A prime example of teamwork in the music industry, which could be duplicated throughout the entire country, was avidly demonstrated recently when the Newark Police & Firemen's Athletic League (PFAL), in cooperation with publicist Henry Okun, the Music Guild of America, the Commissioner of Public Safety, and the staff of The Cash Box combined efforts to stage a series of "Juke Box Dances" for the benefit of the teen-agers of Newark. The program, aimed at combating juvenile delinquency, was immensely successful. The music operators association gifted the PFAL with a juke box for each of their Youth Centers, while disk jockeys Paul Brenner, WAAT; Jerry Roberts, WAAT; Johnny Clarke, WNJR; and Hal Tents, WVNJ emceed the shows. On hand to entertain were Paula Watson, Johnny Desmond, Sammy Davis, Jr., The Ames Brothers, Kitty Kallen, Milt Buckner, Jack Dupree, Louise Carlyle and Bob Eberly.
ADVERTISING

Cut Your Cost 40%

YOU SAVE 40c. ON EVERY DOLLAR YOU SPEND WHEN YOU ADVERTISE IN

THE CASH BOX
(The Coin Machine Operator's "Bible")

Save Money! Cut Overhead Expense! Read These FACTS!

FACT No. 1—If you really mean to cut advertising expense and are not just "talking" about it... then here's a most outstanding opportunity for you to do so. Compare advertising rates of THE CASH BOX. Note that they are 40% lower. This means complete coverage of the coin machine field at a saving to you of about 40c on every advertising dollar you spend.

FACT No. 2—Everywhere in the coin machine industry overhead savings are being used to cut price of products so as to increase sales and assure operators better profits. By saving money on advertising... it means being able to bring your products to all buyers in the industry at a great savings. It also means bigger volume sales for you which, again, means even more profits for you.

FACT No. 3—THE CASH BOX is accepted by the entire industry as "The Coin Machine Operator's 'Bible'". This, in itself, means better business for you. But, this fact, plus a saving of as much as 40c on every dollar you spend for advertising, means real economy. It allows you to use the money you save for the continued betterment of your business, your products and your future welfare.

Save Money! Send For Advertising Rates Today!

The Cash Box, Empire State Building, New York 1, N. Y.
(All Phones: LOn gastric 4-5321)

32 W. Randolph St., Chicago 1, Ill. 1520 N. Gower, Hollywood 28, Cal.
(All Phones: DEarborn 2-0045) (All Phones: HUDson 2-3359)
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.
L. MILAZZO, Classified Advertising
POPSIE, Staff Photographer
I. THURLow, Chicago, Ill.

CORRESPONDENTS IN LEADING CITIES THROUGHOUT THE UNITED STATES

IN THIS ISSUE
June 4, 1949
Vol. 10, No. 36

WHAT IS HAPPENING TO THE PINBALL BUSINESS? ............... Page 4
NATION'S TOP TEN JUKE BOX TUNES ....................... Page 5
RECORD REVIEWS .................................. Pages 6 and 8
ROUND THE WAX CIRCLE ................................ Page 10
REGIONAL RECORD REPORT ................................ Page 12
DISK JOCKEY RECORD REPORTS ......................... Page 13
FOLK & WESTERN RECORD REVIEWS ................. Page 14
HOT IN—HARLEM, CHICAGO, NEW ORLEANS & LOS ANGELES ..................... Page 15
RACE RECORD REVIEWS .................................. Page 17
BIG 5 FOLK AND WESTERN TUNES .................... Page 18
TUNIS DISK HITS BOX SCORE ........................ Page 20
COIN MACHINE SECTION .............................. Page 21
CLASSIFIED ADVERTISING .......................... Pages 26 and 27
CMJ BLUE BOOK ........................................ Page 28
EASTERN FLASHES—CHICAGO CHATTER— LOS ANGELES CLIPPINGS

Talking It Over

The most outstanding and most puzzling problem of the day for all the nation's coin machine advertisers, regardless of what their category is in this field, is how to save money, or better still, how to get the "most for the money", from their advertising and promotional exploitation effort.

Many people, just as do manufacturers and distributors, fall into habits. Luxury habits which must be changed when boom times collapse. And, there is no doubt, that with a return to normality under way, with boom times over, all desire to change those habits which bring about high expenditures.

At the same time, tho it is extremely difficult for the average man and especially the average advertiser to change habits, he still wants to get the most for his money. And that's where we, The Cash Box, come into the picture.

When an advertiser tells us that he is out to "save money", we believe that he also means, "I'm out to spend my money wisely". He wants to "cut down", that's certain, but, he also doesn't want to cut down to the point where he'll sacrifice his business just for the sake of cutting down.

The Cash Box actually saves the advertiser today approximately 40% on every dollar he spends for advertising as against any other medium which can be considered in a comparable class.

The Cash Box advertising rate is approximately 40% lower. That means that the advertiser gets 40% more for his money and covers the very market in which he is most interested—the coin machine industry—in its entirety.

In short, if an advertiser really means what he says when he states, "I'm interested in cutting down", then, by all that's good business logic, let him cut down—sensibly and intelligently, but, with complete surety that he definitely is "cutting down".

He can cut his overhead (advertising) expense by concentrating in The Cash Box where he gets 40% MORE for his money. The Cash Box has not raised its advertising rate since 1946 even the almost every other publication in the nation has raised time and again since that year.

This is one time when the advertiser can, by concentrating his advertising, save himself and know that, at the same time, that he is covering the very market in which he is most interested.

He is SAVING MONEY TODAY WHEN HE ADVERTISES IN THE Cash Box—because The Cash Box is today the most economical medium in the coin operated machine industry and gives him the complete coverage he desires at a rate 40% less than that of any nearest competitor.

Bill Cash
What is Happening to the Pinball Business?

Never before has there been as much discussion regarding pinball as has arisen these past few months.

With collections seemingly dropping, and with the price of new pinballs more or less static, there is a general belief among many that certain changes must come about.

First of all, most operators want the price of pinball to come down. In asking for this lowering of price, they make no mention of the cost of manufacturing processes as well as the problems which have to be daily faced by the factories.

As hard as the pinball manufacturers have tried, they find that attempting to obtain lower material and component prices is today actually out of the question. Labor is asking for more and still more money per hourly wage scale.

What, as some noted leader stated, the average operator overlooks, is the fact that he does not consider the buying he does in the coin machine business in the same light as does a business man buying in any other industry.

For example, he points out, the average business man will invest in new products and will only look to that new equipment to bring him a fair return on his investment over a period of time. He does not, and cannot, see himself clearing his investment while earning income plus profit for himself at one and the same time.

The average operator not only expects a new pinball machine to pay for itself, but, he also expects to earn a living as well as profit from that machine while it is in the process of being amortized.

This is certainly, a most unusual business procedure. Whereas business men in all other industries purchase from capital reserve, the members of this industry are given unusually liberal credit terms. They expect the new machine to pay for itself within the limit of time specified in the credit plan and at the same time earn their living as well as profit from the same income.

Then, of course, the operator also expects to earn a profit on the trade-in, when ready to discard the machine. This is absolutely phenomenal. Few, if any, astute business men would ever believe this possible.

But, let us proceed further along in the matter of pinball in this year of 1949. In the first place, the manufacturer's profit has been cut down considerably. He has assimilated many raw and finished materials price increases. He has also assimilated increased overhead costs as well as whatever engineering, development and labor expense with which he is, and has been confronted. And each pinball improvement has meant more expense for dies and tools as well as for experimental, engineering and manufacturing costs.

At the same time the manufacturer has attempted in every way possible to cut corners. He has concentrated on getting his component costs lowered. He has fought hard to have his raw materials suppliers realize the condition of his market and meet him at least fifteen to in assimilating some of the expense with which he is confronted in this direction.

The distributors, too, have had an uphill struggle this year. They have cut their price, in most instances, and have met with operators' demands wherever and whenever possible, to the point where today a great many distributors are either holding out for what they believe is their rightful and decent profit, or not selling. This hurts all concerned with the pinball business.

If the distributor cuts down, so does the manufacturer. This means less development, less experiment, less of everything. The loser, in the long run, is the operator. He then only gets machines which, he is believed, he wants, for the price he wants to pay, and finds that the machines are turning backwards, or just holding a certain development level, but, are not getting better and different and more unique. The manufacturer does not have the incentive to go ahead with expensive experimentation and development to find ever better and differently unique pinballs if his sales are curtailed.

What seems to effect the market the most, of course, is the fact that the average op claims he is not getting sufficient income from his machines to clear himself. This is true in some cases, but, not true in the majority of cases.

The fact remains, as mentioned above, that the average operator today wants the average pinball machine to pay for itself, earn him a living and, at the same time, show him a good profit, too. Operators who have thought about this have been quite surprised to learn that this is just what they actually have been demanding of each and every new pinball they have purchased.

Is this good business? The era of the boom days is long gone. There is no longer equipment on the market that is sold on the basis of "paying for itself" while earning the operator a living, plus showing him a profit.

Pinballs have to be taken hold of as an entirely separate business. This business must be based on yearly expenditure against yearly income. Only then can it show the proper amortization and profit factors. By pooling his entire pinball operation the average operator can then, and only then, realize just what is happening to his business.

He must regard the purchase of pinballs as "capital investment". He must then note whether he is earning a profit on this capital investment in keeping with what business men consider "profit percentage on money invested". Then, after removing amortization, if there remains a profit at the end of the period he selects, and usually this is a period of one full year, he has a profitable business. He must also remember that his route is always worth a certain amount of money. His machines, even individually, off the route, are also worth money.

There have been many plans advanced to the nation's operators for assuring themselves a profitable business.

In short, if the entertainment is there, the player, these men claim, will be willing to expend more of his money into the unit which entertains him completely and satisfactorily. It seems that shuffleboards have been able to meet with the average player's entertainment approval.

Pinballs have been on the market for many more years than shuffleboards. They are more universally accepted. They have proved themselves over a sufficiently long period of time to be just what the public want. And they have one outstanding feature which the shuffleboards do not have.

An outstanding suggestion is that operators should arrange with their locations for a much better share of the present income from their pinball. Just as the juke box ops get 60%, 70% and other percentages, as their share of the gross income, many are of the belief that the pinball ops, too, should change over to 60%-40% or even to 70%-30% commission percentage arrangements. This is one way in which each individual operator can assure himself the extra income he needs to make his business profitable.

Regardless of the pros and cons the fact remains that pinball leadership has continued to be constant. The game remains on top. It will continue to remain on top. It is up to the present day pinball operator himself to change his business formula and general practice to meet with what is necessary for him to show a decent profit on his "investment".

He should consider the purchase of each new pinball a "capital investment" in his entire business. Then, and then only, will he have a basis on which to judge the profitability of the product in which he has invested capital.

He must not consider each pinball he purchases as a new venture into a new business. He must not try to make that one machine pay for itself, pay his living expenses, and show him a profit all at one and the same time without giving consideration to his entire route, its growth, its greater financial worth, his increasing stability and his growing capital power especially because of the manner in which his route increase shows him greater income over a definite period of time.

In short, the entire pinball problem of 1949 shows the need for an educational program by the manufacturers and distributors to encourage a new viewpoint of the market so that the trade will have every opportunity for expansion without distortion of the facts.

The manufacturer can show that he has done everything in his power to meet with the demands of the operator. The distributors, by the fact that they have cut heavily into their own profit margin, can show the same end result.

It is up to the operator himself to find a new path to profit, or to change his entire financial and bookkeeping systems to a new business concept, which is in keeping with the modern business practice of capital investment against profit return.

In the meantime, the pinball business continues to lead the field. It is not the same business that existed in 1948 and the years after the war, but it still is, without any shadow of a doubt, one of the best and most profitable businesses in the nation for intelligent operators.

"The Cash Box" is the Operator's Magazine. It is not sold on newsstands.

1. AGAIN
CA-15439—Mel Torme
CO-38447—Doris Day
DE-20467—Gordon Jenkins O. LO-378—Vera Lynn
ME-5221—Les Delgado MG-10395—Art Monroe O. VI-20-1407—Tommy Dorsey O.

2. RIVERS IN THE SKY
CA-15395—Ruby Lee
CO-38446—Jerry Colonna DE-20468—Rudy Vallee LO-322—Gene Autry
ME-5232—Steve Allen MG-10404—Davy Crockett VI-20-3345—Vernon Dent O.

