Decked out in buckskin, shootin' iron and astride a hobby horse, chirp Dinah Shore gets into the swing of things as her sensational recording of “Buttons And Bows” clicks away for music operators. The tune is currently hotter than the hardware Dinah holds, and occupies a top position on The Cash Box music charts. Other current winning recordings are: “Lavender Blue”; “The Matador”; and “This Is The Moment.” Dinah is featured on the Eddie Cantor air-show, NBC, Friday evenings, 9:00 P. M. Dinah Shore is exclusively featured on Columbia Records. Press Relations: George Evans.
YOUR VOTES DECIDE THE WINNERS
IN THE 3rd ANNUAL POLL OF THE AUTOMATIC MUSIC INDUSTRY OF AMERICA TO CHOOSE THE BEST RECORDS AND RECORDING ARTISTS OF 1948

VOTE TODAY—FILL OUT AND MAIL PREPAID POSTCARD IN THIS ISSUE

Sponsored and Conducted Exclusively by THE CASH BOX
"The Official Publication of the Automatic Music Industry of America"
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

BILL GERSH, Publisher
JOE ORLECK, Editor and Advertising Director

ROBERT E. AUSTIN, General Manager, Music Dept.
JOEL FRIEDMAN, Music Editor
L. MILAZZO, Classified Advertising


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SUBSCRIPTION RATE $15 per year anywhere in the U.S.A. Special subscription allowing free classified advertisement each week, not to exceed forty words, $48 per year. Subscription rates for all foreign countries on request. Three weeks advance notice required for change of address.

THE CASH BOX exclusively covers the coin machine industry, including operators, jobbers, distributors and manufacturers, and all those allied to automatic coin operated amusement equipment; as well as all coin operated amusement equipment; the music and record business, recording artists and publishers of music; and all others in any fashion identified or allied to the coin operated machine industry as well as all finance firms, banks and other financial institutions expressly interested in the financing of coin operated equipment of all types.

THE CASH BOX has been recognized by various associations of coin machine operators throughout the United States as their official weekly magazine

THE "C. M. I. BLUE BOOK," also known as "The Confidential Price Lists," gives prices of all new and used coin operated machines of all kinds, weekly reporting all market changes and continually adding on all new equipment. The "C. M. I. Blue Book" is officially recognized by many cities and states throughout the country as the "official price book of the coin machine industry." It is an integral part of The Cash Box. The "C. M. I. Blue Book" is used in settlement of estates, in buying, selling and trading of all coin operated equipment. It is the one and only officially recognized price guide in the coin machine industry. The "C. M. I. Blue Book" is used by finance firms, factors and bankers to guide them in making loans to the members of the coin machine industry.

Talking It Over

It is irritating to many coin men who are engaged in selling equipment to note that there are still operators who are standing by and waiting for "something new in machines" to be introduced, before they will again think about buying.

This is not the time for "standing by." This is not the time for wondering whether there is, or isn't, going to be "something new in machines" on the market soon.

It is well for those operators, who believe that they had best wait, to remember that others are not waiting. These others are purchasing whatever machines they can at this time, to cover as many locations as they possibly can.

The best way to emphasize the situation is to probably advise these operators that it isn't the machine, as much as the location, that really counts.

John Q. Public doesn't "buy" the machine when he installs his coin into the coin chute. He is, instead, purchasing the thrills and relaxation of the game he is about to play, or the music he is about to hear.

Johnny Public just doesn't care whether the machine is two days old or twenty years old. If he likes what the machine gives him in return for his coin, he's going to put more of his coin into that machine.

Therefore, those operators who are standing by and waiting, may be losing a great many good locations and much profit. The man who is buying and placing what he buys, is the man who is going ahead.

Remember ... Johnny Public doesn't care about "buying" the machine. He is only interested in buying what the machine vends ... whether it be candy, cigarettes, soft drinks, weight, music or amusement.

Bill Gersh
After more than ten years of operation in the east, shuffleboards have started to travel west as "coin operated" games, and are gaining wider acceptance as well as operators.

It is interesting to note that for many years taverns in the New York, New Jersey, Connecticut and Pennsylvania areas advertised the fact that they featured more than one shuffleboard, and attracted business with such advertisements.

In many taverns even went to the expense of newspaper advertising as well as the purchase of spectacles neon signs to advise the public that the finest in shuffleboards was being featured in their taverns.

It is true, of course, that in these eastern areas were not coin operated. The tavern owners handled the play. They found that they helped bring in much new, while retaining the old, patronage.

Now, even in the eastern area, shuffleboards have started out again as "coin operated." And, at first, it was extremely difficult to get them into the locations by the few who dared to place them, they are now winning even greater following from the location owners with the result, so it is predicted, that eventually a majority of the taverns, and other locations in the east, will be featuring "coin operated" shuffleboards.

When coin operated shuffleboards started out on the west coast, they did not cause much of a furor, except in the local west coast area. The reason was simply that the boards were too well known to ops, especially in the east, as non-coin operated. Few could see how they would attract patronage if "coin operated."

But in Los Angeles and other parts of California, suddenly went all out on the coin operated shuffleboards, other ops in other territories also began to investigate. The result now is that more and more ops are buying and testing the boards. Many have reported surprisingly big play action.

In fact, one well known Arkansas op advises, "I found the people stand six deep in some Oklahoma locations waiting to play the shuffleboards."
The result, naturally, was for this op to send a heavy call thru to obtain boards for his locations. He now reports that the action is beyond anything he ever believed possible.

This sudden acceptance of the boards did not stop in the far western states. Ops in midwestern communities also turned to them with the result that such states as Iowa, Illinois, Wisconsin, Minnesota and others are surprising the manufacturers of the boards with orders ranging into unusually good quantities.

It must be remembered that the boards are not "cheap" as games go. Prices are far above what the "average game" costs and, therefore, it is all the more surprising to the average owner of coin operated entertainment to see a "boom" developing in this field when all believed that the ops were done to low financially that they wouldn't buy anything above a certain price mark.

In short, this once again proves to the trade that, "if the product will produce profits, sales can be had in quantity." Better quality boards at higher prices are in demand. This, too, is surprising. The average coinman started off with the cheapest shuffleboard he could buy. But he has learned that in shuffleboard, which can last on location for years, quality is a very important factor.

The constant clash of steel discs against the back of the boards tends to loosen them and, eventually, break them. It is also noteworthy that some players lean hard on the boards (like in billiards) to get a better shot. Leaning on the boards and zipping the steel discs along its surface will, within a period of time, ruin any board, unless it is of unusually fine quality construction.

This has long been learned by the tavern owners in the east, and they have continued to buy what they term, "only the best" shuffleboards.

In the meantime, while this sales boom is under way, which can be some-what likened to the boom resulting when cheaper priced coin operated bowling alleys were presented to the trade (even tho the coin operated bowling alley had existed in existence for many, many years) some claim that shuffleboard will hurt sales of all types of games for some years to come.

These men point out that the shuffleboards, taking up the space they require, are already eliminating many games. They also state that, because of the shuffleboards, play has fallen on many other machines. They foresee an era where it will take them many, many months to get games back in action in locations where the shuffleboards predominate.

Even tho there is some antagonism toward the boards, others are proceeding on the theory that, "while they're hot, let's sell." These latter claim that when a new and better type product is manufactured it will replace the shuffleboard, just as the shuffleboard is now replacing some other products.

One noted distributor reports, "There is no need to alarm about the wider acceptance of shuffleboards by operators. We've had this same time and again with other products. The same alarm was broadcast when the bowling games came into being. Some thought they, too, would eliminate everything else. But, where are these bowling games today, compared to other products?"

"There is no doubt in my mind," he continues, "that just as soon as the manufacturers give us a new and better game the shuffleboard, too, will fall by the wayside. Right now shuffleboard is hot in some areas. It is not 'weaning the country', but, it is gaining wider acceptance, and that is important. It also means that ops are earning money with them.

Most impressive, in the rise of the shuffleboard, has been the fact that its leading manufacturers have been very quiet and cautious about releasing news or advertisements. Some of the manufacturers of the boards aren't even yet known to the majority in the field.

They have approached the coin operated shuffleboard business very cautiously. Now, tho, it is generally believed, they will begin to meet greater to publicize themselves in this field for the boards have taken good hold in many areas and, there is no longer any doubt, have found their own niche in the field, just as the bowling games did.

It will be extremely interesting for all engaged in the coin operated games field to note whether the shuffleboard boom will continue to grow, or whether it will soon reach its apex and begin to die.

Manufacturing of these boards requires much woodworkng experience, plenty of space and also a long hand to market for an extremely large product. Manufacturers who could instantly enter the field are, because of these facts, holding back. Others who are already in it are learning more and more each day regarding the manufacturing of the boards.

Distributors have also entered into the sales of shuffleboards with greater zeal than was expected. Each day finds more of these men getting closer and closer to the business of shuffleboard operations. Perhaps, too, these distribs are the men who will continue the boom, or because of their zeal, oversee and thereby stop it.

In the meantime, interest continues at high in this new product and it is reaching greater sales proportions than any believed would be possible some months ago.
NIY FOUR MORE WEEKS TO GO!

**Best Record of 1948**

"Manana"—Peggy Lee
17,647

"Ballarinna"—Vaughn Monroe
23,084

"My Happiness"—Jon & Sondra Steel
25,090

"Nature Boy"—King Cole
19,543

"Four Leaf Clover"—Art Mooney
17,769

"You Can't Be True, Dear"—Ken Griffin-Jerry Wayne
16,317

"Little White Lies"—Dick Haymes
14,828

"It's Magic"—Doris Day
11,735

"Because"—Perry Como
12,055

"It's Magic"—Sarah Vaughan
8,569

"You Call Everybody Darlin'"—Al Trace
6,901

"Mickey"—Ted Weems
5,110

"Now Is The Hour"—Margaret Whiting
3,190

"Love Somebody"—Doris Day and Buddy Clark
2,457

"Too Fat Polka"—Arthur Godfrey
1,879

"A Tree In The Meadow"—Margaret Whiting
1,562

"Maybe You'll Be There"—Gordon Jenkins
1,321

"Golden Earrings"—Peggy Lee
1,287

"Just Because"—Eddy Howard
1,310

"You Were Only Fooling"—Blue Barron
981

"How Soon"—Vaughn Monroe
775

"Twelfth Street Rag"—Pee Wee Hunt
246

**Best Orchestras of 1948**

<table>
<thead>
<tr>
<th>Name</th>
<th>Quality</th>
</tr>
</thead>
<tbody>
<tr>
<td>Vaughn Monroe</td>
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</tr>
<tr>
<td>Art Mooney</td>
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<tr>
<td>Tex Beneke</td>
<td>22,352</td>
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<tr>
<td>Stan Kenton</td>
<td>17,660</td>
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<tr>
<td>Claude Thornhill</td>
<td>16,974</td>
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<tr>
<td>Ted Weems</td>
<td>16,423</td>
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<tr>
<td>Sammy Kaye</td>
<td>13,811</td>
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<tr>
<td>Freddy Martin</td>
<td>12,730</td>
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<tr>
<td>Guy Lombardo</td>
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<tr>
<td>Johnny Long</td>
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<td>Louis Prima</td>
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**Best Female Vocalist of 1948**

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</thead>
<tbody>
<tr>
<td>Peggy Lee</td>
<td>34,634</td>
</tr>
<tr>
<td>Doris Day</td>
<td>30,347</td>
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<tr>
<td>Margaret Whiting</td>
<td>26,475</td>
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<td>Sarah Vaughan</td>
<td>25,178</td>
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<td>Jo Stafford</td>
<td>19,170</td>
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<tr>
<td>Dinah Shore</td>
<td>15,808</td>
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<tr>
<td>June Christy</td>
<td>10,415</td>
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<tr>
<td>Ella Fitzgerald</td>
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**Best Male Vocalist of 1948**

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<tr>
<td>Perry Como</td>
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<tr>
<td>Dick Haymes</td>
<td>25,710</td>
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<tr>
<td>Bing Crosby</td>
<td>25,229</td>
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<tr>
<td>Buddy Clark</td>
<td>19,370</td>
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<td>Frankie Laine</td>
<td>17,594</td>
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<tr>
<td>Frank Sinatra</td>
<td>15,667</td>
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<tr>
<td>Billy Eckstine</td>
<td>14,657</td>
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<tr>
<td>Gordon MacRae</td>
<td>8,846</td>
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<tr>
<td>Vic Damone</td>
<td>7,069</td>
</tr>
<tr>
<td>Alan Dale</td>
<td>5,846</td>
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**Best Vocal Combination of 1948**

