Interpret these figures in terms of your own business and you will appreciate why it will pay you to modernize your route by trading in your oldest phonographs on new Wurlitzer 1100s.

Like John Price, you will find that the Wurlitzer 1100 will protect your top spots against all competition. Price said, "I have placed Wurlitzer 1100s in locations alongside of three other leading makes. The 1100s stayed in. The others went out. The 1100 has better, more natural tone—is the right size and has everything that it takes."

With its modern, streamlined turret-top design, the Wurlitzer 1100 stops the crowd. No other commercial phonograph can be compared with it for quality of music. Thanks to the Zenith Cobra Tone Arm, a record played 1,000 times sounds just as good as it did the first time. The Encore Program Selector intrigues people into playing it again and again.

This combination of music and design makes the Wurlitzer 1100 the greatest money maker of all time.

You, too, can make more money by replacing 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 stepping up your top spots with Wurlitzer 1100s and then putting a better paying phonograph in every other location right down the line. The Rudolph Wurlitzer Company, North Tonawanda, New York.
All Aboard! Make your trip with Coronet, on the shortest route to operating success. You'll see bigger profits and smoother operation all along the way. You pay as you go... because payments come from collections instead of capital. Beautiful styling, perfect tone, and years of trouble-free service... all for 495! Make yours Coronet... the most profitable automatic phonograph on the market.

The World's Finest Phonograph Equipment... at the World's Lowest Prices

All Aboard
FOR GREATER PROFITS!

Coronet "400"

with Aireon's Coronet

Coronet "400"

Aireon MANUFACTURING CORPORATION
General Office: 1401 Fairfax Trafficway, Kansas City, Kansas
In Canada: Mafco Corp. Ltd., 4001 St. Antoine St., Montreal, Que.
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THE CASH BOX

"THE CONFIDENTIAL WEEKLY OF THE COIN MACHINE INDUSTRY"

THE CASH BOX IS THE OPERATOR'S MAGAZINE
IT IS NOT SOLD ON NEWSSTANDS

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The problems which confront the industry today, and which seem so vast and so ineradicable, are but of picayune stature. They will be solved rapidly and with dispatch within a reasonably short period of time.

This industry has only just begun to grow. It has been groping forward to a new greatness. It has felt, somehow, held back within itself. It seems ready for great expansion—yet, somewhere, something seems to be pushing against it;

Most of its members have their noses pressed too closely against the trees. They should step away to gain the full view—the full significance of the great possibilities which this field presents to them and to all the business world.

Nothing new has been presented to this industry since the opening of the post-war period. The same juke boxes, in more glamorous coat, are still here. The consoles, slots, arcade machines, merchandise vendors and service equipment—are exactly what the trade knew years before the war.

There have been a few new types of machines talked about, and some shown—such as the frozen food, the hot dog vendors and a few others—but nothing yet which would mean the great development all looked forward to when the war was finished and the post-war era got under way.

This business is headed for its greatest recognition and acceptance. It must, whether it does or does not so desire, become a great leader in a great country of great industries. It is so destined because it is so efficient and so economical and because it does the one thing better and easier and simpler than any other method yet been known to man—it merchandises itself—silently and with completeness.

This industry has just begun to grow. These short spasms of production lags—these small problems which seem to so stifle this trade today—are but the growing pains which will soon solve themselves to help make this a greater and grander industry tomorrow.
NEW YORK—One of the newer innovations in the coin machine industry is the entrance of part-time operators. This has been a matter of complaint from operators in the larger industrial cities that many employed persons were buying very small parcels of big routes and operating ten or fifteen machines in their spare time.

The complaints which were being registered were in regard to the fact that these part-time operators were "cutting commissions" and were "upsetting many of the operators who were working as full-time operators and were faced with daily work.

This brought about a request by one large midwest operators' association that wholesalers stop selling the part-timers in view of the fact that they were really not operators" and that they were "hurting the trade generally in that area.

But, since that time, more and more of these employed peoples have entered into the operating picture. Operators of very large routes have cut these up and parcelled them into small units. They have then sold these very small units to employ part-timers who cover a route of approximately ten or fifteen machines during both spare time in the evenings and on Saturdays.

Operators have sent The Cash Box clippings from the "Business Opportunities" sections of various newspapers around the nation showing small routes being offered as part-time businesses to people seeking to supplement their present incomes.

The Cash Box has just come from questioning just such a part-time operator. At present he has 15 machines working. He is now seeking to buy a few more. He believes that, eventually, he will let go his present job to enter into full-time operating.

This was the recent years ago when pinballs and juke boxes were first introduced to the trade. Many, at that time, were employed people who entered into this business on a part-time basis and gradually became full-time operators.

It seems that the same course of events is again taking place. The employed part-timer finds it much easier to supplement his present salary income than to start out right seeking his complete income from this business.

One thing which wholesalers have learned about the part-timers (the same was true years back) is that they are very careful buyers and also that they want to buy, whenever possible, on a long extended time payment plan.

The very fact that they are employed has caused this to be much easier for them to do than for the average full-time operator. Because they hold a position where they obtain a steady salary they have been financed by loan companies and banks where operators have had to depend upon wholesalers obtaining finance for them.

One well known wholesaler reported that he can obtain financing for these part-time ops for their purchase of two or three or just one machine, much easier than he can for the average operator who comes into this place and has been buying from him for years.

This opens another course of study for the trade. The facts are, that, the new part-timers are not buying machines. They are, instead, buying routes. That is, machines already on locations. In this way they avoid many headaches and immediately obtain income for themselves.

Also, in view of the fact that they are not completely dependent on their small routes for their living expenses, they are able to concentrate on increasing the income and have, in many cases, worked up some fine little coin machine businesses.

It is also noted that the majority of these part-timers have entered into the juke box division of the field, instead of choosing the games business.

One well known operator who reported some time ago that he believed his route, at the present time and under present conditions to be "top heavy," now states that he has gradually sold off over half his former number of machines to just such small new part-time operators.

He believes that the vast majority of these men (better than 85 per cent of all claims) will prove to be good operators and who will remain in the coin machine industry. He also says that of this figure at least 50 per cent will become full-time operators eventually.

Therefore, this opens an entirely new path for the entire industry. Perhaps this is the "entrance of new blood" period which all have been conjecturing about for some many months now. It may bring in an entirely new type of operator. It will, of course, if the trend continues as at present, find a much larger number of operators in the industry than ever before. But, the greater majority will be ops of very, very small routes.

The largest of the part-time routes so far discovered amounts to 35 machines. This happens to be a juke box route. Older operators claim that this isn't hard to handle, even during spare time. They state that any ambitious man with five open evenings during the week and with a full Saturday at his disposal can very easily cover a 35 machine route and do a very good job of it, too.

Of course, what is most remarkable about this 35 machine route is the fact that this part-time operator earns approximately $70.00 per week in his present position. He is earning better than $200 per week from his route.

He hasn't yet decided, tho, to give up his position in favor a full-time operation. He wants to gradually expand his present 35 machine route to at least 50 machines before he gives up his job.

It is also interesting to note that he originally purchased 25 machines as a route from an operator in his territory and paid $10 per machine down from savings. His bank took over the notes for the balance which he paid from the earnings of the route.

He reports that he drew no money whatsoever from the route's earnings until it had paid for itself. He says that it is now paying him back his original 50 per cent investment and all the money he invested in the 15 additional machines to make this a 35 machine route.

"I've been living on the salary I get each week from my job," he says, "just as I've always done."

There is no doubt that such part-time, employed peoples, are going to prove extremely tough competition to overcome for present, full-time ops. It must also be noted that many of the part-timers are buying machines "on location," therefore, they are purchasing used equipment in most cases. This he can overcome by the operator who features new machines.

But, some of these part-timers are paying their location owners as high as 65% commission, according to complaints from full-time, professional ops. Yet, they are making out. And this commission problem is the one which the professional operator finds extremely difficult to contend with.

It shall certainly be most interesting, in the months to come, to note how the present professional ops overcome the commission problem which faces them from these part-time ops and also note whether the part-timer will "stick" to the coin machine business.

If he does, as many predict he will, an entirely new type of industry may result with many having to change their present merchandising plans to cope with this new type operator.

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"THE CASH BOX" IS THE OPERATOR'S MAGAZINE IT IS NOT SELL ON NEWSSTANDS
JOHNNY LONG'S "JUST LIKE THAT" BOOMS PHONO PLAY

 Mention the name of maestro Johnny Long to a juke box operator and he'll tell you that Johnny has always meant consistent phonograph play for him. Johnny copped loads of laurels in the 1947 Annual Music Poll conducted by The Cash Box. Currently clicking away for Johnny is his recording of "Just Like That," a big winner for music operators from coast to coast. All time winners familiar to music operators are "Shanty Town," "Blue Skies," "When I Grow Too Old To Dream" and "It's A Sin To Tell A Lie." Johnny is currently playing one nighters leading up to a Convention Hall, Asbury Park, N.J., date August 25 thru the 31st. Exclusively featured on Signature Records. Personal Manager: Johnny O'Connor. Direction: General Artists Corp. Press: Buddy Basch.
MORE AND STILL MORE 2 MINUTE DISKS

Diskeries Rushing Spinning Disks to Juke Box Field. Ops Elated. Means 50% More Take During Peak Play. 20% More Overall.

NEW YORK—Last year’s campaign by The Cash Box urging the cutting of two minute recordings for the juke box industry is now paying off.

More and more of the diskeries, both majors and independent, are producing spooler spinning platters.

One major, just this week, introduced two of its greatest stars in a re-release of one of their best tunes, with the side timed at only 1 minute and 69 seconds. Another diskery, one of the largest in the field, has just released a new record with each side timed at less than 2 minutes and 10 seconds.

Others are following suit. One of the greatest female vocalists in the nation will soon be heard on a side that is timed at 2 minutes flat.

The indies instantly jumped onto the bandwagon, while they could still press prior to the ban, and almost every disk they cut was in speed time.

The speedier timed disks are elating juke box operators everywhere in the nation. To the automatic music industry it means fifty per cent more take during the peak play days, usually anywhere from 7:00 P.M. to 12:00 M., and also means at least twenty per cent better take during the rest of the day.

It is during these hours when the juke box op needs speedy timed disks to obtain the necessary extra take to help him more quickly amortize the cost of his equipment, as well as cover his much increased overhead expense, and continue on profitably in business.

Two minutes, instead of the former three minute disk, means the possibility of the juke box operator earning $1.50 per hour, instead of only $1.00, and sometimes much less per hour.

This can mean anywhere from $1 to $3 more per day for good locations. It always means better $00 per day in even the lowest location.

At the same time tests have proved that these speedier timed disks will earn at least 20% more for the op during the rest of the day. This gives him that extra money necessary to clear his service charge for each location and, cutting too deeply into the location owner’s commission.

The speedier timed disk idea originated in Hereford, Texas and was brought to the attention of the entire industry by The Cash Box just about a year ago. Since then many diskeries advised that they are cutting at and around the two minute mark.

Now, as the new fall season approaches, these disks are beginning to appear on the market in good quantity.

And, from what advance releases have already been made, it seems that many and still more of the faster timed disks will be in use before September rolls around.

One very important factor is that the diskeries themselves feel that these speedier spinning disks are halting complaints about overlong and dragged out versions of tunes which begin to get on the nerves of juke box listeners.

Webster-Chicago
Nylon Needles
with Knee Action
add profitable mileage to records

Teadrop—a fine All-Nylon “straight” Needle with “rose” jewel tip $1.75

Ivory Nylon with Knee Action—Precious Osmium Alloy Tip... $2.50

Red Nylon with Knee Action—Genuine Natural Sapphire Tip... $5.00

Nylon filters noise without reducing tone brilliance. Knee Action absorbs shock and prevents distortion. This means greater useful life for records...lower maintenance, more profit.

Use the needles which produce the best all-around results. Select from a complete line for the specific service you require.

Try them—proving the life of your records.

WEBSTER-CHICAGO
Makers of Electronic Memory Wire Recorders and Webster-Chicago Record Changers
5610 West Bloomingdale Avenue Chicago 39, Illinois

Please mention THE CASH BOX when answering ads—it proves you’re a real coin machine man!
The Public DEMANDS THE ORIGINAL
JACK EMERSON's SENSATIONAL METROTONE Recording

on METROTONE No. M-2018

Ops! Note: Playing Time 2:14

DISTRIBUTORS HAVE "HAIR OF GOLD" ON HAND FOR YOUR IMMEDIATE NEEDS.

See Your Nearest Distributor

Chord Distributing Company
1406 S. Latistica Street
Chicago, Illinois

Davis Sales Company
206 Quincy Blvd.
Denver, Colorado

G & C Distributing Company
702 4th Avenue
Seattle, Washington

Pan-American Record Shop
2061 Chicago Street
San Francisco, California

Hill Record Company
421 Plum Street
Cincinnati, Ohio

M. D. Krumf Company
506 No. Kansas Street
El Paso, Texas

Music Sales Company
480 Union Avenue
Memphis, Tennessee

Hammond Record Co.
147 West Marshall Street
Charlotte, N. Carolina

Massachusetts Music Dist Co.
1267 N. Tremont Street
Boston, Mass.

Major Dist Co.
733 11th Avenue
New York City, New York

Mercury Record Dist Co.
68 S. New Jersey Avenue
Indianapolis, Indiana

Music Sales Company
704 Barron
New Orleans, La.