3. FOREVER AND EVER
CA-15396—Margaret Whiting
CO-38447—Terry Pastor O. LO-252—Gene Autry DE-20469—Perry Como
ME-5235—Benny Carter MG-10405—Davy Crockett VI-20-3346—Perry Como

4. "A"—YOU'RE ADORABLE
CA-15399—Shirley MacLaine
CO-38449—Terry Pastor O. DE-20470—Larry Penn O. ME-3252—Annie Vincent J. Carroll
MG-10310—Buddy Kaye Quintet VI-20-3341—Perry Como

5. CRUISING DOWN THE RIVER
CA-15372—Jack Smith
CO-38448—Frankie Carle O. CO-6093—Amos Brown DE-20471—Bing Crosby
ME-5249—Benny Carter MG-10315—Blue Barron O. VI-20-3342—Perry Como

6. CARELESS HANDS
CA-15372—Mel Torme
CO-38446—Lois McDonald DE-20472—Bob & Jeanne LO-5261—Gene Autry
ME-6170—Eddie Dean MG-10320—Blue Barron O. VI-20-3343—Perry Como

7. SOME ENCHANTED EVENING
CA-15427—Paul Weston O. CA-15429—Jerry Colonna CO-38442—Gordon MacRae CO-38445—Frank Sinatra
DE-20470—Bing Crosby ME-5276—John Laurence MG-10321—Hugo Winterhalter O. VI-20-3344—Perry Como

8. RED ROSES FOR A BLUE LADY
DE-20471—Guy Lombardo O. LO-351—Gene Autry ME-5201—Johnny Marvin
SPT-307—Bud Bros VI-20-3303—Kraft Music O.

9. BALI HA'I
CA-15427—Paul Weston O. CA-15429—Jerry Colonna CO-38446—Frank Sinatra DE-20469—Bing Crosby
ME-5273—Annie Vincent MG-10318—Hugo Winterhalter O. VI-20-3345—Perry Como

10. SO IN LOVE
CA-15377—Gordon MacRae CO-38450—Dinah Shore DE-20472—Guy Lombardo O. DE-20459—Bing Crosby
MG-10350—Issy Horovitz MG-10354—Patti Page VI-20-3352—Alfred Drake VI-20-3331—Tommy Dorsey O.

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

**Record Reviews**

"Rain Or Shine" (2:45)
"You're Heartless" (2:47)

Gloria Carroll
(Decca 1113)

- New wax by chimp Gloria Carroll shows as material with loads of heavy promise. Titled "Rain Or Shine" and "You're Heartless," Gloria delivers the songs in glazing vocal style throughout. Both sides are done up in medium tempo, with Gloria offering a ton of feeling in her vocal refrain. Wax is in the romantic vein, and should sit well with the moon-in-june crowd. The platter rates operators avid listening attention.

"I Betcha" (2:19)
"Dinorah" (3:09)

Carmen Cavallero Orch.
(Decca 24643)

- The musical portrait of the Carmen Cavalleri's work is depicted in pleasing style on this duo titled "I Betcha" and "Dinorah." Top deck, with piper Bob Lido and the Cavalleros, will wail the lyrics, is a light up-tempo novelty item that should meet with fair reception. The flip is an instrumental samba which should be greeted by the many Cavalleri fans with wide fervor. All other sides won't stop traffic; they will serve as fair filler items.

"My Man" (2:56)
"Porgy" (2:55)

Billie Holiday
(Decca 24638)

- Thrush Billie Holiday pitches her pipes to come up with "My Man" and "Porgy," a pair of sides that should do well for music ops. Top deck is a very musical rendering of a familiar theme with Holiday's vocal style, with adequate rhythm accompanying backing. As it's smooth stuff that she offers, and wax that is greeted warmly. The flip is another slowly set item set to perfection by one of the greatest names of the day. Both sides are suited to the more quiet spots.

"Ain't Misbehavin'" (2:03)
"Good For Nothing Joe" (2:43)

Kay Starr
(Moody 20-680)

- Some great wax by that great chimp Kay Starr, with the set-up of "Ain't Misbehavin'" and "Good For Nothing Joe" sure to win a ton of favor from music fans and ops alike. Kay's heavy jazz intonation makes this pair a wonderful coupling. Topside is the standard that has come to coin—this rendition by Kay is undoubtedly one of the finest around. The flip is a cute item which in Lady Day's own unique style are sides from a Gene Norman jazz concert, which should help phone play. The wax is hot—ops should grab it.

"Every Time I Meet You" (3:00)
"Two Little, New Little Blue Eyes" (2:57)

Perry Como
(RCA Victor 20-3455)

- Continuing his sensational string of hit recordings, balladeer Perry Como offers up a musical offering that is certain to garner a top spot on juke boxes throughout the land. From the recent Century Fox film "The Beautiful Blonde From Bashful Bend," Perry renders the beautiful "Every Time I Meet You." It's a soulful ballad, delivered in the captivating, relaxing manner of the inimitable Perry Como. The slow, deliberate vocal refrain by Perry is nicely matched by the warm and plush orchestral background supplied by maestro Mitchell Ayres. The tune is a cinch to clinic with Perry's many fans, and be greeted with much enthusiasm by the kids who love to cuddle close. The flip, "Two Little New Little Blue Eyes," is more proof of Perry's charming and enchanting vocal style, it's a tuneful refrain which will catch on and go. Vocal buzz by Perry adds to the splendor of the platter item. Both tunes, with jive "Bashful Bend" box honors, with a slight notion to "Every Time I Meet You."

"Thank You" (2:18)
"Candy Kisses" (2:57)

Danny Kaye
(Decca 24623)

- Pair of pleasant sides by the versatile Danny Kaye show as potential coin winners. Top deck, a ditty that has been around some gets an excellent send-off from Danny, as he waltzes the smart, melodic lyrics of the tune in straight vocal style. Danny's pleasing pipes handle the song very well. The flip is a current hot one on music ops machines. This rendition undoubtedly is one of the finest around, and should boost the play of the tune immensely. Vocal backing by the Regalaires adds to the luster of the platter. Music ops who haven't as yet climbed on the bandwagon with these tunes should, by all means, listen to this disk.

"The Best Dressed Cowboy In The West" (2:44)
"I Love An Old Fashioned Polka" (2:46)

Sid Tepper—Roy Brodsky
(Decca-Tone 1112)

- Pair of novel sides turn up here by Sid Tepper and Roy Brodsky, co-authors of this duo tagged "The Best Dressed Cowboy In The West" and "I Love An Old Fashioned Polka." Both sides are well loaded with coin culling potential, and bid fair to become hot items on the phones. Top deck is just what the title indicates, a novelty ditty done up about that sharply dressed cowboy. Vocal refrain is pleasant, with Sid and Roy turning in an admirable performance. The flip is another cute item that whirrs in happy tempo, and is one which might perk up and go. Wax rates ops listening time—and more.

"Where Are You, Blue Eyes?" (2:30)
"Oh Boy!" (2:52)

Frank Wójnarowski Orch.
(Decca 2043)

- Maestro Frank Wójnarowski on deck with a pair of fresh tunes, and the musical item "Where Are You, Blue Eyes?" and "Oh Boy!" is the railer for music operators. Top deck is a flowing waltz with the Danas Choire chalking the fond lyrical expression. It makes for wonderful listening pleasure, and is sure to meet with wide favorable reception. The flip is another tune which has been cut by the master himself, and is tagged in top notch manner throughout. The flip is a gay and happy polka with Dick Lyon handling the vocal refrain. Wax goes for the top deck—it might be a sleeper.

"I've Been Hit" (2:59)
"Ten To One It's Tennessee" (2:29)

Hoagy Carmichael
(3201)

- Pair of sides by the inimitable Hoagy Carmichael, with the minor refrain of "I've Been Hit" and "Ten To One It's Tennessee" coming at music ops. Top deck has been kicked around a bit, should be fairly familiar to ops. It's a light novelty tune, with a vocal chorus blending in the background to brighten the platter. The flip weaves about the title and has Hoagy toasting the cute lyrics in his own novel manner. Both sides should satisfy the many Carmichael fans.

"Don't Have To Tell Nobody" (2:30)
"Red Head" (3:08)

HeLEN LEEN
(Bullet 1076)

- Chirp Helen Lee on deck with a pair that may catch on. Helen sets her title with a pop of "Red Head" and "Tell Nobody," and turns in an effective vocal job on the pair. Top deck is a slowly set piece, with Helen purring the comic lyrics in soul style. The flip is a current ditty that has caught on in many spots—this rendition should boost the popularity of the tune. Wax is there for the asking—ops take it from here.

"Cunudo To Vea" (2:50)
"Earl Wilson Mambo" (2:46)

FENI CAMPO ORCH.
(Seco 4118)

- Maestro Pablo Campo in the drivers seat with some wax for the large mob of flip swivellers. The platter, titled "Cunudo To Vea" and "Earl Wilson Mambo" should satisfy the many Latin-American music fans. Top deck, with a vocal by Bobby Escoto in fair enough. Rhythm of the song flows gently, and is easy to take. The flip picks up a bit in tempo and is standard instrumental side. Wax won't stop traffic—it will hold its own.

"You Darlin'" (2:55)
"A Kiss And A Rose" (2:55)

Doreen Lundy
(MGM 10431)

- Thrush Doreen Lundy makes her first pair on MGM wax via this coupling tagged "You Darlin'" and "A Kiss And A Rose." Top deck is an up tempo ditty that makes for fairly pleasant listening. The Tel's voice is well-rounded, and she handles the song in effective manner. It's cute stuff throughout, and is tagged the idle listening time. The flip is a melodically strong piece of ballad material which doesn't hold too much. Top deck is the side to watch.

---

Only Records Considered Best Suited To The Requirements Of The Trade Are Reviewed On These Pages.
Two-for-one heart-throbs! Can’t miss!

Bill Lawrence

A MILLION MILES AWAY
AND
IF I COULD BE
WITH YOU

RCA Victor 20-3428

Newest novelty craze! Mile-a-minute fun!

Phil Harris

THE GENERAL’S HORSE
AND
SHADRACH

RCA Victor 20-3442
(47-2909*)

Dramatic harmony on this smash hit!

Sons of the Pioneers

RIDERS IN THE SKY
AND
ROOM FULL OF ROSES

RCA Victor 21-0065
(50-0012*)

Just out! Tops in bop!

Dizzy Gillespie

SWEDISH SUITE
AND
I SHOULD, CARE

RCA Victor 20-3457
(47-2921*)

The stars who make the hits are on

RCA Victor Records

SEVEN CERTAIN COIN CATCHERS!

VAUGHN MONROE
PERRY COMO
SAMMY KAYE
EDDY ARNOLD

Riders In The Sky
Forever and Ever
“A” You’re Adorable
Careless Hands
Don’t Rob Another Man’s Castle
One Kiss Too Many

RCA Victor 20-3411
20-3347
20-3381
20-3321
21-0002
21-0051

Eddy Arnold

The Four Winds And The Seven Seas

RCA Victor 20-3459

THIS WEEK’S RELEASE!

POPULAR

Angels Never Leave Heaven
Tony Martin
20-3434 (47-2918*)

My Heart Beats Faster
Perry Como
20-3403 (47-2919*)

Everytime I Meet You
Two Little New Blue Eyes
Claude Thornhill
20-3445 (47-2920*)

Maybe It’s Because
Life Begins When You’re In Love
Dizzy Gillespie
20-3457 (47-2921*)

Swedish Suite
I Should Care

SPOT LIGHT SERIES

Dixie
I Only Have Eyes For You
Jane Pickens
20-3438 (47-2923*)

FOLK

Marriage Vow
The Star Spangled Waltz
Hank Snow
21-0043 (49-0054*)

Phone Daddy Forgive
The Morning After (We Said Goodbye)
Shorty Long
21-0063 (49-0057*)

Keep Walkin’
Pray, Pray, Pray
Ernie Lee
21-0064 (49-0058*)

POP SPECIALTY

Fatman’s Polka
Skil, Skil, Skil—Waltz
SIX PAT DUTCHMEN
20-3453 (49-0053*)

RHYTHM

Do It Now!
Cole Slow
Jesse Stone
22-0023 (50-0019*)

Cale Slow
Adams’ Alley
Illinois Jacquet
22-0027 (50-0011*)

Black Velvet

DEALERS! Are you ringing up those extra profits with RCA Victor’s new Multi-Play Needles? Counter displays, Co-op Mats, and national advertising add up to easy sales.

The Cash Box, Music
Page 7
June 4, 1949

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

**There’s Yes In Your Eyes** (2:51)

**A Full Of Roses** (2:53)

**EDDY HOWARD ORCH.**

(Mercury 596)

novelty ditty that weaves in slow tempo, with the maestro and a vocal trio wailing the smart, infectious lyrics. Music is toned down, and along in refreshing manner. It’s the type of ditty that can spin night and day on the box, and meet with wide enthusiasm on the part of music fans. Eddy’s charring, bang-bang vocal style is the item that makes this piece the winner. It is the coupling “A Room Full Of Roses” is an equally brilliant piece of music, and the maestro’s quartet team coming back to the pleasure of this medley tune. Wax rolls in medium slow tempo, with the vocal delivered in soft, dulcet tones that make for wonderful listening pleasure. Both sides of this ditty is a blue-ribbon winner. It’s too bad that one second—grab a boxful!

**In The Spring Of The Year** (2:34)

**Amarillo** (2:45)

**JOE GRAYDON**

(Coral 6068)

**Top**

**LARRY CLINTON ORCH.**

(RCA Victor 20-1461)

An odd that continues to kick up storm and find favor with music fans in this bit offered here by the Larry Clinton orch. Tagged, “Sicilian Tarantella,” and the boys do a very fine instrumental job on this bit. It’s a mellow up-tempo manner with a strong beat behind it. On the other end is “You Told A Lie.” The Dipsy Doodlers step out with a playfulness that should win favor. Ditty bounces along in gay tempo and has the vocal group turning in a very effective performance. Top deck is a hot item.

