Zany comedy duo who have literally roared to nationwide popularity are Dean Martin and Jerry Lewis, pictured above during a recent nightclub engagement. The team, recently signed to a recording contract with Capitol Records, are already on the road to disk fame via several hot platters. Martin's recording of "Johnny Get Your Girl" is currently enjoying a featured position on juke boxes across the land. In addition to their personal appearance antics, Martin & Lewis are set with a coast-to-coast NBC airshow which starts this week. The pair also star in the forthcoming Hal Wallis film release, "My Friend Irma." Dean Martin & Jerry Lewis are exclusively featured on Capitol Records. Personal Manager: Abner J. Greshler. Press Relations: George Evans.
These two great Wurlitzers offer incomparable value

Dollar for dollar, these two great Wurlitzer Phonographs offer you better construction, more years of play, more actual value than any other instrument available in the industry today.

Unrivaled beauty

Compare their styling, their illumination, every feature of cabinet beauty—add to it their beauty of tone and you have the greatest combination of money-making eye and play-appeal in the business.

Unparalleled economy

24 records—long proven the ideal record complement—mean faster selection, speeding up play. Low record cost, plus low operating cost, plus easy service combine to make these Wurlitzers the greatest money-saving, money-making phonographs ever made.

Unequaled trade-in allowance

Wurlitzer Phonographs have always carried highest trade-in values. At current market prices your advantage is greater than ever before.

Far and away the lowest priced QUALITY phonograph on the market today. Its magnificent styling makes this model a sure favorite with the location that wants striking beauty, superb tone, play-appeal that attracts more money to the coin box.

See your Wurlitzer distributor for prices, terms, trade-in allowances and financing. Never before have you had such a favorable opportunity to get and hold the best locations—to multiply your earnings—to cement your position with every location on your route. The Rudolph Wurlitzer Company, North Tonawanda, New York.
THE CASH BOX

"THE CONFIDENTIAL WEEKLY OF THE COIN MACHINE INDUSTRY"

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

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SUBSCRIPTION RATE $15 per year anywhere in the U.S.A. Special subscription allowing free classified advertisement each week, not to exceed forty words, $84 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 music equipment; automatic coin operated vending machines and service machines 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

Employer-employee contracts are becoming ever more important. For years there has always been an unusually close relationship between the employer and the employee in this industry. But, as the recession approached, many employers were forced, much as they disliked to do so, to drop some employees so that their overhead expenses would be cut and so they could continue on.
As cities, counties and states (as well as the Federal Government) continue to tax, the way the trade faces an entirely new era. Will this, one well-known coin machine leader asks, "force operators to adopt a better commission basis?"

Perhaps this is a harsh way to teach the average man in this business that he must obtain more from the gross income of his equipment that he is now getting.

But, very long ago, there was a fable about the monkey and the chestnuts and the fact that all peoples, everywhere, must learn by putting their own hands into the fire to pull out those chestnuts.

This, then, as this coin machine leader suggests, may be the answer to many and many an operator's problem.

If taxes are boosted, and it seems that "almost every city, county and state is intent on boosting license fees on all types of coin operated equipment, then the operator has no other recourse but that of having the location owner help him to pay for his license so that he may continue in business.

Whether or not this will prove profitable or not, is up to the operator himself. He has no other alternative, if and when taxes are boosted in his state, county or city but that he must receive a better share of the gross receipts from the equipment he operates.

For almost seven years The Cash Box has urged, time and time again, that the operator obtain "front money guarantees" and has pointed out that, without the present arrangement, the average retailer simply could not meet his present overhead expenses.

It becomes ever more certain that what The Cash Box has proposed over this long period of time is today stark reality. Operator after operator has written to proclaim this publication for its constant drive to help operators help themselves by urging them to get a more equitable share of the income from their machines.

As The Cash Box has explained in the past, the most inequitable arrangement known to all lines of business is that between the operator and the location owner. The operator who works on a 50%-50% basis with the location owner is simply giving the location practically all the proceeds from his machines.

In fact, the average operator doesn't even have location agreements whereby the location owner agrees that the operator will be the one and only man to operate in his place of business for a period of two or three, or even one year.

The location owner invests nothing in the equipment which is bringing in 90%, 95% or even 100% profit in his operator, and the operator is not entitled to amortize the cost of such equipment over a period of years.

The only investment in the average machine, whether amusement, music or vendor, on the part of the average retailer, is about 2.00 per month at the time of purchase, and, in most cases, not even that much.

Nor will the average storekeeper even take the time to just wipe off the dust (should it gather) from the top of the machine. In fact, his porter or he, himself, will even swill dirty soda, when mopping the floor, right against a beautiful and expensive machine, and usually laugh about it.

He won't, in the majority of cases, try to promote play. He won't even suggest a good recording to people. Usually he just points at the juke box, when someone asks him about the music and, many times, looks at the patron as if he's a fool to even insert a coin to play it.

This is what the operator, many times, gets in return for investments ranging from $250 to over $1,500 in the average location. And yet, the operator, in turn, gives the storekeeper 50% of the gross receipts.

It is agreed throughout the industry that the relationship between the retailer and the operator can be considered as a partnership. Being partners they should operate on such a business basis.

The equitable partnership arrangement is for whatever expenses are incurred in the operation of the business to first be deducted from gross income of the partnership and the remainder to then be divided on a 50%-50% or any other equitable basis.

In this case of the coin machine operator, whatever overhead expense he incurs, should first be removed from the gross income of the machine. Likewise, whatever expense the location has incurred should also be removed from the gross before the balance is divided.

If an operator learns from his accountant that his overhead is at least $10 per week per location he should, if he desires to operate on a profitable basis, obtain that $10 as a front money guarantee from the location. Usually this $10 is removed from the gross collection first, and the balance is then divided on a 50-50 basis. This is more nearly equitable than the present 50%-50% arrangement which the majority of operators live by.

Operator after operator has written The Cash Box agreeing with this publication that the 70%-30% percentage basis, the front money guarantee, and other methods suggested in the past years, are the "real answer to the operating problem." Yet, every operator adds a "but." He says, "But, it won't work in my territory because my competitors would instantly knock me out of business.

In short, the advice, should be drawn from the above, that 70% for himself and 30% for the location, his competitors would rush to the locations and pay 50% instead.

The same, he would be able to ask for a front money guarantee. His competitor, he claims, would instantly invade that location and advise the location owner that he "charged no guarantee."

His competitor, then, the average operator infers, is the reason why he must continue to lose money. In short, if he doesn't get a better arrangement he must lose money. If his competitor decides to jump off the highest building in town, he probably must do that also. But, all this just about how which it sounds to keen business men.

So, to overcome his competitor killing him and killing himself as far as profits go, he urges fairness and in the association for their mutual benefit. Then, he reports, the average member would probably be put in a position to make him a profitable business.

The only, the picture changes. Higher taxes. Greater overhead expenses. Other expense factors which have entered into the business picture are forcing operators to guess their routes, tie up their location owners with legal location agreements and to work out a new form of operation.

Taxes alone is forcing many an operator to go out and do what he should have done years ago—compete or no competitor—if he wants to remain in business on a profitable basis.

The this might not be the intelligent way to conduct business, and it is a pretty harsh manner in which to teach the operator to do the very thing he should have done long, long ago, perhaps share increased taxation expenses have brought about a better operating business.

Operators have learned something of this and have tried, the end of the war. Banks and finance firms saw an opportunity of cashing in with profitable interest rates as equipment soared in price, and as operators found it necessary to replace whatever they operated during the war period.

But, in learning something of finance, the operator has learned to look at his business in a different and better light.

He is now being forced to change his basis, competitors or no competitors, because the revenue seeking agencies in his city, state and the Federal Government are after an even greater share of his gross income.

He will, by pressure, by constant smashing down of his gross income, at long last be forced to change to a better commission percentage or front money guarantee basis and will learn that he can, with higher priced equities, tremendously increased over 30%, and operators found it necessary to replace whatever they operated during the war period.

So, to overcome his competitor killing him and killing himself as far as profits go, he urges fairness and in the association for their mutual benefit. Then, he reports, the average member would probably be put in a position to make him a profitable business.

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

**CRUISING DOWN THE RIVER**
CA-15172—Jack Smith
CO-1831—Frankie Carle O.
DE-24568—Ross Morgan O.
LO-156—Prime Scale O.
ME-1249—Milton Carroll
MG-10346—Blue Barron O.
SPT-505—The Polkaute Sisters
VI-20-1348—Three Sons

**FAR AWAY PLACES**
CA-15279—Mahagony Whiting
CO-2838—Donna Sharp
CA-2431—Bong Crosby
LO-283—Vera Lynn
ME-5196—Vic Damone
MG-10356—Pat Terry
VI-20-3316—Ferry Como

**POWDER YOUR FACE WITH SUNSHINE**
CA-15355—Dean Martin
CO-6498—Doris Day-Duddy Clark
CA-451—Dick Barone
DE-24528—Evelyn Knight
LO-187—Pine Scale
ME-5247—Anne Vincent-John Lawens
MG-10364—Blue Barron O.
SPT-500—Joe Tacler
VI-20-3321—Sammy Kaye O.

**GALWAY BAY**
CA-15403—Clare Dennis
CO-2227—Bill Johnson
CS-1037—Baby Clark
DE-24529—June Crosby
LO-197—Annie Shelton
MG-10370—Joseph McNally
RA-79031—B. Lester
RO-194—Fer Van Allen
SPT-506—Pat Terry
VI-20-3235—Amy Fields
VI-20-7506—Michael O'Duffy

**RED ROSES FOR A BLUE LADY**
DE-2569—Gay Lombardo O.
ME-5201—John Lawens
ME-5207—Bill Bosco
VI-20-3319—Vagn MacNair

**A LITTLE BIRD TOLD ME**
CA-15350—Din Le Barber
CA-15326—Smiley Rogers
CA-451—Bill Johnson
DE-24529—June Crosby
LO-187—Annie Shelton
MG-10370—Joseph McNally
LO-329—Wesgarant
SPT-502—Susan Shepard
CO-3389—Jerry Wayne Lanette Davis
LO-187—Annie Shelton
VI-20-3120—Rose Murphy

**I'VE GOT MY LOVE TO KEEP ME WARM**
CA-15530—The Starliters
CO-3323—Lee Brown O.
DE-100—The Mills Bros.
MG-10348—Art Land
SPT-504—Gloria Eldred
VI-20-1302—Ray Noble O.

