden Temple 2-2560
LOS ANGELES, CALIF. 845 S. Grandview Fairfax 7572
DALLAS, TEXAS 211 Camp Street Riverside 2756
NEW YORK CITY (Cincy Records) 763 South Ave. Columbus 5-7758
ATLANTA 237 Edgewood Ave., S. E. Alpine 4136
OKLAHOMA CITY 1517 N. Broadway Phone 3-9913
WASHINGTON, D. C. 2600 Twelfth Street, N. E. North 5166
ST. LOUIS, MO. 1620 Franklin Chestnut 0088

"Texarkana Baby"
"New Texas Playboy Rag"

BOB WILLS
(Columbia 38179)

- Grabbing this featured spot this week, Bob Wills and His Texas Playboys set with a pair bound to hypo, ops phone play. Labeled "Texarkana Baby." Bob showers Tommy Duncan to the fore in the vocal spotlight. Wordage tells of the incomparable charms of that pal. Nice, swingy tempo spills throughout, with the music suitable for the dance and listener crowd also. Flip is a lively western affair that should catch on for a ton of coinage. Top notch solo spots highlight the wax throughout to boom it all the more. Both sides are surefire coin cutters in the phones—don't miss this bet!

"Hold Your Hat"
"The Midnight Express"

CARSON ROBINSON
(MGM 10173)

- Pair of sides that beckon coin are these offered here by the able Carson Robinson and his Pleasant Valley Boys. Labeled "Hold Your Hat" and "The Midnight Express," Carson gives off with a ton of favorable wordage that spikes both sides all the way. Top side is a lively piece loaded with rhythm throughout, while the flip is a mournful ballad of lost love. Wax weaves around a choo choo story and is adequate as it stands. Carson's exceptional fine following should account for loads of calls for this pair.

"Our Baby's Book"
"Blue Eyed Elaine"

ERNST TUBB
(Decca 46093)

- Top notch tonalling of Ernest Tubb and a pair that should come in for some heavy play. Top deck gets the glory with Ernest wailing the sincere wordage to "Our Baby's Book." Wax is in the sentimental vein and should go over like wild fire. Flip is a bit more cheerful, with Ernest wailing the tale of his gal Elaine. Adequate instrumental backing on both sides add flavor to Tubb's vocal spot and spike the disk. "Our Baby's Book" will draw buffalo.

"Lonesome Train"
"Piney Woods"

THE MASSEY BROS.
(Coast 273)

- Pair of pleasurable square dance sides spill here by the Massey Bros. and show as items one may latch on to for phone material. Both sides are offered in pleasant styling, with the instrumental work favorable throughout. Top side is a folk classic and should meet with fair approval. Aim the wax at those spots that cater to the dance crowd, and ops should find phone play boosted.

www.americanradiohistory.com
WARNING...
To Operators
DON'T MISS THIS HIT!
"TEXARKANA BABY"

JUST RELEASED BY...

Eddy Arnold
RCA Victor 20-2806

Bob Wills
COLUMBIA "38179"

Eddie Hazelwood
DECCA "46129"

WE HAVE IT!
THE ORIGINAL!
T. TEXAS TYLER'S
Amazing Recording

"DECK OF CARDS"
FOUR STAR :1228

Other Records Available by T. Texas Tyler
(THE MAN WITH A MILLION FRIENDS)

#1 1008 Remember Me—Oklahoma Hills (Tex's Famous Theme Song)

1167 Follow Through
1149 You Doggone Son of a Gun
1151 Fairweather Baby
1140 Tell Your Lies to the Man in the Moon
1114 Guitar Boogie Woogie
1062 You Nearly Lose Your Mind
1051 I Hung My Head and Cried
1021 Home in San Antone
1166 Old Fashioned Love
1152 Red Light
1141 In My Little Red Book
1115 I've Heard That Story Before
1063 It's Been So Long, Darlin'
1032 Gals Don't Mean a Thing
1022 Beautiful Morning Glory
1009 Filipino Baby

For the Best in Folk Music

4 STAR RECORDS

210 NORTH LARCHMONT AVE. HOLLYWOOD 4, CALIF.
Apollo Adds Two Distr- 
Close Detroit Branch

NEW YORK—By Siegel, president of Apollo Records, announced this week the appointment of two distributors to take over the Apollo line in the states of Illinois and Michigan. S. E. Schulan Distributing Company of Chicago, under the management of R. R. Scholberg and S. E. Schulan, will handle Apollo throughout the entire state of Illinois and part of Indiana. Pan American Dist. Co., headed by Bernice Berndhan and John Kaplan in De-

Merry &

Pretty

in

her

voice

LA GOLONDRINA

"La PELAPA"

Columbia No. 37611
(C.148)

Rollin Round

GRANDPA

CHICAGO—Congrats to Sam DeCara, 
prest agent for the Harmonicats, . .. 
and to Sam’s getting married to Ruth 
Mirabella. .. how’s this guy rate such 
a gorgeous one? Tell us, Sam, tell us.

By the way, the Apollo boys are 
throwing a party for the new DeCara 
office at the Sherman Hotel on June 6. 
It’s cute, hey, June wedding bid? .. 
Jack Owens who opened at the State-

Dorothy Rae

1938 \ 39

record

And

COLUMBIA

Records

1938 \ 39

COLUMBIA

Records

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Majestic-Decca Confabs Continue; See Early Agreement; Decca Interested In Howard Masters

NEW YORK—Conferences between Majestic Records and Decca Records were learned to be continuing this past week, as executives of both firms continued to discuss the aspects of an agreement claimed at Decca’s acquiring some of the assets of the Majestic plattery, who recently filed petition under the Chandler Act, Chapter Eleven.

Of most importance to both platteries, was the status of the Eddy Howard contract and master recordings. Representatives of Howard, who last week claimed they would discuss no new contractual agreements with any recording companies, (The Cash Box, April 24) were learned to be possibly considering a tie-up with either Columbia or Decca. Any major recording company would immediately welcome the acquisition of Howard since he is one of the nation’s leading record sellers.

Question brought to the limelight this past week was the status of the Louis Prima recordings and masters. Prima had a slew of hit recordings with the Majestic plattery; among them “Angelina,” “Robin Hood,” “Please No Squeezat Da Banana” and many others. These masters would likewise represent an invaluable asset to Decca, should they be interested in them.

Greedily evidenced this past week was the lack of record distribution of the Majestic firm in the Greater New York area. Music operators have made repeated inquiries as to where they can purchase the Majestic platteries. Since Majestic Brands, headed by Lou Suritz, closed the New York office, music ops in this city have been without a means of buying Majestic records.

Atlantic Records Align Disk Distribution

NEW YORK—Herb Abramson, president of Atlantic Records, new firm that hit the record market early this year, announced last week that the company has added three new distributors to its sales line-up in the past ten days, giving the diskery a total of 15 outlets.

Newest distributors to handle the Atlantic label are, Pan American Dist. Co., of Detroit and Cleveland; Ronda Record Dist. of Newark, N. J., and Millner Records Sales of Kansas City and St. Louis.

Other Atlantic distributors include Connat, New York; Schwartz Bros., Washington, D. C.; Scott-Crosse Co., Philadelphia; Chord Distributors, Chicago; Post & Lester Company of Hartford; and the Penn Midland Company of Pittsburgh.

The firm disclosed that they are still interested in distributors for the south, southwest and northwest.

Awarded for the Best Record of 1947

VIII MEANS "LIVING SOUND"

Tony Pastor
and his Orchestra
currently at Frank Dailey’s Meadowbrook, Cedar Grove, New Jersey
are breaking it up with

At a
Sidewalk
Penny
Arcade

COLUMBIA RECORD #38142

IF "OSCARS"
WERE GIVEN FOR
OUTSTANDING
Needle PERFORMANCE

More PermO needles sold than all other longlife needles combined.

PERMO POINTS
Made by the original and world’s largest manufacturer of longlife phonograph needles.
PERMO, Incorporated
Chicago 26

** STAR **
TRANSLUCENT BLANK
TITLE STRIPS

THE FINEST, WHITEST PAPER OBTAINABLE.
$1.50 PER BOX OF 4000 STRIPS... AT YOUR
SEEBOURG DISTRIBUTOR

PERMIO TITLE STRIP CO., Inc.
P. O. BOX 6125
PITTSBURGH 12, PA.