“Sicilian Tarantella” (2:56)

“You Told A Lie” (2:45)

**LARRY CLINTON ORCH.**

(RCA Victor 20-1461)

An odd that continues to kick up storm and find favor with music fans in this bit offered here by the Larry Clinton orch. Tagged, “Sicilian Tarantella,” and the boys do a very fine instrumental job on this bit. It’s a mellow up-tempo manner with a strong beat behind it. On the other end is “You Told A Lie.” The Dipsy Doodlers step out with a playfulness that should win favor. Ditty bounces along in gay tempo and has the vocal group turning in a very effective performance. Top deck is a hot item.

“Ain’tcha Glad I Love You” (2:49)

**“The Continental” (2:51)**

**GOGGLETTE**

(2:35)

**ELEVATION** (2:57)

**ELLIOTT LAWRENCE ORCH.**

(Columbia 38497)

long missing from the joke box spotlight, orkster Elliott Lawrence offers a pair of ditties that should firmly reestablish his gang as a top name attraction. It’s the top deck we’re wild about, and with just cause too. Titled, “Goglette,” with singer Jack Hunter and a vocal group spoons the smart and glowing lyrics, the deck shown as a side loaded with coin earning potential. The novel arrangement of the song, set in unique off-tempo patter, makes for wonderful listening. Jack’s smooth balladizing of the song is top drawer stuff from start to finish, is replete with excellent orchestration of the band, in addition to the maestro’s fond piano capers in the background. The flip is an all instrumental affair done up in moderate, progressive manner, with the boys displaying their musical waves in grade A style. “Goglette” is the winner.

“Top”

**LARRY CLINTON ORCH.**

(RCA Victor 20-1461)

An odd that continues to kick up storm and find favor with music fans in this bit offered here by the Larry Clinton orch. Tagged, “Sicilian Tarantella,” and the boys do a very fine instrumental job on this bit. It’s a mellow up-tempo manner with a strong beat behind it. On the other end is “You Told A Lie.” The Dipsy Doodlers step out with a playfulness that should win favor. Ditty bounces along in gay tempo and has the vocal group turning in a very effective performance. Top deck is a hot item.

“Sicilian Tarantella” (2:56)

“You Told A Lie” (2:45)

**LARRY CLINTON ORCH.**

(RCA Victor 20-1461)

An odd that continues to kick up storm and find favor with music fans in this bit offered here by the Larry Clinton orch. Tagged, “Sicilian Tarantella,” and the boys do a very fine instrumental job on this bit. It’s a mellow up-tempo manner with a strong beat behind it. On the other end is “You Told A Lie.” The Dipsy Doodlers step out with a playfulness that should win favor. Ditty bounces along in gay tempo and has the vocal group turning in a very effective performance. Top deck is a hot item.

“Ain’tcha Glad I Love You” (2:49)

**“The Continental” (2:51)**

**GOGGLETTE**

(2:35)

**ELEVATION** (2:57)

**ELLIOTT LAWRENCE ORCH.**

(Columbia 38497)

long missing from the joke box spotlight, orkster Elliott Lawrence offers a pair of dittys that should firmly reestablish his gang as a top name attraction. It’s the top deck we’re wild about, and with just cause too. Titled, “Goglette,” with singer Jack Hunter and a vocal group spoons the smart and glowing lyrics, the deck shown as a side loaded with coin earning potential. The novel arrangement of the song, set in unique off-tempo patter, makes for wonderful listening. Jack’s smooth balladizing of the song is top drawer stuff from start to finish, is replete with excellent orchestration of the band, in addition to the maestro’s fond piano capers in the background. The flip is an all instrumental affair done up in moderate, progressive manner, with the boys displaying their musical waves in grade A style. “Goglette” is the winner.

“Top”

**LARRY CLINTON ORCH.**

(RCA Victor 20-1461)

An odd that continues to kick up storm and find favor with music fans in this bit offered here by the Larry Clinton orch. Tagged, “Sicilian Tarantella,” and the boys do a very fine instrumental job on this bit. It’s a mellow up-tempo manner with a strong beat behind it. On the other end is “You Told A Lie.” The Dipsy Doodlers step out with a playfulness that should win favor. Ditty bounces along in gay tempo and has the vocal group turning in a very effective performance. Top deck is a hot item.

“Ain’tcha Glad I Love You” (2:49)

**“The Continental” (2:51)**

**GOGGLETTE**

(2:35)

**ELEVATION** (2:57)

**ELLIOTT LAWRENCE ORCH.**

(Columbia 38497)

long missing from the joke box spotlight, orkster Elliott Lawrence offers a pair of ditties that should firmly reestablish his gang as a top name attraction. It’s the top deck we’re wild about, and with just cause too. Titled, “Goglette,” with singer Jack Hunter and a vocal group spoons the smart and glowing lyrics, the deck shown as a side loaded with coin earning potential. The novel arrangement of the song, set in unique off-tempo patter, makes for wonderful listening. Jack’s smooth balladizing of the song is top drawer stuff from start to finish, is replete with excellent orchestration of the band, in addition to the maestro’s fond piano capers in the background. The flip is an all instrumental affair done up in moderate, progressive manner, with the boys displaying their musical waves in grade A style. “Goglette” is the winner.

“Top”

**LARRY CLINTON ORCH.**

(RCA Victor 20-1461)

An odd that continues to kick up storm and find favor with music fans in this bit offered here by the Larry Clinton orch. Tagged, “Sicilian Tarantella,” and the boys do a very fine instrumental job on this bit. It’s a mellow up-tempo manner with a strong beat behind it. On the other end is “You Told A Lie.” The Dipsy Doodlers step out with a playfulness that should win favor. Ditty bounces along in gay tempo and has the vocal group turning in a very effective performance. Top deck is a hot item.

“Ain’tcha Glad I Love You” (2:49)

**“The Continental” (2:51)**

**GOGGLETTE**

(2:35)

**ELEVATION** (2:57)

**ELLIOTT LAWRENCE ORCH.**

(Columbia 38497)

long missing from the joke box spotlight, orkster Elliott Lawrence offers a pair of ditties that should firmly reestablish his gang as a top name attraction. It’s the top deck we’re wild about, and with just cause too. Titled, “Goglette,” with singer Jack Hunter and a vocal group spoons the smart and glowing lyrics, the deck shown as a side loaded with coin earning potential. The novel arrangement of the song, set in unique off-tempo patter, makes for wonderful listening. Jack’s smooth balladizing of the song is top drawer stuff from start to finish, is replete with excellent orchestration of the band, in addition to the maestro’s fond piano capers in the background. The flip is an all instrumental affair done up in moderate, progressive manner, with the boys displaying their musical waves in grade A style. “Goglette” is the winner.
VOCALION RECORDS

brings you

HIT TUNES by

POPULAR ARTISTS

AT THE LOW PRICE OF 49¢

(plus tax)

Here's

What VOCALION Offers...

VOCALION features quality recordings of hit tunes by popular artists to retail at a list price of 49¢ (plus tax). Frequent releases, timed to keep abreast of the hit market—all top interpretations of Popular, Country and Sepia selections. Direct distribution—factory to dealer and operator—makes possible a quality product at this low price. Minimum shipment 200 records, with no less than 25 of each number ordered. Trade price 28½¢ f.o.b. Richmond, Indiana. Fast overland freight recommended for speed and economy.

Address Vocalion Records, Inc., Richmond, Indiana.
MAYPOLE MUSIC

Extend thanks to
THE DISK JOCKEYS, JUKE BOX OPERATORS, DISTRIBUTORS, and TRADE PESS
for their co-operation and support of our No. ONE SONG:

"A NEW SHAPE OF BLUES"

by
RUTH POLL, ANDY ACKERS
and JOHNNY FARROW

Recorded by
BILLY ECKSTINE on M-G-M
RAY ANTHONY on Capitol
JOHNNY MOORE'S "THREE BLAZERS" on RCA Victor

and others to follow

MAYPOLE MUSIC INC.
22 East 67th Street, New York, N. Y.

NEW YORK:

Frankie Laine's new Mercury recording of "Georgin On My Mind" being hailed as one of his greatest ever. As one local deejay put it the other night, "It's really a cutout of song..." Here's how. The 1949 professional managerial and music rep of Lewis Music Co., discloses the opening of new offices for his pubbery on W. 58th St. in the building housing the mostly Rhythm & Blues scene this past week. Johny Long goes into the Meadowbrook come June 2.

"The most interesting feature of the new setup is a full-line cocktail party that maestro Ed Howard will toss this coming week. subjects and gifts are so far in the woods that the manager was a bear!... Very fast--they can hear the mellow but the lyrics of the smash Billy Eckstine-Charlie Barnett opening at Top City this past week... The weather and and the combo brought out the bosses in full regalia and those, wouldn't let either of them off the stage. Understand that Billy is set for a good picture deal. For plenty of laughs and an hour of wonderful entertainment, you just gotta listen to Bill Williams, WOW. Kid has more talent in him than a flock of the other guys on air.

CHICAGO:

A new musical show, featuring melodies from this world and out of it, was launched over FM station WMIB, May 22. The program is written by Paul K. Daniel, music and radio critic. The new series, one of Story Of Music, began with songs sung by the ancient Greeks and Hebrews, and will continue through the present. Each program will run for 25 minutes and the best of impromptu and domestic recordings will be used... Orkster Buddy Moreno, now holding forth at the Edgewater Beach Hotel, tellin' every one, "Drop Dead, Little Darlin'" and "Its time Buddy's only kiddin'"--that's his latest RCA-Victor release which is startin' to make strikes here in Chi... Dee-Jays throw out their city report Griff Williams, WOR, is a perfect example... Dizzy Gillespie bowed out of the Blue Note this past week, going on to Top City in New York. Orkster Charlie Ventura, who took over at the famous jazz spot, continues to draw the crowds, packin' 'em in with his modern jazz which he calls "Top for the People"... Tommy Dorsey and Lee Brown of "Top for one nighters through the midwest area... Looks like another hit for artist Al Hibber; we hear his waltzin' of "Poor But Sensational. Max Lutz in town from the west coast, visiting music circles and tooting his new song, "Three Wishes."
The tune has already been cut by Dennis Day on Victor, Bob Crosby on Columbia, and Dean Martin and Jerry. Other big name artists slated to do it in the near future. Watch this one--we peg it as a sure fire hit... Alvin Sajewski singing praises bout new tune "Who's Sure About You... Alvin tells us he talked to Blue Barron, who was in town this past week, and Blue expects to make it his next big hit.

LOS ANGELES:

Bill Lysaught, leading purveyor of platters to the jockey trade, served up what is known in theatrical circles as the "fulling" of music ops... Bill Anson, popular KFWB deejay, emceed (even giving out a la Al Jolson with "April Showers") and spun 25 pre-release discs via numerous labels for the pleasure and comment of more than 50 operators, friends and wives, record reps and others who attended... Ted Mossem did nobly on the piano and, by way of live and welcome variety, Artie Wayne dashed over from Eddie deSierre's Oasis Club to knock off his "Candy Kisses" and "That's How I Knife." Some of the redheads Pat Michels showed her grand style with "On the Sunny Side of the Street" and "Can't Help Lovin' That Man."... Ops seemed to respond especially well to Exclusive's Franke Fay Thomas on Harvey O. Brooks' "I Don't Want Your Money, Honey." Lea Grey on up-and-coming Castle's "I Wish I Had A Whishbone," and "When the Band Plays in the Park."... Another spirit pervaded the affair, with entertainment held at the Rodger Young Auditorium, and made it easy to forget that those same was on the news band Louis and the "Horst Weinzel Song" and the sign bells of the pro-Nazi who used to frequent the hall pre-war when it was a theater in something or other... Participating with Luenhagen in the event, which aired such varied fare as "Bop In Spoken Here" (Frankie Laine on Mercury) and "Ode to Gertrud" (Ted Mossem and Bob Huppin on Central) were record firms and distribs, including MGM, Mercury, Modern, Exclusive, Specialty, King, Castle and Tower... Joey, Java and popcorn--served via a vendor to be sure—added to the occasion... Among the highlights of record reps were Al Sherman of King, with staff but minus raccoon cap, Bill Kattner of Lester and Lester Sills of Modern Distributors, Lee Palmer of Mercury, Gloria Kort of Exclusive (blushing recipient of admiring masculinity gentleman's watch) and Wayne Warren happened to be busting about elsewhere in the interests of Central Record Sales, Bill Jones of Sven, Young and Brown, Castle's genial Dave Miller, B & G Records' Dan Merlino (who told us they've got a new singer named Bill Plate who's going places), Central's Sonny Kort, B & W's Mac Greer and others.

JOHNNY LONG

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

Thursday, JUNE 16

Rush Your Ad Immediately to...