**SO TIRED**
CA-15314—Ray Starr
DE-24279—Ross Morgan O.
DE-24423—Ross Morgan O.
DE-1163—Honey Dan翁
VI-2434—Lea Johnson
SPT-509—Pat Terry
VI-20-3330—Freddie Martin O.

**LAVENDER BLUE**
CA-19255—Jack Smith
CA-1561—Spike Sprigglas
CL-1054—Mack Campbell
CR-165—Hugh Cameron
DE-24541—Burl Ives
LO-310—Vera Lynn
ME-1244—Alice Vincent
SPT-501—Gloria Eldred
VI-20-3100—Sammy Kaye O.

**SUNFLOWER**
CA-15394—Jack Smith
CA-15401—Spike Sprigglas
CO-18391—Frank Sinatra
DE-24548—Ross Morgan O.
LO-394—Son Brown
ME-5338—Dick "Two Ton" Baker O.
MG-10349—Jack Kinley
TW-1452—Jack Fulton
VI-20-3134—Ray McKinley O.

Please mention THE CASH BOX when answering ads—it proves you're a real coin machine man!
"Body & Soul" (2:47)
"What Ya Say We Go" (2:31)

CHARLIE VENTURA ORCH.
( RCA Victor 20-3396)
- Latest offering from the Charlie Ventura orch shows six potential winners for music ops. Both sides, offered in moderate top-progressive manner easily show why he is a marvel and his wonderful aggregation have attained their prominent position in the music field. Top deck is the standard "Body & Soul," with maestro leading the way, Frank Sinatra in all his splendor. Rendition here is definitely some of the finest sax work around. The flip, with trumpeter Jackie Cain and Roy Kral at the mike is some polite bop vocal work that makes for mellow listening pleasure. Both sides bid for heavy honors in those spots that go for this brand.

"Coca-Roca" (2:46)
"Walter Thornton Rhumba" (2:48)
JOSE MORAND ORCH.
(RCA Victor 20-3397)
- The Latin strains of the Jose Morand orch, and the set up of "Coca-Roca" and "Walter Thornton Rhumba" in the offering for music ops, Top deck, with the vocal work by the Three Beaus And A Peep is an up-tempo samba that should win its share of juke box coin. Musical background is tops and should draw heavy attention. The flip is some great rhumba rhythms that should have the hip-swivellers reveling in all their glory. It's wonderful music that Jose and his crew offer—music ops who cater to this location that call for this stuff, should by all means, get with this recording.

"Once And For Always" (2:54)
"If You Stub Your Toe On The Moon" (3:06)
BING CROSBY
(Decca 24524)
- Pair of top notch tunes from the Paramount flicker "The Connecticut Yankee" are offered by Bing Crosby, and turn up to be hot items for music ops to get with. Both sides of this platter shape up as hot winners on juke boxes. Top deck, tagged "Once And For Always" has Bing zooming the winning waddle in a mellow strain of dramatic vocal style that makes you listen. Bing displays all his vocal charm on the side to come up with a great recording. Tempo is slow, with the Victor Young orch and the Ken Darby Choir aiding Dar Bingle in excellent manner throughout. The flip, in a lighter vein, has Bing bounding back with some more great wax. Vocal backing by the Rhythmaires adds to the luster and polish of the disk, while Bing holds down a well deserving spotlight. Both sides rate heavily—ops should latch on!

"A"—You're Adorable" (2:56)
"When Is Sometime" (2:58)
PERRY COMO
( RCA Victor 20-3381)
- Balladeer Perry Como grabs this featured spot again this week via this sensational recording of the rapidly rising hit tune "A"—You're Adorable." It's Perry's enchanting vocal style that makes this a winner. His soft, refreshing vocal work makes for some wonderful moments of musical pleasure. Ditty is set in slow tempo, with the Fontaine Sisters purring the "alphabet" background in grand fashion. Tune has been widely recorded—this rendition stacks up as the best around. Perry nimbly plys this musical offering in modulated tones of sheer beauty. The song is one that seems a cinch to win wide favor—especially so with the younger set of juke box fans. On the flip with a ditty from the Paramount picture "A Connecticut Yankee," Perry keeps the wax steaming hot with an encore titled "Sometimes." Once again Perry delivers a grand performance on this dramatic ballad. Orchestral backing on both sides of the platter is first rate throughout and immensely adds to the winning potential. "A"—You're Adorable" can't miss!

"Yes Sir, That's My Baby" (2:04)
"Alabamy Bound" (2:03)
EDDIE CANTOR
(Decca 24597)
- Recently wax by Eddie Cantor on a pair of oldies may prove to be surprising winners for music ops. The ever-rolling strains of "Yes Sir, That's My Baby" coupled with "Alabamy Bound" make this pair of sides potential winners. Eddie's soft rhymical vocal strains are still easy on the ears, and bid for a big chunk of juke box coin. The flip, with "Yes Sir, That's My Baby" is covered with wide approval in those tavern locations. The wax rates music ops avid attention—and more.

"Some Enchanted Evening" (3:05)
"Bali Ha'i" (3:14)
FRANK SINATRA
(Columbia 14446)
- Pair of tunes from the slick music production by Rodgers & Hammerstein tagged "South Pacific" are done up here by Frank Sinatra in fairy style. Frank's warbling of "Some Enchanted Evening" and "Bali Ha'i" fills the bill, and altho this rendition doesn't show the tunes to best advantage, it should meet with the approval of Frank's many fans. Top deck is a smooth, plush ballad, with Frank purring the soft, velvet lines in fairy manner. The flip is another ballad, bounching around a far-flung isle. The tunes themselves should prove to be money-makers. Music ops who have the spots might listen in.

"The Fishing Song" (2:39)
"Rose Room" (2:41)
DOTTIE BARLOW
THE PEARL FOUR
( Pearl 0015)
- Some cute novelty wax is found in this Offering titled "The Fishing Song." Chippettie Barlow renders the vocal refrain on this side in smooth, soft tones that sparkle brightly. Ditty is offered in cute southern drawl, with the smart lyrics making for some pleasant listening from start to finish. The flip, "Rose Room" is slow, an old standard, adequately offered by the Pearl Four in light, bright rhythmic tempo. Top deck rates music ops attention—and more.
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“Have A Little Sympathy” (3:03)
“A Dreamer With A Penny” (2:53)

CHARLES LAVER
(Decca 24599)

• Ballad cooker Charles La Ver, famed for his
  smoldering vocals, offers “Maybe You’ll Be There,”
  his first solo bit of wax with duo tagged “Have A
  Little Sympathy” and “Dreamer With A Penny.”

Top deck shows Charlie’s pipes to excellent advantage,
with his winning, infectious voice spooling the
heart-and-flowers lyrics in a smart style from start to
finish. There’s no doubt that Charlie will rise to a fea-
tured spot among male vocalists—this top deck
more than proves his top notch vocal talents.

The flip, “Dreamer With A Penny,” is a fine
enough ballad, with Charlie turning in an
excellent performance. The tune on Charlie’s third
deck makes the same appeal as the flip of this
issue, and “Maybe You’ll Be There,” the third
track, is one of those rare, warm, winning ballads
that make one want to play the record again.

SLEEPER OF THE WEEK

“Riders In The Sky” (2:57)
“Single Saddle” (2:51)

VAUGHN MONROE ORCH.
(RCA Victor 20-3411)

• Maestro Vaughn Monroe and his orchestra have
really come up with something in this recording
session. The “Riders In The Sky” is a song that
reflects a decided achievement for Vaughn by
attaining an air of plaintive, down-to-earth emo-
tion, and the array of songs shows Vaughn.

The song does show Charlie’s wonderful vocal style
off to great light. Top deck is the beauty of the pair—music
ops take note.

“I Wanna Marry Mary” (2:25)
“Singing Sweet Melodies To You” (2:37)

PAUL MARTIN ORCH.
(Exclusive 913)

• Here’s some wax that seems certain
to make music ops perk up. It’s the
first deck of the group, and with
good cause too. The Paul Martin
orch setup with “I Wanna Marry
Mary,” it’s a terrific novelty number
that beckons a ton of moans. Ditty is an
up-tempo bit, with the smart lyrics
playing around the title. Wax makes
for loads of mirth and merriment, and
is certain to be a hit. The song is fully
enjoyable.

The flip, “Singing Sweet Melodies To You” is another
cute bit done up in slower tempo than the top deck, with
the vocal refrain offered showing up effec-
tively. Ditty provides a touch of light,
and is the side to ride with—music
ops should latch on.

“Lonely Street” (3:08)
“Cu-Bo” (2:51)

CARL BARNET ORCH.
(Capitol 15417)

• The Charlie Barnet orch bows into
the wax spotlight with their first disk-
ing on Capitol wax, with the rhythm
of “Lonely Street” and “Cu-Bo” re-
sounding pleasantly.

This is a definite bit of modern instrumenta-
tion, has the Barnet group displaying their musical
wares in a captivating manner. It’s a slow, moody blues theme
with the vocals leading the way on his
sax. Wax story is tied up in its
the title—the ork ably describes “Lonely
Street” to the music instead of the
music. The flip is a decided change of pace
for the Barnet band, and is offering in
up-tempo fashion, with some
strong Latin tunes trickling in the
background.

Barnet ork off to excellent light—
music ops who have the spots that
go for this combo, would do well to
make a look-see.

“You Red Head” (2:50)
“Women! Women! Women!” (2:26)

DICK JURGENS ORCH.
(Columbia 38446)

• Pair of cute sides by the Dick Jurgen
orches, long missing from the
phone spotlight, and the fond mos-
tro of “You Red Head” and “Women!
Women! Women!” in the offering.

A bright bit of wax that should meet with
the approval of his many fans. The rendering of this song, done
up in straight manner, rather than
the comedy routines around, is fair
brightly, and the vocals are second to
the handle the antics featured in this
tune ably. The flip, another cute bit
of piano and sax, shows Godfrey to best
advantage. Lyrics flow around the
title with a band chorus adding to the
mirth. Both sides are there for
the asking.

“Careless Hands” (2:45)
“Red Roses For A Blue Lady” (2:49)

ROSALIND PAGE—BUD BREES
(Spotlight 507)

• Some wax that music ops can use
to excellent advantage is done here
by chirl Rosalind Page. Top deck,
titled “Careless Hands” gets a
excellent sendoff by Rosalind, with her
light vocal strains seeping thru the
wax in fair manner. Ditty is well
known to ops—this rend it
add to the popularity of the

The flip, “Red Roses For A Blue Lady” is offered by balladeer
Bud Brees in smooth vocal styling. Music ops still using this side
might listen in.

Top deck is the better of the pair.