<table>
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<td>The Ravens</td>
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<tr>
<td>King Cole Trio</td>
<td>26,921</td>
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<tr>
<td>Andrews Sisters</td>
<td>22,158</td>
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<td>The Pied Pipers</td>
<td>15,034</td>
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<td>The Orioles</td>
<td>13,122</td>
</tr>
<tr>
<td>The Mills Bros</td>
<td>11,789</td>
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**Best Western Record of 1948**

"Deck Of Cards"—T. Texas Tyler
25,076

"Signed, Sealed and Delivered!"—Cowboy Copas
19,741

"Cool Water"—Sons Of The Pioneers
16,682

"Bubbles In My Beer"—Tex Williams
14,974

"I've Got That Name"—Jimmy Wakely
13,898

"Suspicions"—Tex Williams
11,583

"I'm My Own Grandpaw"—Lentz & Oscar
7,721

"Slap 'Em Down Again, Paw"—Esmerelda
7,509

**Best Western Artist of 1948**

<table>
<thead>
<tr>
<th>Name</th>
<th>Quality</th>
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</thead>
<tbody>
<tr>
<td>T. Texas Tyler</td>
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<tr>
<td>Bob Wills</td>
<td>22,487</td>
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<tr>
<td>Cowboy Copas</td>
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<tr>
<td>Tex Williams</td>
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<tr>
<td>Sons Of The Pioneers</td>
<td>10,413</td>
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<tr>
<td>Johnny Bond</td>
<td>6,854</td>
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<tr>
<td>Roy Rogers</td>
<td>6,490</td>
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<tr>
<td>Dore O'Dell</td>
<td>5,871</td>
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</table>

**Best Hillbilly Record of 1948**

"Bouquet Of Roses"—Eddy Arnold
36,731

"I'll Hold You In My Heart"—Eddy Arnold
17,834

"Swearer Than The Flowers"—Moon Mullican
16,283

"Anytime"—Eddy Arnold
10,772

"Waltz Of The Wind"—Roy Acuff
7,440

"Seaman's Blues"—Ernest Tubb
5,701

"Waiting For The Train"—Ernest Tubb
3,216

"Night Train To Memphis"—Roy Acuff
1,700

"Never Trust A Woman"—Red Foley
1,464

**Best Hillbilly Artist of 1948**

<table>
<thead>
<tr>
<th>Name</th>
<th>Quality</th>
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</thead>
<tbody>
<tr>
<td>Eddy Arnold</td>
<td>49,732</td>
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<tr>
<td>Ernest Tubb</td>
<td>15,754</td>
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<td>Moon Mullican</td>
<td>12,760</td>
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<td>Roy Acuff</td>
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<tr>
<td>Hank Williams</td>
<td>5,933</td>
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**Best Race Record of 1948**

"I Love You Yes I Do"—Bullmoose Jackson
24,865

"Run, Joe"—Louis Jordan
18,819

"Long Gone"—Sonny Thompson
22,182

"Tomorrow Night"—Lonnie Johnson
14,399

"Write Me A Letter"—The Ravens
13,283

"Gene Again"—Lionel Hampton
13,426

"You Don't Love Me"—Camille Howard
11,117

"It's Too Soon To Know"—The Orioles
10,927

"55-39"—Paul Williams
12,670

"Fine Brown Frame"—Nellie Lutcher
11,644

"What's The Use"—Roy Milton
11,291

"King Size Papa"—Julia Lee
9,225

"Nature Boy"—King Cole
7,018

"Lil' Dog"—Buddy Johnson
5,934

"Good Rocking Tonight"—Wynonie Harris
5,763

"Bubbles"—Bill Moore
4,387

"Corn Bread"—Hal Singer
3,048

"Time Out For Tears"—Savannah Churchill
1,671

**Best Race Artist of 1948**

<table>
<thead>
<tr>
<th>Name</th>
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<td>Sonny Thompson</td>
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<tr>
<td>Lonnie Johnson</td>
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<td>Camille Howard</td>
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<tr>
<td>Ivey Joe Hunter</td>
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<tr>
<td>Dinah Washington</td>
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<tr>
<td>Julia Lee</td>
<td>4,768</td>
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<tr>
<td>Hadda Brooks</td>
<td>3,930</td>
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<td>Bill Moore</td>
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<tr>
<td>Paul Williams</td>
<td>2,672</td>
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<tr>
<td>Wynonie Harris</td>
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<tr>
<td>Johnny Moore's Three</td>
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**Best Small Instrumental Group of 1948**

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<th>Name</th>
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<tbody>
<tr>
<td>King Cole Trio</td>
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<td>Louis Jordan</td>
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<td>Illinois Jacquet</td>
<td>13,750</td>
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<td>The Harmonicats</td>
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<tr>
<td>The Three Suns</td>
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<tr>
<td>Charlie Ventura</td>
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<td>Page Cavanaugh Trio</td>
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<td>Sonny Thompson</td>
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<tr>
<td>Johnny Moore's Three</td>
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**Best Instrumentalist of 1948**

<table>
<thead>
<tr>
<th>Name</th>
<th>Quality</th>
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<tbody>
<tr>
<td>Buddy Johnson</td>
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<tr>
<td>Ivey Joe Hunter</td>
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<tr>
<td>Dinah Washington</td>
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<td>Julia Lee</td>
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<td>Hadda Brooks</td>
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<td>Paul Williams</td>
<td>2,672</td>
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<tr>
<td>Wynonie Harris</td>
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<tr>
<td>Johnny Moore's Three</td>
<td>1,040</td>
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<tr>
<td>Rose Murphy</td>
<td>232</td>
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</tbody>
</table>
“Tonight You Belong To Me” (2:51)
“Look For The Silver Lining” (2:48)
RUSSELL CASE ORCHESTRA (RCA Victor 20-3132)

A bagful of scintillating dance music, styled to perfection under the baton of the able and popular Russ Case shows as an attractive phonograph item. The ever-loving “Tonight You Belong To Me” and “Look For The Silver Lining” show as sides music ops can use to add to their advantage. Top deck, with piper Billy Williams in the spotlight is the old Billy Rose ditty that scored not too long ago. This rendition, with Billy pouring the beautiful lyrics in fond mood and manner, should add to its popularity. Flip is a spot of rapturous listening pleasure ably suited for those wired music locations. Both sides are loaded with possibilities—the wax rates ops whirling time.

“When I’m Alone With You” (2:49)
“Lavender Blue” (2:51)
LYNNE FORD (Collegiate 2954)

Pair of sides music ops can use as filler material are these rendered by chipp Lynn Ford. Wax, titled “When I’m Alone With You” and “Lavender Blue” shows as effective, with the gal displaying her pipes in fairly attractive manner. Instrumental backing on the top deck, a slow romantic affair, hypnot’s the needleling. On the flip with a current favorite Lynne joins with Mack Campbell to apon the cute lyric. Altoth both sides won’t stop traffic, they are nevertheless, able filler items.

“Stormy Weather” (3:12)
“My Man” (3:08)
CONNIE HAINES (Signature 15235)

Strong vocal styling of thrush Connie Haines, and the set up of a pair of rare standards. “Stormy Weather” and “My Man” showcase the gal’s torrid tonails to top styling. Top deck should attract coinage and become a heavy favorite with the byers of Haines fans. Ook backing on the pair by Ray Bloch and his boys is another feather in the maestro’s cap. The crowd that likes to reminisce should go for this duo.

“The Maids Of Cadiz” (2:40)
“The Varsity Drop” (2:37)
BENNY GOODMAN SEKET (Capitol 15286)

Instrumental styling of the King himself, Benny Goodman, and his Sextet sparkles over top and place with this pairing. It’s great stuff to listen to, and sure to find its way into many a machine. Titled, “The Maids of Cadiz” and “The Varsity Drop,” Benny and the boys display their top notch instrumental wares in great manner all thru. Clarinet spot by the maestro highlights the wax, with the group giving out with loads of riff’s that show fine. Alto limited to those locations that go for this brand of jazz, the music should prove its mettle by ridg high with the many Bee Gee fans.

“Meet Me Tonight In Dreamland” (2:52)

“Goodnight Sweetheart” (2:50)
ALAN DALE (Signature 15234)

Rapidly rising on the music front as a star coin culler, piper Alan Dale sets with a pair here which should hypo music operators take. Wax is styled for the music machine biz, and amply serves to prove Dale’s value. Titled, “Meet Me Tonight In Dreamland,” the wax starts off with a mel low vocal spot by the ensemble with piano thumper Johnny Guarnieri tinkling the ivories in piano-roll fashion. Dale’s vocal spot shines all the more as the ensemble bounce back to flavor the side in chorus a la Tommy Dorsey’s old Piper chanting. It’s great stuff and makes for wonderful listening pleasure. Ditty should add to Dale’s popularity by leaps and bounds. Flip, “Goodnight Sweetheart” is another pleasing old-time favorite, Orchestral arrangement here with maestro Ray Bloch in the driver’s seat is top notch and hard to best. Get with it!

“So Dear To My Heart” (3:01)
“It’s Whatcha Do With Whatcha Got” (3:04)

FREDDY MARTIN ORCHESTRA (RCA Victor 20-3110)

Title tune from the Walt Disney production “So Dear To My Heart” is offered here by the Freddy Martin orchestra. Balladeer Stuart Wade steps to the mike on this side, to walk the glowing lyric in wonderful fashion. And music is easy on the ears, and should find a featured spot on music machines. Added incentive should come once the flicker itself is released nationally. On the backside with a novelty bit, Glenn Hughes and The Martin Men grab the lead to walk “It’s Whatcha Do With Whatcha Got.” Song won’t create too much of a storm, but nevertheless it’s there for the asking.

“More Beer” (2:40)
“Lorelei” (2:35)
THE RHINELANDERS (Manhattan 2003)

Ditty currently causing loads of talk in the music biz today is this bit by The Rhinelanders tagged “More Beer.” Wax is a shot in the dark, and may prove to be one of those “sleepers.” Tune is tailor made for the tavern locations. Vocal combo on the side offer the comedy lyric in mellow manner. It’s cute stuff loaded with possibilities to score, and rates ops listening time. Flip “Lorelei” is another piece which may grab off some coin play. It’s the top deck, “More Beer” that ops should pay attention to.

“Gaily We Waltz” (2:44)
“Springtime Polka” (2:40)
HENRI BROZE ORCHESTRA (Lucky 1-2)

More light, tuneful wax by Henri Broze and his international orch, and the set-up of “Gaily We Waltz” and “Springtime Polka.” Top side rolls along in favorable waltz tempo and should meet with favor on the part of music operators. It’s slow stuff that can be easily taken to by the tavern fans. Flip, a light, bouncy polka makes for pleasant listening and should be greeted strongly by the many polka fans in the nation. Ops who use this brand take note of this platter.

“Blue Champagne” (2:49)
“East Of The Sun” (2:53)
TEX BENEKE ORCHESTRA (RCA Victor 20-3113)

Wonderful music offered here by the Tex Beneke crew should have loads of guys and gals reminiscing ‘bout the great Glenn Miller orch. Sweetly styled in superb musical manner, Tex and the boys deliver some of the greatest rhythm in their arrangement of “Blue Champagne.” Ditty is rendered in the dreamy vein, with loads of beautiful strains floating thru. Coupled with another all-time winner, “East Of The Sun,” this recording really stacks up as a money maker. Piper Garry Stevens grabs the limelight here, and turns in a first rate performance. Both sides of this platter spell fitney—run out and grab a boxful!

Only Records Considered Best Suited To The Requirements Of The Trade Are Reviewed On These Pages.
This week's RCA Victor release!