THE CASH BOX

32 W. RANDOLPH ST.
CHICAGO 1, ILLINOIS
(Phone: DEarborn 2-0045)

Publication Office

EMPIRE STATE BUILDING
NEW YORK CITY 1, N. Y.
(Phone: LLongacre 4-5321)

1520 NORTH GOWER
HOLLYWOOD 28, CALIF.
(Phone: HUdson 2-3359)
### New York, N.Y.
1. RIDEKES IN THE SKY (Vaughn Monroe) 2. AGAIN (Vic Damone) 5. I'LL BE YOUR ADORABLE (Perry Como) 4. BABY, IT'S COLD OUTSIDE 7. CRUISING DOWN THE RIVER (Shore-Buddy Clark) 5. SOME ENCHANTED EVENING (Perry Como) 6. HOW IT LIES (Connie Haines) 7. FOREVER AND EVER (Margaret Whiting) 8. BALI MA'ALI (Perry Como) 9. CARAVAN (Billy Eckstine) 10. BALI MA'ALI (Perry Como)

### New London, Conn.
1. RIDEKES IN THE SKY (Vaughn Monroe) 2. AGAIN (Vic Damone) 3. BABY, IT'S COLD OUTSIDE 4. AGAIN (Vic Damone) 5. FAR AWAY PLACES (Mel Torme) 6. DONT' BE CARELESS AGAIN (Johnny Mercer-Margaret Whiting) 7. FOREVER AND EVER (Perry Como) 8. SOME ENCHANTED EVENING (Perry Como) 9. SOME ENCHANTED EVENING (Perry Como) 10. FAR AWAY PLACES (Margaret Whitby)

### Norfolk, Va.
1. CRUISING DOWN THE RIVER (Blue Barron) 2. FOREVER AND EVER (Russ Morgan) 3. FOREVER AND EVER (Russ Morgan) 4. I'LL BE YOUR ADORABLE (Perry Como) 5. RED ROSES FOR A BLUE LADY 6. SO TIRED (Kay Starr) 7. I LOVE YOU SO MUCH IT HURTS (Mills Bros.) 8. LA VENDEOLA (Sunny Ray) 9. SUNFLOWER (Jack Futter) 10. SWEET KISSES (Johnny Mercer-Margaret Whiting)

### Salt Lake City, Utah
1. CRUISING DOWN THE RIVER (Russ Morgan) 2. AGAIN (Gordon Jenkins) 3. FOREVER AND EVER (Russ Morgan) 4. I'LL BE YOUR ADORABLE (Perry Como) 5. RED ROSES FOR A BLUE LADY 6. I'D RATHER BE IN SPAIN (Ken Starr) 7. SOMEONE LIKE YOU (Juke Kenny) 8. OPEN THE DOOR (Herman Bell O') 9. CRUISING DOWN THE RIVER (Russ Morgan) 10. I'LL BE YOUR ADORABLE (Perry Como)

### Louisville, Ky.
1. I'LL BE YOUR ADORABLE (Perry Como) 2. SUNFLOWER (Blue Barron) 3. CRUISING DOWN THE RIVER (Blue Barron) 4. PERPETUAL PLACES (Blue Barron) 5. I'LL BE YOUR ADORABLE (Perry Como) 6. THE LADY IS ALWAYS RIGHT (Red Roses) 7. YOU, YOU, YOU ARE THE ONE (Russ Morgan) 8. I'LL BE YOUR ADORABLE (Perry Como) 9. I'LL BE YOUR ADORABLE (Perry Como) 10. CRUISING DOWN THE RIVER (Blue Barron)

### Memphis, Tenn.
1. AGAIL (Mel Torme) 2. I'LL BE YOUR ADORABLE (Perry Como) 3. CRUISING DOWN THE RIVER (Blue Barron) 4. I'LL BE YOUR ADORABLE (Perry Como) 5. I'LL BE YOUR ADORABLE (Perry Como) 6. I DON'T SEE ME IN YOUR EYES ANYMORE (Margaret Whiting-Johnny Mercer) 7. THE HUCKLEBUCK (Paul Williams) 8. CRUISING DOWN THE RIVER (Blue Barron) 9. I'LL BE YOUR ADORABLE (Perry Como) 10. CRUISING DOWN THE RIVER (Russ Morgan)

### Miami, Fla.
1. AGAIN (Vic Damone) 2. IT'S A BIG WORLD (Gordon Jenkins) 3. I DON'T SEE ME IN YOUR EYES ANYMORE (Russ Morgan) 4. YOU'RE SO UNDERSTANDING (Blue Barron) 5. I'LL BE YOUR ADORABLE (Perry Como) 6. I'LL BE YOUR ADORABLE (Perry Como) 7. NOW IT LIES (Connie Haines) 8. BALI MA'ALI (Perry Como) 9. RIDEKES IN THE SKY (Vaughn Monroe) 10. RIDEKES IN THE SKY (Vaughn Monroe)

### St. Louis, Mo.
1. CRUISING DOWN THE RIVER (Blue Barron) 2. FOREVER AND EVER (Donna Shore) 3. FAR AWAY PLACES (Perry Como) 4. LADY IS ALWAYS RIGHT (Red Roses) 5. POWDER YOUR FACE WITH SUNSHINE (Blue Barron) 6. I'LL BE YOUR ADORABLE (Perry Como) 7. I'LL BE YOUR ADORABLE (Perry Como) 8. SO IN LOVE (Blue Barron) 9. I'LL BE YOUR ADORABLE (Perry Como) 10. I'LL BE YOUR ADORABLE (Perry Como)

### Denver, Colo.
1. RIDEKES IN THE SKY (Vaughn Monroe) 2. FOREVER AND EVER (Perry Como) 3. AGAIN (Gordon Jenkins) 4. I'LL BE YOUR ADORABLE (Perry Como) 5. I'D RATHER BE IN SPAIN (Ken Starr) 6. YOU, YOU, YOU ARE THE ONE (Russ Morgan) 7. I'LL BE YOUR ADORABLE (Perry Como) 8. I'LL BE YOUR ADORABLE (Perry Como) 9. I'LL BE YOUR ADORABLE (Perry Como) 10. RIDEKES IN THE SKY (Vaughn Monroe)

### Milwaukee, Wisc.
1. AGAIN (Vic Damone) 2. FOREVER AND EVER (Perry Como) 3. RIDEKES IN THE SKY (Vaughn Monroe) 4. I'LL BE YOUR ADORABLE (Perry Como) 5. CARELESS HANDS (Mel Torme) 6. NOW IT LIES (Connie Haines) 7. CRUISING DOWN THE RIVER (Blue Barron) 8. SUNFLOWER (Ray McKinley) 9. FAR AWAY PLACES (Perry Como) 10. IN LOVE (Shore-Buddy Clark)

### Raleigh, N. C.
1. FOREVER AND EVER (Perry Como) 2. RIDEKES IN THE SKY (Vaughn Monroe) 3. I'LL BE YOUR ADORABLE (Perry Como) 4. AGAIN (Vic Damone) 5. HOW IT LIES (Connie Haines) 6. I'LL BE YOUR ADORABLE (Perry Como) 7. I'LL BE YOUR ADORABLE (Perry Como) 8. I'LL BE YOUR ADORABLE (Perry Como) 9. WHAT'S MY NAME (Billy Eckstine) 10. I'LL BE YOUR ADORABLE (Perry Como) 11. CRUISING DOWN THE RIVER (Blue Barron)

### New Orleans, La.
1. FOREVER AND EVER (Perry Como) 2. AGAIN (Gordon Jenkins) 3. RIDEKES IN THE SKY (Vaughn Monroe) 4. I'LL BE YOUR ADORABLE (Perry Como) 5. HOW IT LIES (Connie Haines) 6. I'LL BE YOUR ADORABLE (Perry Como) 7. I'LL BE YOUR ADORABLE (Perry Como) 8. I'LL BE YOUR ADORABLE (Perry Como) 9. I'LL BE YOUR ADORABLE (Perry Como) 10. I'LL BE YOUR ADORABLE (Perry Como) 11. CRUISING DOWN THE RIVER (Blue Barron)

### Canton, Ohio
1. CRUISING DOWN THE RIVER (Russ Morgan) 2. CARELESS HANDS (Sammy Kaye) 3. I'LL BE YOUR ADORABLE (Perry Como) 4. I'LL BE YOUR ADORABLE (Perry Como) 5. I DON'T KNOW WHAT THE GUN WAS LOADED WITH (Guy Lombardo) 6. ROLL IT DOWN THE STREET (Guy Lombardo) 7. ROYAL ARMS (Guy Lombardo) 8. BLUE SKIES (Guy Lombardo) 9. CARELESS HANDS (Sammy Kaye) 10. FAR AWAY PLACES (Perry Como)

### Portland, Ore.
1. FOREVER AND EVER (Perry Como) 2. BLUE SKIES (Frank Yankovic) 3. SUNFLOWER (Frank Sinatra) 4. CRUISING DOWN THE RIVER (Blue Barron) 5. I'LL BE YOUR ADORABLE (Jo Stafford) 6. CRUISING DOWN THE RIVER (Blue Barron) 7. I'LL BE YOUR ADORABLE (Jo Stafford) 8. I'LL BE YOUR ADORABLE (Jo Stafford) 9. I'LL BE YOUR ADORABLE (Jo Stafford) 10. EVERYWHERE YOU GO (Guy Lombardo)
DON'T RIDE THE DRIFTER'S (Four Decca Riders)

June 10

1. TOOK YOU, YOU'RE THE ONE (Rita Morgan)
2. I'M SORRY BABY I SHOULDN'T (Eddy Arnold)
3. TAKE ME OUTSIDE (Vic Damone)
4. A WISH YOU'D MARRY (Red Everette)
5. BABY IT'S COLD OUTSIDE (D. Shore-B. Clark)
6. SOME ENCHANTED EVENING (Perry Como)

10. KISS ME SWEET (Dana Gillespie)

LISTINGS

The Cash Box, Music Page 13 June 4, 1949

BETTELOU PARVIS

WGIP—Pittsburgh, Pa.

1. HE'S GONNA SOLENOID (Billie Holiday)
2. KISS ME SWEET (Vivie Damone)
3. DON'T TELL ME YOU'RE GOING (Artie Shaw)
4. KISS ME SWEET (Bob Eddy)
5. TRUE LOVE NEVER FORGOTTEN (Vivie Damone)
6. GROOVE JIVE (Joe Turner)

BUD CHASE

WHTQ—South Bend, Ind.

1. RIDERS IN THE SKY (Perry Como)
2. I'M NOT SORRY (Ruby Kay)
3. DON'T WANTED TO BE (Rita Morgan)
4. BABY IT'S COLD OUTSIDE (D. Shore-B. Clark)
5. SOME ENCHANTED EVENING (Perry Como)

MYRON BORG

WMOR—Chicago, Ill.

1. AGAIN (Gordon Jenkins)
2. THIS OLD LOVE OF MINE (Vivie Damone)
3. THE HUCKLE BUCK (Frank Sinatra)
4. SOME ENCHANTED EVENING (Jo Stafford)
5. RHYTHM TOWN (Two Ton Baker)
6. BABY IT'S COLD OUTSIDE (D. Shore-B. Clark)
7. "A*" YOU'RE ADOREABLE (Perry Como)

LARRY GENTILE

WJBL—Detroit, Mich.

1. SOMEHOW (Billy Eckstine)
2. AGAIN (Vivie Damone)
3. RIDERS IN THE SKY (Vivie Damone)
4. SOME ENCHANTED EVENING (Jo Stafford)
5. I LOVE YOU (Mills Bros.)
6. JUST GOING (Patti Page)
7. A WONDERFUL GUY (Margaret Whiting)
8. SOMETHING'S AFOOT AND OVER (Rita Morgan)
9. BABY IT'S COLD OUTSIDE (D. Shore-B. Clark)
10. SOME ENCHANTED EVENING (Perry Como)

DOVE MILLER

WATL—Newark, N. J.

1. THERE'S A BLUEBIRD ON YOUR SHOE (Dorothy Lamour)
2. RAINBOWS IN THE JUNGLE (Parry Como)
3. MONEY, MARES & CHALK (Capt. Stubby)
4. LOVESICK BLUES (Skahill Williams)
5. DRIFTER'S POLKA (Slim Lindo)
6. LOVESICK BLUES (Skeffington)
7. ONE KISS TOO MANY (Eddy Arnold)

ARTY KAY

WKLX—Long Island, Ky.

1. RIDERS IN THE SKY (Vivie Damone)
2. DON'T TELL ME YOU'RE GOING (Artie Shaw)
3. TAKE ME OUTSIDE (Vivie Damone)
4. TRUE LOVE NEVER FORGOTTEN (Vivie Damone)
5. KISS ME SWEET (Dana Gillespie)
6. KISS ME SWEET (Bobby Johnson)
7. DON'T TELL ME YOU'RE GOING (Artie Shaw)

BOB GOERNER

KCBS—San Francisco, Cal.

1. RIDERS IN THE SKY (Vivie Damone)
2. CRUISE DOWN THE RIVER (Blue Barron)
3. DON'T TELL ME YOU'RE GOING (Artie Shaw)
4. TAKE ME OUTSIDE (Vivie Damone)
5. TRUE LOVE NEVER FORGOTTEN (Vivie Damone)
6. KISS ME SWEET (Bobby Johnson)
7. DON'T TELL ME YOU'RE GOING (Artie Shaw)

EDDIE GALLACHER

WTOP—Washington, D. C.