“You’re So Understanding” (3:09)
“Because You Love Me” (2:30)

JERRY WAYNE—THE DELL TRIO
(Columbia 34347)

• Jerry Jerry Wayne into the spot-
light with the strains of a winner
“You’re So Understanding.” Ditty
an act set up to finish with Jerry,
The Dell Trio have their vocal
chorus combining talents to turn up a
bit of wit and touching, long
gently in soft, relaxed vein. Jerry’s
vocal work on this side glitters
around the tune, and the musical
vocal sensationalism

The flip, “Because You Love Me” is in a pleasant
waltz ditty with the hearts-and-dow-
ers wordage offered by Jerry coming
together effectively. Top deck for
the moos.

“IT Hurts Me More Than It Hurts
You” (2:49)

“Hot Biscuits” (2:39)

FRANCIS CRAIG
(Bullet 1065)

• Orkster Francis Craig into musical
spotlight, with a pair of new tunes
that are winners.

Tabbed “IT Hurts Me More Than It Hurts You,” and “Hot Biscuits,”
Craig shows piping Bob Lamont to the mike on the pair, with the
latter turning in an able performance
on both sides of the platter. Top deck,
with a sparkling of the famed Craig piano, has the vocalist
the light dainty lyrics in smooth voice. It’s a
cute and witty couple of songs. The flip shows as another piece of
music that should hold its own. Both sides
would do well to be included.

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

Orkater Lawrence Welk opened this past week at the Roosevelt Hotel in a blast of glory. Lawrence starts his new network show via ABC Jan. 4 for Hi-Life Beer, and has his first Mercury platters skedded for early release ... Look for "Brother Bill," the platter that skyrocketed the Charlie Spivak band years ago, to be among one of the hot reissue items . . . Sylvia Langler, sparkplug at National Records, back at her desk after being hospitalized for the past two weeks . . . Apollo Records sales chief Irving Katz informs us that the plattery now has complete distribution in Canada via Monarch Records in Toronto. The latter will press and distribute Apollo on their own label. Apollo has also added Helmis Distributors in Newark, and Delson-Stoken in Los Angeles . . . Ed Levy of Major Distributors passing out cigs this week. Ed's wife gave birth to a 6 lb. 10 oz. girl, named Candas Jill. Congratulations, Ed! Spike Jones opening at the City Center, White Plains, N.Y., pulled some of the biggest crowds who were simply amazed at the way those Westchester folk jangled the platter . . . Gene Austin and Joe Delia doing a grand job at the Raleigh Room, Dick Bradley of Tower Records, and the very charming Mrs. Bradley, in town. Dick's hotel suite jammed night and day with music biz figures . . . Jimmy Dorsey opening at the Cafe Rouge, Hotel Statler brought brother Tommy down, with the pair turning in a hit of jam all time cale . . . George Isen in town visiting . . . The Mears, BVC wild about their new acquisition, "You're Always There" . . . Paul Cohen of Decca, caught dancing with his lovely daughter at the Dorsey opening . . . Harry Link looks forward to becoming a grandaddy mighty soon . . . Mary Louise, former Cab Calloway chimp, now featured on Gotham Records, made her debut at Cafe Society . . . Jimmy Durante to sing At Last King of America by the National Legion of Honor . . . Gloria Friedman, well known disk figure in the city, has a big deal on to join one of the major platters . . . It's "What's My Name Week" in New York for Frank Warren's great RCA Victor cookie.

CHICAGO:

Lots of luck to Myron Barg who started his new disk jockey show over WMOR this past week . . . Jack and Sid Mills of Mills Music in town recently to get a line up on the midwest setup . . . Archie Livingston of Leeds Music here was visited this past week by Al Gallico of Leeds' New York firm . . . Jack Fulton's Tower waxing of "Sunflower" selling like mad. Sales have already topped the 50,000 mark . . . Andy and Della Russell boxed out of the Mayfair Room of the Blackstone, March 21, after a very successful run. It was heard that Andy and Della are negotiating with NBC for a "Mr. and Mrs." air show . . . Orkater Al Trace has added a barber shop quartet singing contest to his Monday Night Disco, Goll's with the winning quartet featured later in the evening on the Disco broadcast . . . Norman Granz presents another of his "Jazz at the Philharmonic" concerts at the Civic Opera House March 25. Ella Fitzgerald was featured as the star . . . Moe Wells, all hopped up over his new tune "Downhearted" which will be released shortly by Al Trace on the Damon label . . . If you like rhumba music, be sure and give a listen to Jose Murando's RCA-Victor disk "Rumba Cocktail," a sure fire winner . . . Maestro Eddy Howard ended his run at the Aragon Ballroom March 22 with a whirl-wind Chuck Foster and his orchestra to the band spot . . . Nate Platt, booker for the Chicago Theatre, has lined up a number of acts for Eddie Cantor set for Eddie Cantor set for Eddie Cantor set for Eddie Cantor set for Eddie Cantor set for Eddie Cantor set for Eddie Cantor set.

LOS ANGELES:

Syd Nathan of King Records really getting around while out here. Sid went all the way out to the wilds of Pasadena where he visited with Bill McCall and told the 4-Star topgen what a good tough Bill had in the forthcoming release of Nick Esposito's "Empty Bedroom Blues" . . . Nathan's own outfit, headed locally by Al Sherman, doing a fine job on the Deluxe dubbing of Roy Brown's "Rockin' At Midnight!" . . . Nat Cole's version of "Portrait of Jenny" has given this topgen just the shot in the arm it needed, with the Capitol disk finding its way to the most juke boxes in this area. Discovery Records, the Albro label, is taking some light as it could have a real hit in the juke field after doing a nice job entering the disk biz with the progressive jazz of maestro Phil Moore. The discovery plattery now comes up with Martha Raye on "Ooh, Dr. Kinsey." Ad and promotion men Howard Hutchinson and Dick Bock supplied charts and platter for us and we predict it's a cinch to clean up in the boxes, if handled properly. Ditty has been bannned from the air—supposedly slightly risque . . . Ops with western locations should latch on to Tommy Dyna and the 

BULLET RECORD 303

Read "should go like wild-fire . . . rates top spot in music ops' machines . . . grab it!"

From—The Cash Box, March 26, 1949

ORDER FROM YOUR NEAREST DISTRIBUTOR OR

BULLET RECORDS
423 BROAD STREET • NASHVILLE, TENN.

BULLET 303 • BULLET 303 • BULLET 303

Please mention THE CASH BOX when answering ads—it proves you're a real coin machine man!
"Gran'ma Plays The Numbers" (3.05)
"Just In Case" (3.05)
SY OLIVER ORCH.

RACE DISK O' THE WEEK

SY OLIVER

- Here comes the hand clappin', toe tappin', side of wax that's ever been cut with Sy Oliver and his ensemble and orchestra joining in to turn this lively, lilting, lyrical

tune into one of the very best of the race disks yet heard. "Gran'ma Plays The Numbers." It's a smash-

eroo for any race juke box anywhere in the nation. It's got

nicks, dimes and quarters pressed deep inside of it and is gonna come off big, but big, so grab a boxful
today and spread 'em around all your race spots. On the flip, "Just In Case," with Sy Oliver and the

oral to background him, Charles McCormick and The Vespertones take over to present a sweep, senti-

mental ballad with McCormick doing a terrific piping stint. This side, too, has everything to get

nicks poppin' into your juke boxes. Don't hesitate, grab a box-

ful of this wax quick.

"Alligator Meat" (2.52)
"Nightmore" (2.22)
JOE SWIFT (Exclusive 85X)

- Here he comes—Joe Swift—with one of the very best platters he's ever cut. "Alligator Meat." What a

beat, what tempo, what rhythm. And what a hunk of money gettin' wax for any juke box anywhere in any

race location. With Joe taking the lead and with the boys joining in "Alligator Meat" turns into one of

the hottest hunks of wax presented in many and many a moon. On the flip with "Nightmore," Joe again does

one grand vocal job, as good as he's ever done and maybe better. This is one disk that's gonna capture coin.

Get with this platter.

"Lavender Coffin" (2.31)
"Don't Drink" (2.38)
FAT MAN ROBINSON QUINTET
(Motel 201)

- One of the most modernistic and beautiful labels in the field is this new Motel label and, at the same time,

offering one of the very best in race tunes with the Fat Man Robinson Quintet giving 'em a hand clappin', toe

tappin', heaviest beatin' rhythm in "Lavender Coffin." A side that's a surefire clicker with plenty of coin

pressed into it. And the flip, "Don't Drink," is another grand cutting by this quintet. Get with this disk—it's a

moneymaker.

"As You Desire Me" (3.05)
"It Only Happens Once" (3.12)
INK SPOTS
(Deco 24585)

- Billy Kenny takes the lead and turns this platter into one of those typical, sweet, soft melodies which click with

the Ink Spots' fans 'round the nation. With "As You Desire Me," Kenny rolls the tune right off the platter and

into the room. It's grand Ink Spots' material and should go good. On the flip with Frank Kirsh's companion

"It Only Happens Once," Kenny and the Ink Spots again take over in their well known style, and this side for

all it's worth. Just listen in.

"Peach A Boo" (2.20)
"Love Me Tonight" (2.46)
JOHNNY MOREO'S THREE BLAZERS
(Exclusive 86X)

- Don't let this one get by you. Just listen to Charles Brown pipe "Peach A Boo" just once, and, brother, you're

sold. Whatta grand hunk of material Charley Brown with Johnny Moore and his Blaziers to background him

presents on this topside. It's a lively, lilting' ballad that has just about everything any location will ever ask

for. Get with it—it's great. On the flip, "Love Me Tonight," Charley Brown again warbles the lyrics but in

slower, more sentimental fashion. As usual, in great, good style, this side into another grand money

gettin' tune. Listen on.

"Each Day" (2.56)
"Love Like A River" (3.09)
ETHEL Davenport
(Reg 6060)

- Ethel Davenport, with the Jimmy Blythe, Jr., Trio behind her, turns out one of the very best Spiritual platters

ever heard. If you juke box ops have the spots where they go for spirituals—this is it. The gal's got

rhythm, voice, and just about anything and everything anybody will ever want from a grand Spiritual disk. Listen to

Ethel give with "Each Day" and "Love Like A River"—the flip will have that same side on topside on this wax—and each

side is sure to bring those coins clickin' into your juke boxes.