Northwest Music Company
125 S. Jefferson Street
Pierre, S. Dakota

Oklahoma Record Supply Co.
417 West California Avenue
Oklahoma City, Oklahoma

Pan-American Record Dist Co.
3747 Woodward Avenue
Detroit, Michigan

Pan-American Dist Corp.
1360 No. East 1st Avenue
Midland, Texas

Pan-American Dist Corp.
90 Riverside Avenue
Jacksonville, Fl.

Vita Record Dist Co.
2234 Olive Street
St. Louis, Mo.

Record Sales Co.
2717 1st Avenue, North
Birmingham, Ala.

Scottie-Cresco Company
1427 Spring Garden Street
Philadelphia 30, Penna.

Staff Dist Co.
1121 Ray Avenue
Dallas, Texas

Schwartz Brothers
2911, 37th Street, N.E.
Washington, D. C.

Southland Dist Co.
411 Edgewood St.
Atlanta, Georgia

Tanner Distributing Co.
233 Friedlachery
San Antonio, Texas

Triangle Record Dist Co.
1935 5th Avenue
Pittsburgh, Penna.

United Record Sales
559 Hoyes Street
San Francisco, Calif.

Vita Record Distributing Co.
2822 West Paso Street
Los Angeles, California.

CANADIAN REPRESENTATION

Gordon V. Thompson, Ltd.
902 Yonge Street
Toronto, Canada

OR WIRE DIRECT — YOUR ORDER SHIPPED SAME DAY

The Cash Box, Music
712 CROWN ST. (Phone: PR'sident 4-5086) BROOKLYN 13, N. Y.

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

**DISK OF THE WEEK**

"Lonesome" (2:44)

"Tomdo/Tomdo Night" (2:54)

SAMMY KAYE ORCH.

(Victor 20-3025)

*Baby, Won't You Please Come Home* (2:43)

"Trouble In Mind" (3:02)

JO STAFFORD

(Capitol 1571)

"It's You Or No One" (3:13)

"I'm In Love" (2:94)

DORIS DAY

BUDDY CLARK

(Columbia 23299)

"Hearts Win, You Lose" (3:07)

"Where The Apple Blossoms Fall" (2:58)

JACKIE BROWN QUARTET

(MGM 10248)

*The Queen of the Juke Boxes* cuts a hunk of wax here that's gonna put her up in the top position everywhere it's featured. Here's what is known as the "Kings" Cole at the piano and with Maestro Paul Weston and his ork to back her, the gorgeous Jo gives her all to, "Baby, Won't You Please Come Home," from the Unnik that has possible to cut another really great disk. It's the grandest chirping this great crop has produced in many and many a moon. It's stick with you after you hear it for a long time to come. But, that isn't all, just listen to Jo give with the flip side, "Trouble In Mind." A semi-blues number where the gal goes it in a veracity and sells this song right over the top. She's backed by Paul Weston and his great ork, Brother, in a manner that makes you think there was moneymaking wax. This is one disk you can buy by the box-ful. It's great.

"Hair Of Gold" (2:13)

"You Call Everybody Darlin'" (2:18)

JACK LATHROP

(Victor 20-3190)

Here's the first post-war cutting by Victor and presenting one terrific disk featuring two tunes that are rockin' 'em back to their happy habits in the country. Jack Lathrop and his Drugstore Cowboys cut one of the very grandest versions of "Haulin' Out of town" yet heard on the topside of this hunk of shellac. Good solid swing rhythm and feet. And, what's more, it spins in the speedy time of one minute and 28 seconds which means de-co-er for juke box ops everywhere in the nation. On the flip, with another tune that's tear-in' and "You Call Everybody Darlin'," and once again in the same style with a rhythm version of "Haulin' Out of town" and 14 minutes and 18 seconds, Jack Lathrop and his Drugstore Cowboys cut a hunk of wax in a manner that makes you want to walk as a tremendous following among juke box ops everywhere the platter is featured. The label invites you to "invest in" and be sure that it will bring back its weight in dollar bills.

"Hy A Sue" (2:15)

"On A Turquoise Cloud" (3:20)

DUKE ELLINGTON ORCH.

(Columbia 32234)

When you want the greatest sort of instrumentalization—get the Duke's way. It is "Hy A Sue," "On A Turquoise Cloud" (which, by the way, comes from the great album the Duke just produced) are two of the very finest hunks of instrumental wax ever yet produced. Duke Ellington gives "Hy A Sue" that magic touch, finishing with its own nimble fingered piano plunking, and leading into a brass section that will have the boys and girls and kids in the dance halls. It's sort of music that you expect from Duke, and if you're rare, you have never heard anywhere else. The backing, "On A Turquoise Cloud," has a new kind of voice and a voice that is a glory to the tune with the orchestra following thru to make it one of the greatest numbers of the year. Duke Ellington has never yet heard anyone else. It's grand wax, Mr. Operator, with grand instrumenta- tion all the way thru. It's well fitted for every spot where they like to listen to the instrumental side of a tune.

"Deep Night" (3:01)

"Sleep My Child" (3:08)

JOHN LAURENZ

(Mercury 5161)

The gorgeous John Laurenz takes the standard, "Deep Night," and turns it into a thrilling, slow-tempo piece of music that is sure to thrill with those sentimentally inclined patrons of juke boxes. John is to be commended for his interpretation of the grand lyrics. His marvelous style of playing and his great ork to back him, the wonderful presentation of the tune make grand wax. It's slow, smooth, sentimental shellac that has lots of possibilities. On the backing, "Sleep My Child," John takes over a lullaby and makes it into one neat sink wax. The soft, sentiment- al diction of the song here will have everyone's ghosts whispering in their ears. If you've got the spots — here's a very fine disk.

"Copenhagen" (2:59)

"B'wango" (3:10)

AMBROSIO ORCH.

(London 247)

If you've got the spots where they like dancin' rhythm, a wax that's cut to meet with approval of junior and his smokin' group, and family and his orchestra doing that, grand oldie, "Copenhagen," in what he calls "quack" style. Ork puts over one of the greatest bits of wax with real heat beat in it yet produced. Very great job of "Copenhagen" and gets it picked here as the pick of this of the day disk. On the flip with "B'wango," he once again kicks into the beat and produces a swell hunk of shellac that will meet with approval of the boys and girls clear across the continent. Mr. Operator, if you've got the spots.

"Constellation" (3:01)

"September In The Rain" (2:49)

STAFFORD STUDIO ORCH.

(Capitol 1372)

Once again Maestro Sam Donahue proves what a great instrumental plat- ter his crew can cut with "Constella- tion." This is one swell hunk of wax that the boys and girls will go for. It's dancin' rhythm and it's got what it takes to cut. Spins in the smooth time and clippin' their hands to keep time with the ork. On the flip, "September In The Rain," there's one great pot- ticle "Melody For Two," Maestro Dona- hue's own with strings with a cutting that's got some of the very finest instru- mentalization heard in a long time. The ork does a grand job and the Maestro is to be complimented on the handling of the instruments throughout the piece. Here's another wax for jun- tor. Latch on if you've got the spots.

"After All" (2:34)

"Judas" (3:00)

DENNIS ORCH.

(London 254)

Just listen to Denny Dennis pipe "After All" and you'll know why his fan club is growing with leaps and bounds everywhere. Now, S. A. Soft, sentimental and sentimental, with Bob Farnon and his ork beauti- fully done. Denny has cut a wax that's a beauty. He delivers a key to Denny cuts a disk that's gonna make everyone in the dim lit spots, with the rest of the year right behind it with love. It's grand. On the flip, "Judas," Mr. Operator, with Judy, the ork once again leads his toasties to one of the very best renditions of this tube cut. You've got to bound to go places with this romantic wax and there's no doubt that you've got the spots when the platter will be a hit.

Only Records Considered Best Suited To The Requirements Of The Trade Are Reviewed On These Pages.
NEW YORK:

Forthcoming Columbia release, featuring two great stars, now with another diskarya, has one side spanning in 1 min. 59 sec., but lover for this side reads, "3 minutes" "RELAX With A Rose," which captured "Sleepy With A Rose," which captured "Sleepy With A Rose," and now (Aug. 7) for Dick Wong, Chinese tenor (D.E.D) also well cut by Bullet Records featuring Pepper Reilly.

First post-3 bell calling by Victor features Jack Lathrop with speedily spinning disk on two currently hot tunes, "I'm Sorry But In Glad" and "You Everbody Darkling... Where's Harry Link keeping himself these days and nites?... ASIDE TO DISKARIES: Please rock platters, many cartons coming in smashed and disks broken... Have you gotta label for a well known Canadian?

MARGARET WHITING
CINCI AUTOMATIC PHONOGRAPH OWNERS ASSN.

“T’M SORRY BUT I’M GLAD”

recorded by

MARGARET WHITING
CAPITOL RECORD No. 15122
All Material Available

GEORGE SIMON, INC.
1619 BROADWAY NEW YORK, N.Y.
1520 NO. HIGHLAND HOLLYWOOD, CALIF.

ANNOUNCEMENT

WE ARE NOW IN POSITION TO FURNISH PRESSINGS IN ANY QUANTITY... WEST COAST'S LOWEST PRICES

1. FULL PROCESSING
2. PRINTING DEPT. TO FURNISH LABELS... ALSO ANY ADVERTISING MATERIAL
3. RECORDING FACILITIES
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AMERICAN RECORD MANUFACTURING CO.
686 NO. ROBERTSON BLVD, LOS ANGELES 46, CALIF.
SUBSIDIARY OF MODERN RECORDS, INC.

TWIN SONG HITS FROM M.G.M.'S
“A DATE WITH JUDY”

IT'S A MOST UNUSUAL DAY
JUDALE

ROBBINS MUSIC CORPORATION
PRE HARLEM 1948 NEW YORK 19
MURRAY BAKER, Gau. Pres. 

APOLLO RECORDS, INC.
457 W. 45 S. T. N. Y.

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

“Stella By Starlight” (2:40)

JACK CARROLL
(National 1003)

• You’ve probably heard this pipe performing in well known spots. His voice is perhaps a bit out of date, but the melody is well sung, and the orchestra is on the top这些都是你应该知道的。

• “Molly You’ll Be There” (2:57)

“The winner.

• On the flip, “Maybe You’ll Be There,” Jack sings a slow tempo, backed by Maestro Dave Rhodes, to produce a tune that has lots of romance woven into it. The boy’s voice is a natural for this style. This platter should put him right in there as an important hander for today. Grab yourself this biscuit and listen to Jack Carroll.

“Walkin’ With My Shadow” (2:48)

PUT THE BLAME ON MAME” (2:38)

MONICA LEWIS
(Supreme 15229)

• A gorgeous chirping job by the gorgeous Monica Lewis, is about the best way to describe the topline of this flip, “Walkin’ With My Shadow,” and beautifully backgrounded by the orchestra. It has a lot of Hollywood, the Joe Bush and his orchestra. Suffice it to say that Monica really takes this tune right to the doorstep, with a beautiful package. Only way she could do it even better, would be to have a moving picture of herself going along with the flip. On the flip, “Put The Blame On Mame,” is one tune where the title is actually Monica’s property. She’s done it before audiences for a long time, it’s won her lots of applause at the old Rio Cabana in Chicago where many a Chi juke box op dropped up to hear her to the beautiful song and give her version of the reason for the big Chicago stars. The lyric is grand. Monica herself is grand in this tune. The platter is one of her best.

“Lillette” (3:07)

“Azuro, Cucamonga And Anahiem” (3:05)

JIMMY DORSEY ORCH.
(MGM 10245)

• “Leave it to the Dorseys,” someone once said, and he sure wasn’t wrong. At least not as far as Jimmy and his performance of this flip is concerned. Pulling all the outside praise, just blow it down to the fact that Jimmy the brings all of his boys and his gang have cut one of the very best husks of wax in many many a recording. On the top side, “Lillette,” Jimmy mixes up one grand biscuit, adding that famous beat of his to the grand Nichols. It’s such a hit, and the Skylarks handle the vocal and they do a real job. All in all, this is one pat- after you should be spreading over your route. It’s got beat, rhythm, novelty, swell vocalizing and—all loaded withwowsomemaking.

“Spanish Boogie” (2:51)

“I Wish I Had A Girl” (2:50)

ALVINO REY
(MGM 10246)

• For this platter we’re choosing an instrumental as the topline—It’s that good. Grabbing hold of Bixie’s “Cat

• Alvino Boy and his boys simply tear the tune into teeny little pieces to turn it into one sweet husk of boogie wax. All the way through the platter, Alvino keeps that “Carmen,” theme, and it’s beautiful. It’s unique wax if you’ve got the spots on it. On the flip, “I Wish I Had A Girl,” Alvino cuts down to a soft, sentimental tempo with Bixie Joyce Doyle doing the vocal auto with Alvino back- grounding him. It’s sweet melody and it’s got charm. Listen to this biscuit.

“You’re Mine, You” (2:32)

“Hup-Je-De-Bee” (2:52)

ZIGGY ELMAN ORCH.
(MGM 10243)

• They call Ziggy Elman’s trumpeter “the sweetest of this side of heaven.” So listen to an instrumental platter wherein Ziggy gives us all, terrifically backgrounded by his crew, and making up into a dancing, hot beat disk for the high school and college crowds. The boys and girls are simply going to swoon over Ziggy’s grand trumpeting, on the top side, “You’re Mine, You.”

• Ziggy zings right into the shellac and his boys back him up to produce a fast spinning instrumental. On the back- ing, “Hup-Je-De-Bee,” Ziggy is once again featured, but, this time he is opening the beat and the tears to the lute to bring junior and his gang a grand husk of dancing instrumental.