Please mention THE CASH BOX when answering ads—it proves you’re a real coin machine man!
## Additional Tunes Listed Below in Order of Popularity

<table>
<thead>
<tr>
<th>No.</th>
<th>Tune</th>
<th>Artist</th>
<th>Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>21</td>
<td>Slap 'Er Down</td>
<td>Candy Clark</td>
<td>Decca</td>
</tr>
<tr>
<td>22</td>
<td>Lover</td>
<td>Frank Carle O.</td>
<td>M-G-M</td>
</tr>
<tr>
<td>23</td>
<td>Deck of Cards</td>
<td>Vic Damone</td>
<td>Capitol</td>
</tr>
<tr>
<td>24</td>
<td>Golden Earrings</td>
<td>Bob Houston</td>
<td>Decca</td>
</tr>
<tr>
<td>25</td>
<td>Thousand Islands Song, The</td>
<td>Sammy Kaye O.</td>
<td>Decca</td>
</tr>
<tr>
<td>26</td>
<td>Ballerina</td>
<td>Perry Como</td>
<td>Victor</td>
</tr>
<tr>
<td>27</td>
<td>You Were Meant for Me</td>
<td>Guy Lombardo</td>
<td>Decca</td>
</tr>
<tr>
<td>28</td>
<td>Peanut Vendor</td>
<td>Andy Russell</td>
<td>Capitol</td>
</tr>
<tr>
<td>29</td>
<td>Worry Worry Worry</td>
<td>Frank Sinatra</td>
<td>Columbia</td>
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Please mention THE CASH BOX when answering ads—it proves you're a real coin machine man!
### Manufacturers New Equipment

#### MUSIC

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<thead>
<tr>
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<tbody>
<tr>
<td>Model A w/ play meter</td>
<td>...</td>
<td>...</td>
<td>$897.50</td>
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<tr>
<td>Model D w/ play meter</td>
<td>...</td>
<td>...</td>
<td>$887.50</td>
</tr>
<tr>
<td>Automatic Hostess Complete</td>
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<td>...</td>
<td>$875.00</td>
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<td>Station Unit</td>
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#### HIDEAWAY CAB.

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#### FILLEN

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<td>25</td>
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#### BUCKLEY

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#### MILLS INDUSTRIES

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#### PACKARD MFG. CORP.

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#### COUNTER GAMES

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#### ROCK-OLA

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#### SEEBURG

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#### BUCKLEY

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#### WILLER

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#### GEYER

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### Bells

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#### PINS

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#### CONSOLES

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#### parts and supplies

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### Manufacturers New Equipment

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### Summary

The page contains information about various equipment and machines, including music equipment, counter games, consoles, and parts and supplies. The page also includes a list of manufacturers and their products, such as Bally, Buckley, and Seeburg, along with prices and descriptions for each item. The page is formatted with tables and lists to clearly display the information.
Buckley BUILDS THE Best

NEW CABINET ASSEMBLIES

FOR MILLS ESCALATOR BELLS
HAMMERLOID OR WRINKLE
YOUR CHOICE OF:
Cherry or Diamond Ornaments, Maroon, Copper, Gold, Green, Aluminum Gray, Chocolate, Surf Blue.
- Complete new precision-built light wood Cabinets expertly finished with perfect fit of new aluminum castings.
- Club Handle and Handle Col- lar chrome plated.
- Heavy brass chrome plated engraved Reward Plates, 2/5 or 3/5.
- 5c-10c-25c chrome Denominator Coin Intake.
- Payout Cups with anti-spoon Cups.
- Drillproof Plates.

$50.00

Buckley gave Music Operators the FIRST practical and profitable music box at the LOWEST PRICE. Today, Buckley leads the field by offering a NEW music box of advanced design and perfection at a NEW LOW PRICE.

Quality of material and workmanship have not been sacrificed. This sensational low price is the result of economies realized in large quantity production.

The new Buckley Music Box is glistening chrome plated, with beautiful red dial plates and attractive chrome trim. It is filled with positive nationally known slug rejector and double capacity cash box. Complete program of selections always in full view. Buckley’s exclusive features of construction, combined with outstanding beauty and eye appeal makes this the outstanding remote control music box, equally popular for wall or bar installation.

$25.00

BUCKLEY TRACK ODDS has long been recognized as the one proven-on-the-road machine that would stand up month after month—year after year—and out- runs all other coin machines. Buckley operators know this to be a fact. Experience has proved that no other machine can even come in a close second from the standpoint of earnings. Every day new operators are finding out that the new BUCKLEY TRACK ODDS are even more profitable to operate than they hoped for.

$1250.00

Buckley Manufacturing Co.
4223 WEST LAKE STREET • • • CHICAGO 24, ILLINOIS

(PHONE: VAN BUREN 4436-37-38-4533)

Please mention THE CASH BOX when answering ads—it proves you're a real coin machine man!
YOU’LL FILL THE TILL with JACK ’N JILL!

Everybody’s favorite, JACK ’N JILL in a glamourized game with new play incentives! None can resist the novel animation on the big colorful backboard, or the fast, tantalizing ball action! Watch them thrill to the excitement of amazing recovery shots with super-sensitive Flipper Bumpers! See how fast they respond to the attraction of Flashing Eyes on the playing field. Yes, Sir! Profits climb, too, when JACK ’N JILL go up the hill!

SCORING FEATURES GALORE!
- 2 COMPLETE SEQUENCES — “JACK” “JILL”
- BONUS AND BONUS BUILD-UP!
- DOUBLE BONUS! ADVANCE BONUS!
- HIGH SCORE! FLASHER EYES! plus
- Original FLIPPER BUMPERS, of course!

WASHINGTON, D. C.—The Interstate Commerce Commission this week handed down a third interim freight rate increase to the railroads. The new boost supersedes the two previous interim freight rate boosts and will continue until further orders of the ICC. The new order incorporates the 20 per cent previous increases and adds an average of 4 per cent more.

ICC said the total increase over the amount yielded by the rate increase of October 6, 1947, when the first 10 per cent interim increase was granted, is $1,912,000,000, or 21.4 per cent. Basic freight rates are to be raised as follows: Within Eastern territory, 30 per cent above last September’s rates; within Southern territory, 25 per cent above last September’s rates; from, to and within zone one of Western trunk line territory, 25 per cent; within Western territory (other than zone one), 20 per cent; inter-territorially between Southern territory and Western territory and also between these two territories and Eastern territory, 25 per cent.

The railroads in their original petition of July 3, 1947, and the supplemental petitions of September 3 and December 8 had asked for a total increase of 41 per cent in the Eastern territory and $1 per cent in the West and South. This increase asked for averaged out to 29.2 per cent.

ICC said that the total increases in gross freight revenues of Class I railroads from June 30, 1946, to and including the present increases, are estimated at slightly more than $2,500,000,000, or about 48 per cent. The freight rate boosts become effective upon publication by the railroads, and should be in effect the early part of next week.

Please mention THE CASH BOX when answering ads—it proves you're a real coin machine man!
MANILA, PHILIPPINES—The dozen or so operators in these islands are making favorable progress, although only five of the number would be considered legitimate by standards recognized in the states. The others are small, running a few pieces each. As a matter of fact, those five companies who operate substantial numbers of machines really are distributors more or less.

All types of games of skill are permitted to be imported, but first a demonstration showing at least 75% skill in operation must be made to the Chief Appraiser and the Chief of the Legal Division of the Philippine Customs. Naturally, under these conditions, slot machines, punch boards, etc., are not permitted legal entry.

Almost all amusement devices are on a 5 and 10 centavo play. Operation of automatic machines is 25 centavo (American) and 10 centavo (5c American). For Uniform records cost $1.50 to $2.20 depending on the label. Contrary to most impressions, the greatest enemy here is not warping of records due to the intense heat, but due to the accumulation of dust. Most of the phonos have crystal pickups and generally they stand up very well.

Installations of electricity have been improving continually. All current in Manila is 220 V, but variable transformers must be used especially in districts where the current drops to as low as 180. Outside of Manila, such as Cebu City, Baguio and Davao, where there has been some equipment placed, the play is not too big, and non-electric machines are most popular, due to the electricity problem.

Those machines that are given an OK by the Chief Appraiser and the Chief of the Legal Division of the Philippine Customs are licensed by the city, with fees payable on each machine.

The threat of fire in one of the big buildings as fires occur practically every day. Under these conditions fire insurance rates are almost prohibitive.

With the population of this city increasing from a pre-war 250,000 to over a million today, the transportation problem is most difficult.