"Home Coming Blues" (2.30)
"Boulevard Boogie" (2.40)
WILD BILL MOORE ORCH.
(Apollo 789)

- Just listen in to this new Apollo platter and hear Duke Henderson play the lyrics to the topside, "Home

Coming Blues," and you'll know you've got something that has lots and lots of coin pullin' possibilities. And

that ain't all—just listen to "Boulevard Boogie" if you like your instrumentalis hotter than hot, and hear Bill Moore's

tenor sax just drive, drive and drive 'em right out of their seats and onto the floor. This is a disk that has

what you need.

"State Street Boogie" (2.29)
"Jackson's Blues" (2.12)
DON JONHON BAND
(Speciality 323)

- Featuring Smokey Smiley, Don Johnson and his hand turn the topside of this wax, "State Street Boogie." It's one

of the very best you've ever heard. But don't crow. Just listen to this side—it's a natural for many and many a location.

On the flip with "Jackson's Blues" Don Johnson offers a grand instrumental that is sure to meet with lots and lots of

approval. Listen to this platter. It may be just what you're searching for.

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

Juke Box Ops Disc Jocks

WHAT'S WRONG WITH THE SONG BUSINESS THAT A GOOD SONG CAN'T CURE?

This is IT—the SUPER DELUXE SONG OF THE YEAR

"DOWNHEARTED"

BY THE WRITERS OF:
“YOU CALL EVERYBODY DARLING”
AND
“BRUSH THOSE TEARS FROM YOUR EYES”

Al Trace’s LATEST RECORDING NOW ON

Damon Records
No. D-11218
A SIMPLE, SWINGY TORCH
Do Not Delay Order Today
You Won't Go Wrong With This Torch Song

ORTEN MUSIC CO.
54 W. RANDOLPH ST.
CHICAGO, ILLINOIS

Modern Sells West Coast Distrib Business

HOLLYWOOD, CALIF.—Modern Record Distributors, branch of Modern Records, Inc., this city, this past week sold their west coast distribution firm to Mike Kurlan & Associates.

Kurlan, former west coast sales top for Mercury Records, will retain the Modern name. Purchase price of the firm was disclosed to be $38,000. The Modern platter will concentrate on the recording end of the business it was learned. Among the lines that Kurlan will handle are, Modern, Coral, Savoy, Regent, Bop, Signature, West Coast, Hit'n' In, Commodore, Rhythm, and Jubilee Records.

Lubinsky To Europe

NEWARK, N. J.—Herman Lubinsky, president of Savoy Records, was scheduled to leave for Europe this past week along with Benjamin Starr, vice president and attorney for the Savoy plattery. Lubinsky and Starr plan on combining business with pleasure, and will make stops in Germany, Belgium, Italy and France. The Savoy firm also announced the signing of Kansas City Jim to a recording contract, with his first release "Saturday Night" scheduled for early release.

Music Publishers Set To Clamp Down On Royalty Statements Of Indie Diskers

NEW YORK—Music publishers in this city, this past week gave every evidence of clamping down on the bulk of the nation’s indie diskers with regard to the latter’s laxity and in many cases, non-payment of royalties.

Pubs stated that they would not let the indies get away with not paying royalties on copyrighted music.

The pub’s stand was strengthened this past week when it was reported that a major music publisher had turned a case of fraudulent royalty statement over to the New York District Attorney’s office. It is alleged that the indies used two sets of masters in pressing his recordings of the pub’s tune, and turned in a royalty statement which did not stand up to the disker’s claim. It has been asserted that the case against the independent recording company is clear cut and that in the event the disker doesn’t rectify his statement, the District Attorney’s office will prosecute.

The statutory royalty rate of 2c has been neglected by most publishers to a degree since the war. Pubs now insist the diskers either pay their royalties in full within three months, or pay the full 5c rate and account for sales every thirty days.

Standard Songs are MONEY MAKERS!

"THE TEDDY BEARS PICNIC"
Recorded by
ETHEL SMITH—Decca
FRANK DE VOL—Capitol
PHILIP GREEN—M-G-M
Published by: M. WITTIAK & SONS

MUSIC PUBLISHERS HOLDING CORP.
NEW YORK, N. Y.

"THAT'S GOL D IN THEM THERE HILLS"

MIRACLE
500 E. 63RD ST. CHICAGO 37, ILLINOIS

Music Publishers

TECHNICAL REPORTS

THE NATIONS BIG

HILLBILLY FOLK & WESTERN JUKE BOX TUNES

1

TENNESSEE SATURDAY NIGHT
Red Foley
(Decca 46136)

2

THERE'S NOT A THING I WOULDN'T DO
Eddy Arnold
(RCA Victor 21-0002)

3

THEN I TURNED AND WALKED SLOWLY AWAY
Eddy Arnold
(RCA Victor 20-3174)

4

TILL THE END OF THE WORLD
Ernest Tubb
(Decca 46150)

5

DON'T ROB ANOTHER MAN'S CASTLE
Eddy Arnold
(RCA Victor 21-0002)

ADDITIONAL TUNES LISTED BELOW IN ORDER OF POPULARITY

CANDY KISSES
Cowboy Copas
(King 777)

ONE HAS MY NAME
Jimmy Wakely
(Capitol 15162)

LET'S SAY GOODBYE LIKE WE SAID HELLO
Ernest Tubb
(Decca 46144)

JUST A LITTLE LOVIN'
Eddy Arnold
(RCA Victor 20-3013)

I LOVE YOU SO MUCH IT HURTS
Jimmy Wakely
(Capitol 15243)
Floyd Tillman
(Columbia 20430)

Please mention THE CASH BOX when answering ads—it proves you're a real coin machine man!
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<th>Paul Williams</th>
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Eddie Heller Takes Over Rainbow Management

NEW YORK—Harry Fromkes, president of Rainbow Records, has acquired control of Lawyers Mortgage Corporation with resources over 1 million dollars, has just been elected President of the mortgage company. As the new post requires Fromkes full-time, he has turned Rainbow Records management over to Eddie Heller, vice president. Asked about his future plans for Rainbow, Fromkes stated that Heller would continue to promote Rainbow more vigorously than ever.

Rainbow's augmented catalog has many important masters, such as "Jungle Jim," which is now featured in Burt Lancaster's latest film entitled, "Crisis Cross"; the international hit, "Round The World Rumba"; the now famous "Trailer to Glenn Miller" album; Eddie "Gin" Millers honky tonk version of "Hold Me" and a race release by the Californians that is now a Chicago best seller entitled "I Just Found Out." And, as usual, music to prove the old saying: "if it's made, it probably sold!"

George Dalin Joins Regent Music Firm

NEW YORK—George Dalin, well known figure in the music business, this past week bought into the Regent Music Corp., joining president Harry Goodman in the operation of the publishing firm. Dalin, formerly associated with the Robbins, Feist & Miller music publishers for 15 years, will be in the capacity of vice-president and general manager. Dalin, with a tremendous knowledge of composers in the field and a wealth of knowledge in the music business, will assume his new position immediately. First plug tune for the firm is "While We're Young," with recording due thus far, by the Unholted Band on London, and Peggy Lee on Capitol.

DANA-MIC!!

on

DANA RECORDS

"WHOSE GIRL ARE YOU"

By FRANK WOJNAROWSKI ORK.

backed by

The Polka Sensation

"OPEN THE DOOR"

By HARMONY BELLS ORK.

Voiced by DICK BYRON and
PEGGY STANLEY

DANA = 2038

Selected by CLEVELAND PHONO OPS ASSN.—
Featured on over 3000 Juke Boxes.

A DANA Distributor near you—
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286 FIFTH AVE., NEW YORK, N. Y.

AMERICA'S BEST RACE RECORDS!

★ Modern ★ National ★ Savoy ★ Dial ★
★ Downbeat ★ And All The Others At
Chicago's Most Outstanding Record Distributor
Do All Your Shopping at One Spot
Milt Salstone's

M. S. DISTRIBUTING CO.

1350 EAST 61st ST., CHICAGO 37, ILL. (Tel. BUTTERFIELD 8-5698)

THE CASH BOX

Folk and Western Record Reviews

"I Met A Miss In Texas" (2:41)
"With A Sweep Of My Sombrero" (2:43)
ROY ROGERS
(RCA Victor 21-0030)

"Give Me A Hundred Reasons" (2:10)
"I Believe You, Baby" (2:37)
ANN JONES
(Capitol 1514)

"Listen In, for one of the grandest surprises of your life, to a gal that's sure to go a long, long way in the music business. A real beauty. "Open Your Heart (And Let Me In)," is gorgeous Quality. The whole production is a way of thinking, really demonstrates ann's artistry. Not only does she speed the tempo but he sells the lyrics. Roy's is a far-catch. On the flip, "I Believe You, Baby," Ann cuts loose with a lively, liltin tune that's sure to get top platter. Ann's hits are good for a long, long time. Your suppliers od— grab a boxful of these disks.

"Rainbow In My Heart" (2:45)
"All I Need Is Some More Lovin'" (2:39)
GEORGE MORGAN
(co-written by himself 20563)

George Morgan is picking up more and more followers everywhere in the country with that gorgeous handle he has been doing on all his latest disks. And in this one George doesn't disappoint for a second. Clear, clean, beautiful melody ripples right out of this topside, "Rainbow In My Heart," a tune composed by George Morgan. With very fine string band backing, George puts this one over the top. It's a sweet, soft ballad, slow and sentimental, but with lots of that stuff that is sure to get play. On the flip, "All I Need Is Some More Lovin'," George speeds up the tempo and offers some very beautiful lyrics in this grand ballad. Here again, his pipes prove that George is well on his way to becoming a juke box favorite.

"Money, Marbles And Chalk" (2:40)
"Open Up Your Heart" (2:08)
COUNTRY WASHBURN
(15143)

Country Washburn, marvellously backed by his western band, does one grand job of the tunes that is sweeping the hills and plains, "Money, Marbles And Chalk," offering a rendition that's in the group of those, too. It's a tune with lots of stuff behind it for the folks who like those sad tearjerkers. On the flip, "Open Up Your Heart, "C.W. hits it the right note and sells that brand all over the world. Country Washburn's voice is unique, and he has a great bass string band, with an orchestra that's tops. Both are highly recommended for the juke box.

"Go Down To The Graveyard" (3:08)
"Forty Miles At Sea" (3:07)
HAPPY WILSON
(Decca 46123)

HAPPY Wilson and The Golden River Boys come thru with two slow, sentimental tear jerkers. Wilson will click with his many fans who like this type of material. The instrumental playing of the most impressive baritone in the folk parade and, when he cuts loose with that sweet, and sentimental voice of his, wins more followers. On the flip is "Forty Miles At Sea," a ballad that Colonel Decca should highly consider. Happy Wilson has another hit on his hands. It's a fine one and will do the job. Both are hits in the sentimental and lyrical manner.