“Paddlin’ Melodine Home” (2:44)

“Then I’ll Be Happy” (2:40)

CHUCK FOSTER ORCH.
(Mercy 5162)

• Two famous oldies that had ten dancin’ and singin’ way back when revived by Maestro Chuck Foster and his orchestra, and cut into two really grand sides. Chuck should be given a loud and resounding hand for the very swell sparkling piano behind the track, the interpretation behind the piano playing the melody, that’s one of the most shining sides of shellac King Cole has yet cut. It’s an odd one, but, the way Nat does it, it comes back to life to make itself outstanding version of the lyric. It’s one even more, is that the fact that this is one side that spins in quick time, on Nat’s “Naree” and 19, which means faster for every take for every take on Nat does, and just listen to Nat Cole doing, “Baby, Baby All The Time,” in this track of the platter with really sweetly lyrics. This side rates with the topline, but, as far as juke boxes are concerned, “Little Girl” has the stuff. This is one bicus- cuit in an immediate order to get terrific action.

“Crime Doesn’t Pay” (2:15)

“Go See Seattle” (2:48)

TED WEEMS ORCH.
(Mercy 5159)

• Ted Weems has just cut a biscuits into a twister this side out of this side, with some really great vocals and backgrounding. On this side is good. They are very hearing, not to hard to hear the beat, and the vocals are all there.

• “Crime Doesn’t Pay,” in a speedy talk- ing trumpet, with the voices and the orchestra. It’s got what it needs to sell c-o-i-n for jazz boys. On the flip, “Go See Seattle,” everyone of Seattle’s juke box boys should load their machines with this tune. In fact, if they let the Mayor listen to it, he’s sure to endorse it. It’s a honey for Seattle and it’s grand Weems’ music.

“Ah, But It Happens” (3:12)

“Hold Me” (2:47)

FRANKIE LANE
(Mercy 5158)

• The boy that set them away back on their heels with his grand singing style one again comes thru with two sides that bid fair to boom take for every juke box. On the top side, following so many who have already made this tune, Frankie presents his own unique and to really enjoy the interpretation on “Ah, But It Happens” of the voice. The boy is in good form, and the vocals are all there.

SLEEPER OF THE WEEK

“Little Girl” (2.19)

“Baby, Baby All The Time” (2:56)

KING COLE TRIO
(Capitol 15165)

• You’ve probably heard this pie performing in well known spots. His voice is perhaps a bit out of date, but, in this disk Jack gives him all to bring a very fine husk of wax to his fans, and the orchestra is on the top这些都是你应该知道的。

LEWIS

“Giss In The Dark” (3:07)

“Thirty Minutes From Times Square” (2:58)

LEO GUARNIERI QUINTET

• Brother of the famous Johnny Guarnieri brings one of the best in- strumentalists to market, and his Quintet does a very workmanlike job on the topline, “Giss In The Dark.” It’s sure pop that the high- schoolers as well as the university boys and girls will hug the juke box to death. It’s got the beat, and as they train at the claw to let out for the homeboys with this side, to boost the all top beat. On the backing, “Thirty Minutes From Times Square,” again gets up wide and give all they have to make this a fine husk wax. All instrumental. It’s a real treat for the instrumentalists.

“Hoor Of Gold” (2:48)

“You Call Everybody Darlin’” (2:33)

ART LUND
(MGM 10528)

• The piper that rocks ‘em with his and their dancin’ is up to his old tricks again. On the top side, for Sunny Skaggs’ brand “Hair Of Gold,” Art cuts one grand version of this tune, backed by the Crew Chiefs and The Harmonica Gentle- men. It’s great warbling. That’s one thing for sure you can bet you’ll hear Art cut it, and this tune should give you. On the flip, “You Call Everybody Darlin’,” Art is back again with more of the same, and it’s going to be just as winning so many followers everywhere, and is sure to increase his own following with his interpretation. On this side of the biscuit, Art is again backed by the Crew Chiefs and The Harmonica Gentlemen and he winds up turning out a grand disk.

“Love Is Just Around The Corner” (3:05)

“Cherokee” (3:10)

BENNY GOODMAN TRIO
(Capitol 15166)

• Here’s an instrumental disk that’s bound to keep the kids dancing. The sound of the clarinet, Benny Goodman, takes two great oldies, and with that fine piece on top side, he’s sure to turn out a real winner. On the first side, “Love Is Just Around The Corner” they’ll go simply wild. And, when it comes to “Cherokee,” well they’re bound to turn out a winner again as they’ve got the spots where junior and his friends gather around, and especially when you need. This is Junior’s dancing wax.

Please mention THE CASH BOX when answering ads—it proves you’re a real coin machine man!
More Assns Plan Hit Tune Parties

NEW YORK—Word has been received from juke box ops' associations not featuring "hit tune parties" that, beginning sometime this Fall, they plan to also initiate such parties for their organizations.

The success which is being enjoyed by the Eastern Pennsylvania operators, who hold a monthly "Click Tune Party" at the Click Theatre Cafe in Philadelphia, and the well known "Hit Tune Party" of the Cleveland Phono Merchants Assn, as well as the parties staged monthly by Detroit's and Cincinnati's jube box operators, may soon also be seen in various other cities throughout the country.

"In short", as one noted association leader stated, "It's time that we started to promote our business the way we should always have done. We're selling music. Music on records. Therefore, we should be out there getting the public to play the hit records we make with our machines."

He also said, "We've already spoken with some of the record distributors and we've found them very willing to cooperate with us. In fact they were highly enthusiastic over the idea and, because of this, we believe that we can make our party a very successful one in this area.

As yet these associations are asking The Cash Box to withhold any info regarding when and where they intend to start their hit tune parties. This news will be given out just as soon as the organizations officially vote the affairs.

As far as the disk manufacturers are concerned, such parties have proved of great value in promoting their new tunes to the public. Since jube box men usually tie in with radio stations as well as newspapers in arranging these parties, the news of the disks chosen reaches the public immediately.

A good example of the promotion being used are the advertisements of the Philadelphia and Cleveland ops' associations after a tune is chosen. At the same time all the jube box operators in these cities feature the tune in the number one slot.

It's Malvin Vocal on "San Jose"

NEW YORK—Error on the label of RCA-Victor's "All The Way From San Jose" has just been corrected. The vocalist erroneously appearing on the first few labels was Ray McKinley. Actual vocalist is Artie Malvin. The tune was picked as "Disc Of The Week" by The Cash Box, August 14.

"That Certain Party" (2:38)
"My Best Girl" (2:40)
BENNY STRONG ORCH.
(Tower 1271)

Talk about music this side of heaven for jube boxes!—that's Benny Strong and his orchestra doing two of the great old oldies, "That Certain Party", backed with, "My Best Girl", both from Tower. It's the way Benny does 'em that counts. He introduced "That Certain Party" away back when he was with Victor and his orch at the old McVicker's Theatre in Chic. Now, with strong backing, with his own orch to back him, with a really beautiful, toe-tappin' beat and a marvelous intimate singing style, McVicker's seems to have the tune. Add to this Cheapside's fine balance, and you've got something that really "Sells" itself.

"That Certain Party" is backed by Benny Strong and his Orchestra on Tower Record No. 1271.

Please mention THE CASH BOX when answering ads—it proves you're a real coin machine man!
New York, N. Y.

1. MY HAPPINESS (Jan & Sandra Steele)
2. LOVE SOMEBODY (Days-Daddy-Clarks)
3. IT'S MAGIC (Dick Haymes)
4. YOU CALL EVERYBODY DARLIN' (At Trac)
5. TWELFTH STREET RAG (Pee Wee Hunt)
6. UNDERTHAT THE ARCHES (Prime Scala)
7. TREE IN A MEADOW (Margaret Whiting)
8. IT'S MAGIC (Dick Haymes)
9. LOVE SOMEBODY (Days-Daddy-Clarks)
10. HAIR OF GOLD (Harmoniettes)
11. EVERYDAY I LOVE YOU (Dick Haymes)

Atlantic City, N. J.

1. MY HAPPINESS (Fred Pipers)
2. LIFE YOU'LL BE TRUE, DEAR (Ken Griffin)
3. IT'S MAGIC (Tony Martin)
4. WHERE'S MY LOVE (Four Tunes)
5. YOU CALL EVERYBODY DARLIN' (At Trac)
6. CONFESS (Tony Page)
7. JUST BECAUSE (Frank Yankovic)
8. LITTLE HAIR (Dick Haymes)


1. MY HAPPINESS (Jan & Sandra Steele)
2. LOVE SOMEBODY (Days-Daddy-Clarks)
3. IT'S MAGIC (Tony Martin)
4. WHERE'S MY LOVE (Four Tunes)
5. YOU CALL EVERYBODY DARLIN' (At Trac)
6. CONFESS (Tony Page)
7. LITTLE WHITE LIES (Dick Haymes)
8. HAIR OF GOLD (Jack Emerson)

Redwood City, Calif.

1. MY HAPPINESS (Elle Fitzgerald)
2. YOU CAN'T BE TRUE, DEAR (Ken Griffin)
3. LOVE SOMEBODY (Days-Daddy-Clarks)
4. IT'S MAGIC (Dick Haymes)
5. YOU CALL EVERYBODY DARLIN' (At Trac)
6. TREE IN A MEADOW (Margaret Whiting)
7. LITTLE WHITE LIES (Dick Haymes)
8. CUCKOO WALTZ (Ken Griffin)
9. ST. LOUIS BLUES MARCH (Tex Beneke)
10. SO TIRED (Russ Morgan)

San Antonio, Tex.

1. WOODIE WOODPECKER (Mel Blanc)
2. YOU CALL EVERYBODY DARLIN' (At Trac)
3. MY HAPPINESS (Jan & Sandra Steele)
4. YOU CAN'T BE TRUE, DEAR (Ken Griffin)
5. TREE IN A MEADOW (Margaret Whiting)
6. PUT 'EM IN A BOX (Days-Day)
7. IT'S MAGIC (Days-Day)
8. EVERYDAY I LOVE YOU (Dick Haymes)
9. HAIR OF GOLD (Jack Emerson)

Seattle, Wash.

1. MY HAPPINESS (Jan & Sandra Steele)
2. THAT CERTAIN PARTY (Benny Strong)
3. YOU CALL EVERYBODY DARLIN' (At Trac)
4. RAMBLING ROSE (Perry Como)
5. UNDERNEATH THE ARCHES (Prime Scala)
6. TREE IN A MEADOW (Margaret Whiting)
7. YOU CAN'T BE TRUE, DEAR (Ken Griffin)
8. THAT CERTAIN PARTY (Benny Strong)
9. LITTLE WHITE LIES (Dick Haymes)

Milwaukee, Wisc.

1. MY HAPPINESS (Jan & Sandra Steele)
2. YOU CAN'T BE TRUE, DEAR (Ken Griffin)
3. YOU CALL EVERYBODY DARLIN' (At Trac)
4. TREE IN A MEADOW (Margaret Whiting)
5. HANKERIN' (Gordon MacRae)
6. TREE IN A MEADOW (Margaret Whiting)
7. TEA LEAVES (John Laurens)
8. HAIR OF GOLD (Jack Emerson)
9. RAMBLING ROSE (Perry Como)

San Francisco, Calif.

1. MY HAPPINESS (Jan & Sandra Steele)
2. YOU CALL EVERYBODY DARLIN' (At Trac)
3. TREE IN A MEADOW (Margaret Whiting)
4. WOODIE WOODPECKER (Mel Blanc)
5. IT'S MAGIC (Days-Day)
6. TREE IN A MEADOW (Margaret Whiting)
7. HAIR OF GOLD (Jack Emerson)
8. LITTLE WHITE LIES (Dick Haymes)
9. THAT CERTAIN PARTY (Benny Strong)

Portland, Ore.

1. MY HAPPINESS (Jan & Sandra Steele)
2. YOU CALL EVERYBODY DARLIN' (At Trac)
3. TREE IN A MEADOW (Margaret Whiting)
4. LOVE SOMEBODY (Days-Daddy-Clarks)
5. HAIR OF GOLD (Jack Emerson)
6. WOODIE WOODPECKER (Mel Blanc)
7. IT'S MAGIC (Dick Haymes)
8. UNDERNEATH THE ARCHES (Prime Scala)
9. SAUX-BOOGIE (Sam Donohue)

Omaha, Neb.

1. IT'S MAGIC (Sarah Vaughan)
2. LOVE SOMEBODY (Days-Daddy-Clarks)
3. IT'S MAGIC (Days-Day)
4. HAUNTED HEART (Je Stafford)
5. WOODIE WOODPECKER (Kay Kyser)
6. HAIR OF GOLD (Jack Emerson)
7. THAT CERTAIN PARTY (Benny Strong)

Cleveland, O.

1. CONFESS (Patti Page)
2. MY HAPPINESS (Jan & Sandra Steele)
3. WOODIE WOODPECKER (Kay Kyser)
4. YOU CALL EVERYBODY DARLIN' (Art Mannery)
5. YOU WERE ONLY FOOLING (Blue Barons)
6. MAYBE YOU'LL BE THERE (Gordon Jenkins)
7. IT'S MAGIC (Tony Martin)
8. MAHARAJAH OF MAGADH (Vaughn Monroe)
9. LITTLE WHITE LIES (Dick Haymes)

Boston, Mass.