**POPULAR**

- If I Stole A Kiss
- What's Wrong With Me? (Both from MGM film "The Kissing Bandit")
- Señorita
- Yours Is My Heart Alone
- Please Stop Playing Those Blues, Boys
- Lovely Weather We're Having

**FOLK**

- Never Turn Your Back On A Woman
- St. S. Senorita
- She's The Best I Ever Saw
- Last Ole Dollar
- Always Keep Your Promise
- I'm Gonna Leave Town
- Here Comes Santa Claus
- (Down Santa Claus Lane)
- Blue Christmas

**RHYTHM & BLUES**

- It Shouldn't Happen To A Dream
- I'm Getting Sentimental Over You
- Better Cut That Out
- The Big Boat

**POP SPECIALTIES**

- Windy City Polka
- Red Raven Waltz

**"CHRISTMAS IN POLAND"**

- (The Traditional "Kolendi")

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

Word Bulletin  

“If I steal A Kiss” (2:55)  
ADeo MUCHACHOS (2:53)  
ANDY RUSSELL  

Capitol 15287

○ Sure to find some heavy favor with music fans is this offering by bandleader Andy Russell. From the MGM motion picture “The Kissing Bandit,” Andy spoons the romantic wordeage of “If I Steal A Kiss,” to come up with an item music ops should, by all means, look into. Light Latin tempo working throughout the background adds luster to the deck, with Andy vocalizing strong and sweet in gurl fashion. Song is a natural for the moon-in-june kids who love to dance up close. On the flip with another south-of-the-border piece, Andy comes up with “Adios Muchachos.” Ditty is well known—this rendition by Andy, sung in Spanish should sit well with his many fans. Topside is the side to ride with—

“Sure Ain’t No Sweet Man” (2:50)  
“Please Love Me” (2:44)  
KAY STARR  

(Capitol 15283)

○ When this gal sings, ya jus’ gotta listen! Click chrip Kay Starr, a gal with one of the best sets of vocalists in the business, pitches pipes on a pair here which should prove to be strong winners. Her strong, warm and infectious vocal styling is shown to perfection on “There Ain’t No Sweet Man.” It’s light jazz in the up-tempo vein, with that same rich rhythm in the background spilling by maestro Dave Cavanaugh. Kay’s husky voice and versatile vocal styling is easily shown on the flip, “Please Love Me.” Song is rich and full of deep meaning the way Kay purrs it. It’s a duo sure to score. Ops should latch on.

“By The Way” (3:00)  
“For You” (2:58)  
PERRY COMO  

(RCA Victor 20-3099)

○ There’s no doubt about this platter going over in a big way with phone fans. Perry Como on deck, spoiling in his usual brilliant style the glit-tering, glowing wordeage of the beautiful “By The Way.” It’s plush lined music, sung only as Perry can. Soft, intimate styling of this great ballad should find a ton of favor. Add the wonderful musicianality of maestro Russ Case and ops have a side that can really ‘go wild in the boxes. Flipped, we find the comedy “For You,” an oldie that has long been a favorite with joke box fans. Performance by Perry on this side stacks up as another brilliant one which is sure to make the swoon set dig for silver. Latch onto this duo—but fast!

“Back In Your Own Back Yard” (2:51)  
“Where’d Dat Money Go?” (2:40)  
PAGE CAVAUGNA TRIO  

(RCA Victor 20-3149)

○ The smooth vocal and rhythm harmony that this group throw about is hard to beat, especially so with this pair. Titled, “Back In Your Own Back Yard,” and the novelty of “Where’d Dat Money Go,” the wax appears to be flavored and styled just right for music operators. Top side, a standard, has long been favorite of music fans everywhere. This rendition spotlights the group as one of the nation’s best. Flip is cute as all get-out, and makes for light, pleasant listening moments. Ops who have those locations that go for this brand can’t miss with this platter.

“Buttons And Bows” (2:58)  
“That’s Not The Knot” (2:26)  
BOB HOPE AND THE CLARK SISTERS  

(Capitol 15292)

○ Unusual offering rendered here by Bob Hope and The Clark Sisters is this pairing of “Buttons & Bows” and “That’s Not The Knot.” Top deck, currently a smash coli set on thousands of music machines is well known to music ops. This version, featuring the only known vocal rendition of this popular tune, is cute enough, although it doesn’t stack up to other platters. Hope’s vocalizing doesn’t show too well for the phone trade, although the deck can be used as filler material. Flip has some cute lyrics, with The Clark Sisters adding Bob in the vocal department. The platter, a potential winner, “The Jabberwock” should grab the moos!

“The Mountaineer And The Jabberwock” (3:00)  
“Morning Glory Road” (2:30)  
JOHN LAURENZ  

(Mercury 5202)

○ Really stepping out in a blaze of glory with this piece of wax, John Laurenz offers ops a strong contender for phonon honors with “The Mountaineer And The Jabberwock.” Song truly is unusual and loaded with catchy phrases throughout. John’s vocal pitch on this piece is filled with a ton of beauty. The smooth, and soft setting of this novelty piece adds to the charm and wax incentive offered here. Ditty is sung in story-book fashion, with a real cute cut-up at the end. Vocal chorus in spots highlights the wax and should prove to be extremely favorable with music ops. The ditty sparkles with loads of bright, bonny phrases sure to please a zillion phone fans. John’s pipes have that certain quality that make you want to come back and play this thing over and over again. On the flip with “Morning Glory Road,” from the 20th Century-Fox production “Reaching For The Stars,” John renders another first-rate performance. Light, up-tempo patter, with some effective orchestral backing points to this side as another potential winner. “The Jabberwock” should grab the moos!

“Margaret Polka” (2:40)  
“Starlight Polka” (2:41)  
HENRI BROZE ORCH.  

(Lucky 14)

○ Pair of fond polkas tunes for music ops to pay attention to are those offered in attractive styling by the Henri Broze orchestra. Top deck spins in ultra fast tempo, with the beat and rhythm offered reeking with the odor of buffalo hide. It’s smart stuff that can be used to the ops utmost advantage. Flip slows down a bit, with the Broze orch displaying their effective instrumental styling in great manner. Both sides are there for the asking.

“I’m Alone Because I Love You” (2:50)  
“Barbershop Medley” (2:44)  
DICK KUHN ORCH.  

(Top 1161)

○ Some wax that music ops can reap harvest with are these sides rendered here by maestro Dick Kuhn. Both appear to be coin cutters and should do well, especially as these are their only appearance Top. with Jerry Watson wailing the romantic lyrics makes for pleasant listening. It’s slow stuff easily taken to. Flip is just what the title indicates, a barbershop medley. This side should have the tavern crowd singing along with the music. The platter rates a spot in ops mac-hines.

“Lavender Blue” (2:56)  
“Down Among The Sheltering Palms” (2:55)  
SAMMY KAYE ORCH.  

(RCA Victor 20-3100)

○ Plug ditty kicking up a storm in a zillion locations is this bit offered here by maestro Sammy Kaye. Titled “Lavender Blue,” Sammy showers The Three Kaydets with the mellow sound of the mellow lyrics. Ditty is smooth all thru, with the group purring the tune with that unique Kaye affectation style. Song is one that can be easily taken to. On the flip with an oldie currently being revived, piper Don Cornell, the Three Kaydets and the Kaye choir join in for the music of “Down Among The Sheltering Palms.” Song should have wide appeal to the old-timers, as well as the younger set. This rendition adds another laurel to the music crown of maestro Kaye. Ops who haven’t as yet used this wax, should do so pronto.
A.F.M. "DIAMOND PLAN" FILED WITH DEPT. OF JUSTICE

WASHINGTON, D. C.—The new recording agreement between the American Federation of Musicians and the phonograph recording industry was left with the Attorney General's Office of the Department of Justice here this past week. Officials of both factions, aloof expressing confidence that the plan would be approved, did not know how soon, if at all, the Attorney General's office would rule on the legality of the plan.

The possibility of the Attorney General's office not ruling on the plan at all was seen in the precedent-breaking procedure in which the recording committee submitted the agreement; arrived at recently between the A.F.M. and the disk industry. Regrets for adjudication on labor laws and plans of this sort as a rule come from the President's office directly. Since the plan involves sections of the Taft-Hartley Law, the government has been asked for a ruling as to its legality.

It was learned at press time, that Attorney General Tom C. Clark had left for Florida. There was no assurance given that his office would rule on the plan until his return next week.

Alto the text of the agreement between the diskers and the A.F.M. has not been released, the clause causing concern as to legality is that stipulating the administration of the welfare fund by a single trustee. With the Taft-Hartley Law almost sure to be repealed by the present administration, there is the strong possibility that even an opinion by the government would put the agreement into operation without fear that the Federal Government might prosecute.

The new deal by the A.F.M. and the platter industry calls for a five-year contract. The previous recording scale for musicians has not been disturbed. If it was learned. Royalty payments to the A.F.M. have been revised to $1.50 on all records retailing up to $1.00.

Speculation still prevailed in the disk industry concerning reports that the A.F.M. and the diskers had agreed upon royalty payments to start as of October 1st, 1948. It was learned that the points of agreement in the plan would be kept confidential until the Department of Justice had reviewed the plan.

Participating in the negotiations for the past few weeks were James C. Petrillo, president of the A.F.M.; Milton Diamond, General Counsel for the union, and representatives of RCA Victor, Decca, Capitol, Columbia, MGM, Mercury, King, and the independent Phonograph Manufacturers Association.

That the recording industry dispute had been directly connected with the Taft-Hartley Law was easily seen in the recent statement by Petrillo, who was particularly jubilant at the results of the recent Presidential election.

"The Taft-Hartley Law hurt every musician in the country. When the fund is resumed it will be under the trusteeship which currently is to consist of representatives of the recording companies, the A.F.M. and an outsider."

PERMO POINTS

for COIN Phonographs

PERMO INCORPORATED

Chicago 26

Order from your Decca, RCA Victor
Capitol, or Columbia record distributor.
NEW YORK:
Local music folk just gasp this past week as they witnessed the gala opening of that brand new Record Bar at Cantor's Department Store, this city. The disk shop, one of a number in the city, played host to a slew of artists on Saturday, November 13, including Lee and Lynne Richardson, Chubby Jackson, The Four Tunes, Earl Coleman and a host of other name artists. Here's wishing the gang at Cantor's loads of luck! ... "Sweet Georgia Brown," novel Tempo platter, is kicking up a storm. Disk features the rattling of bones but not the McCoy. ... Illinois Jacquet is the latest orkster to turn music publisher with the formation of his own firm, Gilbert Music Publishers, Inc. Jacquet's new firm will be affiliated with Broadcast Music, Inc. (BMI). ... New Murphy Sisters' disc titled, "To Make a Mistake Is Human" starting to move.

Ray McKinley's band goes into the New York Paramount this coming January 5. ... Deanna Bartlett, proxy of Cherie-Ry Thai Music, Inc., arrives from Gay Paree. The girl must be having a wonderful time.

Chicago:
Bonds Records all hepped up over the two George Olsen masters they bought, "Down Among The Sheltering Palms" backed by "Heading For A Shotgun Wedding," and a pair of sides titled, "Secrets" and "Louise From Lake Louise." ... Evelyn Rolfe of Aristocrat Records tells us about their new station wagon which is to be used as a trailer for cross country tours. We understand Aristocrat really has a hit in Andrew Tilly's "Takin' Down Fast," a terrific race record that you can peg to be right up there with the top ten. ... Benny Strong has this up for some music ops and also sending them his latest disc, "That Red Head Gal." After finishing at the Boulton's Ball, Benny is set for one niter up until Dec. 3, when at that time he follows Eddy Howard into the Chase Hotel in St. Louis for three weeks. ... Art Talmadge of Mercury Records back from a hurried up trip to Milwaukee on biz. Art reports business is great and going at top speed.

Eddy Howard simply thrilled over Mercury releasing his latest eight sides, among which is included, "On A Slow Boat To China." And, just wait until you hear Eddy on this, it's sex-sational. ... Two very talented men of jazz opened at the Blue Note this past week, Charlie Ventura and Billy Eckstine. Rexall's orch really goes big with the many jazz lovers who pack this pop loop bistro and Eckstine's singing is just about tops. ... Jon & Sondra Steele, who have been drawing capacity crowds to the Oriental Theatre, wereMastered for their famous arrangement of "My Happiness." ... Orrin Tucker returned to the stand at the Trianon Ballroom this last Tuesday, the result that Teddy Phillips bowled into the north side Aragon. Teddy originally got his start as sax man with Ben Bernie. ... Keep your eye on Johnny Desmond's terrific MGM platter "Taralula Tala" ... a winner!

LOS ANGELES:
... Capitol Records tossed a big party for their talent and the de-jays. ... Pete Grant of Specialty Records new promotion chief, tells us of three new releases coming up by Camille Howard, Roy Milton and Jimmy Liggins ... Specialty is also releasing their first batch of western platters in conjunction with Art Buge's entering the music publishing field on his own via Venice Music Publishing Co. ... Cameron reports the firm is now shopping around for some top-flight western talent. ... Lou Cheal of Imperial dropped a hint that his firm was seriously considering a pop line at 89, concentrating on new tunes specifically for the juke box biz. ... New Ivory Joe Hunter release being carefully selected by Bill McCall, proxy of 4-Star Records, from the thirty-two masters he recently acquired from Pacific Records. ... Bill wants to make sure it lives up to "Pretty Mama Blues" or better. Four Star is taking over the Southern California distribution of the Downtown label, marking the McCall company’s debut as an independent record distributing outfit. ... Dick Prine of the 4-Star firm informs us that the "Who's Got Cecil Gant" mystery seems to be coming up with a solution and a happy ending. Four Star has all the Gant masters from King and BOP records and is reported serving bullet in regard to the platters Gant cut for that company.