Bill Suter, General Manager of Morcoin Company, Ltd., one of the biggest distributors here, points out that the biggest problem of all is the lack of competent mechanics. "I have one man (part Filipino and part Swedish) who has learned to take care of all equipment without any real training," reports Bill. "I had one American mechanic who came over when I came here, but the heat was too much for him and he left after two months. While in the States last September I hired a fellow recommended to me highly, but it turned out that the Filipino was teaching him. Another operating problem is the telephone situation. The telephone system was completely knocked out during the war. So it was not before the first American phones, Bally amusement devices, Electric Shockers, Chicago Coin Goofies, Watling Systems, and Gottlieb Hand-Grips. In addition other equipment has been brought in, including Wurlitzer and Seeburg phonos.

Equipment that is brought into Manila by Morcoin is in turn exported to them by Japan, Korea, Okinawa, Iwo Jima, and other territories.

Coin Machines in Philippines Offer Big Opportunity For Ops

Progressive Coinmen Overcome Local Problems

 BRAND NEW and USED

STEEL BALL ROLLDOWNS

and

WOOD BALL ROLLDOWNS

SELLING OUT AT REAL LOW DOWN PRICES

Tell Us What You Need!

MAKE AN OFFER!

Wire - - - Write

BOX No. 159—THE CASH BOX

381 FOURTH AVENUE • NEW YORK 16, N. Y.

Please mention THE CASH BOX when answering ads—it proves you're a real coin machine man!
NEW YORK — "JOE PASSED AWAY THIS AFTERNOON — SIX O'CLOCK. ARRANGEMENTS LATER. MRS. JOSEPH CALCUTT."

The telegram (that yellow piece of paper) was short—to the point. Just a cold piece of paper. Telling of great grief—in the bluest of blue print.

Telling of the passing—of a "man."

For if ever there was a man—a man who most definitely helped to make this business—great—that man was Joseph Calcutt.

Joe, even during his lifetime, had become a fable of a grand and outstanding gentleman who, because of his intelligence, foresight and vision, made this coin machine business—a truly great and grand business.

Those who knew Joe personally. Who spent some time with him. Who visited with him. Who listened to him—went away thrilled and enthralled—after listening to a man whose logic, whose outlook, whose faith, and whose belief in this world—was far above the small. Troublesome problems of business procedure.

Here—was a man.

True to the tradition of the South—Joe Calcutt was a gentleman—who surprised a great many who came to visit with him—by leaving the room whenever ill was spoken of any man—whether that man did him harm—or whether he didn't even know him. This, in Joe's character, won for him great respect—and even greater friendship.

They will speak of Joe Calcutt as long as there will ever be coin operated products. They will talk of him because, much due to him, great progress was achieved for the products of this industry.

In Joe Calcutt this industry had its fabulous character. In Joe Calcutt—there was the story of greatness—of charity—of love—of faith—of the type of man any industry in all the world—would have liked to call its own.

Long, long ago the story of Joe Calcutt, his beginnings, and his rise in this industry, was written. It told of a youngster who drove a horse and buggy for a man who introduced coin operated products into his state. Of his wanderings—and then of his decision to settle down in the small town near his birthplace.

He made this town world renowned.

His firm—The Vending Machine Company—"Venco"—with his famed "Key To Success"—became known to thousands on thousands of peoples all over the earth's surface. From Timbuctoo to Nome—the name—Joe Calcutt—The Vending Machine Company—was as well known as it was in these United States.

It just doesn't seem possible—that Joe Calcutt is no longer here—on earth—to lead, to guide, to give confidence and faith—to smile—to chuckle—and to point the way to his friends.

Perhaps up there—someone wanted a grand sort of person—a gentleman—a man of business outlook—a sound, solid, great man—and so they chose him.

To all who knew him and all who loved him—Joe isn't gone. His advice—his teachings—his manner of doing things—quietly, efficiently, with generosity and gentlemanliness—can't be gone.

Joe's still around.

He's around—because of the things he did—the ideas he left behind—and the fact that he was so fabulous—so grand in his approach—will always keep him around—death does not take away such character—nor the memories of man.

They will tell tales of Joe Calcutt for years and years to come. He will always be pointed to as what could and should always be the case for every man who engages in this, or in any other, business.

But, regardless of what they say of him as a great business man. Regardless of what tales they tell of him and his plans, his ideas, his strategy—no memory will outlive the fact that—he was—simply—a "man."

A man all were proud to call—"friend"—a man who all will long, long remember—because—someplace—sometime—all will want to meet with him again—just to spend a pleasant hour with him—to talk—to a "man."

No, Joe isn't gone. Never will be gone. Because—such a man—leaves an indelible mark behind him—which forever clings in the consciousness of all who knew him—and loved him—until they, too, pass on.
BUCKLEY TRACK ODDS AND PARLAY LONG SHOT

Hundreds of operators know from actual experience that Track Odds and Parlay Long Shot are the greatest money-makers ever offered to the coin machine trade.

If you don't know it, here's your chance to find out—and it won't cost you a cent. Both Track Odds and Parlay are available in nickel or quarter play—for straight cash or check payout.

Order a sample today on our thirty days' free trial offer explained below.

TRACK ODDS
Illustration at the left shows the TRACK ODDS top glass. From one to seven coins may be played at one time. Winner is indicated by the spinner and odds changer shows odds. Players like the TRACK ODDS because it is easy to understand and gives them ACTION and THRILLS.

PARLAY LONG SHOT
Illustration at the right shows Buckley PARLAY top glass. Notice the big odds—10-15-20-25-30 to 1 plus jackpot as high as 500 to 1. Naturally the PARLAY is a real favorite with long shot players. It's an ideal companion console for the TRACK ODDS.

SPECIAL OFFER!
Try it before you buy it! Pay no money down! Thirty days' free trial to established operators.

We are making this special offer to prove to you that Track Odds and Parlay Long Shot will give you better mechanical performance and will make you more money than any other console. Let us know the type of location in which Track Odds or Parlay Long Shot will be placed and we will recommend the model for your particular location.

Buckley Manufacturing Co.
4223 West Lake Street • • CHICAGO 24, ILLINOIS
PHONES: VAN BUREN 6636-6637-6638-6533

Please mention THE CASH BOX when answering ads—it proves you're a real coin machine man!

LOS ANGELES, CAL.—Operators of amusement machines in this city named a public relations committee which will endeavor to inform the public of their side of the question in the current legal action. Gordon Hopper will act as chairman of a six-man committee, which includes Harry Goldman and Gabe Orland.

With several cases now pending before the municipal courts in the legal hands of Tom Howard and Joe Altman, the operators decided that their side of the matter should be brought to the attention of the general public.

"So far the publicity has all been released by the City Attorney's office and the Police Department" stated a leading operator, "and it reads a little loaded against the 5,000 coinmen and members employed by them, and others who derive an income, that stands absolutely clear of the city's anti-pinball machine ordinance."

At present, it is reported, the major issue involved in the court cases, along with minor trimmings, is whether the holes on a board are to be considered "objectives or obstructions."

Washington, D. C. Music Guild Holds Meeting

WASHINGTON, D. C.—The Washington Music Guild, Inc., music operators association here, held its regular meeting Tuesday, April 13 in the Blue Room of the Hamilton Hotel.

P. R. Chapman, president, conducted the meeting and many important matters were discussed. Foremost was the plan to soften up the locations for a better commission arrangement. The Public Relations division has developed a series of three letters to be sent to each location. These letters will explain the operators' problems, and the last letter will list the commissions that are equitable for a profitable continuance of their music service.

In addition, it is planned to donate music machines to every high school in the territory for use in their recreation rooms. Hirsh de LaVies, chairman of the public relations committee, started the ball rolling with the donation of five machines.

The membership voted to contribute $100 to George A. Miller to assist in the great work being conducted by the national group.

Hirsh, who had been acting as temporary business manager at no salary until a professional manager can be employed, was given a vote of confidence for his efforts in organizing the association, and for his activities since its inception.

The Guild membership has shown continuous growth and at present represents 60% of the music machines in operation in the area.

Attending this meeting was the famous band leader, Gene Krupa, together with his manager.

Following the procedure of meeting every second Tuesday of the month, the next meeting will be held at the Hamilton Hotel on May 11.

Angott Sales Co. In New Large Quarters

DETROIT, MICH.—Carl and Leo Angott, Angott Sales Company, played host to a large attendance of coinmen at the recent opening of their new headquarters in this city.

Assisting Carl and Leo were Charles Andrews, sales manager, and the members of the staff.

Tony Hicklin, sales manager of Packard Manufacturing Corp., came in from Indiana to be opening the new offices.
BRAND NEW ALL THROUGH!

VIRGINIA

The Game You’ve Always Wanted!