1. MY HAPPINESS (Jan & Sandra Steele)
2. WOODIE WOODPECKER (Kay Kyser)
3. YOU CAN'T BE TRUE, DEAR (Ken Griffin)
4. WOODIE WOODPECKER (Kay Kyser)
5. YOU CALL EVERYBODY DARLIN' (At Trac)
6. LOVE SOMEBODY (Days-Daddy-Clarks)
7. LITTLE WHITE LIES (Dick Haymes)
8. HAIR OF GOLD (Jack Emerson)
9. THAT CERTAIN PARTY (Benny Strong)

Gretta, La.

1. YOU CALL EVERYBODY DARLIN' (At Trac)
2. WOODIE WOODPECKER (Kay Kyser)
3. YOU CALL EVERYBODY DARLIN' (Art Mannery)
4. YOU CAN'T BE TRUE, DEAR (Ken Griffin)
5. WOODIE WOODPECKER (Kay Kyser)
6. YOU CALL EVERYBODY DARLIN' (At Trac)
7. LOVE SOMEBODY (Days-Daddy-Clarks)
8. LITTLE WHITE LIES (Dick Haymes)
9. HAIR OF GOLD (Jack Emerson)
10. THAT CERTAIN PARTY (Benny Strong)

St. Louis, Mo.

1. YOU CALL EVERYBODY DARLIN' (At Trac)
2. YOU CALL EVERYBODY DARLIN' (At Trac)
3. LOVE SOMEBODY (Days-Daddy-Clarks)
4. YOU CALL EVERYBODY DARLIN' (At Trac)
5. TREE IN A MEADOW (Margaret Whiting)
6. WOODIE WOODPECKER (Kay Kyser)
7. YOU CALL EVERYBODY DARLIN' (At Trac)
8. HAIR OF GOLD (Jack Emerson)
9. THAT CERTAIN PARTY (Benny Strong)
10. LITTLE WHITE LIES (Dick Haymes)

Ellis, Kans.

1. TREE IN A MEADOW (Sandra Brown)
2. YOU CALL EVERYBODY DARLIN' (At Trac)
3. THAT CERTAIN PARTY (Benny Strong)
4. TREE IN A MEADOW (Sandra Brown)
5. YOU CAN'T BE TRUE, DEAR (Ken Griffin)
6. LOVE SOMEBODY (Days-Daddy-Clarks)
7. RAMBLING ROSE (Perry Como)
8. RAMBLING ROSE (Perry Como)
9. HAIR OF GOLD (Jack Emerson)
10. YOU WERE ONLY FOOLING (Blue Barons)

Little Rock, Ark.

1. MY HAPPINESS (Jan & Sandra Steele)
2. WOODIE WOODPECKER (Kay Kyser)
3. YOU CAN'T BE TRUE, DEAR (Ken Griffin)
4. YOU CALL EVERYBODY DARLIN' (At Trac)
5. YOU CALL EVERYBODY DARLIN' (At Trac)
6. HAIR OF GOLD (Jack Emerson)
7. IT'S MAGIC (Dick Haymes)
8. LITTLE WHITE LIES (Dick Haymes)
9. THAT CERTAIN PARTY (Benny Strong)
10. LITTLE WHITE LIES (Dick Haymes)
IVORY JOE HUNTER’S
“PRETTY MAMA BLUES”
backed with
“ARE YOU HEP?”
4 Star Record # 1254
Available ONLY on 4 Star Records
ORDER FROM
4 STARCORES
210 NORTH LARCHMONT BLVD. HOLLYWOOD 4, CALIF.

TOPS in the H-O-T RACE SPOTS IN THE COUNTRY!!
# 1—HOT IN NEW ORLEANS
# 1—HOT IN LOS ANGELES
# 1—HOT ON CHICAGO’S SOUTH SIDE
# 5—HOT IN HARLEM
(As Reported in THE CASH BOX—August 14, 1948)

THE CASH BOX
Race Record Reviews

“Barbra Lee” (2.08)
“It’s Too Soon To Know” (2.49)
The Orioles
(Natural 5000)

RACE DISK O’ THE WEEK

“Stingy Blues” (2.47)
“Bring ‘Em Down Front” (2.37)
COUNT BASIE ORCH.
(Capitol 15164)

“Sometimes I’m Happy” (2.30)
“It’s Mod; Mod, Mad” (2.58)
LENA HORNE
(MGM 10246)

“Tootsie Timesies” (2.15)
“What Have I Done” (2.47)
HADDIE BROOKS TRIO
(Mild 20-602)

“Stingy Blues” without wasting time and "sells" the song right down the real good highway for as grand a hunka wax as has yet been heard. He

Sunny Tull, who apoons the lyrics of “Barbra Lee” to a fare-thee-
well. It’s great wax and it’s got every possibility of hitting the top everywhere in the nation. What’s more, as far as juke boxes are con-
cerned, it’s terrific from the first spin.

The Orioles, once again featuring Sunny Tull, produce another side of wax that’s sure to set "em battlin’ as to which is the best of the two sides on this platter. Both sides are set to spin themselves into ribbons on any location where they like their music soft, sweet and mellow. Grab a copy and run with it.

Our promise to you, Mr. Operator:
Under like conditions (same instrument and records)
This Permometal (Osmium) tip will outwear...
Will give longer record life...
Will be more dependable...
Will be more economical...

THE CHOICE OF LEADING OPERATORS EVERYWHERE

AND NOW
THE PERMO POINT ROUND WITH A
NEW PERMOMETAL (Osmium) TIP
DEVELOPED AND PRODUCED IN
OUR OWN METALLURGICAL LABORATORY

This new osmium alloy has the amazing characteristic of longer needle life even when
used on badly worn or inferior quality records while retaining the extreme kissiness to
records for which Permometal has always been famous.

THE SAME PRICE Since 1938:
1 to 10 — 35c each, 11 to 29 — 32c each, 30 or more — 30c each

MORE PERMO NEEDLES SOLD THAN ALL LONGITUDE NEEDLES COMBINED

PERMO, INCORPORATED
6413 N. Ravenswood Chicago 26, Ill.
— UNDISPUTED LEADERSHIP SINCE 1929 —

The Cash Box, Music
Page 13 August 21, 1948
**1. Bouquet of Roses**
Eddy Arnold
(Victor 20-2806)

**2. Anytime**
Eddy Arnold
(Victor 20-2700)

**3. Tennessee Waltz**
Pee Wee King
(Victor 20-2680)

**4. Humpty Dumpty Heart**
Hank Thompson
(Capitol 40063)

**5. Sweeter Than the Flowers**
Moon Mullican
(King 673)

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**Additional Tunes Listed Below in Order of Popularity**

**Texarkana Baby**
Eddy Arnold
(Victor 20-2806)

**Whoa! Me?**
Tex Williams
(Capitol 1913)

**Tennessee Moon**
Cowboy Copas
(King 714)

**What a Fool I Was**
Eddy Arnold
(Victor 20-2700)

**Daddy Gave My Dog Away**
"T" Texas Tyler
(4 Star 1248)

---

**Confucius Say—**
Chinese Boy Sing
American Love Song SWELL!

DON'T DELAY ORDERING
"RENDEZVOUS with a ROSE"
Number 1 Hit for FALL SEASON
SUNG BY

**DICK WONG**
"The Chinese Ambassador of Song"
Words and Music by Deb Dyer
ON D & D RECORD 245-1903
Backed up by
"YOU DIDN'T BELIEVE ME, DID YOU?"
Juke Box Operators, write direct to
TOM & DEB'S Music Syndicate
318 West 10th St. KANSAS CITY, MO.
White Church Religious Records

---

**Memories Of France** (2.45)
"Honky Tonk Gal" (2.44)
"T" Texas Tyler (4-Star 1249)

- Garnishing the Bull's Eye

This week is the boy who made "Deck Of Cards" one of the great folk tunes of all time, "T" Texas Tyler, who now comes thru with a biscuit that's got c-o-l-o-r and deep into it. Just listen to Deg's do "Memories Of France". How this boy can sell a tune. With beat, rhythm, meaning, and in slow tempo, "T" Texas wades right into the tune and tells listeners how he dreamed he was back in France' and what went on from there. It's great wax. It's gonna make a lot of people plunk coins into juke boxes. On the flip, "Honky Tonk Gal", Texas simply rides right into the tune and makes you feel that the guitar right there with him. He's got that certain something that makes even the most usual song sound great. And that's saying, in just a few words, here's a disk you simply can't afford to pass up.

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**BEST SELLING RETAIL FOLK RECORDS**

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**BEST SELLING RETAIL RACE RECORDS**

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Please mention THE CASH BOX when answering ads—it proves you're a real coin machine man!
### The Top Ten Tunes Netting Heaviest Play

Compiled From Reports Submitted Weekly to The Cash Box By Leading Music Operators In New York City's Harlem Area.

<table>
<thead>
<tr>
<th>Number</th>
<th>Tune</th>
<th>Artist, Label</th>
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<tbody>
<tr>
<td>1</td>
<td>I Can't Go On Without You</td>
<td>Bull Moose Jackson, King 4230</td>
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<tr>
<td>2</td>
<td>Out Of The Blue</td>
<td>Hadda Brooks, Modern 600</td>
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<tr>
<td>3</td>
<td>Don't Fall In Love With Me</td>
<td>Ivory Joe Hunter, King 4220</td>
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<tr>
<td>4</td>
<td>Pretty Mama Blues</td>
<td>Ivory Joe Hunter, 4 Star 1254</td>
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<td>5</td>
<td>Run Joe</td>
<td>Louis Jordan, Decca 24448</td>
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<td>6</td>
<td>Lollipop Mama</td>
<td>Wynonie Harris, King 4226</td>
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<tr>
<td>7</td>
<td>Sophisticated Lady</td>
<td>Billy Eckstine, National 9049</td>
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<tr>
<td>8</td>
<td>You Don't Love Me</td>
<td>Camille Howard, Specialty 307</td>
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<tr>
<td>9</td>
<td>Long Gone</td>
<td>Sonny Thompson, Miracle 126</td>
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<tr>
<td>10</td>
<td>East Of Suez</td>
<td>Charlie Ventura, National 9048</td>
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**Notes:**

- The Top Ten Tunes are compiled from reports submitted weekly to The Cash Box by leading music operators in New York City's Harlem Area.
- The tunes listed are those netting the heaviest play according to these reports.

**Additional Information:**

- **Pretty Mama Blues:**
  - Original version by Ivory Joe Hunter, King 4220.
  - Re-recorded versions by Bull Moose Jackson, King 4230, Louis Jordan, Decca 24448.

- **Run Joe:**
  - Appears on the list three times, indicating its popularity.

- **Long Gone:**
  - Appears on the list twice, showing its enduring appeal.

- **Elevator Boogie:**
  - Composed by Mabel Scott and released as a 78 rpm record.

- **Elevators and Problem Solvers:**
  - The tune's title suggests it may be about addressing problems in relationships.

- **More Than You Know:**
  - Appears twice, indicating its frequent performance.

- **Sophisticated Lady:**
  - Appears on the list twice, notable for its inclusion of a well-known artist.
NEW YORK—Now that the new speedier spinning disks are becoming ever more apparent on the market, many ops are swinging over to the "Volume Play Plan" recommended by The Cash Box some months ago.

The "Volume Play Plan" is based on giving the public the very same type of bargain that is now being offered by Coca-Cola whose ads feature the 6 for 25c bargain.

This very same plan is used by the juke box op who features 1 play for 5c, 2 plays for 10c and the "big bargain"—6 plays for 25c.

In view of the fact that six of the 2 minute disks spin in the same time as four of the 5 minute platters, gives the operator 50 per cent more earning power for the very same period of time. This, then, allows him to enter into the "Volume Play Plan" and arrange to give the public the "big bargain" of 6 records for 25c.

Overplay on 25c action always booms take, as has been proved by all who are now featuring the "Volume Play Plan."

In short, player following player to the juke box will, in almost every instance, duplicate two, three or more of the same numbers the former player chose, therefore the op benefits tremendously from this "overplay.

Now, because of the greater number of 2 minute disks coming to market, the op benefits even more from "overplay" for the extra time period is tremendously shortened.

Ops are therefore, purchasing more and still more records to take care of the players' demand. In this way they offer wider variety, greater choice and can handle the difference in overhead because of the shortened playing time as well as the increased overplay action.

The fact remains that the 2 minute disk will last just as long as the 3 minute disk. Even the playing time has been shortened, quality has not been cut down.

Record manufacturers questioned, are all in favor of the speedier spinning disk and agree with The Cash Box that this allows for a greater "bargain" to the public while the op can still earn 50 per cent more.

Some of the outstanding manufacturers of juke boxes have endorsed the "Volume Play Plan." One manufacturer is known to have printed a very handsome sticker which is being turned over to the operators by his distribution outlets. This has greatly encouraged many of the juke box ops.

Other manufacturers have arranged for "kits" which make the changeover for the operator a very simple mechanical process. In one case, one distributor is known to have given these away free to his customers in an effort to encourage "Volume Play" action.

One juke box distributor, without any fanfare, has been working right with the operators in his city to get local phone to 6 for 25c play without charge to the op as the machines are brought in to his repair shop.

In short, the industry is learning that offering the public a "bargain" is earning more money for the juke box men.

This was immediately dispelled by the "overplay" action which resulted on actual location tests among those first ops who adopted the 6 for 25c "Volume Play Plan."