Floyd Ryan tells us about her brood of wandering chickens ... Florette doing a fine job on disk promotion and having a mellow time in Gotham, where brother Joe is still in the "Big City too ... layin' a ball" ... Jules holding down the Beverly Hills plant while Burt sells records like mad at the Picc Blvd. distrib point. ... Doye D'Dell extends his thanks to all the record men who have written with his Exclusive recording of "Dear Ole." ... Gloria Kort, proxy Leon Rene's right hand gal, all excited about Doye's new release, "Dear Mr. Santa" and "Blue Christmas." ... Ope's are swamping George McDonald at Mercury for those Eddy Howard platters and John Lauren's "The Mountaineer And the Jukebox." Folks out here seem to be pouring all their votes for Eddy Arnold in The Cash Box Third Annual Music Poll.
**New York, N.Y.**

1. BUTTONS AND BOWS (Dinah Shore)
2. TT ON A SLOW BOAT TO CHINA (Freddie Martin)
3. MAYBE YOU'LL BE THERE (Gordon Jenkins)
4. UNTIL (Tommy Dorsey)
5. IT'S MAGIC (Doris Day)
6. TWELFTH STREET RAG (Poo Wee Hunt)
7. MAY BE YOUR DARLIN' (Al Trace)
8. YOU WERE ONLY FOOLING (Barbara Stanwyck)
9. IT'S TOO SOON TO KNOW (The Orioles)
10. THAT CERTAIN PARTY (Benny Strong)

**Chicago, Ill.**

1. BUTTONS AND BOWS (Dinah Shore)
2. ON A SLOW BOAT TO CHINA (Freddie Martin)
3. YOU CAME A LONG WAY FROM ST. LOUIS (Roy McKinley)
4. MAYBE YOU'LL BE THERE (Gordon Jenkins)
5. IT'S MAGIC (Doris Day)
6. UNDERNEATH THE ARCHES (Poo Wee Hunt)
7. MY DARLING, MY DARLING
8. UNTIL (Tommy Dorsey)
9. TWELFTH STREET RAG (Poo Wee Hunt)
10. IT'S TOO SOON TO KNOW (The Orioles)

**Brookhead, Wisc.**

1. BUTTONS AND BOWS (Dinah Shore)
2. MAYBE YOU'LL BE THERE (Gordon Jenkins)
3. UNDERNEATH THE ARCHES (Prima Scala)
4. BRUSH THOSE TEARS (Al Trace)
5. ON A SLOW BOAT TO CHINA (Kaye Kyser)
6. THE LITTLE MAN WITH A THOUSAND EYES (Vic Damone)
7. YOU CALL EVERYBODY DARLIN' (Al Trace)
8. A TREE IN THE MEADOW (Margaret Whiting)
9. TWELFTH STREET RAG (Poo Wee Hunt)
10. CUANTO LE QUSTA (Andrews Sisters)

**Cincinnati, O.**

1. BUTTONS AND BOWS (Dinah Shore)
2. YOU CAME A LONG WAY FROM ST. LOUIS (Roy McKinley)
3. ON A SLOW BOAT TO CHINA (Kaye Kyser)
4. UNDERNEATH THE ARCHES (Prima Scala)
5. PLEASING YOU (Lennie Johnson)
6. IT'S MAGIC (Doris Day)
7. YOU CALL EVERYBODY DARLIN' (Al Trace)
8. THAT CERTAIN PARTY (Benny Strong)
9. MY DARLING, MY DARLING (Doris Day-Buddy Clark)
10. IT'S TOO SOON TO KNOW (The Orioles)

**Atlantic City, N. J.**

1. ON A SLOW BOAT TO CHINA (Kaye Kyser)
2. IT'S TOO SOON TO KNOW (The Orioles)
3. RECESS IN HEAVEN (Deep River Boys)
4. BUTTONS AND BOWS (Dinah Shore)
5. IT'S MAGIC (Doris Day)
6. IN THE LAND OF SOMEDAY (Sam Donahue)
7. MICKEY (Ted Weems)
8. IT'S MAGIC (Doris Day)
9. YOU CALL EVERYBODY DARLIN' (Al Trace)
10. MY DARLING, MY DARLING (In Staff-Gordon MacRae)

**San Diego, Calif.**

1. A TREE IN THE MEADOW (Margaret Whiting)
2. MAYBE YOU'LL BE THERE (Gordon Jenkins)
3. IT'S MAGIC (Doris Day)
4. BUTTONS AND BOWS (Dinah Shore)
5. TWELFTH STREET RAG (Poo Wee Hunt)
6. YOU CALL EVERYBODY DARLIN' (Al Trace)
7. YOU WERE ONLY FOOLING (Barbara Stanwyck)
8. UNDERNEATH THE ARCHES (Prima Scala)
9. HAIR OF GOLD (Jack Emerson)
10. IT'S TOO SOON TO KNOW (The Orioles)

**Woodburn, Ore.**

1. BUTTONS AND BOWS (Bertie Rhodes)
2. A TREE IN THE MEADOW (Margaret Whiting)
3. TWELFTH STREET RAG (Poo Wee Hunt)
4. MAYBE YOU'LL BE THERE (Gordon Jenkins)
5. IT'S MAGIC (Doris Day)
6. YOU CALL EVERYBODY DARLIN' (Al Trace)
7. YOU WERE ONLY FOOLING (Barbara Stanwyck)
8. IT'S MAGIC (Doris Day)
9. MY DARLING, MY DARLING (In Staff-Gordon MacRae)
10. IT'S TOO SOON TO KNOW (The Orioles)

**San Antonio, Tex.**

1. BUTTONS AND BOWS (Dinah Shore)
2. A TREE IN THE MEADOW (Margaret Whiting)
3. TWELFTH STREET RAG (Poo Wee Hunt)
4. MAYBE YOU'LL BE THERE (Gordon Jenkins)
5. IT'S MAGIC (Doris Day)
6. BLUEBIRD OF HAPPINESS (Art Motion)
7. YOU CALL EVERYBODY DARLIN' (Al Trace)
8. IT'S MAGIC (Doris Day)
9. THE NIGHT HAS A THOUSAND EYES (Buddy Clark)
10. A LITTLE BIRD TOLD ME (Paula Watson)

**Hobbs, N. M.**

1. TWELFTH STREET RAG (Poo Wee Hunt)
2. A TREE IN THE MEADOW (Margaret Whiting)
3. LONG GONE (Sonny Thompson)
4. IT'S MAGIC (Tony Martin)
5. TENNESSEE SATURDAY NIGHT (Red Foley)
6. ONE HAS MY NAME (Jimmy Wakely)
7. MY HAPPINESS (Jan & Sandra Steele)
8. BRING ME (Texas Jim Robertson)
9. EVERY DAY I LOVE YOU (Yvatha Movara)
10. YOU CALL EVERYBODY DARLIN' (Al Trace)

**Waynesboro, Pa.**

1. BUTTONS AND BOWS (Dinah Shore)
2. HAIR OF GOLD (Jack Emerson)
3. A TREE IN THE MEADOW (Margaret Whiting)
4. MAYBE YOU'LL BE THERE (Gordon Jenkins)
5. IT'S MAGIC (Doris Day)
6. UNDERNEATH THE ARCHES (Prima Scala)
7. YOU CALL EVERYBODY DARLIN' (Al Trace)
8. UNDERNEATH THE ARCHES (Prima Scala)
9. YOU WERE ONLY FOOLING (Barbara Stanwyck)
10. I LOVE YOU SO MUCH IT HURTS (Reepie Gaff)

**Miami, Fla.**

1. A TREE IN THE MEADOW (Margaret Whiting)
2. YOU CALL EVERYBODY DARLIN' (Al Trace)
3. MY DARLING, MY DARLING
4. HAIR OF GOLD (Jack Emerson)
5. IT'S MAGIC (Doris Day)
6. UNDERNEATH THE ARCHES (Prima Scala)
7. ON A SLOW BOAT TO CHINA (Freddy Martin)
8. BLUEBIRD OF HAPPINESS (Art Motion)
9. UNTIL (Tommy Dorsey)
10. IT'S TOO SOON TO KNOW (The Orioles)

**Frankfort, Ky.**

1. A TREE IN THE MEADOW (Margaret Whiting)
2. BOUQUET OF ROSES (Eddy Arnold)
3. ANYTIME (Eddy Arnold)
4. IT'S MAGIC (Doris Day)
5. BUTTONS AND BOWS (Dinah Shore)
6. UNDERNEATH THE ARCHES (Prima Scala)
7. TWELFTH STREET RAG (Poo Wee Hunt)
8. MAYBE YOU'LL BE THERE (Gordon Jenkins)
9. YOU CALL EVERYBODY DARLIN' (Al Trace)
10. HAIR OF GOLD (Jack Emerson)

**Shoals, Ind.**

1. BUTTONS AND BOWS (Dinah Shore)
2. HAIR OF GOLD (Jack Emerson)
3. A TREE IN THE MEADOW (Margaret Whiting)
4. MAYBE YOU'LL BE THERE (Gordon Jenkins)
5. IT'S MAGIC (Doris Day)
6. UNDERNEATH THE ARCHES (Prima Scala)
7. MY HAPPINESS (Joe & Sandra Steele)
8. YOU CALL EVERYBODY DARLIN' (Al Trace)
9. UNTIL (Tommy Dorsey)
10. ON A SLOW BOAT TO CHINA (Freddie Martin)

**Memphis, Tenn.**

1. A TREE IN THE MEADOW (Margaret Whiting)
2. TWELFTH STREET RAG (Poo Wee Hunt)
3. BUTTONS AND BOWS (Dinah Shore)
4. UNDERNEATH THE ARCHES (Prima Scala)
5. YOU CALL EVERYBODY DARLIN' (Al Trace)
6. MAYBE YOU'LL BE THERE (Gordon Jenkins)
7. YOU CALL EVERYBODY DARLIN' (Al Trace)
8. YOU CALL EVERYBODY DARLIN' (Al Trace)
9. YOU CALL EVERYBODY DARLIN' (Al Trace)
10. BLUEBIRD OF HAPPINESS (Art Motion)

**Norfolk, Va.**

1. IT'S TOO SOON TO KNOW (D. Washington)
2. A TREE IN THE MEADOW (Margaret Whiting)
3. BUTTONS AND BOWS (Dinah Shore)
4. THAT CERTAIN PARTY (Benny Strong)
5. IT'S MAGIC (Doris Day)
6. MY HAPPINESS (Joe & Sandra Steele)
7. ON A SLOW BOAT TO CHINA (Kaye Kyser)
8. TWELFTH STREET RAG (Poo Wee Hunt)
9. AK, BUT IT HAPPENS (Frankie Laine)
10. COOL WATER (Yvatha Movara)

**Minneapolis, Minn.**

1. BUTTONS AND BOWS (Dinah Shore)
2. HAIR OF GOLD (Jack Emerson)
3. IT'S MAGIC (Doris Day)
4. MAYBE YOU'LL BE THERE (Gordon Jenkins)
5. UNDERNEATH THE ARCHES (Prima Scala)
6. MY HAPPINESS (Joe & Sandra Steele)
7. YOU CALL EVERYBODY DARLIN' (Al Trace)
8. HAIR OF GOLD (Jack Emerson)
9. UNTIL (Tommy Dorsey)
10. ON A SLOW BOAT TO CHINA (Kaye Kyser)
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A LITTLE BIRD TOLD ME
BRUSH THOSE TEARS FROM YOUR EYES
SAY SOMETHING SWEET TO YOUR SWEETHEART
YOU WERE ONLY FOOLING
CUANTO LA GUSTA
THE MATADOR
GLORIA
I WANT TO BE THE ONLY ONE
BELLA BELLA MARIE
THE MONEY SONG
SO TIRED
RAMBLING ROSE
BUTTONS AND BOWS
I KNOW WHERE I'M GOING
WHAT DID I DO?
I'D LOVE TO CALL YOU MY SWEETHEART
WINTER WONDERLAND
CHRISTMAS ISLAND

BING CROSBY
DECCA 23778
STARDUSTERS
DECCA 24514
INK SPOTS
DECCA 24507
ANDREWS SISTERS
DECCA 24479
MILLS BROTHERS
DECCA 24509
ANDREWS SISTERS
DECCA 24499
RUSS MORGAN
DECCA 24449
EVELYN KNIGHT
DECCA 24489
DICK HAYMES and ANDREWS SISTERS
DECCA 24504
ANDREWS SISTERS and GUY LOMBARDO
DECCA 23722

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Jon and Sondra Steele’s
LATEST SENSATION—THE ORIGINAL

"I WANT TO BE THE ONLY ONE"
BACKED WITH
"LOVE DON’T GET YOU NOTHIN’ BUT THE BLUES"
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NEW! NEW! ORDER QUICK! BRAND NEW!
"THAT’S THE LIFE FOR ME"
BACKED WITH
"COVERED WAGON"
Jon and Sondra Steele (Damon 11134)

AND—
"UNCLE FUD"
BACKED WITH
"DRY BONES"
Jon and Sondra Steele (Damon 11135)

Order Now . . . THE RASPA AMERICAS
Newest Dance Sensation (Damon 11207)

DAMON RECORDING STUDIOS, INC.
1221 BALTIMORE AVE. * KANSAS CITY, MO.