★ PREMIUM AND DOUBLE PREMIUM SCORE
★ PYLON LIGHTS
★ 5 ADVANCE PREMIUM ROLLOVERS AND FAST PREMIUM BUILD-UP
★ SCORE TO 900,000
★ AMAZING 6-FLIPPER ACTION

ORDER FROM YOUR DISTRIBUTOR TODAY!

Williams MANUFACTURING COMPANY
161 W. HURON STREET
CHICAGO 10, ILLINOIS

Young Distrib. Opens Newark, N. J. Offices

NEWARK, N. J.—Young Distributors, Inc., exclusive distributors for The Rudolph Wurlitzer Company, announced the opening of offices in this city at 381 Avon Avenue.

Pictured above is the executive staff of these offices. From left to right: James V. Sisti, manager, Mike Colland, assistant manager and sales chief, and Robert Schulze, service manager.

Young Distributors, Inc., who have been serving music merchants in this area from its New York offices, opened these local offices in order to be closer to the music operator, stated Joe Young and Dan Kipnis, heads of the firm.

“The Newark offices will strive to assist the New Jersey music operators to the utmost,” stated Sisti. “The Wurlitzer 1100 has proved to be the outstanding machine making music machine at this time, and we are in a position to make immediate deliveries to operators in New Jersey up to and including Trenton. Our service and parts department is complete and ready to give the usual prompt Wurlitzer service. In addition, this office will carry a complete line of used phonographs that will be completely renovated and reconditioned prior to being sold.”

Mike Colland, well known to music men throughout the area, will call on them personally, to assist in solving any problems that may arise.

Please mention THE CASH BOX when answering ads—it proves you’re a real coin machine man!
THE BEST
BY ACTUAL LOCATION RETURN
NEW
Pro-Score
AT
NEW
LOW
PRICE!

Not just another rolldown game—but the greatest—steadiest, biggest money-maker in all rolldown games' history— the others are gone—but "Pro-Score" is still selling—and selling bigger than ever—that's why, because of volume production, we are now in a position to offer you—a new low price—get over on "the right side of the fence"—write for new, low price today!!!

George Ponser
COMPANY
158 EAST GRAND AVENUE
CHICAGO 11, ILLINOIS
(PHONE: SUPERIOR 4427)
•
250 WEST 57th STREET
NEW YORK, N. Y.
(PHONE: CIRCLE 6-6651)

YOU DON'T GET WRECKS WHEN YOU BUY AT REX RECONDITIONED FIVE BALLS

VOY CLEAN, MECHANICALLY A-1
WILLIAMS: Sunny $125.
GOTTIEB: Humpty Dumpty $118.
CHI-COIN: Bermuda $160.
UNITED: Singapore $135; Tropicana $150.;
VICTORY SPECIALS $150.00
DAILY RACES $150.00
1/3 Deposit Required, Balance C.O.D.

Rex Coin Machine Co.
2629 Jefferson Hvery, New Orleans 25, La.
Phone: TEMple 4656 • Al Morgan, Gen. Mgr.

SACRIFICE! 2 AMI's
1947 MODEL "A"
Slightly used. On location only short time. Selling out.
WHAT DO YOU OFFER?
BOX #143
c/o CASH BOX
381 4th AVE., NEW YORK 16, N. Y.

Please mention THE CASH BOX when answering ads—it proves you're a real coin machine man!
WILL BLOW GREATER PROFITS YOUR WAY

- Extra Special Adjustable Free Game Feature.
- More Ways To Advance Bonus Scores.
- Speedier Flipper Action to The Top of Board.
- The Player Action Is Exciting and Fast.
- SIX Original FRB Features.
  (FLOATING ROLL-OVER BUTTONS)

ORDER FROM YOUR NEAREST DISTRIBUTOR

Genco MANUFACTURING and SALES CO.
2621 NORTH ASHLAND AVE. • CHICAGO 14, ILL.

Please mention THE CASH BOX when answering ads—it proves you're a real coin machine man!
OPERATORS ONLY — FREE AD LISTING

READ THESE IMPORTANT RULES! As a subscriber to THE CASH BOX (The One and Only Operators' Magazine—IF IT IS NOT SOLD ON NEWSSTANDS) you are entitled to a FREE listing in each and every week's issue of whatever machines and merchandise you may want to BUY or you may have for SALE. Your list must reach THE CASH BOX, 381 FOURTH AVENUE, NEW YORK 16, N. Y., on the Wednesdays of each week. Your listing will be given a special code number and all inquiries will be sent directly to you for your consideration without any inquirer knowing who you are. YOUR NAME AND ADDRESS WILL BE KEPT CONFIDENTIAL. You can mail your listing each week on your own letterhead, or even on a penny postcard, but, your name, address and phone number MUST BE ENCLOSED or else your list will not be published. VERY IMPORTANT: Please do not list prices of any merchandise or machines you have for sale or want to buy.

TEAR OFF, FILL OUT, AND MAIL THIS PART IMMEDIATELY TO:
THE CASH BOX, 381 FOURTH AVE., NEW YORK 16, N. Y.

Please list the following in the next issue at no charge to me:

NAME
FIRM
ADDRESS

—

N. Y. Police Seize Games; Industry Seeks Injunction

Trade Claims Games Meet Legal Requirements

NEW YORK—Game operators in this city were stunned and shocked by the sudden action of the police department, which started a drive to seize their equipment without the slightest warning.

Operators and locations were given summonses charging violation of section 982 (prohibits the possession of gambling equipment). This move by the police department is considered not only unfair, but vicious by the trade here. In recent weeks identical complaints were dismissed by the courts after hearing the testimony of police headquarters. "We can only consider this action" states Theodore Blatt, attorney for the games association, "as a war of attrition to discourage the operation of our equipment. We are doing everything in our power to overcome this high handed procedure of the New York police department."

Meanwhile more than 400 storekeepers and operators who received summonses were arraigned in the city's Magistrates Courts, and the cases were adjourned until May 4 and May 11.

According to reports appearing in all the daily papers, over one thousand pieces of equipment were seized. The first few days only pin games were picked up, but later on in the week rolldowns (both wooden balls and steel balls) were being seized.

Teddy Blatt, heading a group of top legal talent, started to work immediately, seeking an injunction restraining the police from molesting any equipment, claiming the games were stripped to comply with any and all legal requirements. Up to press time, the battle was going on behind closed doors, and the injunction hadn't been issued. However, Blatt is confident of having the injunction by the end of the week, or at the latest the early part of next week. The trade's attorneys are also confident that when the cases appear in court, a favorable decision will be forthcoming.

ROLL DOWN BARGAINS!
STEEL BALL ROLLDOWNS
Tropicano $165.00
Singapore 135.00
Bermuda 165.00
Cover Girl 135.00
Gold Mine 135.00

WOODEN BALL ROLLDOWNS
Total Rolls $50.00
Bing-A-Rolls 250.00
Advance Rolls 120.00
Chicago Coin Roll Down 125.00
Hy-Rolls 225.00
Williams Box Seats

All orders must be accompanied by 1/3 deposit—Balance C.O.D.

Dave Lowy & Co.
594 Tenth Ave., New York 18, N. Y.

Phone, Wire for Quantity Price
OPERATORS' EQUIPMENT

WANT—Bally DeLuxe Draw Bells; New 5 balls in original crates at closeout prices from overstocked source. FOR SALE—Selecta, selective candy bar vendors. Panoram machines complete with new film! Wurlitzer 61 counter model Skylark 1-ball. (Code #51935)

WANT—6 column Rowe Royal and 6 and 8 column Rowe President cigarette machines. FOR SALE—5-10 column Royals and 3-10 column Presidents, completely refinished and overhauled. (Code #51936)

WANT—Complete 50 station AMI Automatic Hostess studio and subscriber equipment in good condition. (Code #51918)

WANT—12 consoles, Mills 1947 model Three Bells, in use only 2 months. 75 slots. Mills Black Cherry, Mills Blue Front, and Mills Cherry Bells. All machines just off location and in perfect shape mechanically and in appearance. (Code #51938)

WANT—1 Kirk Guesser Scale; 1 Columbia Scale, mirror-in-front; 1 Peerless scale porcelain, tall; 1 National Scale tall, big 21cl, porcelain. Will trade for Face or Rockola Scales. (Code #51919)

FOR SALE—9 Bally DeLuxe Draw Bells. (Code #51920)