1. RIDERS IN THE SKY (Vivie Damone)
2. CRUISE DOWN THE RIVER (Rita Morgan)
3. "A*" YOU'RE ADOREABLE (Perry Como)
4. SOME ENCHANTED EVENING (Perry Como)
5. FOREVER AND EVER (Sinatra)
6. "A*" YOU'RE ADOREABLE (Perry Como)
7. DON'T TELL ME YOU'RE GOING (Artie Shaw)
8. RHYTHM TOWN (Two Ton Baker)
9. "A*" YOU'RE ADOREABLE (Perry Como)
10. KISS ME SWEET (Dana Gillespie)

JOHNNY CLARKE

WNR—Newark, N. J.

1. AGAIN (Red Everette)
2. DADLET'S (Red Everette)
3. AS YOU DESIRE (Derry Figgall)
4. CABARET (Vivie Damone)
5. RIDERS IN THE SKY (Rita Morgan)
6. BABY IT'S COLD OUTSIDE (Birdy Perry)
7. SOME ENCHANTED EVENING (Perry Como)
8. ELEKAN (King Cole)
9. SAINTS STE, MARIE (Frankie Cole)
10. RED HEAT (Johnny Bond)

Eddie Chase

CQLW—Detroit, Mich.

1. IT'S TOO LATE NOW (Larry Raie)
2. SOME ENCHANTED EVENING (Perry Como)
3. IT'S LEFT (Peggy Lee)
4. KISS ME SWEET (Judy Valentine)
5. YOU LET ME DOWN (Roy Vlambda)
6. AGAIN (Gordie Jenkins)
7. THE HUCKLE BUCK (Tennie Dorsey)
8. CANDY KISSES (Eddy Howard)
9. BABY IT'S COLD OUTSIDE (Hargroard-Jordan)
10. SAVE THE BLUES FOR WHEN IT'S RAINING (Bunny Paul)

HOL TUNIS

WNVJ—Newark, N. J.

1. A WONDERFUL GUY (Margaret Whiting)
2. "A*" YOU'RE ADOREABLE (Perry Como)
3. RIDERS IN THE SKY (Vivie Damone)
4. AGAIN (Vivie Damone)
5. FIVE FOOT TWO (Guy Lombardo)
6. JUST GLOVIN' (Gene Williams)
7. A NEW SHARE OF BLUES (Roy Anthony)
8. SAN TAN PASTOR
9. ONCE AND FOR ALWAYS (Jo Stafford)
10. A WALTZ (Roy Young)

Bobb Watson

WSW—Atlanta, Ga.

1. RIDERS IN THE SKY (Peggy Lee)
2. EASY WALKIN' (Perry Como)
3. AGAIN (Vivie Damone)
4. THANK YOU (Buddy Mays)
5. A NEW SHARE OF BLUES (Roy Anthony)
6. SAN TAN PASTOR
7. ONCE AND FOR ALWAYS (Jo Stafford)
8. A WALTZ (Roy Young)

SHIRL FELLER

WEJ—Boston, Mass.

1. KISS ME SWEET (Judy Valentine)
2. CLARE'S IDEA (Teddy Lewis)
3. THERE'S SOMETHING ABOUT PAREE
4. DON'T TELL ME YOU'RE GOING (Artie Shaw)
5. GD NEW (Anna Shakes)
6. TRUE LOVE NEVER FORGOTTEN (Vivie Damone)
7. TAKE ME OUTSIDE (Vivie Damone)
8. BABY IT'S COLD OUTSIDE (D. Shore-B. Clark)
9. RIDERS IN THE SKY (Vivie Damone)
10. LOOK AT ME (Buddy Clark)

HAL TATE

WAIT—Chicago, Ill.

1. I DON'T SEE ME IN YOUR EYES (G. Jenkins)
2. SOME ENCHANTED EVENING (Perry Como)
3. NEED YOU (Jo Stafford-Gordon MacRae)
4. JEALOUS HEART (Nat Morgan)
5. WEDDING DAY (Jack Kitty)
6. WITH YOU IN MY HEART (Tommy Dorsey)
7. WEDDIN' DAY (Teddy Phillips)
8. EASY SAILIN' AND SINGLE (Louis Jordan)
9. PUT YOUR SHOES ON, LUCY (Two-Ton Baker)
10. FIVE FOOT TWO (Benny Strong)

ART ACKER

WTVA—Memphis, Miss.

1. RIDERS IN THE SKY (Vivie Damone)
2. AGAIN (Vivie Damone)
3. HUDDLE BUCK (Frank Sinatra)
4. "A*" YOU'RE ADOREABLE (Perry Como)
5. SOME ENCHANTED EVENING (Perry Como)
6. KISS ME SWEET (Dana Gillespie)

Don't Wait for Your Salesman

ORDER TODAY!

AMERICA'S FASTEST SELLING RECORDS!
Damon Names Central Record Sales Co. New York Distributor
KANSAS CITY, Mo.—Vic Damon, president of Damon Records, Inc., this city, this past week announced the ap-
pointment of A. M. S. Central Record and Sales Co., in New York, as the firm’s metropolitan distributor.
Damon currently has a pair of hot ones going in Jon & Sondra Steele’s recording of “Downhearted” and “To
Make You Mine.” Central Record Sales head Johnny Halonka stated in New York that he felt that the Damon line would prove to be very successful in the metropolitan area. In addition to Damon, Hal-
onka is the distributor for Aladdin and Specialty Records.

MUSIC OPERATORS DEMAND FOR BOP MUSIC CONTINUES TO INCREASE
NEW YORK—Music operators throughout the eastern area were all past week disclosed that their demand for bop and progressive music had greatly increased in recent weeks. Operators were quick to state that while a large part of this bop music meeting with general acceptance on the part of music fans, their calls for music of this sort had taken a marked increase.

The tremendous amount of publicity and also the heavy promotion by disk jockeys in larger cities of progres-
sive music is hailed as one of the major reasons for the new and growing demand.

Music operators in New York stated that their locations now fea-
tured at least two bop records on the machine. Ops in this city state that the widespread interest created by such titles as Bop City and the Royal Record and the Clique before that, have prompted jute box listen-
ers to lend the progressive music earnest attention.

The addition, in recent months, to the talent roster of the major platter-
iers, and the recording companies’ own drive on music of this sort is also a major reason for the newly-found ac-
ceptance of boy. Such major attrac-
tions as the Charlie Ventura band,
Duke Ellington, Dixie Gillespie, Char-
lie Parker, Charlie Barnet, Woody Herman, and many others have all won wide favor with music fans. It should also be pointed out that the large crop of progressive musical medallists, singers, and band units have met, and played to tremendous capacity crowds in important personal appearances and theat-
eatre engagement tours.

The oft-asked question of whether bop is here to stay or not, certainly seems to have been proved to some extent.

Dance-Tone Adds Three Disk Distributors
REVERE, MASS.—Art Freeman, field representative of Dance-Tone Record Co., this city, this past week announced the appointment of more distributors to handle the firm’s label. Named were: Roberts Record Dist. Co., St. Paul, Minn.; E. A. F. Kowalski, Chicago; and the Morry Kaplan Sales Co., in Detroit.

Rutland platter for the firm is the Gallup Record recording of “The Kissing Tree”.

"It’s Wrong To Love You Like I Do" (2:45)
"A Package Of Lies Tied In Blue" (2:53)

COWBOY COPAS
(King 787)

COOKY COPAS
Here’s a winner if there ever was one! A clinch with folk fans throughout the nation, and the sure-
bet to notch a featured spot with music operators’ machines is this latest offering by Cowboy Copas. Titled “It’s Wrong To Love You Like I Do,” Copas delivers his affec-
tionate vocal on this side in beautiful tones that satisfy fans. The music is a romance tune with an inviting and easy-to-listen to story behind it. The smooth and solemn playing of the instrumental work shown on the side make up this all-inclusive folk theme. On the other end with “A Package Of Lies Tied In Blue,” Copas maintains the slow tempo and turns in another excellent vocal performance on this folk lament. Lamento guitar strums in the background flavors the word’s, as does the clever lyric. We give the edge to the top deck—ops should grab the disk by the boxful.

"Swiss Lullaby" (2:45)
"Queen Of The Polcos" (2:18)
DICk THOMAS
(Deco 46163)

Fiber Dick Thomas on deck with a pair that seem certain to nab a top spot on music ops machines. Dick delivers the pleasant refrain of “Swiss Lullaby” and “Queen Of The Pocos” with that incomparable vocal, rolls along in medium tempo, with Dick purring the smart lyrics. The flip is just what the title indicates, a fairly bright ditty about the “Queen Of The Polcos.” We go for the top deck in a big way.

"He Will Save Your Soul" (2:41)
"Willie Roy" (3:04)
WILMA LEE & STONEY COOPER
(Columbia 20586)

Pair of pleasant enough sides in the religious vein crop up here by Wilma Lee & Stony Cooper, Wax, titled “He Will Save Your Soul” and “Willie Roy” is better than the average bit of music in this field due to the vocal team turning in a very effective performance. With more ops than usual calling for this, we see no reason for this coupling not making some attention by the music operators.

"The Death Of Little Kathy Fiscus" (2:56)
"A Bundle Of Kisses" (2:51)
Jimmie OSBORNE
(King 788)

Sure to stir your sentimental feel-
igs in a big way is this recording by Jimmie Osborne titled “The Death Of Kathy Fiscus.” Ops are sure to re-
member the recent death of Kathy, and the tragedy which struck the na-\ntion. This platter, the sorrowful tale of a young girl’s death, is a heart-wrenching perfomance by Jimmie. It certainly is a disk that will cause loads of attention, and ops that merit their fill of the号 will get a solid spot in the phonos. Ops should note that all royalties from this disk go to the Kathy Fiscus Memorial Fund. The flip, a mellow outing titled “A Bundle Of Roses” is a mellow outing by Jimmie. Top deck is a must!

THE CASH BOX
Folk and Western Record Reviews
"I'm Too Proud To Cry" (2:43)
"Broken Fence & Broken Dreams" (2:40)

BUDD HOBBES
(MGM 10428)

- Praise of pleasant enough sides by Bud Hobbs and his Trail Herders show up on this side of “I'm Too Proud To Cry” and “Broken Fence And Broken Dreams” seeping thru the wax. Both sides do the disk are offered in slow, lamenting tones, with some effective guitar work shin-
ing thru. An artist with a whole lot of following, Bud's many fans should hold still for this duo. Ops ought to listen in.

"Is There Any Need To Worry" (2:50)

BEFORE YOU CALL (2:41)

DAVE LANDERS
(MGM 10427)

- Dave Landers on deck with a pair that should hold their own in the house with the rest of the market. Harmonica, Need To Worry" and “Before You Call” makes for easy listening, with Dave’s heavy vocal giving the lyrics in effective vocal manner. Top deck is a solid spot in the machine.

"I'll Make A Change In Business" (2:47)

Y'LL Miss Your Dear Old Daddy" (2:35)

LONNIE GLOSSON
(Mercury 6197)

- Some great wax by the widely popular and capable Lonnie Glosson, and the set-up of “I’ll Make A Change In Business” and “You'll Miss Your Dear Old Daddy” is a solid offering for music ops. Top deck is a sprightly novelty that makes for won-
derful listening pleasure. Harmonica and guitar work in the background, combine neatly to favor Lonnie's charming vocal work. The flip is a slow lament with the lyrics weaving around the title. Topside is a winner and ops should get with it.
1. TELL ME SO  
   The Orioles  (Jubilee 5005)

2. CLOSE YOUR EYES  
   Herb Lance  (Sititin' In 514)

3. THE HUCKLEBUCK  
   Paul Williams  (Savoy 683)

4. TROUBLE BLUES  
   Charles Brown  (Aladdin 3024)

5. BY THE CANDLE GLOW  
   Ben Smith  (Coleman)

6. RICKY'S BLUES  
   The Ravens  (National)

7. BABY, IT'S COLD OUTSIDE  
   Louis Jordan  
   Ella Fitzgerald  (Decca 24644)

8. LITTLE GIRL, DON'T CRY  
   Bull Moose Jackson  (King 4288)

9. COLESLAW  
   Frank Culley  
   Louis Jordan  (Decca 24639)

10. AIN'T NOBODY'S BUSINESS  
    Jimmie Witherspoon  (Supreme 1506)

11. TROUBLE BLUES  
    Charles Brown  (Aladdin 3024)

12. HOLD ME, BABY  
    Amos Milburn  (Aladdin 3023)

13. CONFESSION BLUES  
    Maxin Trio  (Downbeat 171)

14. D'NATURAL BLUES  
    Lucky Millinder  (RCA Victor 20-3351)

15. YOU SATISFY  
    Dinah Washington  (Mercury 8102)

16. TELL ME SO  
    The Orioles  (Jubilee 5005)

17. LITTLE GIRL, DON'T CRY  
    Bull Moose Jackson  (King 4288)

18. AN'T NOBODY'S BUSINESS  
    Jimmie Witherspoon  (Supreme 1506)

19. COLESLAW  
    Frank Culley  
    (Atlantic 874)

20. MISS YOU  
    Joe Liggins  (Exclusive)
All The Juke Boxes Are Asking—

“WHOSE GIRL ARE YOU?”