"Dusty" (2:28)
"The Kid With The Rip In His Pants" (2:25)
ROY ROGERS
(Victor 20-3154)

"Life Gits Tee-Jus, Don’t It?" (2:46)
"Big Hat Polka" (2:27)
TEX WILLIAMS
(Victor 15271)

"Bread And Gravy" (2:38)
TEXAS JIM ROBERTSON
(Victor 20-3148)

The Mexican ranchero is alive and well in the "Dusty" with Tex Williams. "The Kid With The Rip In His Pants" is another fine C.W. gem with Roy Rogers. "Life Gits Tee-Jus, Don’t It?" is a fast safari song with Tex Williams. "Big Hat Polka" is a lively polka with Tex Williams and his orchestra. "Bread And Gravy" is another fine country song with Texas Jim Robertson. "My Mother’s Picture" is a beautiful ballad with Elton Britt. "I’m Pickin’ the Blues" is a fine blues song with Chester Atkins. "Barnyard Shuffle" is another fine barnyard song with Chester Atkins. "Arkansas" is a good Western song with Jack Rivers. "The Letter Edged In Black" is a fine country song with the Hightower Brothers. "Dub’s Double Boogie" is a new kind of instrument and, therefore, something to listen to. Frankly, we think it got lots of possibilities. Just listen.
<table>
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<tr>
<th>Rank</th>
<th>Song</th>
<th>Artist</th>
<th>Label</th>
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<tr>
<td>1</td>
<td>ALL WRAPPED UP IN A DREAM</td>
<td>Sonny Thompson</td>
<td>Miracle 128</td>
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<tr>
<td>2</td>
<td>IT'S TOO SOON TO KNOW</td>
<td>The Orioles</td>
<td>Natural 5000</td>
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<td></td>
<td></td>
<td>Dinah Washington</td>
<td>Mercury 8057</td>
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<td>3</td>
<td>PEANUT VENDOR</td>
<td>Willie Jackson</td>
<td>Modern</td>
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<td>4</td>
<td>AM I ASKING TOO MUCH</td>
<td>Dinah Washington</td>
<td>Mercury 8093</td>
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<td>5</td>
<td>PLEASING YOU</td>
<td>Lonnie Johnson</td>
<td>King 4245</td>
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<td>6</td>
<td>A LITTLE BIRD TOLD ME</td>
<td>Paula Watson</td>
<td>Supreme 1507</td>
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<td>7</td>
<td>EVERYTHING I DO IS WRONG</td>
<td>Ray Milton</td>
<td>Specialty 314</td>
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<td>8</td>
<td>THAT'S YOUR LAST BOOGIE</td>
<td>Joe Swift</td>
<td>Exclusive STIX</td>
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<td>9</td>
<td>YOU HAD BETTER CHANGE YOUR WAYS</td>
<td>Buddy Johnson</td>
<td>Decca 48088</td>
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<td>10</td>
<td>BLUES AFTER HOURS</td>
<td>Pee Wee Crayton</td>
<td>Modern 624</td>
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**Top Ten Tune: Netting Heaviest Play**

Compiled from reports submitted weekly to The Cash Box by leading music operators in New York City's Harlem Area.
Bartlett-O’Keefe Guest With Top Recording Star in France

PARIS, FRANCE—Caught guesting with Noel Chiboust, France’s top radio and recording band leader are (left) Deanna Bartlett, president of Rytvo-Cherie Music Publishing Co., New York; and Winnie O’Keefe, vice-president of Lang-Worth, Inc. Both Deanna and Winnie have been abroad for several months gathering new song material for this country. Cherie-Rytvo recently acquired “Mademoiselle Hortensia,” top plug ditty in France, which will become their No. 1 plug tune in the states.

REGENT RECORDS LEADS THE PARADE

Fast-Selling NEW HIT!

Republic Record No. 140

“Just Like Old Friends”

REPUBLIC RECORDS

FAST

1674 Broadway
New York, N. Y.

WEST

6356 Hollywood Blvd.
Hollywood, Calif.

“Remember September”

—Bill Hart
Dewey Bergman Ensemble
The Streamliners

ORDER This TALENT LOADED
Recording Of Two HIT PARADE
Tunes NOW

The Cash Box, Music Page 16 November 20, 1948

New York Disk Jocks Form Own Unit

NEW YORK—Disk jockeys in the Metropolitan New York area this past week got their national organization, the National Association of Disk Jockeys, and formed their own unit, the Metropolitan Association of Disk Jockeys,

Paul Brenner, WAAAT staffer was named to the post of president.

The new organization, with offices at the Belmont-Piazza, New York, will primarily function as a benevolent group. Plans are presently being drawn up by the organization’s executive board to supervise the distribution of a musical library to veterans’ hospitals and organizations. Disk jockeys and recording companies will be asked to contribute to the library.

Also named to executive posts were: Fred Robbins, WOV, vice-president; Phil Taylor, WOR, treasurer; Eileen O’Connell, WMGM, recording secretary and Stan Burns, social secretary.

Remick Music Corp.

Buys Song Catalog

NEW YORK—Remick Music Corporation, a member of the Music Publishers Holding Corporation group, recently concluded arrangements to purchase the catalog of the Gamble Hinged Music Company of Chicago, which was learned.

The Gamble Hinged Music Co. has been active for over twenty-five years, and its catalog contains many valuable copyrights that give it an important ASCAP rating. The inclusion of this material in the MPHCo. catalogs will add greatly to the all-over coverage now supplied by the standards in the Witmark, Harms, Remick and Advanced Music catalogs.

Dana Nabs Foreign Wax—Adds To Staff

NEW YORK—Walt Dana, president of Dana Records, Inc., this city, disclosed the purchase of the Syrena Record catalog.

Syrena, the leading label of Warsaw, Poland, includes over 1000 masters of symphonies, classics, novelties and polkas. Dana disclosed that his firm will have the exclusive distribution rights to the catalog in this country as well as in Argentina and Brazil. Detailed information concerning release dates and song titles will be forthcoming shortly it was learned.

Mr. Dana also announced the appointment of Miss Evelyn Stone to the Dana staff in an executive capacity.

THE CASH BOX REPORTS

ONE HAS MY NAME

Jimmy Wakely
(Capitol 15162)

SWEETER THAN THE FLOWERS

Moon Mullican
(King 673)

JUST A LITTLE LOVIN’

Eddy Arnold
(Victor 20-3013)

I LOVE YOU SO MUCH IT HURTS

Floyd Tillman
(Columbia 20430)

LIE GETS TEE-JUS

Carson Robison
(MGM 10224)

ADDITIONAL TUNES LISTED BELOW IN ORDER OF POPULARITY

MY DADDY IS ONLY A PICTURE

Eddy Arnold
(Victor 20-3013)

DEAR OKIE

Doye O’Dell
(Exclusive 33X)

BOUQUET OF ROSES

Eddy Arnold
(Victor 20-2805)

FOREVER IS ENDING TODAY

Ernest Tubb
(Dacca 46134)

DOGHOUSE BOOGIE

Hawkshaw Hawkins
(King)

Please mention THE CASH BOX when answering ads—it proves you’re a real coin machine man!
CAPITOL RECORDS HIT PEAK SALES YEAR AS DISK BIZ BOOMS

GLEN WALLACE

HOLLYWOOD—At a time when most of the industry is suffering from a general business slump, Capitol Records, Inc., continues to enjoy its biggest year in history. Net income during the first nine months of 1948 is already well above that of the company's earnings for any previous full year, with the last quarter's Christmas business bound to increase the margin tremendously.

These facts were revealed by Capitol President, Glenn E. Wallach, in a letter to stockholders, announcing that net income after all charges in the first nine months of 1948 ended Sept. 30 amounted to $1,211,109, compared with $255,151 for the same period in 1947. This figure is equal, after providing for dividends on convertible preferred stock, to $2.66 a share on common stock, the highest amount in nine months last year.

For the nine months ended Sept. 30, Capitol's sales amounted to $135,117,010, a 25 percent increase over a similar period in 1947. Third quarter sales this year amounted to $5,105,951, net income being $458,820, equal to $1.06 a share on common stock.

Mr. Wallach pointed to the enlargement and increased activity of Capitol's sales organization, the firm's recently conducted vigorous full sales campaign, and the company's consistency in producing hit records as the three primary factors responsible for Capitol's outstanding financial position. Attention was called to the fact that Peggy Lee's "Manana" was the company's top record in the first quarter of 1948, the King Cole Trio's version of "Nature Boy" winning popularity honors in the second quarter, while more recently Margaret Whiting's "A Tree in the Meadow" and Pee Wee Hunt's "Tommy Street Rag" have been best-sellers. New records now in the hands of dealers promise to continue the popularity of Capitol labels in the closing months of the year, Wallach stated.

It was further pointed out that Capitol's future in the record industry has been strengthened materially by several recently concluded agreements which will broaden the firm's distribution into international markets and enable Capitol to enter the classical musical field for the first time.

Jockey-Music Op Tie-Up
Hypo's Juke Box Play

OGDEN UTAH—Local tie-up between Ogden's Jockey station Klo, this city, and Juke box operator Bud Chambers, is paying off for both parties concerned. Allen and Chambers get together once each week and select one tune which will be featured and long played in the following week in the boxes, under the title "Dick Jockey Pick of The Week". The title of the tune is a great secret, with interest increasing by leaps and bounds from phonograph fans and the listeners of Allen's "Down Busters" air-show. Len and Bud select the tune most played on the boxes and most requested on his show as the basis for their "Pick Of The Week.

The "jimmick" has been favorably received in Ogden and has gained new listeners for Allen's program and stimulated Juke box play for Chamber's music machines.

JACK LACY CALLS IT "A HIT!"
The Cash Box—Nov. 13th "...A Winner!"

HAL KIPLING'S Sensational Recording Of

"IN ONE EAR AND OUT THE OTHER"

JACK LACY WINS—New York

Backed By "Everything Shall Pass, My Love"
Robin No. 1001
Order From Your Nearest Distributor or
ROBIN RECORD CO. 141 W. 54th St. New York City

HAL KIPLING
"I Met A Stranger" (3:07)
"I'll Live True To You" (2:56)

WINI BROWN

- The gorgeous Winij Brown, formerly with the Lionel Hampton band, and on her very first platter for National, is gonna make 'em sit right up and listen and believe you me, applause right out loud.

"Sweet Georgia Brown" (2:50)
"Margie" (2:40)

BROTHER BONES (Tempo 652)

- Man, oh man... where've they been, that's the platter! Just listen in to Brother Bones and His Shadows go away, lady, on this one. It's gone with the clarity clack of the bones and the whistling of the chorus in the most unique arrangement and sentimental renditions of "Margie." This is one disk you can buy by the boxful and be sure that everyone of your spots is just gonna clap hands keepin' time with Brother Bones and His Shadows. It's a moneymaker if ever one was yet presented. A clierkeree for juke boxes.

"Rexess In Heaven" (2:45)

IN THE SWING (Decem 2517)

- Here's a platter everyone of Billy Keeler's many fans are gonna latch onto, but quick. It's the Ink Spots giving their all in a very beautiful rendition of "Am I Asking Too Much." and backing this up with a tune thataining greater and greater play, "Rexess In Heaven." The boys get together on both sides to do one tune and job, and doing the way you like 'em to. This is a disk for those Ink Spot fans round the nation. And there are plenty waiting to hear it. Just listen in.

"Rexess In Heaven" (2:47)
"It's Too Soon To Know" (2:34)

DEEP RIVER BOYS (Victor 20-1203)

- Featuring two tunes that are sweeping the country, and in grand, grand harmony, with their soft, intimate style outstanding, the Deep River Boys simply sing "Rexess In Heaven" and "It's Too Soon To Know" into one of the greatest platters they've ever yet cut. Here's one hunk of shellac you shouldn't be without. The boys are real, "way out to make this a sure-fire clierkeree, and if you haven't yet featured these tunes in your juke boxes, just listen in to some of the very greatest and grandest harmony you'll ever hear. This is a platter with plenty of coin pressed into it.