"Wild Bill Moore Rides Again!"

on

"BOULEVARD BOOGIE"

HOMECOMING BLUES

Apollos 728

Order From Your Nearest Distributor or Write

APOLLO RECORDS, INC.

490 W. 45th ST.
NEW YORK

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"With A Sweep Of My Sombrero" (2:43)
ROY ROGERS
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Please mention THE CASH BOX when answering ads—it proves you're a real coin machine man!
OPERATORS!

GRAB THESE TERRIFIC COIN CATCHERS!

SEVEN GREAT NEW RECORDS

by

JON & SONDRA STEELE

and

AL TRACE

Plus

"THE RASPA" by Harl Smith

"GOT NO TIME" by Larry McMahon

"DON'T COME BACK CRYIN' TO ME"—Don Roth Trio

DAMON RECORDS ONLY

THERE'S A DAMON RECORD DISTRIBUTOR NEAR YOU!

GREATER NEW YORK AREA:

Order From: EXCLUSIVE RECORD DISTRIBUTORS, INC., 541 SIXTH AVE., NEW YORK, N. Y.

SEE DISK PRICES TUMBLE AS COLUMBIA SLASHES STANDARD PLATTERS TO 60c

Possible Price Drop On All 78 RPM Records Foreseen. Other Diskers Remain Silent.

NEW YORK—The start of a possible major price slashing throughout the entire recording industry was foreseen this past week, as Columbia Records, Inc. announced a reduction in price of their standard 78 RPM platters. The new list price of their disks is now scaled at 60c.

The firm disclosed that these lower prices will apply to all classes of 10 and 12 inch conventional records issued by Columbia including, classical, popular, children's, folk, foreign and dramatic recordings. The cost of album sets will be reduced proportionately.

In announcing the new price schedule, Edward Wallerstein, Chairman of the Board of Columbia Records, Inc., stated:

"It has been a long established policy of Columbia Records to bring more music to more people at lower cost. It will be recalled that in 1940 Columbia cut the price of classical records in half. Last year, we introduced the Long Playing Microgroove Record which, in addition to other numerous advantages, provides savings up to 63%. The reduction in the suggested list prices of our conventional 78 rpm record at this time is consistent with this policy. We are gratified that once again it is possible for us to provide the record buying public with additional savings."

It is generally agreed by sales executives throughout the trade that the move by Columbia could possibly start a new trend in the disk business. The record industry hasn't come out of the slump it has been in for several months, and those in the trade have consistently stated that a price drop with all labels would be one mode of re-establishing the industry to a position it held immediately following the end of the war.

Music operators greeted the move by Columbia with apparent calm, stating that the price drop has been imminent to them for some time. Reductions of 78 RPM recordings in the wholesale field would hold in accordance with the drop in price of the new retail list.

Retail chain store outlets who have been handling the Eli Oberstein Vari-ety platters, Spotlight and Hy-Tone recordings, all in the low-priced field ranging from 36c to 44c have been doing a whirlwind of business in recent weeks. Sales execs disclose that the record buying public has long forgotten the system of buying name artists only, and is price and music conscious in their record buying. This contention has long been advanced by the automatic music operating industry. Whereas record buyers at one time globally adhered to buying name artists on hit tunes only, they have for many months now, been buying those recordings in the cheaper field.

JUST MAIL IT TO "CANCER"

Just write "CANCER" on the envelope containing your check or money order. It will be delivered to the American Cancer Society office in your state.

GIVE
to conquer
CANCER

Please mention THE CASH BOX when answering ads—it proves you're a real coin machine man!
1—CRUISING DOWN THE RIVER 135.7 114.5
CA-15372—JACK SMITH Coca Cola
CO-34811—FRANKIE CARLE O "Mississippi Flyer"
CR-60035—AMES BROS. DE-24568—RUSS MORGAN O. " Lightweight"
LO-356—PRISMA SCALA O. Dreaming
ME-5349—HELEN CARROLL MG-10354—BLUE BARRY O. "Powder Your Face With Sunshine"
SPT-505—THE PAULINE SISTERS A Bluebird Singing In My Heart
VI-20-3349—THE THREE SUNS Alford's Holiday
2—I'VE GOT MY LOVE TO KEEP THE WARM 80.3 84.7
CA-15330—THE STARLIGHTERS More Beat!
CO-38324—LE BROWN O. "I'm A Telling You"
DE-24550—THE MILLS BROS. "I Love You So Much It Hurts"
MG-10348—ART LUND Someone Like You
SPT-504—GLORIA ELWOOD VI-20-3320—RAY NOBLE O. "Lady Of Spades"
3—FAR AWAY PLACES 75.2 114.1
CA-15278—MARGARET WHITING My Own True Love
CO-38356—DINAH SHORE O. "Say It Isn't So"
CR-60016—AMES BROS. DE-24532—BING CROSBY Tone-Tellers Tale
LO-285—LYRA LIND ME-5198—VIC DAMONE O. "Sunnica"
MG-10356—KATE SMITH A Rosewood Spinet
SPT-500—PATT TERRY Powder Your Face With Sunshine
VI-20-3316—PERRY COMO Missouri Waltz

10—SO TIRED 44.6 41.2
CA-15314—KAY STARR Steady Daddy
DE-24521—RUSS MORGAN O. "I Hear Music"
DE-24499—RUSS MORGAN O. "Cruising Down The River"
DEL-1165—NANCY DONOVAN KI-4623—LONNIE JOHNSON LO-354—REGGIE GOFF Say It Every Day
VI-20-3350—FREDDY MARTIN O. Humphrey Bogart Rhumba

11—DOWN BY THE RIVER 41.4 43.6
CO-38406—RAY NOBLE Just Reminiscing
DE-24555—GUY LOMBARDO O. "Sweet Georgie Brown"
ME-5225—JOHNNY DESMOND It's An Irish Lullaby
ME-10309—SLIM GAILLARD ME-20-3317—TOMMY DORSEY O. How Many Tears Must Fall

12—SO IN LOVE 33.8 37.9
CA-15397—GORDON MacRAE A Rosewood Spinet
CO-38399—DINAH SHORE O. "Don't True To You In My Fashion"
DE-24559—BING CROSBY "Why Can't You Behave"
ME-5230—RAFFI TATTE "Where's The Man"
VI-20-3331—TOMMY DORSEY O. "While The Angelus Was Ringing"

13—FOREVER AND EVER 32.7 17.7
CA-15386—MARGARET WHITING "Dreamer With A Penny"
CO-38410—DINAH SHORE O. "I've Been Hit"
DE-24569—RUSS MORGAN O. "You, You, You Are The One"
ME-5252—HELEN CARROLL "Blue Skirt Waltz"
VI-20-3347—PERRY COMO I Don't See Me In Your Eyes Any More

4—POWDER YOUR FACE WITH SUNSHINE 66.9 100.8
CA-15321—DEAN MARTIN Absence Makes The Heart Grow Fonder
CO-38394—DORIS DAY-BUDDY CLARK I'll String Along With You
DA-2031—DICK BYRON DE-24530—EVELYN KIGHT One Sunday Afternoon
LO-367—PRISMA SCALA O.
ME-5247—ANN VINCENT—JOHN LAURENCE The Pussy Cat Song
MG-10346—BLUE BARRON O. Cruising Down The River
SPT-500—JOE TUCKER Far Away Places
VI-20-3321—SAMMY KAYE O. "Careless Hands"

5—GALWAY BAY 62.9 57.1
CA-15403—CLARK DENNIS O'Leary Is Leary Of Falling In
CO-38392—BILL HILLION A Tree In The Meadow
CO-1257—BOBBY WORTH The Girl Who's Got My Heart
DE-24295—BING CROSBY "My Girl's An Irish Ma""/""In An Irish Ma"
LO-287—ANNE SHELTON "Irish Eyes Are Smiling"
MG-10270—JOHN McCAGNI In Old Donegal
RA-70015—B. RESTER "The Irish Boy"
RU-184—FRAN ALLISON VI-20-3328—JANE PICKENS One Sunday Afternoon
VI-26-7506—MICHAEL O'DUFFY "My Lagan Love"

6—RED ROSES FOR A BLUE LADY 51.6 36.7
DE-24549—GUY LOMBARDO O. "My Extraordinary Girl"
LO-392—BENNIE LEE Flo And Joe
ME-5201—JOHN LAURENCE "Somebody's Lovin'"
VI-20-3319—VAUGHN MONROE O. Melancholy Minstrel

7—I LOVE YOU SO MUCH IT HURTS 60.7 29.1
CA-15242—JIMMY WALEY I Don't Want Your Sympathy
CO-20410—FLOYD TILLMAN I'll Take What I Can Get
CO-38406—BUDDY CLARK Love! Love! Love!
DE-24550—THE MILLS BROS. I've Got My Love To Keep Me Warm
DE-46129—SHORTHY LONG LO-441—REGGIE GOFF VI-20-3188—THE FRONTIERSMEN Dear Ohio

8—SUNFLOWER 47.9 27.4
CA-15394—JACK SMITH It's A Big Wide Wonderful World
CO-38391—FRANK SINATRA Once In Love With Amy
DE-24568—RUSS MORGAN O. Cruising Down The River
LO-394—SAM BROWNE How Many Tears Must Fall
ME-5239—DICK "TWO TON" BAKER O. Roll The Pedal
ME-10336—JACK KILTY Brush These Tears From Your Eyes
VI-20-3334—RAY McLINNEY O. Little Jack Frost Get Last

9—LAVENDER BLUE (Dilly Dilly) 46.7 50.9
CA-15225—JACK SMITH The Mercedes
CO-38299—DINAH SHORE O. "So Dear To My Heart"
CR-185—HUGH CAMERON DE-2457—BURL EYES
LO-310—LYRA LIND ME-5246—ANN VINCENT
VI-20-3100—SAMMY KAYE O. Down Among The Sheltering Palms

17—LADY OF SPAIN 19.2 17.8
CA-15346—THE PHILHARMONIC TRIO The Love Nest
DE-24520—MILT HERTH Xylophone
VI-20-3302—RAY NOBLE O. "I've Got My Love To Keep Me Warm"
VI-20-2905—THE THREE SUNS If I'm Elected

18—ONCE IN LOVE WITH AMY 19.1 11.5
CA-15292—DEAN MARVIN Tarle Toffee Teller
CO-38391—FRANK SINATRA Sunflower
DE-40065—RAY BOLGER Make A Miracle
ME-5238—JOHN LAURENCE Sweet And Lovely
VI-20-3326—FREDDY MARTIN O. You Was

19—CLANCY LOWERED THE BOOM 10.9 9.1
VI-20-2010—DENNIS DAY
20—"IT'S YOUNG ADORABLE 9.6 1.3
CA-15393—JO STAFFORD—GORDON MacRAE
Need You
CO-38348—TONY PASTOR O. "It's A Crucifix, Cross Welth"
DE-24579—LARRY FOTINE O. Beautiful Eyes
ME-5253—ANN VINCENT Sweet And Lovely
MG-10310—BUDDY KAYE QUINTET Don't Save Your Kisses
VI-20-3381—PERRY COMO When Is Sometimes?
FIVE STATE PHONOGRAPH OPERATORS CONVENTION LOOMS AS BIG MEET

Record Attendance Expected— Exhibit Space 90% Sold— Year Book To Be Twice '48 Size— Top Record Artists To Entertain

Cleveland Phonograph Merchants Association 10th Annual Convention At Hollenden Hotel, April 19

MINNEAPOLIS, MINN.—Although the dates of the Five State Phonograph Operators Convention is still a month away, indications are that it will be a complete sellout, with operator attendance and exhibitors far in excess of any of the previous conventions held by this group.