Now, with the record manufacturers cooperating, by producing speedier spinning two minute disks, the time period is again shortened, and with "overplay" taken into consideration, the average time for the entire 6 record action is found to be approximately eight to ten minutes.

This cuts one-third of the time that six 3 minute disks used to take. (Change time must be taken into consideration. Old phones with slow change mechanisms are losing money for many ops.)

At the same time, because of the faster play action, and the great increase of quarters found in the cash boxes of the average juke box featuring the 6 for 25c "Volume Play Plan," overhead expense has been steeply cut down. Less wear results, which allows for ops to buy more of the newest disk releases to constantly increase their customers to play more music.

One well-known record distributor reported on a survey he made among his dealers (printed in The Cash Box at the time) that he found everyone of these dealers more willing to receive shorter timed disks.

* NO. 1 in CLEVELAND and MIDDLE WEST

"CONFESS"

By PATTI PAGE and Her CONSCIENCE

Mercury 5129

* according to survey among Juke Box Operators

by CLEVELAND PHONO MERCHANTS ASSN
Capitol Names Lee Gillette as Director of Folk & Western

HOLLYWOOD — Promotion of Lee Gillette, one of the key figures in the repertoire department of Capitol Records, Inc., for more than four years, and a program for expansion of the company's activity in western and folk music were announced today by James B. Conkling, vice-president and director of repertoire.

Under the new program Gillette is moved up from assistant director of repertoire to the post of Director of Folk and Western Repertoire.

In the past a large portion of his time has been spent in the development of repertoire for Capitol Transcriptions in addition to the repertoire activities in folk and western music.

The Transcription duties were taken over last week by Ken Nelson, former music director of radio station WJJD, thus relieving Gillette for full time action on folk and western music.

"Capitol has long felt the need to expand its work in these fields," Conkling explained. "This promotion of Gillette to full director status means we now will be able to concentrate even greater attention in that direction. There is a tremendous demand for folk and western music, and Capitol feels it must make every effort to provide its dealers with the outstanding material in that classification."

Ballen Names Dist.

PHILADELPHIA, PA. — Leonard Schwartz of Ballen Record Co., this city, reported this past week that the firm had appointed two new distributors:

Specialty Distributing Co., Pittsburgh, Pa. and Seaboard Distributing Co., Hartford, Conn., will handle the firm's line of disks in their territories.

Leeds Takes New Tune

ATLANTIC CITY, N. J.—Max C. Freedman, co-composer of "Give Me Back Those Kisses", writes in to report, "This is to advise you that my new song, written in collaboration with Jean Blaine and Sid Oeflick and recorded on the Algene label by the Emil Coté Serenaders, which received a very favorable review in your publication, was picked up by Leeds Music Corporation this week."

Freedman has been writing since 1918 and reports that since 1945 he has been enjoying his most productive year.

He was co-writer for such hits as, "Beau City Bus", "Heartbreaker", "Ain't That A Drag", "Midnight Waltz", "It's Raining Down In Sunshine Lane", "She's Leaving from Balloons Baby", "That's My Girl", "Bridle", "Give Me Back Those Kisses", and many others.

Freedman concludes, "There's still plenty of life in the old boy."

Signature Features New Label

NEW YORK — Commencing with the next three releases, Signature Records will inaugurate a new label and series which will encompass all race, blue, and spiritual material.

The new label, red and black, will be known as the "32900 Series".

First sides on the new label will include selections of Georgia Peach and her Gospel Singers and The Sons of Harmony.

The 1000 series, formerly reserved for western, race and blue, and country music, will now consist solely of hillbilly, western, and country music. The label color, black and gold, will remain the same.

Selvin Tells of New Columbia Kid Disks

NEW YORK—Ben Selvin, Director of Children's Records for Columbia, reported in full on the firm's new "Playtime" label this past week. The disks will be 5" and will sell for 50¢.

Selvin believes that the kids like to put on and play their own disks and therefore the smaller size, which fits more comfortably into a child's hand.

The price is very attractive and Selvin believes it will open the way to a new era in kid disk sales.

In addition, Columbia will feature kid albums in Vinylite. The first of these are already being issued.

Music-Of-The-Month Club Under Way

CHICAGO—The Music-of-The-Month Club got under way this past week in this city and is being watched by all in the disk field.

Belief is that since the club ties in closely with the ideas used in book clubs this may open an entirely new approach to consumer record sales.

Most complete story of the new club and its plans was given to the press this past week by Josephine Huddleston.

Apollo Juke Box Blz Jumps in New Coinrow Central Offices

NEW YORK—With the opening of their new central headquarters at the corner of Tenth Avenue and 45th Street, Apollo Records have started to enjoy a boom in record sales to the juke box operators here.

The location is right in the very heart of what is known in this city as "Coinrow" where all coin machine operators congregate and where all jobbers and distributors of machines are also located.

Juke box ops have been dropping into these new Apollo offices daily to congratulate the firm and to remark on the convenience which it allows them so that they can pick up disks while shopping on Tenth Avenue's "Coinrow".

Apollo execs report that all offices and shipping facilities have now been completely removed to the new quarters.

They have also issued an invitation to the industry to visit them and tour over their new facilities.

Attention--Ops

"You, You Live In My Heart"

by FITZ HERBERT at the Organ Vocal by WALTER SCHEFF

SPIRO RECORD 5-5311

"DON'T BE CROSS"

SPIRO RECORD B-3001

2 HITS ON 1 RECORD

"UNDERNEATH THE ARCHES"

"HAIR OF GOLD"

SPIRO RECORDS 1133 BROADWAY, NEW YORK, N. Y.

Order from your nearest distributor or direct from

SPIRO RECORDS

NOW AVAILABLE FOR RECORD MANUFACTURERS

LARGE PRESSING PLANT PLUS COMPLETE DISTRIBUTION FOR YOUR RECORDS

THROUGHTOUT THE DOMINION OF CANADA. ALL JUKE BOX OPERATORS AND RETAILERS COVERED. OFFICES IN MONTREAL, TORONTO AND VANCOUVER. IF YOU ARE INTERESTED IN HAVING YOUR RECORDS Pressed in CANADA PLUS BEING ASSURED COMPLETE COVERAGE OF THE CANADIAN MARKET WRITE OR WIRE TODAY.

Box No. 614 THE CASH BOX 381 FOURTH AVE., NEW YORK (16)
1—MY HAPPINESS 123.7 115.9
BN-504—A. & J. NELSON
BU-1032—E. DEAUVILLE
CA-15094—THE PIED PIPERS
Middle Way To Love
CO-38217—THE MARLIN SISTERS
The Man On The Carousel
CN-1261—THE MCKAY TRIO
DA-20.17—ANNIE VINCENT
DMN—11133—JON & SONDA STEELE
They All Recorded To
Beat The Ban
DE-24464—ELLA FITZGERALD
Teen Leaves
ME-5144—JOHN LAURENCE
Someone Cares
PA-1004—PAUL SHEIDRON
SJ-1506—ALAN DALL
Teen Leaves
VI-20-2965—DOROTHY MORROW
ENSEMBLE
A Tree In A Meadow

2—WOOD WOOD PECKER 115.1 120.0
BN-508—DOROTHY HOWE
Mother Never Told Me
CA-15145—THE SPORTSMEN
I'd Love To Live In Loreland
CO-38197—KAY KYSER O.
When Veronica Plays The
Hormonotes
DE-24562—DANNY KAYE &
ANDREW SISTERS
Put's In A Box etc.
ME-5154—THE HONEYDREAMERS
MG-10247—PHILIP GREEN O.

3—YOU CAN'T BE TRUE DEAR 90.2 109.4
AP-1121—N. EMMET
AS-145—FRED SAYLES
BN-501—LARRY STEWART
BU-1032—RONNIE DEAUVILLE
CA-15097—THE SPORTSMEN
CN-1009—WHISTLING JETTERETTES
CO-38211—THE MARLIN SISTERS
DE-24249—DICK HAYMES
DL-1171—ZIGGY LANE
GR-2009—M. WILSON
LO-202—VEVA LYNN


MU-588—RUSS BROOKS
RO-128—KEN GRIFFIN
VI-20-2944—DICK JAMES

4—YOU CALL EVERYBODY DARLIN' 62.5 58.8
AP-161—TENNESSEE KING
CA-15156—JACK SMITH
Cuckoo Bird Waltz
CO-38286—JERRY WAYNE
Cuckoo Bird Waltz
DEL-1178—BRUCE HAYES
ME-5155—ANN VINCENT
Blue Bird Polka
MG-10258—ART LUND
Hair Of Gold
RE-117—AL TRACE O.
Linger While
ST-3023—AL TRACE O.
VI-20-3109—JACK LATHROP
Hair Of Gold

5—TWELFTH STREET RAG 59.9 69.4
CA-15101—FAY WEE HUNT O.
Somebody Else, Not Me
DE-24456—MILT HEARST TRIO
Heartache Boogie
SI-15240—LIBERACE
For Two
VI-20-3120—SIDNEY BECHET O.
Sury

6—A TREE IN A MEADOW 58.6 32.9
CA-15122—MARGARET WHITING
I'm Sorry But I'm Glad
CO-38279—BILL JOHNSON
Galway Bay
DE-24411—MONICA LEWIS
On The Street Of Regret
LO-123—SAM BROWNE
An Old Sombone
ME-1548—JOHN LAURENCE
Teen Leaves
MG-10211—PAUL FENNELLY
Orch., Reflections In The Water
VI-20-2965—DOROTHY MORROW
ENSEMBLE
My Happiness

7—IT'S MAGIC 53.0 56.6
CA-15072—GORDON MacRae
Spring In December
CO-38188—DORIS DAY
Put's In A Box, Etc.
DE-23826—DICK HAYMES
ME-5138—VIC DAMONE
It's You or No One
MG-10187—BUDDY KAYE QUINTET
MG-557—SARAH VAUGHAN
It's You or No One
VI-20-2862—TONY MARTIN
It's You or No One

8—LOVE SOMEBODY 44.7 58.7
CO-38174—DORIS DAY & BUDDY CLARK
Confess

9—CONFESS 38.9 27.6
CO-38174—DORIS DAY & BUDDY CLARK
Love Somebody
DE-24409—THE MILLS BROS.
Someone Cares
ME-5129—PATTI PAGE
Twelve O'clock Flight
MG-10194—JIMMY DORSEY O.
If I Were You
MN-1131—LOUISIANA BAND
VI-20-2812—TONY MARTIN
Birds & Garden Polka


10—COOL WATER 34.2 26.9
CA-15148—LITTLE LUTHER
Lake Charles Boogie
DE-16027—SONS OF THE PIONEERS
MA-6000—FOY WILLING
MG-3059—KATE SMITH
VI-20-1724—SONS OF THE PIONEERS
VI-20-2076—SONS OF THE PIONEERS
VAUHGHN MONROE O.
The Legend Of Taki

11—WILLIAM TELL OVERTURE 35.9 64.7
VI-20-2861—SPIKE JONES O.
The Man On The Flying Trapeze

12—LITTLE WHITE LIES 39.9 42.9
CO-38114—DIANA SHORE
Crying For Joy
DE-24280—DICK HAYMES
Sierra Madre
ME-8085—STEVE GIBSON
MU-558—MEL TORME
Said Gone With The Wind
VI-27251—TOMMY DORSEY O.

13—THE MAHARAJAH OF MAGNARD 25.7 14.2
VI-20-2851—VAUGHN MONROE O.
Give A Broken Heart A Break

14—MAYBE YOU'LL BE THERE 24.4 9.8
CA-397—BILLY BUTTERFIELD O.
CO-37239—TIMMY TUCKER O.
DE-24403—GORDON JENKINS O.
Dark Eyes
MA-1120—EDDY HOWARD O.
ME-5160—JACK FINA O.
Dardanella Boogie
VI-20-2189—BETTY RHODES

15—RAMBLING ROSE 20.4 9.6
CA-15178—GORDON MacRE
Hair Of Gold
CO-38207—TONY PASTOR O.
Bay From Texas
DE-24449—RUSS MORGAN O.
So Tired
MG-10192—GEO. PAXTON O.
Better Luck Next Time
MU-500—PHIL BIRCH
Bay From Texas
VA-105—JOHNNY FRANK
VI-20-2947—FERRY COMO
There Must Be A Way

16—IT ONLY HAPPENS WHEN I DANCE WITH YOU 18.4 2.9
CA-15086—ANDY RUSSELL
If I Were You
CO-38192—FRANK SINATRA
DE-24434—GUY LOMBARDO O.
Fella With An Umbrella
ME-5166—VIC DAMONE
Just For Now
MG-10184—ART LUND
May I Still Hold You
VI-20-2888—FERRY COMO
Better Luck Next Luck

17—ST. LOUIS BLUES MARCH 16.5 14.1
VI-20-2722—TEX BENEKE O.
Cherokee Canyon

18—YOU CAME A LONG WAY FROM ST. LOUIS 14.5
VI-20-2913—RAY McKINLEY O.
For Heaven's Sake

19—NATURE BOY 9.9 35.3
CA-15034—KING COLE
Lost April
CO-38120—FRANK SINATRA
Toom'in
DE-24439—DICK HAYMES
You Can't Be True, Dear
EX-369—HERB JEFFRIES
Four Now
JE-2006—THE HOLLYWOODAires
Don't You Want That Stone
LO-10013—MAINTOYAN
Ritual Fire Dance
ME-5134—JOHN LAURENCE
These Foolish Things
MU-567—SARAH VAUGHAN
I'm Glad There Is You
RA-10070—EDDY HANSON
VI-25-5212—EVE YOUNG
Time For Your Lullaby
VI-20-2944—DICK JAMES
You Can't Be True, Dear

20—BLUE BIRD OF HAPPINESS 9.5 3.4
MG-10207—ART MOONEY O.
Sunset To Sunrise

ADDITIONAL TUNES LISTED BELOW IN ORDER OF POPULARITY

21—BECAUSE 9.4 8.1
23—BLUE SHADOWS ON THE TRAIL 8.6 9.5
23—JUST BECAUSE 7.9 8.1
24—HAIR OF GOLD 7.8 3.2
25—EVERY DAY I LOVE YOU (JUST A LITTLE BIT MORE) 7.7 9.7
26—UNDERNEATH THE ARCHES 7.6 3.1
27—HOW HIGH THE MOON 7.2 4.2
28—MEADOWLANDS 6.8 1.5
29—HAUNTED HEART 6.7 5.5
30—BETTER LUCK NEXT TIME 6.6 14.0
31—TEA LEAVES 6.2 10.0
32—TURKISH DELIGHT 6.1 3.2
33—MISSISSIPPI MUD 6.0
34—TOOLIE OOLIE DOOLIE 5.7 23.6
35—HANKERIN' 5.2 2.4
36—PUT 'EM IN A BOX, TIE 'EM WITH A RIBBON 4.6 11.3
37—CAHABA! IT'S THE SAMBA 4.5
38—JUST FOR NOW 4.4 1.9
39—FRIENDLY MOUNTAINS 3.9 1.2
40—DON'T BLAME ME 3.7

Www.americanradiohistory.com
The great need for a Credit Bureau for the coin machine industry is urgently needed by all. One well known coinman tells us that his company by bringing out a large new product, $25,000 each to capitalize new company. We're sure that a Credit Bureau for the coin machine industry can never be made. Such an organization would help every operator to obtain the best possible, better wholesale, better wholesale, and credit acceptance.