THE CASH BOX

THE CASH BOX

Jubilee RECORDS

Draw another NATURAL and get RAVES
THE NATION'S GREATEST QUINTET
THE ORIOLES
in their sensational recording of
"TO BE TO YOU"
backed with
"(IT'S GONNA BE A)
LONELY CHRISTMAS"
JUBILEE #5001

Acclaimed by THE CASH BOX

Jubilee RECORD CO., INC.

AMOS MILBURN'S

"Chicken Shack Boogie"

ALADDIN #3014

(Backed by "It Took A Long Long Time")

"Keep your ear on 'Chicken Shack Boogie'. Could be heading for a clean sweep in the charts." — L. A. Wax Circle, The Cash Box.

EVEN GREATER THAN 'Money Hustlin' Woman'"

ORDER FROM YOUR DISTRIBUTOR

ALADDIN RECORDS

4918 Santa Monica Blvd., Hollywood 27, Calif.

Please mention THE CASH BOX when answering ads — it proves you're a real machine man!
NEW YORK—Disk distributors in this area continued to clamp down on "open account" shipments to dealers as the heavy Christmas inventory stock began arriving in their hands. With the record business tending to an upward spiral, many disk distributors stated that they would not ship their accounts unless past due business had been cleaned up to at least a gratifying position.

With record manufacturers shipping their distributors fairly much on the same scale as the position of the disk distributors was easily seen to be an understandable one. Alto the recording ban has been cut in on the larger amount of recordings issued, the temporary let-down in record releases has only been noted intempar, as the major recording companies are concerned. The independent record companies have been cutting since the start of the ban almost at their own will, and have not become involved to any degree with the elements of the ban.

Diskers viewing the almost immediate settlement of the recording ban opine various stances toward the future of the indie record company. Several factions take the stand that should the ban be call off, the indie companies would more or less have to stabilize their position or fail by the wayside. Others in the industry believe that there will always be room for the independent company just as long as they provide the public with songs they want to hear. It should be noted that in 1947, a large majority of the nation's song hits stemmed from indie platteries. Meanwhile, disk distributors in this area freely stated that they would not begin shipping in such large quantities as they had in past years. The reluctance on the part of dealers, and the growing tendency by record buying public to tighten their belts is attributed to this action.

**DISK DISTRIBUTORS CUT DOWN ON "OPEN ACCOUNT" SHIPMENTS**

NEW YORK—The recently reported organization of the Benny Goodman and Artie Shaw orchestra's coming to pass— as far as Benny Goodman is concerned— at any rate.

Benny and his new unit are set with their first date it was learned, at the Americana Hotel, Syracuse, N. Y. The band will total 22 men, including a vocal quartet coming from the band.

Goodman will also use two female vocalists it was learned.

Meanwhile, Artie Shaw, who was supposed to be organizing his band for an early fall tour as yet hasn't lived up to the bevy of "rumors" with reference to his new ork.

**See Possible Court Action In Howard-Mercury Pact Hassell**

NEW YORK—The possibility of court action involving the recording contract of maestro Eddy Howard arose this past week when it was learned that the recording star might plan to contest the transfer of his contract to Mercury Records.

Mercury recently purchased the assets of the defunct Majestic Records Corp., for $150,000, and included in the purchase were the contracts of artists formerly recording for the Majestic platteries.

Mercury bought a large amount of masters in the deal also and are currently releasing many of Howard's pop tunes.

It was learned that Howard contends his contract with Majestic had been breached prior to the Mercury purchase, and therefore, Mercury should not own the Howard recording contract.

**Benny Goodman Set With New Ork**

NEW YORK—The recently reported organization of the Benny Goodman and Artie Shaw orchestra's coming to pass— as far as Benny Goodman is concerned— at any rate.

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1—BUTTOS

2—MAZE YOU’LL BE THERE

3—TWELFTH STREET RAG

4—A TREE IN THE WOODS

5—IT’S MAGIC

6—ON A SLOW BOAT TO CHINA

7—IN MY HAPPINESS

8—BLUE RAGTIME HUNT

9—UNDERNEATH THE ARCHES

10—SOMEBODY

11—SOMEBODY

12—THAT CERTAIN FEELING

13—THAT DARLING

14—THAT DARLING

15—THAT DARLING

16—THAT DARLING
Machines out of play are machines that are losing, not making, money. That's why it pays to patronize your NCMDA Distributor for parts. Distributors who belong to NCMDA carry large stocks of genuine factory parts at all times. They are prepared to give you immediate service on all your parts requirements. They know the construction of the machines they sell, and buy parts for those machines directly from the factory that made the machines.

You're sure of parts that fit right—work right—and are quickly installed when you buy genuine factory parts from your NCMDA Distributor. Because the distributor that sells you your machines has a personal stake in your success, he wants to help you keep your machines in top condition at all times. And don't forget—he's just as near as your telephone, and that means you get parts service right now, not a week or two weeks from now. You'll be better satisfied, and your games will get more time in play if you patronize the man who belongs to NCMDA.

NATIONAL COIN MACHINE DISTRIBUTORS' ASSN.
130 N. WELLS STREET
SUITE 1301
CHICAGO 6, ILLINOIS

MEMBERS

NEW YORK—Announcement was made by Forest E. Wilson, President of the Solotone Corp., Los Angeles, Cal., that H. F. (Denny) Dennison of Dennison Sales Co. has been appointed exclusive national sales agent for the firm's new "Master Entertainer" music system.

H. F. Dennison

Coimmen have been eagerly looking forward to a complete explanation of the new "Solotone Master Entertainer" from Dennison who is well known to the music industry.

This past week, after setting up important distributorships throughout the nation, and also starting the "Master Entertainer" in operation in many cities in the Midwest and Far West, Dennison came to New York and showed the new music system to the trade here.

Distributor in this area for Dennison Sales Co. is Runyon Sales Co. The showing took place in the New York City offices of Runyon Sales Co.

This system attracted unusual interest from music ops throughout this area. It features a fully selective ten record phonos with ten separate turntables which allow the patron to switch from one disk to another with lightning speed. It also features four radio station programs which can also be speedily changed. If television is connected into the system as many as two, three, four and even more TV stations can be featured and tied right into the same personal box in booths, on counters or at the bar.

Ops who looked over the simplified system here were amazed at the speed of changing records as well as the fact that the player was getting 6 minutes of music for only 5c.

One of these ops stated, "This should be called the 'Magic Entertainer'. It's that good."

Sitting at a booth, the average player can, after insertion of a nickel or a dime, obtain any of the top ten records as well as switch from one to the other which are featured, can switch over to any of four different radio programs, or can switch into television.

Many believe that this is the answer to the music operator's problem. Advances reports from locations, where the system has been in operation for some time, show the most remarkable returns with the average take continuing over a long period of time and going higher as the weeks go by.

As Dennison explained, "We have been appointing distributors throughout the nation and in each instance we have made installations. Not only are these distributors absolutely thrilled by the results, but, they have obtained reams of newspaper and magazine publicity which was never before obtained by any sort of automatic music.

The simplicity of the mechanism is what thrilled the operators. A single wing cut swings the whole mechanism to the front and the op can service to his heart's content. Furthermore he need not worry about "night calls" for only one unit can go wrong while all the others will be working.

Most remarkable is the arrangement of double turntables on individual trays. Five trays feature ten turntables and switching from one record to another by the player on the Solotone box is speediest yet known in the industry.

The simplicity of all the mechanics in this system met with high approval from music machine mechanics here and, according to Dennison, from mechanics everywhere where the unit has already been installed.

Dennison also said, "This is something we have been working on for over a year and the first test locations are showing better returns today, over a year later, than they did when we first started, yet, those who have lately made installations and seen take jump 400% and over 500% don't believe it possible.

"It's the answer to the operators' prayer and the saving of the automatic music business. This has been proven in every territory where the 'Solotone Master Entertainer' has gone into operation.

"Recorders are the answer, and recorders are running away with us to the point where we are running day and night in our Los Angeles plant in an effort to catch up."

Please mention THE CASH BOX when answering ads—it proves you're a real coin machine man!
Ponser Named Nu-Art Sales Mgr.

"The result," he reports, "is to find that everywhere the 'Nu-Art Shuffleboards' have been introduced, re-orders have instantly come in. Operators realize that shuffleboards are entirely different from anything they have ever before operated. These games remain on location for years. Therefore it is imperative that the board be of the very highest quality for an operator can go on and earn money with his original purchase for ten years and even longer.

"Some of the ten and twelve year old boards of this firm," he said, "are still on location and still winning compliments from their owners. This is what counts in shuffleboard. The boards take terrific beatings and unless they are of experienced high quality construction the ops will find that they will be replacing parts of the board in a very short period of time."

Ponser also stated that Mr. Braun may come along with him on his trip through the nation to explain to operators the various important construction factors of shuffleboards.

Mills Features New Circular On "65" Bottle Vendor

CHICAGO—An interesting three-color circular known as "Brochure 253-A" introduces the new "65" Coin Cooler for bottled beverages manufactured by Mills Industries, Inc., this city.

Some of the features illustrated and described are: greater compactness, automatic coin changer, 65 bottle vendor and special pre-cooling arrangement.

A complete listing of mechanical and construction details is also included.
NU-ART SHUFFLEBOARDS

HAVE NO COMPETITION
IN QUALITY

★ PICTURED HERE
DE LUXE MODEL
Standard 22 Ft. Size

ALSO COMES IN
16 Ft., 18 Ft., 20 Ft. Sizes
ALL DE LUXE MODELS

ALSO AVAILABLE — Combination
Bowling Game and Shuffleboard
16 Ft. Size Only (Not Illustrated)

COMPLETE LINE OF SUPPLIES!

BUY ONLY THE BEST! Over 12 Years of Manufacturing KNOW-HOW Assures You TOP QUALITY LONG-LIFE Shuffleboards! Write! Wire! Phone TODAY!

SHUFFLEBOARD COMPANY OF AMERICA, INC.
224 EAST ELM STREET • LINDEN, NEW JERSEY
(Manufacturers of Nu-Art Shuffleboards for Over Twelve Years)

Videograph Names
Berger As Dealer

NEW YORK — Lou Forman, President of the Videograph Corp., this city, named Harry Berger of West Side Distributing Co., here, as a dealer for the firm this past week.

Forman stated, "Harry Berger has plunged wholeheartedly into the Videograph television-automatic phone combination and, after tests, learned that this was the answer to the operators' prayers."

"He is also taking trade-ins on all phones from all operators in this area. This alone proves his foresight and his faith in the future of coin operated television. He knows now that the collections which he has seen are what the operators need to once again make them healthy."

Berger is reported to have a brochure which is of real interest to every music machine operator and which can be obtained free from the firm.

Shuffleboard Champ Contests Hike Play

NEW YORK — One of the methods used by well known tavern owners throughout this area, as well as in New Jersey, is to conduct championship contests among their shuffleboard players.

Tavern owners have found that these contests have doubled and tripled business for them while stimulating tremendous amount of play on the shuffleboards.

"This same method," as one noted up here stated, "should be used by the various new shuffleboard operators throughout the country who haven't as yet learned all of the many advantages which can accrue from shuffleboard operations."

It seems that one thing which attracts patrons of any location featuring shuffleboards is the fact that they can try for the championship of that very place of business.

This is much better than the former "high score of the week or month" method which has been used by operators on bowling games.

Ops throughout those states where the new coin operated shuffleboards are being introduced should give some thought and study to the idea of a "shuffleboard championship contest" for their locations.

They can obtain trophies from almost any athletic goods store in their area and engrave such trophies with the names of the winner.

Players should be advised at least two or three weeks in advance of the contest by a large poster near the board. This will stimulate play for the day when the contest is conducted.

It should also be carried out with a fanfare of newspaper and radio publicity where possible and a photographer should be on hand to take pictures of the winners.

Come in TODAY!

SEE THE GREATEST SENSATION IN AUTOMATIC MUSIC
AMI Model "B"

AND THE Sensational NEW TELEVISION COMBINATION

THAT IS SWEEPING THE NATION!

BE FIRST! COME IN TODAY!

RUNYON SALES COMPANY

593 Tenth Ave., New York 18, N. Y. (Tel. LOngetro 4-1880)

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

Well, it's all over now but the shouting, and the crying. Columnists here spent this last week paying off, or collecting, their election bets. Some are happy and some unhappy. Most of them seem to feel now that the election is settled they can once again get down to business. And a general pick-up in conditions is expected. . . Ray Moloney, proxy of Bally Mfg. Co., was one of the many coinmen to enjoy the privilege of a private chat with President Truman when he was in Chicago for his campaign speech at the Stadium. While several hundred prominent citizens attended a reception for the nation’s chief executive, only a handful of friends and well-wishers were invited to the president's suite at the Blackstone. Ray Moloney and Captain Tom Callaghan, former head of the secret service, now with Bally, were among the privileged.