FOR SALE—5c and 10c Jewel Bells, like new; 1947 Columbias, interchangeable; 1 Dewey console PQ; 1 Super Bell; 1 Club Bell comb; 1 Faces Reels Jr. PQ; 1 Face Reels comb. w/ tails 5c; 2 Chicken Sam; 1 Shoot-Your-Way-To-Toke; 1 Rapid Fire; All prewar pinballs ready for location, cheap. (Code #51914)

FOR SALE—5 ball FP pin games clean and ready for location: State Fair, Amber, Ballyhoo, Tornado, Tally-Ho, Arcade equipment: Liberator, Chicago Coin Hyper, Super Torpedo, Scientific Batting Practice. (Code #51921)

FOR SALE—Pre-Flight Trainers, complete with maps and projectors. Used only 19 months, will sacrifice. (Code #51929)

FOR SALE—Model "A" AMI, 1947 phonos. Used only 3 months. Am selling out. Make your highest offer in first letter. (Code #51922)

FOR EXCHANGE—1 Telematic industrial and background wired music studio. (Code #51926)

WANT—We are in the market for good rolldown games of all kinds. Get in touch with us. Tell us what you have to offer. (Code #51925)

WANT—Mills 10c & 5c Black Cherry Bells; Bally 5c Double Ups; For sale: Wurlitzer 304 steppers; Wurlitzer 145 steppers; Jennings Silver Moon Totalizers; 1¢ Watlings; Mills Melon Bells. (Code #51931)

FOR SALE—Have large quantity of ABT targets will sell cheap. (Code #51928)

FOR SALE—Brand new Personal and Solotone non-selective music boxes. These are the best and the latest. Absolute antique. Name your own price. Write quick. (Code #51930)

FOR SALE—Pinballs and rolldown games. Wood or steel ball rolldowns. All merchandise is guaranteed. Write now and tell us what you need and what you want to pay. We'll meet the price. (Code #51923)

WANT—Victory Derby F.O. For Sale—Free play games: Carousel, Kilroy, Playboy, Torch Flingo, Rocket, Cyclone. (Code #51927)

WANT—Closeouts on new five ball or one-ball tables. Also want Wurlitzer 71 with stand. (Code #51924)

FOR SALE—Wurlitzer 600R, 616, 412, Rock-Old Standard, Seeburg Royal. Make offer. All in good condition. (Code #51901)

FOR SALE—HiTones, Envoys, 244's, perfect condition. Just off location. No reasonable offer refused. (Code #51902)

FOR EXCHANGE—Pace & Black Cherries 10c & 25c to trade for 5c slots. (Code #51905)

FOR SALE—A-1 bargains. Cigarette and Candy Vending machines. All makes, models, lowest prices. What have you to sell. (Code #51904)

FOR SALE—Four Bells. Good running order. With Bannister skill lanes. (Code #51906)

FOR SALE—Free Plays. Big Tops, Jumbo Parades, Silver Moons, Wurlitzer 71 & 61, Hockeys, Guns, Grips, Target Guns, Empty phonograph cabinets for Wurlitzers, Rock-Olas, Seeburgs, Parts galore for all pre-war phonographs, Solotone Boxes, Amplifiers. (Code #51906)

WANT—Bally Double Ups 5c, Bally Wild Lemon 5c, Mills 10c and 25c Black Cherries, post-war United Pin Games. (Code #51907)

WANT—Wurlitzer 331 Bar Boxes, Wurlitzer 320 Wall Boxes. (Code #51908)

FOR SALE—ABT Target Skill machines, Balzer's Kicker & Catchers, Grotechen's Fives Peaks. (Code #51909)

FOR SALE—1 set 5/10/25 Black Cherry, 1 set 5/10/25 Copper Chrome, 2 10c Original Chromes, 4 Mills Three Bells. (Code #51910)

WANT—Packard Adaptors for Wurlitzers, new or used. (Code #51911)

WANT—Used route records, paying top prices, plus freight. (Code #51912)

WANT—A few Watling Scales, either Fortune, Jr. Tom Thumb or 500 series Fortune. No other makes or models wanted. (Code #51913)

WANT—Panorams full view or Pekk. Also want parts for Panoramas. (Code #51932)

FOR SALE—Music, Wall Boxes, Five Ball payouts, over $10,000 worth new five balls on route 15 years old, city over 90,000, heavy building program in progress. Reason for selling given by mail. (Code #51935)

FOR SALE—350 phonographs on locations largest city in the deep south. Net income from $90,000 to $150,000 yearly. In whole or part. Owners retiring after 20 years in business. Will show books to potential buyers. Everything verified. First inspection. First time route offered for sale. (Code #51937)

WANT—Clean used Bally Jockey Specials; Malise; Click. FOR SALE—Over 100 clean post-war 5-ball games and Keeney's 1-ball, Favorite, like new. (Code #51934)

FOR SALE—Wurlitzer phones, most all models; also Seeburg and Rockoals. Bally Triple Bells, Bally Draw Bells and DeLuxe Draw Bells. Many other consoles. (Code #51915)

WANT—Goosenecks; Blue Fronts; Mills Q.T. (Code #51916)

WANT—Bally Victory Specials and used Eurekas. FOR SALE—Or will trade the following: 1 Seeburg Casino; 2 Seeburg Vologues; 1 Seeburg Classic; 1 Wurlitzer 800; 1 Wurlitzer 950; 1 Wurlitzer 600K; 1 Wurlitzer Victory, 600, 500 and 2-24s; 2 Wurlitzer 616; 4 Wurlitzer 412s; (Code #51917)
WANT—To Purchase for export shipments—Model 1015 Wurlitzer, 1946 AMI's 116 and 174 Seeburgs. State quantity and your best price. Write, Keeney Distributor Co., INC., 2251 W. PICO BLVD., LOS ANGELES 6, CALIF.

WANT—The used records from your boxes. We buy steadily all around. Top prices paid. Sell to Chicago's Largest Distributor of Used Records. We pay freight. Write, Call or ship to: USED RECORD EXCHANGE, 4142 W. ARKANSAS AVE., CHICAGO 39, ILL. Tel: Dickson 7606.

WANT—Used Juke Box Records. Unlimited quantities. Top prices paid. We pick up within a radius of 150 miles. Write to: B. C. H. MEL MUSIC CO., 2809 OCEAN AVE., BROOKLYN 29, N. Y.

WANT—Used Juke box records. Highest prices paid. Unlimited quantities. We purchase all year round. Compare our prices before selling your records. We pay freight. Call, Wire, Write FIDELITY DIST., 1547 CROSBY AVE., BROXON 61, N. Y. Tel: Underhill 3-5761.

WANT—Bally Triple Bells; Bally Draw Bells; DeLuxe Draw Bells; Bally Eurekas; Mutoscope Fan Front & Red Top Diggers; '47 Rock-Ola, Wurlitzer & Seeburg phonos; Packard & Aircon Hideaways. Will buy over-stocks of late new or used Pin Games for resale. Quote best prices, quantity and condition in first letter in first class.—F. B. POLLARD CO., 725 LAIRIN ST., SAN FRANCISCO, CALIF. Tel: ORdway 3-3069.

WANT—New and used wall boxes, Wurlitzer 3011, Packard and Buckeye Chomos, no plastic sides. EMPIRE STATES DISTRIBUTORS, INC., 220 SOUTH UNION, PUEBLO, COLO.

WANT—New and Used Wall Boxes, Adapters and Speakers; Twin 16 Adapters for Rock-Ola; Mills, Jennings F. P. Mint Vendors; any 25 cycle equipment. ST. THOMAS COIN SALES, LTD., ST. THOMAS, ONT., CANADA.

WANT—Will buy any quantity used slot machines, all makes and models. Also Colombias, Gooseneck Mills Q.T.'s Vest Pockets. Quot lowest prices in first letter. Machines must be in first class condition. AUTOMATIC GAMES CO., 2258 W. PICO BLVD., LOS ANGELES 6, CALIF.

WANT—I DeLuxe Bally Draw Bell, and Triple Bell; Keeney's Three Way Twin and Single Super Bonus Bells; Mills original Black Cherry Bells. No quantity too small or too large. Spot Cash! SILENT SALES COMPANY, 200 ELEVENTH AVE., SO., MINNEAPOLIS 15, MINN.

WANT—I Grill for Wurlitzer 800; 1 Bottom Grill for Rock-Ola Super. IDEAL NOVELTY CO., 2923 LOCUST ST., ST. LOUIS, MO.

WANT—New or used 1946 Buckley Long Shot Parleys. Must be very clean. Quote Price and Quantities. ANDREWS' VEND. INS. CO., 7 OLD ANNAPOLIS BLVD., GLEN BURNEY, MD. Tel: 506.