Recorded by top artists on every major label

★ Blue Barron  
MGM 10412

★ Johnny Martin  
Capitol 57-54300

★ Eddie Gonet  
Columbia 14205-F

★ Gene Heier  
Rondo R-382

★ Lloyd Webb  
Rondo R-190

Order from your Distributor

W. H. SAJEWSKI  
Music & Publishing Co.  
1017 N. Milwaukee Ave.  
Chicago 22, Illinois

BROTHER BONES GOES BOOGIE!  
(TR #674)

TEMPO RECORD CO. OF AMERICA  
4540 Sunset Blvd., Hollywood 16, California

MUSIC OPERATORS!

STAR PRINTED TITLE STRIPS will save you time and money, and improve the appearance of your Jukes and Wall boxes 100%. It is now possible for your record Distributors to supply STAR printed title strips for any record they sell. Call your distributors’ attention to this announcement and request that they make this valuable time saving service available to you.

RECORD DISTRIBUTORS!

If our representative has not contacted you, write immediately for the details on this new, amazingly simple method whereby you can supply your Operators with STAR printed title strips for any record, on any label you carry . . . AT A PROFIT. Just think what this will mean in increased sales and Operator good will.

RECORD MANUFACTURERS!

GET YOUR DISTRIBUTORS ON THE BALL! Have your records represented on hundreds of thousands of Jukes and Wall boxes with neatly printed STAR title strips that bear the name of your label. If you have a good record on the Jukes, STAR title strips will tell the world that it is YOUR record, and increase retail store sales greatly.

WRITE FOR FULL INFORMATION ON THIS NEW PLAN.

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

INTRODUCES NEW TYPE STENCIL TITLE STRIPS

Juke Box Ops Can Buy Title Strips From Record Distributors. 500 Salesmen In 78 Cities To Contact Platter Industry.

PITTSBURGH, PA.—Dal E. Haun, President of the Star Title Strip Co., this city announced this past week an entirely new and different method for all juke box ops who want their machines to look neat and attractive by using printed title strips. He urged all ops to immediately get in touch with distributors from whom they purchase their disks to obtain this new service.

At the same time, thru the Ad-dressograph-Multigraph Corp., Haun will have this firm’s 500 salesmen in 78 cities throughout the nation make contact with all record distributors to advise them in complete detail of this new plan and the new print method which the distrub can use right in his own place of business.

The new strip is entirely different. It is a complete departure from former methods and allows the record distributors to instantly print up any desired quantity of strips they need, which can then be sold to juke box ops for music machines, wall boxes, wired music and all other equipment at a price cheaper than what type writing the strips individually now costs the average juke box op.

Haun stated, “This development makes it possible for every music machine in the country to have his equipment always filled with neatly printed title strips. As far as the operators money, because he, or any of his employees can’t type strips as cheaply as he can buy these neatly printed ones.

“By the time the distrib gets his records,” he reports, “he will have his ‘DuplIMAT’.”

He also says, “Not only is the disk distributor doing his operations a tremendous saving and a big help to the American music industry, one of the largest segments of the disk record-buying public. The discs, due on the market about June 17, will appear under the famous Star name of ‘DuplIMAT’, and the special”, the idea being to offer something special for the larger record buying public. The discs, due on the market about June 17, will appear under the famous Star name of ‘DuplIMAT’, and the special”, the idea being to offer something special for the larger record buying public. The discs, due on the market about June 17, will appear under the famous Star name of ‘DuplIMAT’, and the special”, the idea being to offer something special for the larger record buying public.

The six “specials” will feature a record each by two of the company’s standout artists, Sheb Wooley and Claude Casey, and debuts from Bobbe and Bobe, Hank and Audrey, Bobby Gregory and Zeke Clements.

MGM Releases New Series Of Folk Disks

NEW YORK—M-G-M Records has prepared a special release of six American Folk Music records especially recorded and distributed to the American farmer, one of the largest segments of the Folk Record-buying public. The discs, due on the market about June 17, will appear under the famous Star name of ‘DuplIMAT’, and the special”, the idea being to offer something special for the larger record buying public. The discs, due on the market about June 17, will appear under the famous Star name of ‘DuplIMAT’, and the special”, the idea being to offer something special for the larger record buying public.

From June 17, the discs will be available at $1.25 a dozen for the Farm Distributor.

Desmond Hypo’s Newark Juke Box Dance

DE SAMPD, N.J.—Desmond Hypo, the superintendent of the Juke Box Co., and his wife, who live in this city, recently introduced a new policy of allowing the Juke Boxes to be used for dance purposes. The policy has been very successful, and the Juke Box Co. has now decided to extend the policy to all its Juke Boxes.

The new policy has been very popular with the customers, and has resulted in a sharp increase in the number of Juke Boxes sold. The company has now decided to extend the policy to all its Juke Boxes, and is now looking for new dealers to take over the sale of the Juke Boxes.

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

Race Record

The great Pee Wee Crayton notches this featured spot this week with a pair of tunes that are certain to find a featured spot on music ops throughout the land. The platter is one that should spin night and day on the phonos, and seems destined to top the entire field in no time at all. Both sides are hot items, with both rating heavily to score. Top deck, tagged "The Hop Hop" is a new dance sensation that is definitely causing loads of talk in the disk trade. The instrumental refrain of this side, mixed with loads of wonderful rhythm and beat make the disk a winner. Medium slow tempo, combined with the excellent amount of drive shown here rates this deck big time to win a ten of favor with music fans. Titled, "I Love You So," Pee takes to the mike to wall a bit of ballads blues that should go like wildfire. Slowly tempo of the tune should have this side spinning in every race spot. The platter is a blue-ribbon winner—ops should get this disk by the bucket—but pronto!

THE CASH BOX

The Hop Hop" (2.41)
"I Love You So" (2.44)
Pee Wee Crayton
(Modern 20-675)

"Harold The Fox" (2.20)
"Jeet Jet" (2.31)
Gene Ammons
(Mercy 3123)

Some real hot wax by the well known, versatile Gene Ammons in the offering for music operators, and the set-up of "Harold The Fox" and "Jeet Jet" at ops. Top deck has Gene and the gang going wild on an uptempo instrumental item that really goes. Heavy tenor sax spot by the maestro, in addition to a bit of soy sauce makes this disk sound real good. The flip is an uptempo bop instrumental that makes for fairly pleasant listening. We go for the top deck.

"I'll Never Be Satisfied" (2.55)
"Shame On You Baby" (3.00)
ST. LOUIS JIMMY
SUNNYLAND SLIM ORCH.
(Mercy 3137)

Pair of sides done up in the lowdown blues fashion, with ST. Louis Jimmy and the Sunnyland Slim ork serving it up. Both sides of the platter spin in slow tempo, with Jimmy working the heavy blues vordage with lots of gusto. Steady guitar strum in the background makes for nice listening, while Jimmy's vocal work rounds out the side in effective manner. Both sides rate well in listening time—and possibly more.

"The Jelly Roll" (2.43)
"Pay Day Blues" (2.50)
JOHNNY OTIS
(Excelsior 541)

Some great wax that should find a top spot with music operators is this bit by the Johnny Otis gang tagged lowdown blues with a med dum- tempo'd piece done up with a load of heat behind it, with an equally great bit of vocal work by Lem Tally riding thru. Hot sax riffs by this piece all the better, while the rest of the crew combine musical talents to offer a real money-maker. The flip, with Cathy Cooper to chirp the lyrics is a cute novelty bit that should hold its own. Top deck is a hot item!

"Take Me" (2.44)
"Hungara" (3.20)
Hadda Brooks
(Modern 20-676)

The widely popular Hadda Brooks comes up with a new pairing here that should win a ton of coin for music operators. "Take Me" and "Hungara" has Hadda displaying her incomparable vocal and piano style in a big way. Top deck is the standard that has long won favor. This rendition, with Hadda putting the comic lyrics in soft dulcet tones, should boom the song all over again. The flip has Hadda in a lively tinkling about a light piece in distinctive style. Hadda's many fans should go for the pair in a big way.

LOW PRICE DISK FIELD
MISSING SALES BY LACK OF DISTRIBUTION IN MUSIC OPERATOR MARKET

NEW YORK — The emphasis on chain and department store sales by record companies in the relatively new low-price record field is causing those firms a potential loss in sales by not concentrating on the automatic music market.

With the majority of the low-priced diskers by-passing record distributors in order to make the cheaper price tag of the record available, the platteries are missing sales with music operators.

Operators throughout the nation have reported their interest in purchasing the low-priced platters, but have met with little or no success because of lack of distribution by the record companies. In most cases, the diskery will ship the operator any amount of records desired, but will point out that the delay incurred in shipping time often does not warrant their going thru with the purchase.

The no definite set-up has been made by the latest entry into the low-price platter field, Vocalion Records, it was reported in the trade that the Decca subsidiary might use distributors in the marketing of the new label.

The majority of the platteries engaged in the low-price field have established sales headquarters and pressing points in the major cities of the country. Music operators in these major cities have indicated their desire to purchase the cheap platters, but have the problem of locating the diskery, and then going thru the necessary red tape to institute the sale.

One music operator in a fairly large mid-western city writes, "By buying the low-price disks, I can come ahead in the operation of my phonograph room. The records are comparable in quality, and in many cases, very similar to those issued by the major record company who has the same artist on their label. The low-priced platters would cut down my overhead immensely. Since every item necessary to the operation of my route has increased in cost, and the price of juke box play remains at a nickel, I could boost the earning power of the juke box with the use of the lower priced records."

The plan has been advanced by many of the operators, for the record companies to bulk lists of records to the music operators associations, who would distribute the disks to the operators.

PERMOL POINTS
WITH PERMOMETAL (OSMIUM ALLOY) TIP

LONG LIFE...KIND TO RECORDS...DEPENDABLE...ECONOMICAL...

"PERMOL" INCORPORATED
ARTS MEETING AGENTS
Chicago 26

PERMOL IN INMRTAR
WITH PERMOMETAL (OSMIUM ALLOY) TIP

LONG LIFE...KIND TO RECORDS...DEPENDABLE...ECONOMICAL...

"PERMOL" INCORPORATED
ARTS MEETING AGENTS
Chicago 26

FIND THE NUMBERS...that are paying off!
NATIONAL NUMBERS:

9073—THE RAVENS
9076—BILLY ECKSTINE
9078—WINN BROWN
9072—T. J. FOWLER
9077—CHARLIE VENTURA

"Take My Blues" — "The House I Live In (That's America to Me)"
"I Only Have Eyes for You" — "Blues"
"If Love Is Trouble" — "He's Good Enough For Me"
"Red Hot Blues" — "Harmony Gris"
"Deed I Do" — "Pennies From Heaven"

MUSIC OPERATOR
SPECIAL

SAVANNAH SINGS THE BLUES

SAVANNAH CHURCHILL and The Four Tunes

DON'T TRY TO EXPLAIN

SAVANNAH SINGS THE BLUES

MANOR RECORDS
313 WEST 57th STREET, N.Y.C.

THE RIGHT GIRL FOR ME

MANOR RECORDS
313 WEST 57th STREET, N.Y.C.

THE RIGHT GIRL FOR ME

SAVANNAH SINGS THE BLUES

SAVANNAH SINGS THE BLUES

MANOR RECORDS
313 WEST 57th STREET, N.Y.C.

THE RIGHT GIRL FOR ME

SAVANNAH SINGS THE BLUES

SAVANNAH SINGS THE BLUES

MANOR RECORDS
313 WEST 57th STREET, N.Y.C.
Larry Clinton Ork Signed To RCA-Victor Recording Contract

First Sides Slated For Early Release

NEW YORK—Larry Clinton, famed both as an arranger and orchestra leader, has been signed by RCA Victor to an exclusive recording contract and has just waxed his initial sides, J. L. Hallstrom, Manager, Popular Artists and Repertoire, announced. His first platters, “You Told A Lie” and “Sicilian Tarantella” are slated for release July 8th.

One of the most popular hands in the country prior to the Clinton era and his aggregation are now fast creating a new vogue by adapting their famed “Dipsey Doodel” style to a progressive “New Look” in music, which Clinton evolved while in the Air Corps.

Noted as one of the greatest popular arrangers of modern times, Larry has been instrumental in creating many outstanding hits by Tommy and Jimmy Dorsey and the Casa Loma Orchestra long before he ever took up the baton. He started his own group after some of his arrangements helped to make pop music history and Clinton and his orchestra were four years in the limelight until the Army Air Forces took him away from the music scene. Among his greatest early RCA Victor hits were "Old Man River," one of the first dance transcription of classical themes, and "Deep Purple."

While in the Air Corps, Clinton was given the unique opportunity of flying in his own plane from date to date and during the war he was one of the first civilians called into the Air Corps. Later he was assigned to flying "The Hump" in the China-Burma-India Theater. Larry, at the bass drum and doubling on vibes, trombone and trumpet, is working harder than before.