Coinmen from near and far have written officers and directors that they will attend the convention being held at the Radisson Hotel, this city, Monday and Tuesday, April 25 and 26. In anticipation of this great gathering, officials have prepared a business and social program that will outshine any of its past meetings.

Ken Ferguson, publicity chairman, states that interest in the convention by all concerns is greater than ever before. In addition exhibit space had been quickly gobbled up, and at this early date, more than 90% of the available space has been sold. The committee is taking under advisement the purchase of an adjoining suite for added space to display equipment and accessories.

Exhibitors will be permitted to move in their displays and set them up on Sunday, April 24, after 2:00 P.M., and they will have to be removed by 10:00 A.M., Wednesday, April 27.

A complete block of rooms have been set aside at the Radisson Hotel for coinmen attending the convention, but Ferguson advises strongly that advance reservations be made immediately. Reservations should be made directly with the hotel, and mention should be made that they are associated with the Five State Convention. If accommodations are no longer available at the Radisson, this hotel will secure rooms at a near-by hotel.

"We have spent considerable time and worked hard on all details," stated Ferguson, "and are greatly pleased with the results of our efforts in every direction. We go to press on our Year Book April 4th, but even at this time we are assured of a book that will be at least twice as thick as 1948."

In addition to the attendance of the members of the associations of the five state members (North Dakota Music Operators Association, South Dakota Phonograph Operators Association, Wisconsin Phonograph Operators Association, Minnesota Amusement Games Association, and Iowa Automatic Music Operators Association), officials of the convention state that heads of many associations thruout the country will be on hand.

Recording companies have promised to send whatever artists are available in the territory to the meet to appear at the banquet Tuesday evening, Ferguson advised.

Many officials from coin factories have advised the convention officers that they will be on hand to greet their operator friends.

ARTHUR C. RUTZEN

MICHIGAN AUT. PHONO OWNER ANNUAL BANQUET TO DRAW LARGE ATTENDANCE

CLEVELAND, O.—The Phonograph Merchants Association, this city, will celebrate its tenth anniversary with an all-day convention and banquet on Tuesday, April 19, at the Hollenden Hotel.

Appointed Wurlitzer Gen'l Export Sales Mgr.

NORTH TONAWANDA, N. Y.—Arthur C. Rutzen has been appointed as general export sales manager of The Rudolph Wurlitzer Company's North Tonawanda, N. Y. Division, according to an announcement by Carl E. Johnson, Wurlitzer vice president and plant manager.

Rutzen, who has been associated with Wurlitzer for approximately one year served first as manager of the tax and legislation department and more recently as special sales representative.

As general export sales manager, Rutzen's duties will include general direction of all foreign distributors and dealers handling the firm's coin operated phonographs and electronic organs.

In addition to a broad commercial experience in sales and public relations, Rutzen has wide acquaintance in United States Government circles, having been a representative of the U. S. Department of Justice for a number of years.

The annual banquets run by the Cleveland Association are always among the finest and best attended of any in the country, and according to Jack Cohen, president of the association and chairman of the convention committee, this forthcoming affair will, without a question of a doubt, be the greatest ever conducted by the organization. In addition to member operators, a large attendance of out-of-town coinmen is expected to be on hand.

The days' activities start off with a luncheon followed by afternoon meetings for the operators and a cocktail party in the late afternoon. As usual, highlight of the day will be the banquet in the main ballroom of the Hollenden. A talent flooded floor show has been arranged featuring two bands led by Russ Carlyle, Decca recording artist, and Skitch Henderson, Capitol recording star.

Samuel Abrams, publicity director of the association, is handling the preparation of the association's 10th Anniversary Year Book, which will feature highlights of the association's history and advertisements of leading coin and recording firms.

Cohen is being assisted by co-chairman Sanford Levine, James Burke and James Ross. Members of the convention committee are: Nate Pearlman, Richard Head, Hyman Silverstein, Henry Ilg, Joseph Solomon, Louis Nemeth and Leo Green.

COIN MACHINE MOVIES

For Regular Panoramas and Sole-Venue REELS OF 8 AND 6 SUBJECTS

Price $12.50 to $16.50 Per Reel

PHONOFILM

3331 N. Cloyd Dr. Hollywood 20, Cal.

FREE—Parts Catalog—FREE

Most complete Parts and Supply Catalog in the coin machine business.

HEATH DISTRIBUTING CO.

243 Third St., Macon, Ga.

Please mention THE CASH BOX when answering ads—it proves you're a real coin machine man!
The opening day of Spring (March 31) brought to this part of the country the type of weather responsible for that old well known wheee “Spring Is In The Air.” The effect of this balmy weather on the individual varies, but in the coin machine business it creates a stir for record breaking trade. Owners and operators of equipment spotted in resort areas, instead of relaxing in a lazy atmosphere, start rushing to take advantage of the public’s habit of getting out of their homes. Arcades and resorts do a very fine weekend business at this early date if the weather is right. Bars and taverns feel an increase in business as the stay-at-home crowd stroll down to their favorite spot for a bit of relaxation. So—the Spring season of ’49 starts off auspiciously—let’s hope it continues favorably through..."
STEP THIS WAY AND GET A LOAD OF THIS TERRIFIC GAME!

IT'S BIG—IT'S GREAT

YESSIR—EVERY DAY WILL BE A BIG DAY WITH "BIG TOP"

ORDER FROM YOUR NEAREST DISTRIBUTOR

Please mention THE CASH BOX when answering ads—it proves you're a real coin machine man!
THERE'S ONLY ONE FIRST . . .

In racing . . .
It's Citation
In shuffleboard . . .
It's NATIONAL

This National Leadership is important to you. It means profits from $50.00 to $100.00 and more per week, per board.

As an operator or distributor, it lends prestige to your business. — It says "I handle the best."

It denotes Quality, Reputation and a National acceptance Coast-to-Coast.

It assures you of the backing of an organization with years of experience; not only in the manufacture of shuffleboards, but also in the Know-How of promoting the game: — Promotion that means profits for you.

Back the winner! Be first in your area with the National favorite. Buy NATIONAL.

MAIL COUPON NOW

National Shuffleboard Co.
Dept. A-4, Orange, N. J.
Please send details.
I am operating in

MAIL COUPON NOW

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

Chicagoans experienced their first pangs of spring fever this past week and column proved no exception. With the windy city getting a sample of the balmy spring breezes several of the column we spoke to expressed a strong desire to get away from their desk and paper work and take off for the great outdoors. However, most of them agreed that due to the press of business, and the merely wishful thinking, business comes before pleasure. "And," as one columnist put it, "it looks as though business is going to be very plentiful this season."

Joe Caldron of AMI traveling southbound this week. Joe plans to visit Southern Amusement Co., their distributor in Memphis, Dixie Coin, New Orleans, and then stop in Birmingham, where he hopes to get a line on a new distributor for Monarch Shuffleboard, Inc. now in full production on their new, coin operated shuffleboard. Roy Batelon, precinct of Monarch, announced that deliveries of "Shuffleette," their new eight-foot, coin-operated table, are expected to begin within the next week . . . Jim Gilchrist of Perma-Top busier than ever these days with his new color combination playground which he recently developed, "The shuffleboard trend is growing stronger every day. Jim claims he wants to be one of the first to hit with something new in that line. He hopes to have the new color combination playground out to distribute to the next few weeks . . . Al Stern of World Wide Distributors wearing a big smile due to the marvelous results received on their Mercury 48-er shuffleboard. Al tells us that acceptance of this new line has proved even greater than their highest expectations.

Harold Klein of The Shuffleboard Co., Milwaukee, left for New York this past week on a business trip. Harold plans to be in the east for only a few days and says he expects to be really busy visiting with all the people he promised to contact on his "Shuffleback" shuffleboard . . . Dale Sauer of Detroit in town visiting with Chi manufacturers . . . Over at Geneo Mfg. Co., the boys are singing the praises of Geneo's new "Wide Top." Seems as if they're gone away over the top in orders for this pin game, another Geneo hit . . . Gordon, Sparky, and Ernie smiles over the nice biz his firm is doing. According to Gordon, no complaints about business are forthcoming from Illinois Simplex . . . Hank Maser, San Francisco, Calif. a visitor over at Buckley Mfg. Co. . . . Speaking of Geneo, Bill Smith who tells us that Buckley is stepping up production in order to meet the terrific demand of orders. Smith advises that he will have an announcement to make to the trade within the next few weeks . . . Midlothian Distrib. Co. and Lindy Force of AMI visited our Chi office this past week. Both boys stated that the coinbox was on the upswing with a marked interest being given the joke box business.

Bally Mfg. Co. continues to be one of the busiest of the busy coin machine factories in the country. A large number of orders from visitors that are constantly seen over at the Bally plant would make good reading for a "Who's Who" column in the coin machine biz . . . George Lewis of A.B.T. Mfg. Corp. keeping plenty busy these days now that Walter Trantch has hied himself off for a European trip. George informs us that showings on A.B.T.'s "Skill Gun" have been very successful with this new pin game, they've got a very favorable audience. Over at Rock-Ola Mfg. Corp., Art Weand was hard at work finishing up last minute details before taking off for Minneapolis to attend the Five States Music Op's Convention . . . Williams Mfg. Corp. are not afraid to "hustle" on their new "Dallas" out to all the field . . . LeRoy Mints of Miller Mfg. Co. having himself quite a time playing the new Juke box that was recently installed at their firm. "Though it's a Juke box, our boys, having music while they work helps to make the days more enjoyable," says LeRoy . . . M. A. Miller is expected back from the west coast sometime within the next week . . . Spoke with Harry Wicker of Wico Coin, who informs us that he and the other boys were busy in orders on their scoring unit, which, Harry says, has proved to be the big bulk of their business lately.