**FOR SALE**

**FOR SALE—**New Black Cherry and Golden Falls Case Assortments. Each Assortment consists of Castings, Wood Case, Club Handle, Drill Proofing, Award Card, Jack Pot Glass, etc., completely assembled and packed in individual cartons. Write for list of all sizes. STRIKE & REBUILD SLOTS. WOLFE MUSIC CO., 1201 W. MAIN ST., OTTAWA, ILL. Tel.: 1312.

**FOR SALE—**2 brand new Chicago Coin Goofales; still in original boxes. $50 ea.; $75 2 

**FOR SALE—**3 Bally 3-Hand $45 ea.; KING-PIN EQUIPMENT CO., 2826 MILLS ST., KALAMAZOO, MICH. Tel.: 2-0021.

**FOR SALE—**10 5c and 9 10c Walling Big Games, best console built. Owing to closed territory, will take $75 each. First come, first served, 1/3 down, C.O.D. HYG MUSIC COMPANY, 1415 WASHINGTON AVE., SOUTH, MINNEAPOLIS, MINN.

**FOR SALE—**Mills: Original Black Cherries, all late serial numbers: 5c: $135.90; 10c: $144.50; 25c: $149.50. Golden Falls: 5c: $134.50; 10c: $139.50; 25c: $146.50 — 1 or 2 cherry payouts. AUTOMATIC GAMES CO., 2838 W. PICO BLDV., LOS ANGELES 6, CALIF.

**FOR SALE—**3000 records—never used—good numbers—25c ea., or 20 assorted numbers in boxes at $5 per box. GEORGE NOVELTY CO., 1716 WASHINGTON AVE., NORTHATPON, PA.

**FOR SALE—**Roll Down Rolls: Advance Rolls $175; 140f. Bang-A-Fitty $150; Sportsman Roll $60; Roll-A-Score $50; Bang-A- Roll $300; Hy-Roll $275; Hawaii $200; Singapore $225; Tropical $200; CROWN CRANE CO., 86 SNow- Den Ave., SCHENECTADY 6, N. Y.

**FOR SALE—**The original change dispenser Nickle Nudge $3.45. ea. Write for quantity prices. Victory Special $125 ea., Gottlieb Daily Races $175, Kneen Hot Tip $250, Strikes 'N Spares $295. WESTERN DISTRIBUTORS, 1226 S.W. 16th AVE., PORTLAND 5, ORE. Tel.: AT 7655.

**FOR SALE—**5-Ball Pin Games, shipped in good cartons: Baseball $69.50; Big Hitter $79.50; Bonanza $124.50; Broncho $104.50; Cond $99.50; Cover Girl $99.50; Crossfire $69.50; Fast Ball $29.50; Flamingo $99.50; Gold Ball $89.50; Havana $79.50; Hawaii $22.40; Honey $79.50; Lightning $64.50; Lucky Star $82.50; Maurice $99.50; MableView $29.50; Mele $49.50; Mexi $124.50; Opportunity $24.50; Oscar $74.50; Playboy $84.50; Ranger $89.50; Stage Door Canteen $29.50; Stormy $170.50; SVU $24.50; Waltz $49.50; Wizard $49.50. Immediate shipment, subject to prior sale. 1/3 deposit required, balance C.O.D. HIRSH COIN MACHINE CORP., 1300 NEW JERSEY AVE., WASHINGTON 1, D.C.

**FOR SALE—**The Biggest Show In Town Is Always At Crown, Baby Victory Spectra $15.00; Victory Derby $13.50, Bally Rare $19.50; Sunny $135; Humpty Dumpty $140; Singapore $140; Bermuda $140; Tropicana $135; Hawaii $105; Mexico $95. These machines are excellent and the prices are right. 1/3 Deposit required, balance C.O.D. CROWN NOVELTY CO., INC., 920 HOWARD AVE., NEW ORLEANS, LA. Tel.: Canal 7137. Nick Carabas, Gen. Mgr.

**FOR SALE—**Advance Rolls $150; Total Rolls converted to 600,000 score, including roll-over buttons $100.; Geno Playball $85; Super Hitting Peleties $85; Western Deluxe Baseballs $60; Jennings Roll-In-Barred $50. Will trade for Walling Scales. State trade conditions. WISCONSIN NOV- ELTY CO., 5721 Grayson Ave., Milwaukee 6, WIS. Tel.: 10010.

**FOR SALE—**Brand new $2 500 regular ABT Coin Chutes spe- cial $1.50 each while they last. COLUMBIA MUSIC CO., 1514 N. 33rd AVE., PORTLAND 13, ORE. Tel.: TR 5592.

**FOR SALE—**62 Andrews Variety Shops five compartment 16" candy vending machines. All reconditioned. New, equipped with stands. Write or call W. J. MANNING, 211 W. WACKER DRIVE, CHICAGO 6, ILL. Tel.: FFranklin 5233.

**FOR SALE—**Roll Down Games; Bally Hy-Rolls $165; Geno Advance Roll $119; Geno Double Roll $99; Bally Coin Roll Down $99; United Roll Down Singapore $99; Hawaii $89; Tropicana $125; Mexico $99; A.M. ACE CAR VENDING CO., 810— 8th St., MIAMI BEACH, FLA.

**FOR SALE—**25 New Chicago Coin Catalina. Write or call for special closeout price. K. C. NOVELTY CO., 419 MARKET ST., PHILADELPHIA, PA. Tel.: Market 7-6391.

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**FALL SALE—**Completely refurbished, one ten station Automatic Hostess Unit can be used as 1st, 2nd or 3rd unit; 10 Soldier bases. 1 Sales location amplifier and complete set of parts for slide-in Studio amplifier. Make us cash offer on any or all. AUTOMATIC PHONOGRAPH CO., 165 E. RICHMOND AVE., PEORIA, ILL. Tel.: 2-1214 or 3-5511.

**FALL SALE—**30 pre-war Rock-Ola Wall Boxes, 5c, 5/10c/25c, as is $2.50 ea.; 6 Metal Rock-Ola Bar Brackets $2.50 ea.; 3 Rock-Ola Roto Selectors, 3 Power (light) transformers, 2 Remote volume controls, these will make 2 complete units for $142 or 2 Rock-Ola to use with Rock-Ola pre-war wall boxes, all three $125 or best offer. 1 lot of Chicago Coin Goofale parts, 2 motors, 2 doors, etc., all for $25, 12 motors (spinners) for the first Bally, Chn Coin and Exhibit post-war machines, all for $30. 1/3 Deposit. PHILLIPS NOVELTY CO., INC. 21B, 5916TH, N.W., WASHINGTON 9, D. C. Tel.: Col 3709.

**FALL SALE—**2 Volts $20 ea.; 1 Surf Queens $25; 2 Fast Ball $37.50 ea.; 2 Canteens $22.50 ea.; 1 Big Parade $22.50; 2 Spielbound $37.50 ea.; 2 Kilvros $50 ea.; 2 Rio $32.50 ea.; 2 Mexes $70 ea.; 3 Havana $22.50 ea.; 3 Bally Coin $45 ea.; 2 Sea Breeze $37.50 ea.; 2 Mysters $52.50 ea.; 1/3 Dep. Machines in A—1 Cond. BANK'S NOVELTY CO., 4300 BANK ST., NEW ORLEANS, LA.

**FALL SALE—**4 Singles and one double unit Reeve Ice Cream machine, $250.00. NEW HARDY CO., 25 MORTON ST., MALONE, N. Y. Tel.: 884.

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**MISCELLANEOUS**

**NOTICE—**Music Operators. Motors reconditioned $5.50; Wurlitzer counter model trays refurbished and rebushed $6.50. BILL'S PHONO MOTOR REPAIR, 921-923 AVE., CHI- CAGO 21, ILL. Tel.: Englewood 8192.

**NOTICE—**Music Ope: We re-grind your used phone needles scientifically and guarantee complete satisfaction. Hundreds of operators use the service constantly. It's a big saving. Write for complete details and free shipping containers. RE-SHARP NEEDLE SERVICE, BOX 770, FT. DODGE, IOWA.

**NOTICE—**Rent a machine with option to buy. 2/3 of actual credit is cashed toward purchase. Trinidad $60, Manhattan $35, Superliner $35, Dart $29.50, National Novelty $30, NATIONAL NOVELTY CO., 183 E. MERRICK RD., MERRICK, N. Y.