Joe Caldron, assistant sales manager for AMI, tells us they’ve been really on the go the past few weeks, rushing to fill orders for shipment to South Africa. Joe says with both John Haddock and Lindy Force up in Detroit on bid, it sure keeps him on his toes attending to things at this end. Recent visits to AMI were: W. H. Richardson from Charlotte, N. C.; Ed Heath from Macon, Ga., and Lennie Goldstein of the T & L Dist. Co., Cincinnati. . . Paul Federman, Williams’ traveling representative, who just returned from a trip back east, stopped in at the Williams’ plant just long enough to say “hello.” And then went off again on a swing thru the southern states. Paul had very glowing reports on Williams new “Rainbow.” He stated, “It’s really clicking on location, and ops and distribs claiming it is a top money-maker.” Fulton (Skeet) Moore tells us that the factory is going at top speed and even Harry Williams has been sticking close to the home front with his nose to the grindstone but plans to make a trip to the west coast soon. Visitors to the Williams plant included; Sam London of Milwaukee, Herman Paster of St. Paul, and Del Vehst of St. Louis.

Barbara Humphrey of CMJ’s Public Relations Bureau informs us that interest in the coming coin machine convention continues to mount with the various manufacturers and distributors already busy making plans and preparing for the big show . . . The O. D. Jennings plant is one of the many manufacturers who are in the midst of preparations for the convention and, according to plans already made, their display this year should really be something.

The other day when we spoke to Billy DeSelm of United Mfg. Co., it was raining by the bucket full. “But,” according to Billy, “come rain or shine everything over at the United plant is “Blue Skies”! Billy also informed us that several out of town coinmen visited the factory recently. Among them: Harry Hasset & Sr. from Milwaukee; Lee Weinberger of Louisville; Wofl Solomon of Columbus, and Mr. Cooper of St. Louis. . . . Gordon Sutton is all smiles over the nice biz his firm is doing. Gordon says, “The gang over at Illinois Simplex have no complaints to make these days about business” . . . Over at Buck-O-Matic Mfg. Co. Art Weinandt continues to be about the busiest guy in the industry. Art tells us he has to go “at twice the pace now to make up for the time he spent out west on business.”

Fred Mann, regional director for Aireon Mfg. Co., just returned from a trip visiting with distribrrs between here and Pittsburgh. Fred reports that enthusiasm over Aireon’s new Coronet-Television combo is really terrific. He says, “It’s going over even better than expected.” Herb Jones, vice president of Bally Mfg. Co., accompanied by Milt Hopwood of Bally’s publicity department, hied themselves off to New York recently in connection with the showing of the Monroe Sewing Machine, which introduces several new innovations that were developed at the Bally plant. . . . George Jenkins, vice-prexy and general sales manager of Bally, spent several days in Boston this past week conferring with distribrrs and ops. Bally’s special field representative, Ben Becker, having completed a survey in the east, is now making a similar trip through the midwest, acquainting ops with Bally’s sensational new one-ball, “Citation.”

Empire Coin partners, Gil Kitt and Ralph Sheffield, are very pleased with the over-all climb on the firm’s export business. According to Gil Kitt coin exports are coming along steadily with South African coinmen being the latest to show interest . . . Joe Batten of Exhibit Supply singing praises over their new game “Morocco.” We understand that Charles Pieri, Exhibit’s sales manager, is planning another trip. . . . J. H. Keeney & Co. is a beehive of activity with preparations being made for a two booth display at the NAM to AMI next month. We hear from John Converse that visitors will also be invited to the Keeney showroom, which will be set up to host guests during the four day meet . . . Over at D. Gottlieb & Co. the boys are all enthused over the many, many orders for their new game “Buccaneer.” . . . Wasn’t that Virgil (Chris) Christopher from Baltimore that we saw dumping thru the loop the other day? . . . And then we bumped into Bill Smith of Colonial Music Co., who was here from Indiana to buy records . . . also in a hurry.

Please mention THE CASH BOX when answering ads—it proves you’re a real coin machine man!
The boys down on coinrow (10th Ave.), somewhat upset over the fact that the city has made this noted coinrowfare an express street running uptown (21st north to 125th) and ops are having their hands full trying to keep their cars... seems that the answer is another coinrow in another part of town... where the ops can park... no necessity for 10th Avenue anymore as the ops say... 2,300 pinballs being junked by the cops this past week. These were the games seized and held this past July... now that the city voted them illegal? the cops can dispose of them. Usual job is to take them apart and send the vocational schools the electric parts while cabinets are chopped up for firewood. Perhaps that "School For Mechanics" idea may now come into being as many kids get used to the intricate wiring design of the pinball. Lots of guys around this man's town crying and crying and then come to the police where they talk about selling their routes. Usually, the more intelligent jobbers or distors will instantly make a good offer. Results? No sale! The price suddenly zooms up into the inflationary blue sky. You'd think some of these routes weighed their machines at the present price of butter.

Barney (Shugy) Sugarman a busy man this past week. What with the new Quiker machine in his place and some heavy business on photos generally. And then along comes H. P. (Danny) Denison with the Solotone Master Entertainee system and Shugy reports interest zooms to new heights immediately. This three-way music entertainer is really something to see. It covers selective 10 record joke box mechanism, 4 radio stations, and television. Also have a separate unit for coin operated video for the spots that want such unit. Lots of material here and the reported averages from spots already operating have made many a guy with delight, we hear. . .

One distrib here tells me that 80% of his sales are now out of the city and just about 20% in town. When were 20% in town... 3 years ago, too. Seems north Jersey and some parts of upstate N.Y. Accordingly this means very little for metropolitan area. Irv (Kempy) Kemper of the Runyon Sales firm is traveling his big trailer through Connecticut and reports that ops very, very much interested in the AMI Model B.

Charley Bernoff of Regal Music, one music op who really knows what he's talking about, is one guy nothing can hold down. Yet Charley points out that ops aren't doing themselves one bit of good these days and that unless they come up with major changes they just aren't going to make the grade. We're 100% with Charley in this regard having written time and time again the very same thing in our columns. Abe Green over in Newark doing a very nice job with Keeney's gig machine. Abe has some very fine plans for future business. . . . The meetings which the boys here have had with the Licensing Board haven't yet come to any good. A 3-day slot will be introduced into the city assembly to tax coin games $5 per year is only a fooler. The boys believe that it will probably run the ops $5 per annum. Yet, the present $50 per year set-up is all wet. In short, it doesn't apply to anything but the one unit and also it is not as prorated so that the boys pay over one day or one year and the same rate for the lifetime rental will be held and perhaps the suggested bill by Max D. Levine will be accepted and solve all headaches.

Al Blendow is one boy I like to give credit to. A real oldtimer in the coin biz and never down for a minute—good times or bad. Al simply keeps right on punching and seeks the means to get his customers money in and up, Al, guys with that kind of spirit can't lose. . . . By the way arsens dudes still crying very heavy here... even the Times Sq area isn't up to par anymo. . . . The favor of the rather worried players in the city is a situation. . . . Like Dave Lowy says, "What would a guy do who isn't operating these days?". . . well, Dave, we'll bet what would be done. Seems like Dave is now operating games, dance, a back okay with Dave. And that's the way it should be. . . . Bumped into Willie Levy, who came by train all the way from Brooklyn, walked over to Toth Avenue and was hopping wet. First time we've ever seen Willie get himself so wet over any jobber. . . . Hymie Rosenberg tells me that the locations are hard to get around town for due to the Solotone. Mike is in the location owners go wild over them. Hymie don't run 'em with a coin chute. He uses the "bunch of former New Yorkers said around his desk shootin' the breeze. Noticed one thing down here, the boys like to talk about the yesterdays... maybe it's that kind of climate.
J. Frank Meyer, Daddy Of Arcade Biz, Dies

PASADENA, CAL.—J. Frank Meyer, President of Exhibit Supply Company of Chicago, outstanding leader of the arcade machine industry and known throughout the field as the "Daddy of the Arcade Business," passed away here on November 9.

Mr. Meyer had been in ill health for some time, but, his death came as a shock to almost everyone in the coin machine field who had come to look up to him as one of the pioneers of this industry.

His body was taken to Chicago. He was buried from Williams Funeral Home, Austin and Lake Streets, Oak Park, Ill.

A very large number of columnists were present and many of them came from far distant cities.

Old timers in the industry recall the days, early in the century, when Frank Meyer, after being a printer and having printed his first post cards also built a post card vendor, and then traveled by bus to visit various parks and arcades, as well as to operators, to popularize his machines.

Some recall how he carried two machines along with him and visited them in the days when their parks were ten and twelve and more miles away from any sort of transportation but bus lines.

Others recall that prior to 1930, when there were no pinball, that Frank Meyer was responsible for keeping many columnists in business. All claim that if not for him and the various machines he created and built there would have been no arcade industry.

In addition to his tremendous energy, his good fellowship and his great optimism, Frank Meyer was always considered one of the true friends of the members of the industry.

Many can recall how Frank helped them to climb the ladder to success, and also recall how his kindness, his steadiness and his everlasting friendship was what kept them in the business.

After he entered into the pinball field, he proved one of the most daring and successful men in this business. His ticket vending pinball was long been remembered. His other achievements in pinball games are well known to the trade.

But, everything else cast aside, Frank Meyer was one of the most outstanding, most refreshing, and most foresighted men in this industry.

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CALIFORNIA CLIPPINGS

Some of the boys along Coin Row in Los Angeles, and every other city in the country for that matter, were still licking their wounds this week or registering happy surprise at the presidential election outcome. . .Most of the local lads were more happy than hurt. . .Jack Ryan of Slicking Distrib. . .tells how he was out late last night and a real hard fast team was rumbled 20 to 1 money but couldn't find a dewey-eyed Deweyite who'd do any more than talk about it. . .Which makes us feel like a real schmo, as right up till noon of Nov. 4 soliloquists were offering us a Trump Administration. . .Fulcher of Mills Co. a little groygy from the effects but glad that too many of his Trump followers didn't come knocking at his door with wallet in hand.

Ran into Phil Baker. . .just getting set to open a Coin Row base for Chicago Coin at 2836 West Pico Blvd. . .Mr. Sande. . .in the meantime Beyt is out of the same location, which Phil says will save Chi Coin "to do an even better job in supplying the local coin men with "Shuffle King" board and equipment. . .". . .Paul Laymon was making room for a central floor display of "Shuffle King," expected in from the East any day now. . .Budgie Sales Co. already had a piece of the "Shuffle King," its fine looking scoring device, attached to a Rock-Ola board (that's nice teamwork) when we dropped in to chat with W. E. Happel. . .He told us that young W. E. Happel is now at the factory studying up on the new "Hollywood" machine.

A couple of regulars missing from the Row this week and sad so. . .Hank and Louise Schmidt of Budgie were back at Moline, Illinois, for funeral of their brother, Joe. . .Hank to another interesting party per person. . .We've heard they 'grow em bright and attractive in Chicago and the Phillies acquired some Phyllis Raymond, sure lives up to tradition. . .Ray Powers busy writing checkers and his right hand man busy writing checkers--"Shuffle King." . .Watched Fred Gaunts and the boys at General Music set up a handsome efficient looking scoring device midway on the big Olympic board, which continues as one of the most popular of the lot. . .That reminds us, a lovely smile and thanks to all her friends, neighbors and competitors from Minn. on up. . .Bill Barten of the Western and pitching with all his enthusiasm for Jack Millspaugh and Co.

J. Perkins looked mighty busy when we were in, Joe listing the many virtues of the AMI jake box to a customer on the phone and Paul Silverman doing the same thing to another interested party per person. . .We've heard they're not just for playing checker but for other games as well. . .J. Perkins says he's the man who designed the Phyllis Raymond line, and they live up to tradition. . .Ray Powers busy writing checkers and his right hand man busy writing checkers--"Shuffle King.". . .Watched Fred Gaunts and the boys at General Music set up a handsome efficient looking scoring device midway on the big Olympic board, which continues as one of the most popular of the lot.