The work that one southeastern coinman is now doing is helping to put such a bureau under way.

Rochester, N. Y., then Buffalo, and now possibly Syracuse, N. Y., down on "Play Balls". Regardless, the demand from other sectors in the nation continues heavy for tube excellent quality.

Everything from Rochester to Buffalo will be gobbled up. These towns will probably return to amusement type machines and give more intensive attention to music. Still, this does not help coinmen in these cases feel too downhearted. Were there some sort of agency in the industry to help towns of this kind, to help them along, closing, such a service would be absolutely invaluable. Not only would this kind of opening would assure them keeping for all concerned. Public relations effort in one of the best means to forestall loss of good markets. FR programs should be worked up by the communities and a national agency should tie in with them to make such effort doubly effective.

Just a tip to smart coinmen—watch the "CMI Book" (The Confidential Price Lists). When prices jump up and down and are jittery—this obtains 30c, 50c or 75c. Useful attention should be paid to all coin prices.

Months ago the Cash Box urged 10c play for amusement games, especially for those freely giving FP awards. Shufflesboards on west coast (with coin operating) are always giving 10c and many as 40c full game. Here 10c play is being featured and no available given. Proving once again that 10c amusement game play is practical if the greater majority of new games feature it at one and the same time. As one west coast coinman states, "You guys in the east, where shufflesboards have been working for many years, are crazy for not coin operating these games. We're getting 10c per play and as much as 40c for a full game." He forgets, of course, that when shufflesboards were introduced into eastern market, play tables and coin operating were both new. Now, already some of this has been noted in some of the larger cities where workers can't make it out on present salaries and seek other effort to boost income.

More investors in coin machines expected this forthcoming fall than ever before. The majority of these new investors would not consider they will buy very small routes and operate them during evening hours, late Sundays, etc. Many of this has been noted in some of the larger cities where workers can't make it out on present salaries and seek other effort to boost income.

The Cash Box, Page 19, August 21, 1948
America's Finest WALL And BAR BOX

NOT "ONE" BOX TO DO THE JOB FOR "TWO"—BUT—TWO INDIVIDUAL BOXES BUILT FOR SEPARATE AND SPECIFIC REQUIREMENTS. THE "ENCORE" WALL BOX ESPECIALLY MADE FOR WALLS AND WALLS ONLY. THE "ENCORE" BAR BOX ONLY FOR BARS. 20 AND 24'S ARE INTERCHANGEABLE ON LOCATION. BOTH WALL AND BAR BOXES HAVE A RADIO DIAL SELECTION. FOR A PERMANENT, PERFECT, MONEY-MAKING INSTALLATION—THE FIRST REALLY NEW, COMPLETELY BETTER, 30-WIRE WALL AND BAR BOXES—BUY "ENCORE"!! "ENCORE" WALL AND BAR BOXES HAVE PROVED THEMSELVES "THE BEST" ON LOCATION!

MOST LIBERAL TRADE-IN DEAL EVER MADE TO OPERATORS ON YOUR OLD WALL AND BAR BOXES. YOU HAVE TO HEAR IT TO BELIEVE IT.

See Your Nearest Distributor
Or Write Us Direct

DISTRIBUTORS NOW BEING APPOINTED—WRITE

ENCORE MFG. CO.
4310 CARNEGIE AVENUE
CLEVELAND, OHIO
(PHONE: HENDERSON 1044)

The Start Of A New England Tour

BOSTON, MASS.—Jack Mitnick and Harry Poole of Beacon Coin Machines, this city, bought themselves a 21 foot Schultz trailer, fitted it out with a model “B” AMI phonograph and all accessories, and now are carrying on a whirlwind tour of the New England states, demonstrating the equipment to operators right in their own bailiwicks.

Jack Mitnick is the impresario of the trailer, and plans on calling on music operators in Maine, New Hampshire, Vermont and Rhode Island on this first tour. Mitnick will drive right up to the operator’s shop, run an extension cord to the shop for power, and set up the demonstration. If the operator gets thirsty at any time, the trailer is equipped with the necessary ingredients to relax the guest.

While traveling, Mitnick won’t miss the opportunity to plug for business on the games the firm distributes in the territory, among which the United Manufacturing Co., Chicago Coin and Exhibit Supply.

The trailer is pictured above just before the trip got under way. At the extreme right is Mitnick accepting the good wishes of his associate Harry Poole. Third from right is Jack Ravely of Owl Mint Co., who had just placed a substantial order for the model “B”. The remaining people are the Beacon staff.

Appointed Florida Distributors

MIAMI, FLA.—Joseph Mangone announced that his newly organized firm, All Coin Amusements Company, this city, has been appointed distributors for the products of D. Gottlieb & Company for the state of Florida.

The firm also represents Packard Manufacturing Corporation for the state.

Please mention THE CASH BOX when answering ads—it proves you’re a real coin machine man!
Operators Say:

“IT'S GREAT!”

Williams

Dew-Wa-Ditty

New Rapid Bonus Take Off!
Rotating Special Bonus Holes!
4 Bonus Score Holes!

See Your Distributor Today

Williams Manufacturing Company
161 W. Huron St., Chicago 10, Ill.

Ryan Elected Pres. of J. H. Keeney & Co.

W. J. (Bill) Ryan

CHICAGO—W. J. (Bill) Ryan was elected as president and treasurer of J. H. Keeney & Company, Inc., this city, by the company board of directors at the conclusion of its most recent meeting, according to an announcement by the firm. Ryan was selected by unanimous vote to assume full administrative duties formerly held by the late Jack Keeney, because of his long and successful record as vice president and general manager of the Keeney organization, and in keeping with the predetermined wishes of Keeney himself.

Bill Ryan, one of the most popular coinmen in the industry, has been associated with coin machines for the past thirty-five years, having been connected with J. H. Keeney & Company for the last dozen years. During these years, Ryan has built up an enviable reputation with distributors and operators throughout the country, and enjoys the respect and confidence of these coinmen, as well as that of his co-workers.

Since the death of Jack Keeney, founder of the company, on July 26, Ryan has taken over active management of the business. "The same long range program and policies as previously established will continue in effect," stated Bill. "At this time the company is engaged in a vast program that comprises the manufacture and sale of our electric cigarette vendor, console machines, and other amusement devices. We shall continue uninteruptedly to carry on production of our regular equipment, with a series of additional new units which soon are to be announced."

Please mention The Cash Box when answering ads—it proves you're a real coin machine man!
EASTERN FLASHERS

With the draft of young men for military services getting under way in a very few weeks, many army camps and naval bases will once again be functioning full blast. Thousands of young men looking for entertainment at the bases and surrounding towns, will give the coin machine operator in those territories an opportunity to improve his collections, as well as place many additional machines. Operators who have contacts in the military should see about getting started right away. Colonies in towns where military camps were situated during the war, and those which are still functioning, should get busy immediately to grab up all available locations—even if they aren’t profitable at this time, and only warrant a secondary piece of equipment. The proposition is of prime importance. Army officials in this area announced this week that Camp Kilmer, N. J., will be opened for 11,000 recruits for basic training. During the war Kilmer was used as an embarkation and receiving point for overseas. At this time it will be used to supplement the large Fort Dix camp, which is overcrowded. The live-wire coinman can take advantage of these camp openings throughout the country, and we suggest that they get busy at once to see that their equipment is “on the spot.”

Combination coin-operated tele-musical machines were brought to the public’s attention this week, when stories appeared in some of the local newspapers. The New York Times, Saturday August 7, and the Newsday Sunday News, August 8, both featured nice sized stories about the equipment... Al Blendor, Blendor & Meyers, Inc., out on the road this week, while checking on Coin-op, the firm’s manager, hands the trade... Frank Seidel, the firm’s manager, hands the trade... Ben Becker, Ben Becker Sales Corp. (Bally regional sales representative), drives up to his office when he was calling there. Ben was on the road for importance. And reports that Bally’s “Carnival” is getting a big play. “The ops who have them out are rushing in orders for more,” reports Ben.

Barney (Shugy) Sugerman, Runyon Sales Company, away all week on the road. Irv (Kempy) Kompner, road salesman for the firm, spends a day in New York office, but hits the road again. Wonder what Kempy and Sam Bushnell of Standard Factors were cooking up in that closed huddle... Dave Lowy, Dave Lowy & Company, rushes out to the mid-west for a fast biz trip. He and Phil Mason of the Lowy firm, will be making an important announcement next week... Gene Lane, American Vending Corporation, Minneapolis, Pha., is taking time to relay his beat to his company. Gene tells us that our good friend Charley Polgar is home and getting around, but still is a pretty sick fellow. ...Telecoin Corporation ran some ads in the local papers, directed at industrial plants. They were seeking for their Fruit Juice Machine, and stated their franchised operator would place the equipment. The interesting part of the ad (to us) was that the location would get 1c on every 10c can of juice. That’s 10% to the location, a real money making commission deal on vending equipment. Commissions, by the way, are payable once a month by check. ... Dave Stern, Seacoast Distributors, Newark, N. J., will be ready to break with an announcement on a new product soon. Meanwhile, Dave tells us that he’s moving quite a few Rock-Ola phonos through his territory... George Ponser’s many friends happy to hear he’s returning to the distributor fold, and we’re wishing him success.

MINNEAPOLIS

E. A. Grunend of the North West Piano Company, Minot, N. Dak., has bought part of Robert Westrum’s route. We understand that Bob Westrum has sold all of his equipment except that which he is operating in Bisbee. Company has, what he wants to stick close to home... R. E. Ahern of La Moure, N. Dak., made one of his quick trips into Minneapolis, and seemed well pleased with the purchases that he made. ... Wes Rydell of Mora, Minn., gave his wife a treat and took her along with him on a shopping trip. ... Art Hagen of Great Forks, N. Dak., brought his wife into the Twin Cities and while he shopped for coin equipment, she shopped for fall styles. Art informed us that his brother Martin is in Seattle, Wash., at the present time, looking things over there.

Harry Nold, the well known Candy Jobber and Coin Machine Operator of Cambridge, Minn., was in town, as busy as ever. ... Walter Hardwick of the Red Line Vending Company, New Hampton, Iowa, and his side kick, L. H. Eickson of Rock Island, Ill., made a fast trip into the city on their way up to Lake Milac and a little fishing trip. ... Sally Rose of the Hy-G Music Company is making a leisurely trip out to Fairview. They intend to spend a few days in and around New York City, taking in some of the high spots.

Bill Battledost of Cottonwood, Minn., stopped in to see the boys at Hy-G and told them about the hunting trip which he is planning out West. Bill, incidentally, goes for the big game, not for the small game. ... Bill Krueger of Fairfax, Minn., also in the city taking care of some of the menial tasks which his boys usually do, and happy about the whole thing... Gus Loehr, the genial gentleman from Melrose, Minn., also in town doing some shopping... Lyke Kittling of the well known Kittling Family, who operate in Western, Minn., also in town purchasing coin machine equipment for their vast operations... George Harrison of the Howard Sales Company, passing out cigars these days. His wife presented him with a bouncing baby girl.
Even Tweedledum and Tweedledee
Find It Easy to Agree on

ALICE in Wonderland

YES! Everybody Goes for GOTTLIEB'S Wonder Game!

TIME-TESTED
PLAY IDEAS!

SUCCESSIVE
SUPER SCORE STEP-UPS!

JET-ACTION BONUS!

ORDER FROM YOUR DISTRIBUTOR NOW!