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**PARTS & SUPPLIES**

**FOR SALE—**Tubes, 60% off list, standard brands. All tubes boxed. Extra special: RCA-6C4 15c.; M-46, M-47, M-48 Tubes $1.50 per 100. Send for your latest tube list. ENGLISH SALES CO., 620 W. RANDOLPH ST., CHICAGO, ILL.

**FOR SALE—**Parts and supplies for all types coin operated machines. Send for illustrated wall chart. Lists over 1200 different items from A to Z. If you operate coin machine stop you should be on our mailing list. BLOCK MARBLE CO., 1425 N. BROAD ST., PHILA., 22, PENNA.

**FOR SALE—**Radio Tubes, 60% off in quantities over 50. Popular brands! Can be assorted. All types in stock. Television Lens for 10" screen, $24. Mazda bulbs, No. 47, $10 per 100. No. 40, 44, 46 and 47, $4.50 per 100. No. 51 or 55, $4 per 100. Bulbs can be assorted. BELMONT RADIO SUPPLY CO., 1921 BELMONT AVE., CHICAGO 13, ILL.

**FOR SALE—**Skee Ball & Ray Gun Operators, Attention: #21489 Chico Gun Lamps 45c.; $2416 Tubes $1.41 ea.; $2212 All-Diaphragm Photos. Skee Ball and Ray Gun Coin Chutes $2.50; old 73c ea.; Resistors for Wurlitzer Skee Ball $1.20. Send for our new Skee Ball, Ten Strike Ray Gun parts list. RELIABLE PARTS CO., 2312 IRVING PARK RD., CHICAGO 18, ILL. Tel.: Irving 4600.

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Please mention THE CASH BOX when answering ads—it proves you're a real coin machine man!
CHICAGO CHATTER

Many of you will be seeing this issue for the first time at the Hotel Radisson in Minneapolis on April 26 and 27 when the four state convention gets under way. With the ops of Wisconsin, South Dakota, Nebraska, and Ohio is no doubt that a great many important problems will be openly aired in the Radisson. At the same time many manufacturers and their representatives will be present to show the ops their latest wares. It is believed that this will be a most successful coin machine history. Much credit to Ken Ferguson of Stillwater, Minn. for the grand publicity work he has done to attract so much attention to this meet. To give you some idea of the work involved, just try to get the ops together in your locale greatest, and many will say they can't hold this boy down.

“Big” Ben Becker of N. Y. C. (Ballyman) around town this past week and much in the company of Herman Pater... wonder why Ben won’t play “gin” with Art Garvey any more? Ray Williams of Commercial Music, Dallas and other Texas points, in our town, too, this past week... Ray’s got some sweet ideas regarding the coin box. Would you write about, Ray? Dave Wallace of Market Mfg. Co. has a cutie... claims that “Leap Year” comes only once every four years... meaning, of course, that the new Marlex “Leap Year” game is so good that only one like it every four years will be put on the market. Joe of Market Mfg. Co. for the four state meet to show the boys what he means... Jimmy (Globe) Johnson all enthused over his “lightening” changer. Jimmy claims “This is it!” Skeet Moore over at Williams Mfg. Co. is in love... with a gorgeous gal, he claims... name!... “Virginia.” “And, says Skeet, he proposes to marry her in about three weeks.”

Some ops in discussion here stated, “Two greatest one-balls ever made in this business are Bally’s “Gold Cup” and “Club Trophy” one-ball...” to which Herman’s brother, brother, you know that Bally’s got something... something in mind to make about quiet a play. Bally’s ability to build the greatest one-balls... anytime... anywhere... and under any conditions... Ordinarily Dave Maloney for one week... and have the ops visiting factor ever yet do. And, even tho’ we aren’t allowed to report it, just remember, only a very, very smart guy would do something which requires the most sincere expression of confidence in the guys in this biz... you’ll probably hear about it... in about a week or two.”

Lou. Van Buren... just made a brief past week visit around Rock-Ola Mfg. Co. and learning all about it... one can buy... you can buy... and credit to this business. L. C. (Lindy) Force of A.M. getting himself all worked up around the four state meet as well as the big showing to be had in the business. For those ops who have not heard, it seems that Lindy gets up nites to think about those who come together... take it easy, boy, take it easy.

ST. LOUIS

Flood waters in lower Illinois and Missouri sent a lot of operations, including wholesaler and coin-op, to the sky, and chairs in riverbank locations this week. Down at Cape Girardeau quite a few phonographs and pin games were bailed out of stores. Bailing out of towns are studying the water levels as the great “river” of last year’s drenching... Joe of Centralia, Ill., was visiting around distributor showrooms over the weekend, and claims rural Illinois prosperity is disappearing fast. “Or else it’s just scared money” Jewett opined, “Nothing is falling off in districts where incomes are staying up.”

We had a call from Bill Betz, head of W. B. Novelties, who states he will make a statement regarding closed competition which is being carried around St. Louis. “I don’t want to say whether I’m in favor of it or not” states Betz, who ought to know both sides of the question.

Many distributors are against closed competition and such stand as a front money, location splits, etc., we learned after querying four leading firms. While there is no question that each one of these distributors is working as a small group to see if it has a bad feature in that machines won’t be replaced as often, according to distributors who are also operators. “When you sell a pinball... that is where the chances are they won’t replace the equipment as often” one distributor pointed out. “And then the national sales offices of the manufacturers.”

Eventually, overloading operation will actually cut the take per month, because new equipment, which shows peak pull, is the secret of keeping a route profitable.

One of St. Louis’ better known ops seconded this line of thinking last week when he said, “Because they won’t take in maximum play in any location, is the real cause of the shortage.”

In pinball, as opposed to bowling, any kind of string, as well—as then we get the best play from the best locations, and move equipment down to a lower level.

Several Joe Van Buren... including Bud Walter from Vending Sales Company, Perryville, Mo., Connie Carson from the Distributing Company, and Hesertay Shell, of Belleville, Ill.
The games division received a staggering blow here this week when the police department issued orders to pick up all games in the city. At another meeting, the police went into action, and as is usually the case, picked up everything indiscriminately. Local jobbers and distributors refrained from opening up Monday morning, and orders were not being given. It was noted that they had fallen on their promises. Originally the order was directed at pin games, but later on in the week, additional instructions were issued to pick up rolladows, both wood balls and steel balls.

Previously, locations were being badgered by the police, who permitted games to operate, but intimated that the other irritating actions would cease if they gave up their games. The sudden maneuver of confiscating equipment came as a surprise to the trade, as previously attorneys for the operators had succeeded in getting dismissals in court on identical complaints.

All the newspapers carried feature stories, including photos of equipment confiscated by the police. Even the New York Times found space on its first page for a lengthy story. The amount of games picked up is estimated over one thousand. Location owners and coinmen appearing in court to answer summonses were told the cases were postponed due to the city's need for time to prepare its case. They will come up again on May 4 and May 11.

Meanwhile, Teddy Blatt, attorney for the association, sought to secure an injunction restraining the police from molesting the equipment, but up to press time, the injunction hasn't been issued.

Coinmen here are going to put up a strenuous fight, as they feel that the equipment has been stripped to comply with all regulations, and are being operated according to law. They cannot understand just what procedure the police will bring their case to court, as all games being operated in the city weren't "easily convertible," which would be the only premise to confiscate games.

** Music operators were keenly interested in the city's new regulation that coin away fares to 10c. With the public conscious of the inflated values of all commodities, the 10c fare will make them aware of the fact that the nickel is worth only a cent or two, and that products that were sold for 5c must now get 10c to survive. As one of the leading music ops put it "We should have been getting 10c a play for a long time in order to operate our business profitably. However, with the last bulwark of the nickel, the subway fare, pushed into the discard, I believe music machine operators will soon be able to obtain a dime."

** It looks like Hirsh de LaVie of Hirsh Coin Machine Company, Washington, D. C., is in for a lot of kidding. Known throughout the length and breadth of the land as the industry's foremost practical joker, Hirsh has been on the giving side most of the time—now he'll have to take it. It was recently announced that he was associated with The Coin Trade Operators of America, Inc., a firm offering the coin trade the William J. Burns protective agency. The Washington Music Guild (music machine operators association) presented him with two Sherlock Holmes hats and a pipe in an hilarious occasion. All this preliminary build-up is to point out the reason for Hirsh's embarrassment.

While he and his family were sleeping peacefully last Sunday morning, a sneak thief broke into his home and snatched his wallet, tie clip, cigarette lighter, etc., from right under his nose. It is believed that the thief is one of vic-
tims of Hirsh's pranks, just give it right back to him now.