Mary Herbert of Dennison Sales Co. holding down the fort at this end while H. F. (Denny) Dennison is in the east visiting with his family. It's expected that Denny will break with his new music unit shortly after his return from the coast . . . Lew London of London Distributing Co., Philadelphia, Pa. appointed new Jennings distributor for eastern Pennsylvania . . . George is heard from Ed Voja of J. O. D. Jennings & Co. as a beehive of activity these days with Jennings' equipment rolling off the production line at top speed. "From all indications, this looks like it's going to be one of our busiest seasons," says Ed . . . Recent visitors reported to the Jenning plant included: Phil Burgess in St. Paul, Rapid City, Iowa, Harry Baily of northern Illinois and George Herb of Parkersburg, W. Va . . . Lots of visitors over at United Mfg. Co. this past week, including Lyn Brown of Los Angeles, Tony Goupel and Charlie Kagle of National Distributors, St. Louis, Mo. And says Billy DeBell, "more expected!" . . . Billy tells us that United's new theme song now is that old, "Bazelon is a honey of a song and a honey of a game.

Sam Welsberg, head of Chicago Coin, reports lots of action at their factory with orders and more orders pouring in for ChiCoin's products. Welberg tells us that the firm will continue producing its Re-Bound shuffleboard game which has been in production for over four consecutive weeks and going stronger than ever . . . R. R. (Rudy) Greenbaum keeping up production pace in order to meet delivery dates on Trans-Vue equipment. Rudy was very enthusiastic about the new distributors reaction to their new remote control unit, and stated that Trans-Vue equipment has been accepted and applauded throughout the country . . . Exhibit Supply putting finishing touches on their comic post cards with first deliveries scheduled to begin sometime in the next week . . . In the meantime the firm continues to be flooded with orders for "Disk Gun," the shooting gallery that's caused quite a stir throughout the country.

The Gossip Goes:

"There's only ONE real operator's phonograph today, AMI, 20 records, 40 selections — trouble free service — socko flash — heaviest cash bag — universal demand."

GREATEST BARGAIN IN COIN MACHINE HISTORY! Special Subscription Deal To THE CASH BOX

With FREE ADVERTISING PRIVILEGE

. . . a 40 word classified ad FREE OF CHARGE each week (worth $3.20 per week) plus subscription—at a cost to you of approximately $1. per week . . . Your very first ad can bring back your investment, plus a profit.

☐ 13 WEEKS (1/4 YEAR) $15.00
☐ 26 WEEKS (1/2 YEAR) 26.00
☐ 52 WEEKS (FULL YEAR) 48.00

Select the deal you wish—encoirse your check and classified ad. It'll be the best investment you'll ever make.

THE CASH BOX

The Confidential Weekly of the Coin Machine Industry

EMPIRE STATE BLDG., NEW YORK 1, N. Y.

Please mention THE CASH BOX when answering ads—it proves you're a real coin machine man!
**MINNEAPOLIS—ST. PAUL, MINN.**

L. R. Roberts of Esterville, Iowa in Minneapolis feeling much better after being laid up for several weeks with a siege of pneumonia... Don Brunton of Onamia, Minnesota in Minneapolis for the day... Harold Wexel of Eureka, South Dakota spending a few days in Minneapolis, but not buying. Harold is looking for a prospect to sell part of his route.

Mr. and Mrs. Jack Harrison of Crosby, Minnesota, spending a few days in Minneapolis with their relatives... Kelly Diedrich of the Diedrich Supply Company, Chaska, Minnesota back after enjoying a nice vacation in Florida. Bob Nicks of Gregely; South Dakota slips up his truck with equipment for use on his route... Frank Davidson of Spooner, Wisconsin and Gordon Stout of Pierre, South Dakota became papa this month. Gordon Stout, by the way, was also in town again, after having sold out a year ago. He has repurchased his route.

W. F. Suprenant of Red Lake Falls, Minnesota spending a few days in Minneapolis on several different business trips for the Minnesota Phonograph Equipment Company, Moose Lake, Minnesota in town for just a day... Don Kohnen of Winona, Minnesota became the proud papa of a baby boy March 21, 1949... Nelson and Minnie Gross of Minneapolis, suffering a broken collar bone in a little accident the past week, but recovering nicely... George Laymon, and his wife went on a cruise to Jamaica when this accident happened.

Al Derrhisinger, former mechanic for Harold Harter, Aircon Distributor, Minneapolis, has moved on his own and has hired as his assistant, Miss Blanche Rankin who is a graduate electrical engineer. This is the first woman known in this section of the country who has taken service calls on phonographs. Al handles service calls on Pin Balls. Miss Rankin makes her home in Anama, Buke, Minn.

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**WANT**

WANT—All types Phonograph Motors, Adaptors, Wall Boxes, Speakers, Coax Operated. Address—Eugene J. ST. THOMAS COIN SALES, LTD., ST. THOMAS, ONTARIO. Tel: Bally 1968.

WANT—Used joke box records. Also surplus new records distributors' or dealers' stock. Call or write: R. J. FIDEL'S, 1547 S. WABASH AVE., BRONX 61, N. Y. Tel: UNderhill 3-3761.

WANT—For the BIGGEST BUYING SEASON of the YEAR... Advertisers who want to CASH IN ON THE CASH Box TO GIVES TO EVERY Wed. Noon RUSH YOUR AD TODAY

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**CLASSIFIED AD RATE 8 CENTS PER WORD**

Count every word including all words in firm name. Numbers in ordinary count as words. No space count or any word count. Include all printers. Cash or Check must accompany all orders for classified advertising. If cash or check is not enclosed with your classified ad, we will hold for follow-up issue pending receipt of your check or cash. Nuts to holders of "Special" (448) Subscriptions; You are relieved to a classified ad in each week's issue containing no more than 40 words. Includes your full name, address and tele-phone number. The rate for your classified ad will be charged to you at the regular rate of 8c per word. Please count words carefully.

**ALL CLASSIFIED ADVERTISING WEDNESDAY NOON** At The Cash Box, Empire State Building, New York 1, N. Y.

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**WANT**

WANT—Dave Lowy & Company wants to buy all types of drive music equipment, from Amusement and Arcade Equipment. Want to buy contact Dave Lowy & Co., 594 Tenth Ave., New York, N. Y. Tel: HOLLAND 1-8000.

WANT—Late Bally One-Ball P.O. Jockey Clubs and Trophies. Also one-ball F.P. Jockey Specials and Coin-Op Amusement Equipment. Address—M. M. Liebermann, 1124 HENNEPIN AVE., MINNEAPOLIS, MINN.

WANT—The used records from your boxes. We buy steadily all year around. Top prices paid. Sell to CASH Box, come with a list of Used Records. We pay freight. Write to: USED RECORD EXCHANGE, 609 W. 57th ST., MINNEAPOLIS, MINN.

---

**WANT**—Phil Mason wants to buy for cash any quantity new or used phonographs, shuffleboard games, arcade machines, and vending-machines—or any other type of equipment. MASON DISTRIBUTORS, 509 Tenth Ave., New York 18, N. Y.

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**WANT**—All types of music machines. Will pay cash and will pick up within 24 hours. Address—KOEPPEL DISTRIBUTING CO., 629 TENTH AVE., NEW YORK 19, N. Y.

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**WANT**—Seeburg post-war 3-wire Wall Boxes. Also late model Phonographs, Wurlitzer, Seeburg, Rock-Ola. Sone condition and low prices. INDIVIDUAL MUSIC, CITIZEN BELL BUILDING, NORFOLK, VIRGINIA.

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**WANT**—5 Ball F.P. original Flipper games and new game closeouts; Slots, all makes and models; Keeley Harrel; Super Bells; Baby Triple Bells; Eurekas; late model phonographs and games in A-C condition. State quantity and prices in 1st letter. NOBRO EXCHANGE, 406 E. 50TH ST. SAN FRANCISCO 2, CALIF. Tel: Tuceda 5-4976.

---

**WANT**—Any type used phonographs. Equipment. We will buy coin-ops and Envoys. Any condition. No parts missing. Quote lowest price and conditions. Address—B. D. Island, 6118 CARNegie AVE., CLEVELAND 3, OHIO.

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**WANT**—Your used or surplus records. We buy all sizes round and pay top prices. No boxes or race. No lot too large or too small. We also buy closeout inventories completely. BEAD CON SHOPS, 905 NO. MAIN, PROVIDENCE 4, R. I.

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**WANT**—"Monroe Wants To Buy," 1946-1947-1948 phonographs and basement units. Late model Wall Boxes, Seeburg and Packard, Post Washer units only. Late Model 5 Ball Pin Games, all makes. All Flippers only. MONROE COIN MAC- HINES, 235 CHESTER AVE., CLEVELAND, OHIO. PHONE: Superior 4600.

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**WANT**—Used Jennings post-war slots; used Packard Boxes; used Bally Coin-Op games. Write for prices. NOBRO EXCHANGE, 406 E. 50TH ST. SAN FRANCISCO 2, CALIF. Tel: TUCEDO 5-4976.

---

**WANT**—Phonographs, all models; Roll Downs; Pin Games; Cigarette Machines. WEST SIDE DISTRIBUTING CORP., 426 ELLIOT AVE., SEATTLE, WASH.

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**WANT**—Classified Advertising Section

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

FOR SALE—One-balls: Bally Longacons, 450 ea.; Exhibit Red Bats, 40; AMYNIK HUNTING Bats, 2303 NO. 11th St., SIEJOYAN, WIS.

FOR SALE—"Hollervane"—the answer to the operator's prayer. This is the digger that is bringing in the biggest profits in the coin-op game for the operator everywhere in the country. Get our price before you write any one else. Write today and put you back in the really big money again. Write or wire: Box No. 444, CASH BOX COMPANY.

FOR SALE—5 Mills 3-Bells 1947, good working order. Prices to sell $295 ea. 1/3 down, balance C.O.D., Wurger Manufacturing Co., 700 N. 5th Ave., POCATELLO, IDAHO. Tel: 1765-J.

FOR SALE—1 Aircon '48 Coronet "400" like new $325; Parmalee Bill flippers, $200; AMYNIK HUNTING Bats, 2303 NO. 11th St., SIEJOYAN, WIS.