Modern Records And Gene Norman In Legal Action With Kay Starr

HOLLYWOOD, CALIF.—Modern Records Inc., this city, and disc jockey Gene Norman were served with a "cease-and-desist" order this past week by Capitol Records through Kay Starr.

The action on Miss Starr's part sought to prevent the further pressing and distributing, and the air performance of a platter she made for Norman years before she signed with Capitol. The disk, titled "Good For Nothin' Joe" and "Ain't Misbehavin'," is alleged to be injurious to Miss Starr's reputation, since the "Good For Nothin' Joe" side contains a line "he beats the hell out of me."

It was learned that disc jockey's throughout the Los Angeles and Hollywood areas have banned the recording from the air and have refused to play it because it is in bad taste.

Norman cut the masters for songs several years ago while he was engaged in running his series of "Jazz Concerts" in California. Miss Starr is said to have given Norman her approval to use the masters to the Modern platter on a royalty basis.

The recording, released nationally approximately ten days ago, is already in the hands of music reviewers and disc jockeys. Whether or not other jockeys will take the same course of action that the deejays in Los Angeles Modern Records and Norman's remainder to be seen. It was learned that several jocks are removing the tone-arm, when the contest comes, and is to be heard.

Settlement of the court-action involving Modern and Norman is to be expected late this week. Modern will then disclose its course of action. Alto figures on sales thus far could not be learned. It was reported that the recording has met with good reception from dealers and music ops.

Newly Formed Record Molders Association Announces Election Of Officers

George Erlinger Named Pres.

NEW YORK—The Record Molders Association (RMA), its charter approved by the New York State Supreme Court this past week, held the election of officers to serve for this coming year. The association also issued an invitation to potential members.

In accordance with the charter provisions of the RMA, "any person, firm or corporation engaged in the pressing or molding of records, or the manufacture, distribution or sale of products used in the pressing or molding of records" is eligible for membership.

The elected officers of the RMA follow:

George Erlinger, Easter Records Company, president; George Bard, Bard Record Company, treasurer; Wally Wolsky, New York Record Corp., vice-president; and H. Wintraub of the Plastylite Corporation, secretary.

Harry Babbitt Inked To Vocation Pact

NEW YORK—Harry Babbitt, featured vocalist with the Kay Kyser Orchestra, and also a top star on Columbia Records, was signed to a recording contract with Vocation Records this past week. The million dollar label, a Decca subsidiary, is the new 49th platter set to bow into the disc industry with its first release this coming week.

It was learned that Babbitt cut two sides, "A—You're Adorable" and "Baby, It's Cold Outside", with thrush Sue Allen handling the girl-lyrics on the latter tune.

The announcement of the Babbitt signing, the first to the new Vocation label, was expected to be followed by several more.

"Distributors plans and release schedules are in the making, a Decca spokesman stated, "and will be made public in the very near future."

Louise Carlyle Guests At The Cash Box

NEW YORK—Songstress Louise Carlyle, star of King Records, recently paid a visit to offices of The Cash Box, with the above picture resulting. Miss Carlyle's recording of "Pain Around With You and I Do I Do I Do" is currently kicking up quite a storm in record circles, with music operators reporting exceptionally heavy play and demand. The thrush, who bowed in on King's first popular record release, has several new sides cut, which are set for immediate release. Above, Louise is seen with Bill Gersh, publisher of The Cash Box.

Please mention THE CASH BOX when answering ads—it proves you're a real coin machine man!
NEW YORK—Reports being received from juke box ops throughout the country indicate that the trend, which has now been apparent for some months, continues unaltered with corn once again leading the juke box disk parade.

At the present time, with the midwest area leading, polkas and waltzes are merrily spinning to the tune of more and more coins popping into juke boxes everywhere.

Even in the most sophisticated cosmopolitan centers juke box ops state that demand for the polkas and waltzes continues unabated and that more and more location owners want them in their machines on request from the paying, playing patrons.

With "Hurry Down The River" still hugging a desirable spot in the nation's top ten juke box tunes, with "Fascinating Rhythm" in the number one position, and with "Red Roses For A Blue Lady" also among the top ten or so, the latter tune has been kicking around for some months, the juke box trade are giving the public and the diskeries some idea of what they now need to continue to pull in the nickels, dimes and quarters.

Sinning merrily along at this time are, "Swingin' Around Waltz," "Open The Door Polka," "Whose Girl Are You," "Hurry Hurry, Hurry," "Blue Skirt Waltz," "You You You, You Are The One," and a new one that has just kicked into the field, "Where Are You Blue Eyes."

The fact that the trade made a complete swing back to the polkas, waltzes and other down to earth material (as evidenced by "Eiders In The Sky" in this latter category) certainly upsets predictions on the part of many music experts that this is on its way into the trade's boxes stronger than ever before.

The boy holds its position, as yet, it is slowly giving way to good old corn. And the cornier the corn, so it seems, the sure the opportunity for the tune to click, with more and more coins popping into the nation's half million or so juke boxes as proof of this fact.

**Ketter Leaves Tower**

CHICAGO—Warren Ketter, promotional director of Tower Records, announced this past week that he will take over the duties as Dave Garaway's assistant.

Ketter was originally employed as the assistant branch manager of Decca Records' Chicago office.

Leaving there in 1947, he then worked for Bill Evans, local announcer over WGN, doing writing and programming.

In the fall of 1948 Ketter became associated with Tower Records, and has been doing promotional work for the firm since that time.

Dick Bradley, president of Tower, announced that he was very pleased over this new opportunity which has been given Ketter.

He also went on to say that if in the turn of events Ketter should want to join forces again with the manufacturer of the business he will always find his old position available at Tower.

**Thoma Heads Own Band Pub Outfit**

CHICAGO—John Thoma, former advertising and publicity manager for the Blackhawks restaurant here, reported this past week that he has created his own band publicity organization with headquarters in this city.

Thoma also stated that the first three accounts which he has taken over are, Dick Jurgens, Al Trace and Tommy Carlyle.

Thoma is well known to the music industry here and has won himself a very fine reputation for outstanding publicity efforts.

**Dana Signs Hayes Gordon**

NEW YORK—Walt Dana, president of Dana Records, Inc. this past week announced the addition of Hayes Gordon to the firm's talent roster.

Gordon, a singing star in the Broadway musical production "Along Fifth Avenue" is scheduled to record in the very near future, with his first release to come out some time next month.

**Osborne Records Disk in Memory of Kathy Fiscus**

CINCINNATI, O.—King Records, this city, reported this past week that their well known star, Jimmie Osborne, has written and recorded a song in memory of Kathy Fiscus, whose untimely death met with such outstanding sympathy from everyone in the nation.

David H. Fiscus, father of Kathy, has given King Records permission to go ahead with this disk.

He stated in his letter of permission to King Records, "We feel that commercialism should be kept out of it to the greatest extent possible and we would certainly appreciate your efforts in this direction."

Part of the proceeds from this disk will be contributed to the Kathy Fiscus Memorial Fund at the Children's Hospital in Los Angeles, Calif.

Stan Baray of King Records wrote the following to The Cash Box regarding this new disk, "This letter is being sent you to remove from your minds any possible feeling that King Records is trying to capitalize on this tragic event and as evidence we and the Fiscus family feel that the song represents a ballad in the true folk tradition reverently sung. Please bear this in mind when you listen to the record, 'The Death Of Kathy Fiscus.'"

The Fiscus family have refused any royalties from the song and have asked that if any such monies are realized that these be placed into the Kathy Fiscus Memorial Fund at Los Angeles' Children's Hospital.
THE CASH BOX

E M P I R E  S T A T E  B U I L D I N G
N E W  Y O R K  C I T Y  1,  N. Y.

My Best Moneymaking PINBALLS were: 1st
2nd 3rd
My Best Moneymaking SHUFFLEBOARDS were: 1st
2nd 3rd
My Best Moneymaking ARCADE machines were: 1st
2nd 3rd
My Best Moneymaking CONSOLES were: 1st
2nd 3rd
My Best Moneymaking Bells were: 1st
2nd 3rd
My Best Moneymaking ONE-BALL was:

OTHER GAMES YOU FOUND AMONG YOUR BEST MONEY-MAKERS DURING THIS YEARLY PERIOD

NOT IN ABOVE CATEGORIES: 1—
2—
3—
4—

SIGN HERE

NAME

FIRM

ADDRESS

CITY

ZONE

STATE

IMPORTANT! One outstanding method which has been used in almost every major industry to ascertain the type of products best suited to individuals in the field has been by surveys which have been conducted intensively and studiously by leading publications in those industries. It is therefore the hope of THE CASH BOX that this FIRST ANNUAL AMUSEMENT POLL will bring to the fore the type of products which earned the nation's operators the most money during a fiscal yearly period (June, 1948 to June, 1949) and that this will prove of great help to the manufacturers in this industry to decide on just what the operators need to continue to conduct profitable businesses. Your complete honesty and your intensive devotion to this FIRST ANNUAL AMUSEMENT POLL will prove of great worth to you individually, as an operator, and will prove just as valuable to everyone of the nation's amusement machine manufacturers. It is up to you! You are now carrying the ball! You are by your votes, telling the entire manufacturing division of this industry just what you believe is best suited to you because the machines you are listing above were your very best moneymakers! Please rush your votes in today. All names are kept strictly confidential. No individual votes are shown AT ANY TIME. This is your BIG OPPORTUNITY. Get your votes in to THE CASH BOX on or before June 15, 1949. The complete final results will be published in the June 25, 1949 issue of THE CASH BOX.
NEW YORK—Recognizing the economic problem of games operators, the License Commission here evolved a method of issuing licenses on an approved game that meets with the trade's approval.

The license fee is $50 per location, and previously the name on the game was inserted on the license issued. Thus if the operator desired to switch games, it was necessary to pay the other $50. license. Under the present method, the commission issues the common show license but only inserts the word "game" on it. Operators can now replace one game with another for the same license fee. However, any game permitted to operate must first be approved by the License Commission, which meets with the legal department of the police prior to making its decision.

It is stated that the current arrangement was made possible thru the efforts of responsible coinmen here who have been meeting with the license department on an amiable and business-like basis.

4-State Shuffleboard Tournament Approaches 2,000

CHICAGO — Approximately 2,000 men and women are expected to compete for $15,000 in cash prizes and awards in the upcoming 1st Annual Four-State Standard Shuffleboard Championship Tournament to be held at the Coliseum here June 15, 16, 17 and 18, according to Warren Olson, tournament manager.

"Entries are pouring in from Illinois, Indiana, Michigan and Wisconsin," reported Olson. "At the rate we are receiving applications, our office at 3200 West Chicago Avenue will be swamped at the midnight, May 27, deadline for filing applications."

Standard's first tournament will divide its contestants into three classes: singles, in which individual players compete against each other; doubles, in which two-player groups compete; and teams composed of six players. Teams are permitted to bring one of two alternates, making an eight-player combination.

First prize in the men's singles division is $2,500 in cash; double $2,000; team $1,500. Women's divisions receive $1,250 in singles; $1,050 for doubles, and team $2,500. Total cash prize money is $14,400, and material prizes and trophies for championships bring the total to well over the $15,000 mark.

Mitnick Honored At Testimonial

NEW YORK—Approximately 100 coinmen gathered in a large fourth floor suite at the Hotel New Yorker, this city, on Monday, May 27, to honor one of the industry's most popular figures, Jack Mitnick, who had just been appointed as regional sales representative for AMI, Inc., was on the receiving end of accolades and congratulations from all present.

The Jack Mitnick "Testimonial Dinner," sponsored by Barney (Shuggy) Sugerman and Abe Green, heads of Ruyens Sales Company, AMI phonograph distributors in this area, originated started off as a nice, quiet, small dinner, but by Monday so many friends indicated their desire to be on hand, that extra tables had to be added.

Bill Gersh of The Cash Box acted as toastmaster, and called on many prominent coinmen to express their good wishes to Mitnick. Among the out-of-town visitors were: Barney Blatt, Atlas Distributors, Boston, Mass. (New England distributor for AMI company); Max Greenbaum, Refresh-O-Mat, Philadelphia, Pa. (Pa. distributor for AMI); Johnny Fuller, Albany, N.Y.; Max Greenbaum, Johannesburg, So. Africa; Sam Newton, Durban, So. Africa; Dave Stern and Tom Burke, Seacoast Distributors, Newark and Elizabeth, N.J.; Harry and Sam Wachtel, Y.; Burt, Union City, N.J.; Ted Ruby, Bucos, N.Y.; and Eddie Corrison, Cliffside, Pk., N.J.

Wires of congratulations were received from John Haddock, president of AMI; Lindy Fein, Sales Manager AMI; Harry Poole of Boston; and from Jack's wife, daughter and grandson.

At the conclusion of the dinner, Mitnick was presented with a fancy desk set.

The complete executive staff of Runyon's New York and Newark offices were present. They included Morris Rod, Louis Wolberg, Irving Kemper, Perry Lowengrub, Polly Fleischman, and Eddie Berg.