1140-50 N. KOSTNER AVE.
CHICAGO 51, ILLINOIS

D. Gottlieb & Co.

GIANT PINBALLS CLICK
BIG IN CITIES WHERE SHOWN


NEW YORK—“The exploitation tie-up of CMI and United Artists on the hit movie ‘Time Of Your Life’ starring James Cagney, and featuring a sensational pinball scene, is clicking better than we had ever hoped,” beamed George Glassgold, attorney for the pinball industry, and responsible for the publicity relations effort.

Reports from St. Louis, Mo., where the giant pinball is on location in one of the city’s largest and most prominent drug stores, were so sensational that the field men of United Artists and coinmen in Louisville, Ky., and Columbus, Ohio, demanded the game be displayed in their cities. Plans have already been completed to have the oversized pinball machine in Louisville on August 26 when the movie opens for its run.

Leon Roth, head of exploitation for United Artists on this campaign, states that reports coming in from their field men in Atlanta, Ga., and Rochester, N. Y., where the other machines were exhibited, were of the same exuberant nature. “Rochester, in particular was great,” stated Roth. “The giant pinball game, located in one of the most prominent spots in this city, attracted exceptionally big crowds of players.”

CMI built six oversized pinball games for this campaign at the cost of $5,000 each. Three were rushed out to the various cities a week ago, and the remaining three were shipped this week. Six games will be displayed from now on in six different cities.

Other cities lined up are Syracuse, N. Y. (August 26): Cleveland, Ohio; Washington, D. C.; and Dallas, Tex. CMI and United Artists are in contact with a great many more cities as they go along.

As a result of the efforts of both organizations, the tie-up came in for a tremendous radio network plug over the National Broadcasting Company on Sunday, August 15. “Let’s Talk It Over,” the summer replacement for the Jack Benny show, gave pinball games considerable time on their show.

The six giant pinball games are fitted out with a ten-cent coin chute, and all receipts will be donated to the Damon Runyon Cancer Fund thru CMI.

CMII Establishes Complete Library
Of State Laws

Index Of Coast Cases To Be Compiled

CHICAGO—Dudley C. Ruttenberg, head of CMI Legal and Tax Department, advised the trade this week that the first complete library of state laws on coin operated equipment to be compiled in the coin machine industry has been set up.

“The need for a central source of such material became evident soon after the department was established last November since it was not available any other place in the industry,” stated Ruttenberg. “A research and compilation project resulted in the library.

(Ed. note: The Cash Box suggested thru its editorial pages through the last six years that a Legal and Tax Department be organized, and a library be kept. We are happy that the department can now serve the industry in an important phase of its business.)

Ruttenberg states that the department’s next undertaking is in the creation of an index of all coin machine cases decided by courts of all jurisdictions.

Please mention THE CASH BOX when answering ads—it proves you’re a real coin machine man!
MERRY WIDOW WAS BETTER THAN TRIPLE ACTION TRADE WIND MARDI GRAS YOU FOUND OUT WE WERE RIGHT! and NOW — MERRY WIDOW IS GROWING STRONGER THAN EVER!
ORDER FROM YOUR NEAREST DISTRIBUTOR

Genco BUILDS GREATER GAMES
2621 North Ashland Avenue • Chicago 14, Illinois

BIG SALE...BIG SAVINGS

Bell Special Entry $265.00
Bell Victory Special $150.00
Bell Victory Derby 130.00
Bell Melody 150.00
United Tropicana 100.00
Getchell Humphry Dummy 90.00
United Singapore 80.00
United Hawaii 85.00

We have all Mills latest bets in stock.

FRIEDMANN AMUSEMENT COMPANY
441 Edgewood Ave., S.E., Atlanta, Ga.
AUTHORIZED BELL-O-MATIC DISTRIBUTOR

CHICAGO CHATTER

Big army camps expected to be plenty crowded and very soon, too, according to the press. Ops have already started to make contact but report that this time it will absolutely be a jam to get spots since so many are trying for locations in and around army-tents area. Reports are that this year’s big difference will be to the effect that everyone of the present camps, chosen for training the new crop of boys in D.C., will be plenty crowded—but plenty—and they’ll have to turn away some. Get together of distrub in Chi (past week, Wednesday) has stirred much interest. There is now much debate pro and con regarding what good such an organization can do for the industry. Flackets, by working together, are placing added value to the trade. Just as they are in other industries. Only trouble is that many here believe they will start off on wrong foot by “making demands.” Personally, we don’t think so. Have intelligent leadership and a fair number of good men in group. There is some difference about the $500 initiation fee and the $50 per hour should be based on this trifling distiub. This is extremely difficult to compute. Therefore, one set fee for all seems to be the fairest basis, at least that’s what members claim. It’s six of one and half-dozen of the other. Future will tell.

Grant Shay of Bell-O-Matic left for a two week’s well deserved vacation... and tho he’s sticking near town is really enjoying himself, using the golf club practically every day... better watch this guy in any golf matches from now on... Fulton (Skeet) Moore of Williams Mfg. Co. reports that “Dew-Wa-Ditty” is the “goin’ great guns” Claims that the new game is attracting players. Which is one angle lots of others ought to look into. Sam Stern of Williams left for the East... on business. Everything is nice and quiet, peaceful and restful over at D. Gottlieb & Co. Al and Alvin are up in Eagle River, Wis., taking in the sunshine and resting. Nate’s holding down the fort in the meantime and is constantly on the long distance ph. with Chem’s in other states. Adman Moch is in orders, who is barely 20, is already creating a sensation as a disk jockey... he’s heard regularly over WKKM, Kokomo, Ind. Got his start at WBEN, here in Chi. He now features two very popular waxed programs... “Koffee Klub”... “Keynote Klub”... is on his way to many big places.

AMI closes down for the two week vacah period... starting August 16... and Lindy Force advises he just doesn’t know where he’s going to go for a vacation this year. He’s just about to travel all the spots... Mr. and Mrs. Walter Sims in Lindy’s office... they’re from Canal Zone and represent AMI line in Panama as well as in the Canal Zone. They’ve been down here for big doings this Fall... the folks tell me... Lindy reports that July was the second biggest month in the firm’s history... which ain’t bad... believe me... Buckley plant closed down for two weeks to give all they are working for an off of their deserved vacation, but this did not stop orders from coming in... they won’t be filled, tho, until the shipping room opens again on the 15th... in the meantime “Smitty” Smith is doing hard work to get his housework completed... it’s near Johnsburg, Ill., and Smitty intends to make this fishing paradise... which ain’t bad, either... Adrian Ed Vojack of O. D. Jennings & Co., now back on the job working harder than ever to get the firm’s ad program properly under way for the Fall season when the Jennings’ roadmen believe they will hit an all time high in sales.

Over at Exhibit Supply everything’s nice and quiet... this lazy summer weather putting all in the mood for fishing instead of working... even the orders keep coming in. Thar was a meet this past Thursday at the CMI office of the Board of Directors... no official news release as yet. Over at United Mfg. Co. the heist’s on... Billy DeSelm is working like a Trojan to meet demand for the firm’s products and with Herb Gettis and his Greek understandings to interfere and Lyn Durant working away in the experimental dept., while all others are scooting here and there about the place... this is one spot to avoid if you feel like taking things easy... these guys don’t know what the word “relax” means... they just keep right on going at top speed... maybe that’s why they’re selling those United games right over the top.

Art Weinard back on the job at the Rock-Ola plant, but, hasn’t yet made any report as how he enjoyed his vacation. Every time he’s called over to Coin-A-Matic... found the place closed... what’s what? Gordon Sutton of Illinois Simplex seems to be working too hard these days... the crowd always on the go. Always on the go. Willie (Little Napoleon) Blatt of Miami was in town... first, to attend the distrib’s meet... second, to get a look at how they’ve been doing. He learn why it’s been pretty hard to be in the loop over here this past week for the “coin machine firm that handles steel window shades”... which, of course, is Bell Products Co., Al Sebring, who is reported to be doing a very nice job. Don’t be surprised if the latest shuffleboards click big here... seems promotion is already under way and these may become one of the big moneymakers here, too. First look at the 10c to 25¢ game... ain’t to be sneezed at, brother. Seems like Joe Peskin is definitely set to remain on the West Coast... likes the climate and likes the idea of distributing AMI’s... some day we hear... Was that Harry Brown coming out of the Sherman the other day all dressed up?
Buckley builds the Best

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 new aluminum castings.
- Club Handle and Handle Collar chrome plated.
- Heavy brass chrome plated etched Reward Plates, 2/5 or 3/5.
- 5c-10c-25c chrome Denominator Coin Intake.
- Payout Cups with anti-spoon device.
- Drillproof Plates.

Buckley gives Music Operators the FIRST practical and profitable Music Box of 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 genuinely chrome plated, with beautiful red dial plates and attractively illuminated. Equipped with positive nationally known slug rejector and double capacity cash box. Complete program of selection 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.

Buckley Tracking Odds has long been recognized as the only Seven-Coin Race Horse Contest that would stand up month after month—year after year—and outsells 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 6636-37-38-6533)

Please mention THE CASH BOX when answering ads—it proves you’re a real coin machine man!
CLASSIFIED AD RATE
8 CENTS PER WORD

Count every word including all words in names. Numbers in address space count as one word. Minimum ad accepted 10c. CERTIFICATE OF ORDER ACCOMPANY ALL ORDERS FOR CLASSIFIED ADVERTISING. All ads under 10 words in any size are charged same rate. Your classified ad will be held for follow- ing issue pending receipt of your check or cash.

NOTICE TO HOLDERS OF "Special (Sub) Subscription." You are entitled to a free classified ad each week's issue of the L.A. TIMES at the rate of 8 cents per word, not counting more than 40 words, which includes your name, address and phone number. All word over 40 will be charged you at the regular rate of 8c per word. Please count words carefully.

ALL CLASSIFIED ADVERTISING CLOSURES WEDNESDAY, 5 P.M. AT: The Cash Box 381 Fourth Avenue, New York 16, N. Y.

WANT—All types of Music Machines, especially Wurlitzer 650, 750 and 750-D. Low price. Rushing delivery. DAVE LOWY & COMPANY, 594 TENTH AVE., NEW YORK 18, N. Y. Tel.: Chickering 4-5100.

WANT—To purchase for export shipment—Model 1015 Wurlitzer, 1946 AMI's 146 and 147 Seeburgs. Summer and fall shows, will not unload except in first letter. BADGER SALES CO., INC., 2251 W. PICO BLVD., LOS ANGELES 6, CALIF.

WANT—Will buy any quantity used slot machine, all makes and models. Also Columbus, Gooseneck Mills Q.T.'s. Best price. Quote lowest prices in first letter. Machines must be in first class condition. AUTOMATIC GAMES CO., 2835 W. PICO BLVD., LOS ANGELES 5, CALIF.

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., BRONX 11, N. Y. Tel.: Underhill 3-5761.

WANT—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, CAY, CANADA.

WANT—Amateurish—Large–Gauges. State lowest price, quantity and condition. SOUTHTOWN PIONEER GAME CO., 2108 WEST 51ST STREET, CHICAGO 9, ILL.

The Cash Box
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August 21, 1948

THE CASH BOX
CLASSIFIED ADVERTISING SECTION

CALIFORNIA CLIPPINGS

Coin Row the past week did not resound to the joyous strains of "Happy Days Are Here Again"... No. 1 blues note was struck by August 4 decision of Los Angeles County Superior Court jury that the Benedict & Juravitch valiant battle and even succeeded in having the defendants cleared of one charge against them—sale of game of chance—but the other one, that said game was "illegal because of flowers used in making up its value," went against the boys... Jury was out for one and one-half hours before hearing any arguments in the case. We think that such a charge is a fair chance of getting a false shackle from a jury... Appeal of case, however, is considered quite useless and waste of money by legal experts and others concerned. Next time we expect to see the court firmly attack the city ordinance on the grounds of its loose and ambiguous terminology and overreach in intent. In the meantime Laume & Brown are still conducting his one-man campaign toward that end... He appeared before City Council last week but was made up a week because of, what they considered, more pressing business. W. W. Harrington, Dannie, and Lon Brim are still preparing to do battle here to give you a blow-by-blow account. No. 2 rap was reported that San Bernardino "went down...."

Look as if Joe Penk of Chicago will soon be set up as AMI distrib without moving a machine... The deal for him to take over the Bill Wolf bldg. in the afternoon will mean that the smell is almost gone, and we see that it's the kind of business that seems to have a future soul and expression belief that there's plenty room for more jake boxes in this area... He's been getting acquainted with local one and preparing for store... Though the one will have him be the third jake house in the area, with General Music's Fred Gaunt and Mills Charlie Pulcher, who will clear off their firm's attractive new remote remote IOG-scoreboards... Charlie also promised an ice cold Coke come next week out of the new Mills 400 cup drink dispenser... Jack Simon of Sicking up to Arrowhead for a few words of action.

WANT—Used records. Will positively pay top market. Sell to the East's largest distributor of used records. Will pick up. Write, call or ship to: BERNARD WIGGINS, 1315 N. 52nd ST., PHILADELPHIA 31, PA. Tel.: GR 3-6825.

WANT—New or Used Buckler Adapters for Wurlitzer 24. WINNIE PACKARD CO., 277 DONALD ST., WINNIPEG, CANADA.
FOR SALE—10 Keeley Three Way Bonus Super Bells, like new, guar- anteed perfect mechanically and outward appearance $800 ea. Terms 1/3 Deposit, balance C.O.D. ADVANCE AUTOMATIC SALES CO., 1350 W. 6th St., SAN FRANCISCO 4, CALIF.