** Murray and Bill Weiner of U.S. & A. Vendors, were found at their Tenth Avenue office this week playing host to coinrow's visitors. Murray states that these offices will be renovated and kept open continuously now that the cigarette manufacturer is ready to make deliveries. The new electric model is on display, and Bill and Murray are enthusiastic over its performance. "It's an operator's dream," claims Murray. "It's a service that enables a county of capacity, and beautiful appearance." . . . Ben Becker, Ben Becker Sales Company, (Bally regional representative) back from Chicago. . . . The newly formed Syracuse Coin Machine Industries (gamen's association) would like to have a copy of by-laws and code of ethics from other associations so that they can use it as an aid in setting up their organization. Send them to Al Craner, Atlas Equipment Company, Syracuse, N. Y.

Barney (Shugy) Sugeran, Runyon Sales Company, tells his friends that his daughter, Lorraine, recently

became engaged to Norris Hughes, who operates a machine, J. N. Boy. Kohln is attending Upsala College, having spent more than two years in the Navy as a petty officer on a mine sweeper in the Pacific area. . . . Al Blendow, Blendow & Meyers, Inc., has two salesmen on the road, and reports they are sending in some fine orders for arcade equipment. Meanwhile, Al contacts the local trade. . . . Bert Lane, Seaboard Corporation of New York, reports than Genco's "Trade Winds" is getting a big play in his territory, as his salesmen sending in plenty of orders. . . . Young Distributing Company, announces the opening of their New-

ork, N. J., offices this week. Offices are located at 361 Avon Avenue. Jim Sim is the manager, and Mike Collard, the bridgehead is his assistant, and in charge of sales. Mike just returned from a Miami honeymoon and is fit for his new assignment.

All the coinmen from this city who were present at the Hotel Hollenden in Cleveland, (April 14) for the big banquet of the Ohio state phonos ops' association, will never forget the speech made by the county chairman of the American Cancer Society when Jack Cohen, president of the Cleveland and Ohio state ops, presented him with a check for $10,000 for the two day show the ops put on featuring famed recording stars and also advised that wasn't all the money for many tickets were still out and more shows expected to come in. The county chair-

man of ACS advised the 600 people who were present at the banquet in a sincere speech he made that this was the largest single donation for the American Cancer Society in the history of the county. Furthermore, he stated, where for the twelve years work which they have been doing only about 10 per cent of the people in the county even knew about them, because of the marvelous publicity obtained by the julex box ops for ACS, he could safely state that over 75 per cent of the county knew all about the American Cancer Society today. That's the sort of praise which helps this industry immeasurably. No value can be placed upon it. It has always been the hope and the appeal of The Cash Box to all coin men everywhere in the nation to win greater recognition for themselves and for their industry to enter wholeheartedly in such effort. This is real public relations work for the first time in many, many years to Cleveland for the grand job done for ACS.

** Willie Levey, Supreme Automatcics, Inc., Brooklyn, N. Y., visiting coinrow on his regular Tuesday trek, seen relaxing over one of his maturing groups of coinrows. Among others was old Al Simon. The ever-smiling Willie doesn't lose his good humor due to the present adverse game situation. . . . Teleco Corporation places three Tele-Juice vendors at La Guardia Airport's domestic terminal, the Barnev & Sales, Inc., Philadelphia, manufacturers and distributors of the "Kenro" Ice Cream Vendor placed its first machine in the Jefferson Hospital in that city. They state that all profits derived from the sale of these products being turned over to the Crippled Children's Fund. James B. Kendig is president of the firm, and Sam Rogove is treasurer.
Dropped in at Pacific Coast Distsributs and found Len Micon and Genco's Art Crane among the many distrubitors and factory men who are genuinely concerned about the welfare of the many small ops even beyond any concern for their own fate in the current situation . . . Lynn Brown next door on Washington Blvd. is also in there pitching with the boys while keeping one eye on his promising shuffleboard business . . . Bill Williams, always ready for an amiable chat, gave out with some comment on this matter that reflects his mellow philosophy of some 50 years plus of studying machines and people . . . and figuring out what makes 'em click . . . At General Music Co. found Bud Parr in and Fred Gaunt taking a few days off at 29 Palms and without the lady of the same name (29 Palms, that is) . . . Bud said it was a pleasure jaunt but we'll bet our Christmas bonus Fred will come back with a couple of new machines that he has been thinking over for a little under the weather lately, should be perked up by his fresh big shipment of Sally's super 5-ball "Ballera" . . . Speaking of the weather, this town has been two shades hotter the last few days than we expect the hot place to be . . . and we're talking about the temperature, not the game situation . . . W. R. Happel of Badger Sales had a long distance visitor this week in a Mr. Anderson of the Honolulu Recreation Co. . . . He was anxious to get back to the semi-tropic isles just to cool off.

Bill Wolf, headman of M. S. Wolf Co., turned gypsy again this week after being home for a short seven days . . . This time he popped back to San Diego . . . His shipments of new AMI 50 selective boxes are streaming right in and out again with Nels Nelsen counting them as they go by . . . Jack Gutsbhall was literally up to his ears in Packard 5a-more, 5-balls and sundry equipment this week . . . Jack decided to do a little spring cleaning and had his furniture and stock shifted all over the place . . . At E. T. Mapes Co. Ray Powers reports his trip to Tucson was a profitable one . . . for the firm, if not him . . . Genial George Warner hit Automatic Games' theme tune with a "Things are fine by us . . . out-of-town business is steadily on pick-up" . . . It's nice not to have to worry too much about the local situation . . . Finally ran into Jay Kurtitz in his new rig . . . The busy vending machine exec. threw us a plug for his chewing gum machine vendor, ready for delivery next week with a new type of coin board and ratched type weights to prevent merchandise from slipping.

LOCAL operators and distributors of rolldown games have come out swinging back in defense of their good names and livelihood . . . City ops this week got together and named Gordon Reper as chairman with a Committee of Six, including Harry Goldman and Gabe Orland, in seeking public recognition of their just cause . . . with several cases now pending before the municipal courts in the capable legal hands of Tom Howard and Joe Altage, the boys figured it was high time to let the public know what's going on . . . So far the publicity on this matter has all been dispensed by the City Attorney's office and police department . . . and it reads a little loaded against the 5000 operators, distributors, delivery truck drivers, service mechanics and merchants who derive a living or necessary supplementary income from a game which stands absolutely clear of the city's anti-pinball machine ordinance . . . At present the major issue involved in the court cases, along with all the political trimmings and assorted spinach, is whether the holes on a board are to be considered "objectives or obstructions" . . . Meanwhile crime marches on and the local elections draw nearer.

Seen on Coin Row this week: N. P. Craver of San Diego . . . E. G. Patterson from Corona . . . Stanley Little in from Lakeville Village . . . Inglewood's Johnny Nelson and John Hawley . . . Downey's John McGee and L. D. Smith . . . Carl Collard and William Shorey from San Bernardino . . . Jerry Cooper from Riverside . . . While a little too distant for anything but newspaper reports and stretched thin grapevine, the goingson up Santa Cruz way last week made for some interesting comment . . . Seems that the town's police chief accused State Atty. Gen'l of men of seeking "protection" money from Santa Cruz slot machine operators . . . The thing went around and around, and when complaining ops couldn't (or wouldn't) identify any of the state's men as the shookdown artists, Gen'l Fred Hower and Police Chief Huntsman called each fine fellow and went back to their respective political fences.

Baltimore

Frank Kummer, of the Kummer Novelty, Spring Valley, Minnesota, drove into town for the day, to make a few calls . . . Carmen Rober and Harold Jordahl of Luverne, Minnesota, visiting distributors in Minneapolis. Although they have just been in the business for a year, they are coming along slowly, but steadily . . . The four state Northwest Regional Show will open at the Radisson Hotel, Monday and Tuesday, April 26th and 27th. The only distributors to show during this convention will be the La Beau Novelty Company, and Bush Distributing Company. The Hy-G Music Company sent out several thousands of invitations to operators in the territory inviting them to attend their "open house" which will be held on those dates.

Charlie Bohnen of St. Cloud, Minnesota in town for the day . . . J. Allen Kirt of Deer River, Minnesota sold out his route and has moved to Denver, Colorado. The name of the new owner has not been established . . . Harold Peterson of Bethel, Minnesota drove into Minneapolis and spent a few hours calling on a few of the Twin City jobbers.
UNITED'S WISCONSIN with NEW "Player Controlled Kickers"

✓ Center Roll-Over Lights WIS-CON-SIN
✓ Double-Double Bonus
✓ High-Scoring Units
✓ Automatic Shuffle
✓ Replay Button
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