MINNEAPOLIS

Tho the Twin Cities are still enjoying nice weather, some parts of South Dakota have reported as much as 18 inches of snow. . .Custer, S. D., also reporting 8 below. . .which proves that winter is on its way into out area. Plenty of ops around town this past week to see Minnesota play Purdue . . .larvae remain in the stadium's history (69,000) came in to celebrate Dad's Day. . .Willie Cohen of Silent Sales getting lots and lots of attention with the new Solotone Master Entertainers which combines jake box, radio and television . . .it looks like it's going to be a big money maker. . .In the meantime Herman Paster is doing one grand job with "Ballyman". . .the digger that has a lot of fun. . .now playing in his native state and ops all over the country. Herman was in and out of his office all past week . . .flying down to Chi . . .up to Milwaukee . . .and back again and again.

Hy-G received their first shipment of Chicico's "Shuffle King" which is the shuffleboard the firm has been expecting. . .looks like ops will be plenty interested. . .It's got loads of grand appeal. . .Seen in town this past week: Bill and Don Hunter of Wheaton, Minn. . .Ted Anderson and Edwin Swanos of Arrowhead Museum. . .Uncle Joe and his wife to Chicago. . .Willie Cohen of Silent Sales getting lots and lots of attention with the new Solotone Master Entertainers which combines jake box, radio and television . . .it looks like it's going to be a big money maker.

Milt Carnes of C & N Sales, Mankato, Minn., in town for a couple days. . .Also Gil Hanson of St. Peter, Minn. . .And Eddie Lauer of Rushmore, South Dakota Falls, Minn., also around. . .Paul Atlas wrote General Motors direct and told them his boys in town were reporting unfavorable weather. Lauer--This next thing he knew a brand new Chevy was delivered to Howard Sauer and now he is happy . . .and surprised. . .Quarterly North Dakota State ops will be out on the 13th and 14th at Devils Lake, N. D., with plenty column planning to be present. . .should prove one of the best meets the N. D. ever held. . .Why Archie Fence of Automatic Piano Clinic, Minn., is his last at playing shuffleboard over the week-end.

Please mention THE CASH BOX when answering ads—it proves you're a real machine man!
FOR SALE — Bally Fulls Case Assemblies for $40 each. Each Assembly consists of Castings, Wood Case, Club Handle, Drill Proofing, Award Card, Jack Pin, Plinths, etc., completely assembled and packed in individual carton. Write us for list of prices on new, used and rebuilt slots. WOLFES MUSIC CO., 201 W. MAIN ST., OTTAWA, ILL. Tel: 1312.

FOR SALE — Economy Supply of Baltimore has pre-war and post-war parts. Tubes at 65½ off list. Bulbs, wire 2-5-7-9, 5-balls, 1-balls, music. What do you need at low prices? ESMY SUPPLY CO., 2015 MARYLAND AVENUE, BALTIMORE 18, MD. Tel.: Chs. 6612, Belt. 1342.

FOR SALE — Standard Chief $125; 1 Evans Ball-At-Score F.S. $250; Pace All Star Comets reconditioned $5, $50, $100, $150, $250, $60; Pace Deluxe Comets 5c, $60; 16c, $25; 75c; $3 Evans 1947 Bangtals, like new, $300 ea. 1 Evans Safe gets reconditioned $55 ea. Automatic Amusement Company, 100 PENNSYLVANIA ST., EVANSTOWN, 10, IND.

FOR SALE — One-ball pay-out bargains fully reconditioned Bally Entry $225; Trophy 1948 $415; Jockey Club 1948 $350; Victory Derbys (Chrome) $75. Also free—Play One Balls Special Entry Assemblies $225; Victory Specials $100; One brand new Gold Cup $475; 2 new Destiny $250; 3 new Star $250. For Sale $255 ea.; 3 new Three A Lines $375; 1 free machine Kingney Bonus Five Multiple Nickel Super $250. Immediate shipment on receipt of deposit, carefully crated. The R. F. VOGT DISTRIBUTORS, MILNER HOTEL BLDG., SALEM CITY, ILL.

FOR SALE — Jennings Challenger Se-25e play $200; Kneecy Bonus Super 7c-5c-25e $450; Jumbo Paradox $60; Carefree $60; Cross Fire with Flippers 40c; Ginger $35; Superliner $30; Cyclone $30; Killo $40. AUTOMATIC MUSIC CO., 701 MAIN ST., BRIDGEPORT, OHIO. (Tel: Bpt. 750.)

FOR SALE — Bargain, good condition rest. for amusement parks play. Treasure Chest $69.50; Tennessee, Melody, Stormy, Bermuda $94.50 ea.; Singapore $24.50; Tropical $50; Elcromatton Roll-A-Score $95.50. Many of these machines are rented by the month with option to buy. NATIONAL NOVELTY CO., MERRICK, L. I. Tel.: FR 8-3200.

FOR SALE — Played Out Mills slots in the South. We also refinish and rebuild same. Seventeen years of rebuilding. Mills Slot parts stands bought and sold. MILTON BRAUN, RT. 5, BOX 428, SAVANNAH, GA. Tel.: 3-5432.

FOR SALE — Bally Black Cherry and Gold Fulls Case Assemblies for $40 each. Each Assembly consists of Castings, Wood Case, Club Handle, Drill Proofing, Award Card, Jack Pin, Plinths, etc., completely assembled and packed in individual carton. Write us for list of prices on new, used and rebuilt slots. WOLFES MUSIC CO., 201 W. MAIN ST., OTTAWA, ILL. Tel.: 1312.

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_THIS WEEK’S BUSINESS_ in 5-BALL FREE PLAY GAMES

Most active of all new and used fields is the pinball division. Here action continues at high speed. No big sales reported. Offerings being made at very low prices. Better games being held for disposal plus older equipment and latest models will be sold at low prices if some of the older games taken along. This field is going strong very fast with clearances especially expected to continue as the convention approaches. Check prices carefully. Here are bargains that may not come back for many months.

- All-Ball—Low, Mo.; High, Wis.
- Alice-Low, Mo.; High, Pa.
- Amber-Low, Tenn., O.; High, Mo.
- Ballerina-Low, Mo.; High, Pa.
- Balltan-Low, Tenn., High, Wis.
- Baron-Low, Mo.; High, Pa.
- Bermin-Low, Mo.; High, Tenn., Average, Tenn.
- Big Hit-Low, O.; High, Pa.; Average, O.
- Big League-Low, Mo.; High, Ill.
- Bowling League—Low, Mo.; High, Ill.
- Carousel-Low, Wis.; High, O.
- Crazy Ball-Low, Wis.; High, Mo.
- Crossfire—Low, Ore.; High, Mo.
- Cyclone—Low, O.; High, Mo.
- Dow-A-Ditty—Low, Mo.; High, O.
- Fast Ball—Low, Tenn., High, Ill.; Average, Ore.
- Flamings—Low, O.; High, Ill.
- Gold Ball—Low, Mo.; High, O.
- Hawaii—Low, Tenn., Mo.; High, Pa.; Ore.
- Hawaii—Low, Mo.; High, Pa.; Wis.
- Honey—Low, Tenn., High, Pa.
- Hunpty Dumpty—Low, Pa.; High, Mo.
- Jack N’ Jill—Low, Tenn., High, Pa.
- Kenny—Low, Pa.; Wis.; Ore.; Tenn.; High, Ill.
- Lady Robin Hood—Low, Pa.; High, Mo.
- Lightning—Low, Tenn., Ore.
- Major League Baseball—Low, Pa.; High, Mo.; Average, Tenn.
- Mexico—Low, Mo.; High, Ill.; Average, Wis.
- Midset Baser—Low, Ore.; High, Ill.
- Miss America—Low, Pa.; High, Ill.
- Mystery—Low, Pa.; High, Ill.
- Nevada—Low, Mo.; High, Wis.
- Playboy—Low, Tenn., Mo.; High, Ill.
- Ranger—Low, Wis.; High, Mo.
- Rocket—Low, Tenn., O.; High, Ore.
- Sea Goose—Low, O.; High, Ill.
- See-Ball—Low, Wis.; High, Mo.
- Shanghai—Low, O.; High, Mo.
- Show Girl—Low, Tenn., O.; High, O.
- Smarty—Low, O.; High, Tenn.
- Snailbound—Low, Pa.; Ore.; Tenn.; High, O.; Ill.

**Spinball—Low, Mo.; High, Wis.**
**Stage Door Canteen—Low, Pa.; High, Ore.**
**Step Up-Low, Pa.; Ore., Tenn.; O., High, Ill.**
**Superline—Low, Pa.; Ore., Tenn.; O.; High, Ill.**
**Surf Queens—Low, Pa.; O., Ore.; High, Ore.**
**Tropicana—Low, Mo.; High, Pa.**
**Wisconsin—Low, Mo.; High, Tenn.**
**Yanks—Low, Tenn., High, Mo.**

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Evers Gall, Dominics ’47—Low, Md.; High, Ill.; Average, O., Ala.
Gold Medal 5c/25¢—Low, Calif., Wis.; High, Ill.; Average, O.
Jumbo Parody Comb.—Low, Calif., Wis.; High, Ill.; Average, O.
Jumbo Parody 2¢ or PO—Low, Calif., High, Ill.; Average, O.
Mill 3s—Low, Calif., Calif.; High, Calif.; Average, Calif., O.
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WURLITZER

WURLITZER (Cont.)

150 Stop Recorder 15.00 25.00
145 Imp. Step Fast 15.00 17.50
150 Impulse Rec. 20.00 23.00
306 Music Transmit 7.50 9.50
39A Speaker 9.00 12.50
Steel Cab. Speaker 140.00 175.00
123 Wall Box 5/10/25 Wireless 9.00 15.00
125 Wall Box 5/10/25 Wire 5.00 7.50

SEESEBURG (Cont.)

Selective 24 5.00 15.00
Selective 26 5.00 15.00
Remote Speak Organ 15.00 27.50
Melody Parade Bar 4.50 10.00
5c Wallomatic Wireless 24.00 53.50
5c Wallomatic Wireless 3 10.00 22.50
30 Wall Box 15.00 22.50
Power Supply 15.00
5, 10, 25e Baromatic Wireless 19.50 25.00
5, 10, 25e Wallomatic 3 30.00 45.00
Select A 308 25.00 42.50
Selecto 150 35.00 53.00
Wired Speak Organ 5.00 8.50

ROCK-OLA (Cont.)

1526 Bar Box 19.50 39.99
Dia A Tone B&W Box 3.50 5.00
1900 Organ Speaker 25.00 45.00
1550 Organ Cabinet 20.00 31.50
Rock 50.00 100.00

PACKARD

Pin Mor Wall & Bar Box 15.00 20.00
Manhattan 390.00 410.00
Model 7 Phone 350.00 365.00
Hideaway Model 400 195.00 200.00
Model 7 5.00
Wilow Adaptor 17.50 29.50
Chestnut Adaptor 24.00 16.50
Cedar Adaptor 40.00 18.00
Polar Adaptor 50.00 18.00
Snap Adaptor 32.00 10.00
Beech Adaptor 20.00 21.50
Spruce Speaker 35.00 25.00
Adaptor 35.00 25.00
Walden Adaptor 24.00 19.95
Lily Adaptor 14.50 17.00
Violet Speaker 21.00 24.00
Iris Speaker 18.50 18.00

MILLS

Zephyr 19.50 25.99
Hi-Top 45.00 49.50
Dance Master 20.00 25.00
Deluxe Dance Master 40.00 25.00
Hi-Spot 20.00 26.00
Panoram 75.00 100.00
Throne of Music 45.00 59.00
Belle 49.50 67.50
Rockola 19.50 25.00
Panoram 8.50 6.50
Panoram 10 Wall Box 8.00 6.50
Speaker 10.00 10.00
Panoram Peek (Cont) 145.00 225.00
Conv. for Panoram Peek 14.50 17.00
Legends 200.00 200.00
Constellation 350.00 400.00

A M I

Hi-Boy (303) 75.00 75.00
Singing Tower (303) 60.00 69.50
Streamliner 5, 10, 25 25.00 59.50
Top Flight 25.00 25.00
Singing Towers Speak 15.00 25.00
Singing Towers (911) 75.00 75.00
Model A 46 195.00 400.00

BUCKLEY

Wall & Bar Box O.S. 3.00 5.50
Wall & Bar Box N.S. 15.00 23.00

AIREON

Super Deluxe (46) 95.00 175.00

FREE PLAY PIN GAMES

C. M. I. BLUE BOOK—"The Confidential Price Lists"
November 20, 1948

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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 Stock Exchange—posting the prices as they are quoted for the past week, regardless of how much they may seem to be out of line. Some prices do not change for months. The C. M. I. Blue Book, rather than show no price, retains the last known quotations for such equipment so that the subscriber at least has the last known prices as a basis to work with. Prices continue to be very widely divergent these days. Someone on the West Coast may feel a certain price of $15.00 whereas 25 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 depends 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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UNITED'S

BLUE SKIES

NEW SPOT FEATURE

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