FOR SALE—5 HY-Rolls $260 six: 5 Bing-A-Rolls $285 ea. Used very lightly and well cared for, ready to use or 1/3 deposit. Make offer on (1) Werts Box Score Baseball Machine with 20 gross pull tickets 16 on card. Machine new, set up, $600. HILTON AUTOMATION CO., 309 RAYVIEW BLDG., SEATTLE 99, WASH.

FOR SALE—$181.40 for only $48 when you buy this "Special," a 40- word classified ad free (cost $3.29) each and every week for a full year (52 weeks) total $166.40 plus the cost of a full year's subscription $15. Grand total of $181.40 for only $48, the cost of the "Special" subscription to The Cash Box. Send your check for $48 immediately to: THE CASH BOX, 381 FOURTH AVENUE, NEW YORK 16, N. Y.

FOR SALE—Eyeball Single Super Bonus FP-PO, in A1 condition, ready for location. Also several Eyeball Super Bells. Make us an offer. MONTANA SALES, BOX 1468, BILLINGS, MONTANA.

FOR SALE—Music and Pinball route, located in heart of gas fields, in county seat in Western Kansas. All new equipment. BOX 812, GARDEN CITY, KANSAS.

FOR SALE—Williams All Stars used but very clean $275; 2 Photomatics, include pro fixtures, separate cost $325 ea.; Spoffite, brand new $175; this is a very good arcade piece. KING-PIN EQUIPMENT CO., 30 MILLS ST., KALAMAZOO, MICH.

FOR SALE—Steel Ball Rolldowns: Mimi $79.50; Bubbles $64.50, Hawaii $54.50, Kilroy $54.50, Wooden Roll Down: Arrows $54.50; Eso Stars new works $44.10; PT. Sky Ball, $64.50; Buccaneer $50, Write for list. NATIONAL NOVELTY CO., MERRICK, N. Y.


FOR SALE—Ball Pin Games. All thoroughly reconditioned, cleaned, rebuilt, finished, packed in good cartons. At $255: Sporty, Blondie, Big Town, Formation, Big Chief, Cross- lines. At $35: Four Roses Band Wagon, Twin Six, Ten Spot, ABC Bowler, Flat Top, Chubby, Wild Fox, etc. $350. Ten in new Boat. All American, Sky Ray, Spot Pool, Gun Club, Dixie, Clover, Hat, Chair, School Days, Laura, Legion-naire, Venus, Seven Up. At $45: Argus, Star, Buick, Chief, Race, Big League. At $75: Superscore. One Balls F.P., Sport Special $45; Dark Blue, Blue Grass $60. Immediate shipment. 1/3 deposit, balance C.O.D. W. F. KEELEY MFG. CO., 7729 CONSTANCE AVE, CHI- CAGO, ILL.

FOR SALE—Alrecon Super DeLuxe phonographs, A1 mechanical condition, ready to operate $245.00 ea. H. M. BRANSON DISTRIBUTING CO., 516 S. 2nd St., LOUISVILLE 2, KY. Tel: Wabash 1501.

FOR SALE—New Black Cherry and Golden Falls, Case Assemblies for $40 each. Each Assembly consists of Castings, Wood Case, Club Handle, Drift Proofing and Card, Jack Pot Glass, etc., completely as- sembled and packed in individual cases. Many new, all reconditioned on new, used and rebuilt slots. W. J. MUSIC CO., 1201 W. MAIN ST., OTTAWA, ILL. Tel: 1312.

FOR SALE—Advance Roll $100; Bing- A-Roll $425; Heavy Bitter $50, Singapore R.D. $100; Hawaii R.D. $75; Ten Strike H.D. $250, BAYVIEW BLDG., SEATTLE 99, WASH.


FOR SALE—Well established Machine House: 35 machines, $19,000, terms. L. R. WHEELER & CO., 3005 COLORADO AVENUE, GRAND JUNCTION, COLO. Tel: 1570-W.

FOR SALE—Guaranteed Used Ma- chines—Bells; Consoles; One-Ball; Pius. The machines are perfect, the prices are right! Write for list. CONSOLE DISTRIBUTING CO., 1006 PODYDRAS ST., NEW ORLEANS, LA.

FOR SALE—Yielding Machine Men Attention: I have a ten percent interest in the Double Dutch Athletic Shoeshining Co., Inc., for sale. Write or wire for details. P. D. DOUGLASS, 787 HARDER RD., HAYWARD, CALIF.

FOR SALE—5 Balls; Balle Cards, Kilroy $55 ea.; Play Boys $70 ea.; Streamlins $20 each, Sky Blazers $15 each. All above in top condition. 1/3 deposit. C. & M. SPECIALTY CO., 332 CAMP STREET, NEW ORLEANS 13, LA.

FOR SALE—Brand new portable coin- operated game board, $85.00, Made by HOWARD MACHINE PRODUCTS, 2754 DIVERSEY BLVDY, CHICAGO 47, ILL.

FOR SALE—Old established phonograph and pin game business, located in St. Louis, Mo. Will gross over $800.00 a month. Terms 1/3 deposit, C. & M. SPECIALTY CO., 1006 PODYDRAS ST., NEW ORLEANS, LA. Tel: Cala 7137.

FOR SALE—Look at This: Special Entry $265; Victory Special $135; Victory Derby $130; Melody $100, Tropicana $100; Humpty Dumptty $90, Singapore $90, Hawaii $50, CROWN NOVELTY CO., 3327 HAGAN AVENUE, NEW ORLEANS, LA. Tel: Cala 7137.

FOR SALE—We have them in stock. Contact us for your Hirsh Red Band for state of Florida. Best money maker out today. Trouble free. Im- mediate delivery. Make us each offer on any new or used pin tables you need. OTHER_Pin Machines, box 74, NEW YORK. ILL.

FOR SALE—Mills Jumbo Parade P. O. $60; Mills 10c Blue Front $50; Keeney Hi Ride $50; Bronco $30; Cyclone $25; Silver Steam $20; Super Score $25; Nevada $53; Sea Isle $50; Humpty Dumpty $40; Millionaire $85; Ginger $35, AUTOMATIC MUSICAL CO., 705 MAIN ST., BRIDGEPORT, O. Tel: 750.

FOR SALE—Going out of business—Machines, parts and supplies. Send for catalog. M. SAGINAW ST., FLINT 4, MICH.

FOR SALE—Rebuilt Black Cherry's, new fronts and cabinets, Rebuilt Jewel's, new fronts and cabinets; Rebuilt Star and Cherry Bells; one set of 5-10-25c Club Bells, rebuild, write for prices. COLEMAN NOVELTY COMPANY, 1025 FIFTH AVENUE, ROCKFORD, ILL.

MISCELLANEOUS

NOTICE—Music Ops: We re-grind your used phone needles scientific- ally and guarantee complete satis- faction. Hundreds of operators use the service constantly. It's a big service. Write for complete details and free shipping containers. SHARP NEEDLE SERVICE, BOX 770, FT. DODGE, IOWA.

NOTICE—Music Operators. Motors reconditioned $5.50; Walterlitz counter model trys refurbished and rebushed $6.50. RHYTHM PHOTOGRAPHIC REPAIR, 5947 EMERALD AVE., CHICAGO 21, ILL. Tel: Engle- wood 1922.

PARTS & SUPPLIES

FOR SALE—Tubes: 664 29c; No. 80 2$x No. 64 45c; No. 67 66c. Other tubes 60% off list. ENGLISH SALES COMPANY, 620 W. RANDOLPH STREET, CHICAGO, ILL.

FOR SALE—Radio Tubes, 60% off list, minimum shipment 50 tubes assorted. Popular brands. All types in stock. Hardy models. No. 47, $36 per box; No. 48, $47, $4.35 per 100; No. 51 or 55, $8.50 per 100. Bulbs can be assorted for best price. BELMONT RADIO SUPPLY CO., 1231 BELMONT AVE., CHICAGO 13, ILL.

FOR SALE—Parts and supplies for shop repair. Send for free illustrated wall chart. HILL, 1220, 1222, 1224, 1226, 1228, 1230, 1232, 1234, 1236 Ave. A to Z. If you operate coin machines you should be on our mailing list. HILL SUPPLY CO., 1226, 1238 BROAD ST., PHILA., 22, PENNA.

FOR SALE—Recording discs for auto- matic and semi-automatic machines. Send for parts catalog. JOE MUN- VES, 615 TENTH AVENUE, NEW YORK, N. Y.
### HOW TO USE THE "C. M. I. BLUE BOOK"

**FOREWORD:** Many times, wide differences appear in the high and low prices of certain equipment. Like any true reporter The C.M.I. Blue Book can only feature the market prices as they are quoted. The C.M.I. Blue Book acts exactly the same as the market quotation board at the New York Stock Exchange—posting the prices as they are quoted for the past week, regardless of how much they may seem to be out of line. Some prices do not change for months. The C.M.I. Blue Book, rather than show no price, retains the last known quotations for such equipment so that the subscriber at least has the last known prices as a basis to know that prices cannot be very much lower. These days, some one on the West Coast may feel a certain machine worth $150.00 whereas someone on the East Coast may think it worth $75.00. Of course, condition, serial, appearance, demand, territory, quantity, etc., must all be taken into consideration. The C.M.I. Blue Book reports each quotation exactly as it is made and the desirer on the subscriber to make average price adjustments to fit the peculiarities of his territory.

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

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### SEEBURG (Cont.)

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<th>August 21, 1948</th>
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C. M. I. BLUE BOOK—"The Confidential Price Lists"
August 21, 1943

C. M. I. BLUE BOOK

PACF.

1c Comet FY .......................... 95.00 70.00
2c Comet FY .......................... 50.00 95.00
5c Comet FY .......................... 95.00 125.00
5c Comet DJF .......................... 40.00 75.00
10c Comet DJF .......................... 50.00 75.00
1c Comet Blue ......................... 50.00 75.00
5c Comet Blue .......................... 30.00 75.00
10c Comet Blue Front ..................... 15.00 45.00
25c Blue Front ...................... 100.00 75.00
50c All Star Comet ..................... 35.00 50.00
10c All Star Comet ..................... 45.00 65.00
50c All Star Comet ..................... 40.00 65.00
15c All Star Comet ..................... 60.00 85.00
20c All Star Comet ..................... 80.00 100.00
25c All Star Comet ..................... 100.00 125.00
5c All Star 24 ......................... 20.00 25.00
1c Rocket .......................... 49.50 75.00
5c Rocket .......................... 55.00 75.00
10c Rocket .......................... 75.00 95.00
5c TJ Comet .......................... 25.00 25.00
1c Old Bell .......................... 49.50 65.00
5c Club Bell .......................... 69.50 85.00
10c Club Bell .......................... 89.50 100.00
5c Club Bell .......................... 119.50 125.00
5c Club Bell ......................... 139.50 165.00
1c Comet Red .......................... 75.00 90.00
10c Comet Red .......................... 75.00 125.00

JENNINGS

5c Chief ..................................... 25.00 65.00
5c Chief ..................................... 59.50 75.00
5c Club Bell .......................... 54.50 65.00
5c Club Bell .......................... 59.50 95.00
5c Club Bell .......................... 69.50 125.00
5c Silver Moon Chief .................. 29.50 39.50
5c Silver Moon Chief .................. 29.50 39.50
5c Silver Chief ......................... 45.00 75.00
5c Silver Chief ......................... 75.00 90.00
5c Silver Chief ......................... 89.50 125.00
5c Silver Chief ......................... 105.00 125.00
5c Silver Chief ......................... 119.50 125.00
5c Silver Chief ......................... 139.50 150.00
20c Silver Chief ......................... 149.50 149.50
4c Silver Chief ......................... 189.50 249.50
5c Golf Vendor ......................... 75.00 94.50
5c Golf Bell .......................... 109.50 149.50
Cigarrilla XXV .......................... 40.00 75.00
Cigarrilla XV ................................ 30.00 60.00
Cigarrilla XV .......................... 45.00 90.00
5c Victory Chief ......................... 50.00 100.00
5c Victory Chief ......................... 55.00 110.00
5c Victory Chief ......................... 109.50 125.00
1c 4 Star Chief .......................... 45.00 75.00
4c 4 Star Chief .......................... 54.00 75.00
5c 4 Star Chief .......................... 89.50 125.00
5c Victory 4 Star Ch. .................... 75.00 115.00
5c Victory 4 Star Ch. .................... 85.00 125.00
5c Victory 4 Star Ch. .................... 95.00 125.00
5c Super DeLuxe Club Chief .................. 149.50 165.00
5c Super DeLuxe Club Chief .................. 149.50 175.00
5c Super DeLuxe Club Chief .................. 169.50 175.00
5c Standard Chief ....................... 159.50 210.00
5c Standard Chief ....................... 179.50 210.00
5c Standard Chief ....................... 189.50 225.00
5c Standard Chief ....................... 199.50 249.50
81.00 Standard Chief ................... 379.50 475.00
5c Bronze Chief ......................... 125.00 125.00
5c Bronze Chief ......................... 135.00 150.00

WATLING

5c Rolatop '48 .......................... 90.00 125.00
5c Rolatop '48 .......................... 90.00 125.00
5c Rolatop '48 .......................... 90.00 125.00
20c Rolatop .......................... 65.00 95.00
5c Rolatop .......................... 145.00 295.00
25c Rolatop .......................... 65.00 95.00
1c Club Bell .......................... 60.00 90.00
25c Club Bell .......................... 115.00 150.00
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