FOR SALE—Common and Good, "400" Gateways, $295 good condition. Cherry Exhibit BROAD LINER, you can have for $150.—and—2303 W. 25th—TODAY, BETWEEN 2-4 P.M.

FOR SALE—New Black Cherry and Golden Falls Case Assemblies for $450 each. Each assembly consists of: Castings, Wood Case, Club Handle, Drill Proofing, Award Card, Jack Pot and is completely assembled and packed in individual cartons. Write us for list of price on your order. Also We offer WOLFE MUSIC CO., 1201 W. MADISON ST., OTTAWA, ILL. Tel: 1312.

FOR SALE—13 Victory Derby $125 ea. Clean, IDEAL NOVELTY CO., 2680 LOCUST, ST. LOUIS, MO.

FOR SALE—Big Business... . . . for 1949 . . . in every issue of THE CASH BOX (the one magazine where you will cash in . . . the one magazine that offers the highest opportunities for the sale of equipment. DEADLINE: EVERY WED., MONO. SEND YOUR AD TODAY to

THE CASH BOX

EMPIRE STATE BLDG, NEW YORK, (1)

NOTE: Above type Classified Display advertising offers are to appear 75c per column inch. No outside borders. Top and bottom 1 point rule divide ads. Only lightly faced type used for all caps. All ads on one column only.

NOTICE: Classified Display ads are placed in the following order: Mills, Chicago, Chicago, Chicago, Chicago, Chicago, Chicago etc., of the highest price, and lowest on the list. The Chicago dealers are listed in alphabetical order. The dealers of the lowest price, and highest on the list, are listed in alphabetical order.
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 sets exactly the same market quotations board as the Stock Exchange—posts the prices as they are quoted for the past week, regardless of how much or how little 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 vary very wide but divergent due to the demands on the West Coast may feel a certain machine worth $150.00 whereas someone on the East Coast may think it worth but $75.00. Of course, condition, serial, appearance, demand, territory, quantity, etc. must all be taken into consideration. The C.M.I. Blue Book reports each quotation exactly as it is made and depends on the subscriber to make average price 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.

C.M.I. BLUE BOOK

SEEBURG

SEEBURG (Cont.)

Selectomatic 24  15.00  25.00
Selectomatic 20  15.00  25.00
Dancing Time 12  15.00  25.00
Melody Phrase Car 4.50
5e Wallomatic 15.00  35.00
5e Wallomatic 2 Wire 3.00
5e Wallomatic 3 Wire 10.00  15.00
Power Supply 15.00
9, 10, 25c Baromatic 5.00  25.00
5, 10, 25c Wallomatic 1.00  25.00
5, 10, 25c Baromatic Wireless 21.50  45.00
5, 10, 25c Wallomatic Wireless 18.50  45.00
Electric Speaker 25.00
Wireless Speaker 18.50
Wall Brackets 2.00  5.00
Wired Speaker Wireless 8.50

ROCK-OLA

12 Record 20.00  40.00
16 Record 30.00  60.00
Rhythm King 12  39.50  49.50
All Hymn Book 18.50  25.00
Imperial 20  39.50  49.50
Imperial 16  39.50  49.50
Wingaster 59.50  79.50
Monarch 39.50  49.50
616A Speaker 39.50  49.50
40 Super Rockolite 50.00  60.00
Counter 39  35.00  45.00
40 Deluxe 45.00  55.00
62 Deluxe 45.00  55.00
61 Deluxe 45.00  55.00
61c Deluxe 45.00  55.00
40 Counter with Std. 85.00  105.00
Wall Box 9.50
Bar Box 5.00
Box 41  25.00  35.00
42d Speaker 12.50  17.50
Glamour Tone Column 32.50  49.50
42d Speaker 25.00  45.00
Master Key Selector 25.00  45.00
Player Piano Spectra-Box 75.00  95.00
Player Piano '46 295.00  325.00
20 Rec Steel Car ASA 75.00  95.00
Playboy 15.00  30.00
Commando 119.50  175.00
1422 Phone '46 265.00  300.00
1424 Phone 383.50  459.50
1992 Phone 295.00  325.00
1501 Wall Box 3.00  5.00
1501 Wall Box 10.00  12.50
1501 Wall Box 12.50  15.00
1504 Wall Box 8.50  12.50
1506 Wall Box 12.50  15.00
1525 Wall Box 10.00  12.50

BUCKLEY

WURLITZER

WURLITZER (Cont.)

135 Step Receiver 15.00  25.00
145 Step Deck 15.00  35.00
150 Impulse Rec. 20.00
337 Bar Box 35.00  45.00
34A Speaker 18.50  25.00
135 Adapter 18.50  35.00
Beaded Trim 18.50  35.00
380 Speaker 29.50  69.50
1235 Phone 5/10/25 Wireless 9.00  15.00
125 Wall Box 5/10/25 Wireless 4.50  6.50

MILLS

Zephyr 19.50  29.50
Hi-Line 25.00  40.00
Horseman 10.00  15.00
Dance Master 25.00  35.00
Deluxe Dance Master 46.00  55.00
Trombone 25.00  30.00
Panoram 75.00  175.00
Speacker 21.00  25.00
Empress 35.00  50.00
Panoram Adapter 8.50
Panoram Wall Box 8.50
Speaker 10.00
Panoram Peak (Rev.) 145.00  225.00
Panoram Peak (Rev) 185.00  325.00
Constellation 350.00  400.00

AIRÉON

Super Deluxe ('46) 219.50  295.00
Smuggling Bomber 232.50  295.00
Fiesta 329.50  395.00

FREE PLAY PIN GAMES

ABC Bowler 18.50  30.00
Action (Rev) 16.50  17.50
Air Circus 12.50  17.50
Air Travel 12.50  17.50
All Girl 114.50  149.50
Amber 12.50  17.50
Amber Song 12.50  17.50
Baby Face 149.50  169.50
Baby Face (Rev) 12.50  17.50
Ballina 96.00  125.00
Ballina (Rev) 96.00  125.00
Barbarette 159.50  195.50
Belle Hopp 98.00  119.50
Big Hit 8.50  12.50
Big Parade 12.50  15.00
Big Parade 4.50  6.50
Big Parade (Rev) 4.50  6.50
Bananza 143.50  175.50
Bela Way 14.50  19.50
Beoboom 14.50  19.50
Besso 12.50  16.00
Blando 192.00  235.00
Bucanee 134.50  165.50
Carnival 159.50  195.50
Carousel 20.00  35.00
Caablanca (Rev) 35.00  59.50
Catalina 64.50  115.50

Chico 179.50  260.00
Cinderella 104.50  129.50
Circus 129.50  149.50
Cowboy 26.50  35.00
Click 21.50  24.50
Clover 20.50  35.00
Contact 109.50  155.00
Girls 36.50  45.00
Crazy Ball 124.50  159.50
Cross Line 14.50  25.00
Cyclone 29.50  44.50
Davy Crockett 149.50  219.50
Do Re Mi 25.00  35.00
Double Barrel 100.00  225.00
Drum Major 25.00  35.00
Duffy's (Rev) 120.50  235.00
Dynamo 17.50  25.00
El Paso 169.50  275.00
Elvis Ball 10.00  12.50
Fiesta M 39.50  59.50
Flamingo 33.00  44.50
Floating Power 169.50  275.00
Flying Tiger 12.50  15.00
Flying Tiger 21.00  30.00
Foreign Colors 19.50  25.00
Formation 15.00  20.00
Franklin Armor 20.00  35.00
Four Roses 12.50  19.50
Frisco 10.00  15.00
Ginger 15.00  35.00
Free Play Pin games (Cont.)

Al lite Strikes ‘N

Sparos

Boomerang

Bally Football

Bally Bowler

Bally

Bally Defender

Bally Eagle Eye

Bally Film Blower

Bally King Pin

Bally Lucky Strike

Bally Sky Battle

Bally Undersea Raider

Bank Ball

Bowling League

Buckley's Lucky Dice

Buckley Trump Is Dead

Champion Hockey

Chic-o-loha

Chronique Hockey

Chic-o-loha

Evans In the Barrel

Evans Super Bombard

Evans Ten Strike LD

Evans Ten Strike ‘39

Evans Tommy Gun

Exhibit Merchantman

Roll 'n Digger

Genco Bank Roll

Genco Play Roll

Grotto Met. Typer

Hoop-A-Roll

Ideal Football

Jack Rabbit

Jenn. Roll-in-the-Barrel

Keeney Air Raider

Keeney Anti Air

Ki

Kneeoles Sub Gun

Kneeoles Texas League

Kirk Night Bomber

Lite League

Muto. Atomic Bomber

Mutoscope Df Mobile

Mutoscope Flashlight

Muto Voice-Of-Graph

Perazzi

Quizzler

Race Ten Pins LD

Rockola Ten Pins HD

Rockola World Series

Scientific Baseball

Scientific Basketball

Scientific Batting

Scientific Pitch Towel

Seeburg Chicken Sam

Seeburg Jap

Seeburg Shoot the Chute

Shell Barred Roll

Shudders Roll

Supreme Boloscore

Supreme Gun (Rev)

Supreme Skill Roll

Supreme Rocket Buster

Warner Voice Record

Western Baseball ‘29

Western Baseball ‘40

Whiz

Williams All Stars

Williams Box Set

Wurlitzer Skeeball

ABC Coll Roll

Arrows

Arrows

Bermuda

Bermuda

Bingo-A-Roll

Box Score

Buccaneer

Chic-o-loha Roll Down

Cover Girl

Cover Girl

Genco Advance Roll

Genco Total Roll

Hawaiian Roll Down

Hy-Roll

Jackie Roll

One World

Our Story

Sportsman Roll

Super Score

Super Tri-Tangle

Tally Roll

Tri-Score

Wild Jack

Tropicana

C.M.I. Blue Book — April 2, 1949

C.M.I. Blue Book — April 2, 1949

New

MERCURY

18, 20 and 22 Ft. $595.00

NATIONAL

22 Ft. $637.00

CHICAGO COIN

Shuttle-King Shuffleboard $850.00

投资额

Shuttle-King 9 ft. Rebound $95.00

ILLINOIS-INDIANA SIMPLEX

Simplex Tournament 22 Ft. $458.00

NU ART

DeLuxe "Black Diamond," 20 and 22 Ft. $145.00

USED SHUFFLEBOARDS

American $399.00

NATIONAL $399.00

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<th>50¢ Gold Chrome HL...</th>
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