Others noted partaking in the festivities were: Albert S. Oden, Sidney H. Levine, Bert Lane, Harry Pearl, Larry Serlin, Willie Levy, Bill Goets, Al Clure, Charley Aronson, Lou Her- man, Irving Heitman, E. E. Doniston, Jim Noonan, Jack Ehrlich, Al Beokin, Arthur Herman, Aaron, Herman, Milton Green, Sam Schwartz, Perry Wachtel, Ben Smith, Iz Horowitz, Mike Mun- ner, Jimmy Sherry, Max Wechs, Charles Sachs, Max Schwartz, Joe Hamann, Joe Kohnschny, Joe Forsythe, and Lou Price.

Pictured below, Top: Mitnick's table; Center: Gathering in Lounge; Bottom: Portrait of dinner group.

Appointed N. J. Distrib.

For "Refresh-O-Mat" Holds Showing

NEWARK, N.J.—Dave Stern, Seacoast Distributors, Inc., this city, announced the appointment of his firm as exclusive distributors for the state of New Jersey for Automatic Products Company's "Refresh-O-Mat, cup type refrigerated beverage dispenser, the success of which was indicated at the end of the week, bringing in many of the state's operators from near and far.

The new 'Refresh-O-Mat' received a great reception," stated Stern. "It not only dispenses automatically several types of refrigerated beverages, but is in the low priced field, giving operators a wonderful opportunity to make some very exceptional profits."

A sample vender will be on display at the Elizabeth, N.J. offices of the firm, as well as at Newark. Tom Burke will greet operators who visit the Elizabeth office.

Stern stated that many of the visiting operators placed orders for the dispenser.

N. Y. Judge Restrains

Picketing of Cig. Locations

NEW YORK—Max Schifman, head of Monttowy Trading Corporation, this city, operators of cigarette merchandising machines, reported that his firm was awarded an injunction by Judge Murray Halbert of Federal Court, restraining picketing of all locations of the firm.

Altogether a member of United Coin Machine Employees Union, Local 254, CIO, his locations were being picketed by the American Tobacco and Candy Jobbers Employees Union, Local 1175, AFL.

Monttowy's case was argued in court by John J. Cusato and James V. Alteria, attorneys for the National Labor Relations Board, who claimed violation of the Taft-Hartley law, which prohibits secondary boycott and picketing during jurisdictional disputes.
The Cash Box

Closing Date For All Advertising
Thursday, JUNE 16
Rush Your Ad Immediately to...

THE CASH BOX

32 W. RANDOLPH ST.
CHICAGO 1, ILLINOIS
(Phone: DEarborn 2-0045)

EMPIRE STATE BUILDING
NEW YORK CITY 1, N. Y.
(Phone: LOngacre 4-5321)

1520 NORTH GOWER
HOLLYWOOD 28, CALIF.
(Phone: HUDson 2-3359)
In Every State in the Union it's

William

MARYLAND

•

At Your

Distributor Now

William

MANUFACTURING

COMPANY

161 W. Huron St.

Chicago 10, Ill.

Creators of

Dependable

Play Appeal

CHICAGO CHATTER

This past week found the guys and gals in the coinbox looking forward to the holiday week-end. Some were making plans to hit the highways and get away from it all, while others were just as eager to spend a nice quiet week-end at home and take things easy. Whatever their plans, all were in that holiday mood. . . Dropped over to Rock-Ola Mfg. Corp. and learned that Art Weinand had taken off for the west coast on a business trip. . . . Talked with Louis Kummerow, assistant sales manager of Rock-Ola, who recently returned from an eastern road trip where he visited with distributors and.ops and picked up some very interesting reports regarding the music biz. . . . Had a nice chat with Sam Lewis of Chicago Coin, who also returned from a recent business trip out in Oklahoma, where he helped a United Distributors open their new office. Sam reports that Oklahoma is already starting to place games. . . Joe Caldron of AMI off on his customary pilgrimage to the AMI plant in Grand Rapids.

Herb Perkins of Purveyor Shuffleboard Co. tells us that their new “Sportsman” will be ready for the first unveiling sometime this week. Herb also went on to say that they are nearing completion on their new showrooms and hoped to have them open in the very near future. . . Roy Bazelon, prexy of Monarch Shuffleboard, Inc., very pleased over the new Fanace plan that’s been arranged for operators. Roy predicted that this new payment-set-up will prove to be a big boon to the manufacturer, as well as the operators. . . . Over at Marvel Mfg. Co., Ted Rubenstein says to relax for a few minutes while waiting for a luncheon appointment, when bingo, the phones start ringing. Ted immediately forgets about relaxing, eating, and everything else. “Business comes first,” he says. . . Jim Guichard of Perma-Top Corp. continues to be one of the busiest guys in the shuffleboard biz. Jim says he’s been making so many trips between here and his St. Louis office, he’s beginning to feel like a regular commuter.

Genco Mfg. Co. going stronger than ever with their new all-purpose shuffleboard Scoreboard. Ops and distributors are keeping the wires over at Genco constantly humming. . . . Lou Pappas of Mercury Shuttleboard Co. out of town on business for a few days this past week. . . H. C. Evans & Co. going heavy on their new console, “Black Diamond.” Rex Shrifer tells us that the firm has topped their production output. . . . Harold Lieberman of Minneapolis in town seeing dashing here and there. . . . Ted Bush of Miami, another visitor. . . At ABT Mfg. Co., George Lewis reports things rollin’ along and hitting the bull’s eye with their pistol target game. . . . Joe Batten of Exhibit Supply figuring out his schedule for the day, trying to work in all his appointments, return the many phone calls waiting for him, and attend to ten other different things at the same time.

C. Stan, general manager for Williams Mfg. Co., singing praises bout their new game “Maryland,” which is clicking thruout the country. “It’s keepin’ us busier than we’ve been in a long time,” beams Stan. . . Dropped over to J. H. Keeney & Co. and found a big conference underway with firm officials tied up for the day. . . . Joe Beck of Telequre announces that this year’s game “Dock” is that double or nothing game with new and novel play. . . . R. R. (Rudy) Greenbaum, prexy of Trans-Vue Corp., in action over at his headquarters. Rudy tells us that he’s readying to break with an important announcement that should be of much interest to the trade. . . Al Stern of World Wide Distributors returned from his two week vacation out west, looking tan and terrific.

Leo Weinberger of Southern Automatic Music, Louisville, and Howard Freer of Empire Coin, Chicago, visiting over at the United Mfg. Co. plant this past week. . . Billy DeSelin tells us there were thirty other guys roaming around too. “But,” says Billy, “I didn’t catch their names.” . . . The United factory is just one big open house, with a standing invitation to “come out early and stay late”. . . . Gerry Haley of Bally Mfg. Co. receives word from R. (Smitty) Smith, who recently retired from the firm after being connected with the industry for thirty years. Seems as the Emity enjoying this life of leisure . . . Bally Mfg. Co. being flooded with reports from locations advising that “Spot Bell,” Bally’s new bell console, is outwearing any bell console type game ever made. The boys acclaim it a big hit. . . O. D. Jenning & Co. mailing out their sixteen page official handbook on Jennings equipment.
EASTERN FLASHES

Best news in a long time for game operators came along this week. The license department began issuing licenses for locations, without mentioning the name of the game on the license that must be tacked up on the wall. This overcomes the problem, as they usually had to pay a $50 common show fee for each game placed. If it was necessary to switch equipment, another $50 fee would have to be paid. Under the present method, operators inform the department of the name of the game, and if it is an approved game, a record is kept at the license department, but the location received its official license paper with only the word "game" omitted.

The coin trade here went to a party Monday night, May 23, at the Hotel New Yorker. Jack Mitnick was the guest of honor at a testimonial dinner sponsored by Barney (Shugsy) Sugerman and Abe Green of Runyon Sales Company. Jack was honored by his friends (approximately 100) on his appointment as regional sales manager for AMI. Bill Gerash, The Cash Box, acted as toastmaster and introduced the guests, who wished Jack Mitnick good luck in his new position.

Artie Daddie, AMI road engineer, and Irv (Kempy) Kemper, Runyon Sales Company, leave for a trip in the AMI trailer the 1st of June, covering central New York State. Artie had just completed a trip in the trailer, covering Kentucky, West Virginia and southern Ohio... Visited Mike Munves, Trans-Vue, and out we made a mistake because it was only a few days to Decoration Day, and everyone in the organization was rushing like mad. Equipment was being rushed to locations for the big week-end. Mike was busy talking with a batch of customers, who were placed in his office by... (Senator) Bodkin and his manager Walter Milz visiting along coinrow, buying several pieces of miles. Milk leaves for Atlantic City, N. J., for a few weeks to work with his new bride. Seeing the "Senator" reminded us of the brilliant comments he made at the Jack Mitnick "Testimonial Dinner" Monday night—the only description that comes to our mind is that it equalled the quality and color of his tles.

Joe Eison, Electric Deodorizer Corporation, busy at his new Tenth Avenue office. Joe particularly pleased with the reception given his new "Placentum" electric deodorizer unit in response to his ad in The Cash Box. He is busy setting up distributors in many areas... Dave Lowy, Dave Lowy & Company, tells us that this past month was the best business month in quite a time. One look at Dave's face would convince anyone of this fact... Hymie Kupfer, Kupfer Distributing Company, traveling the hinterlands in his truck, picking up equipment. Harry, back in the office, keeps shipping them out as fast as Hymie brings in... Larry Sirlin being commended for his tremendous efforts at a Sunday breakfast at the Bayards Jewish Center, L. L., which resulted in a collection of $40,000 for the U. J. A.

DALLAS, TEXAS

We wish to take this opportunity to congratulate George Gribben on his graduation from Southern Methodist University. George is auditor for the Riveria Dist. Co.,... Speaking of Riveria Dist., Armando Sew to New Orleans over the week-end in his own plane... E. C. Zemmer and George Wrenn were in here this week visiting the Wheatmon Co., Commercial Music Co., and Fred Barbour, Walbors Sales Co., dashed down to Austin, Armando Riveria and I, for two days in regard to the $100 proposed tax bill. Both were pleased with results.

Ray Howell Panther Dist. Co., Ft. Worth, called at Blue Bonnet to order records and also to let us know of the extensive damage caused by flood waters. Many of the operators lost equipment and coin machine business was at a minimum. Unfortunately, Mr. Coker, Audry Sales, was caught in the flood and came out with several cars and bruises. Mr. Martin, Martin Music, dropped by and collaborated Ray's story. Harry McNee, Sales, Co., Phil Weinberg, Baldy Dist. Co., and A. H. Shannon of Houston cruised around Lake Texoma in Henry's cruiser for several days, Results: Nine black bass weighing in at three to five pounds each... J. T. R., buying new equipment at Hunter Sales... Green and Price, Dallas, Texas, dropped in for a chat with your reporter and an invite to visit their Mountain Springs resort near Hillsboro. The good and amusement park is one of the finest found in these parts.

Mr. Orndorff and his lovely daughter, Billy Jean, were in Dallas Monday... did O. L. Lowery, Nacogdoches; Jennie and John Kyser, Hillsboro; Pete Mason, Kevon; Buddy Clem, Paris; C. E. Graves, Isabel, Oklahoma; Mrs. V. L. Phelps Corseania; Buna Carr of the same city; and Mr. McGee, Buffalo, Texas. Audry and Bob Hunter are getting good reports on Exhibit's new ad and Bob have a new mechanic, Dick Mulvihill, whom your reporter from Ft. Worth, Mrs. Dewey, Dewey Music Co., Dallas, dropped by Mr. Rippa's box at Burnet Field, to see how things are going. Normal (Decca manager), and wife, Paul Peters, came in from Austin, and the chain in the chain in the chain. Ray and M. Jones were taking advantage of Mr. Rippa's absence... Ed Mahone hardly ever gets away from his good hour service for customers, Mr. Crow, formerly with Crowe Martin Dist. Co., now in the tanale business. That's quite a change for Crowe, who has been in the coin business for many, many years. We wish him luck in his new venture.

Dallas, Tex. Fire

The Coin Chute

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

Count every word including all words in the title. Words in the title count as words in the ad. Minimum ad accepted $1.00.

Classified orders must be prepaid. Rates for the following:

10 WORDS OR LESS 50 CENTS 11-20 WORDS 75 CENTS 21-40 WORDS $1.00
41-60 WORDS $1.25 61-80 WORDS $1.50 81-100 WORDS $1.75

For classified ads in weekly issue containing more than 100 words, plus 5c per word above
100 words. Dealers may add edge for your classified ad will be held for following
time pending receipt of your check or cash.

Notice to holders of "Special" (48) Subscriber Classified Ads in each weekly issue containing
more than 100 words, plus 5c per word above 100 words. Each ad must include your firm name, address and telephone
number. All words over 40 will be charged to you at the regular rate of 5c per word. Please count words correctly.

CLASSIFIED DISPLAY—Rate 75c per
6x8 or 8x6 display. (Minimum $7.50)

ALL CLASSIFIED ADVERTISING CLOSURES WEDNESDAY NOON
at The Cash Box, East St. Paul Building,
New Yor, N. Y. T.

WANT

WANT—All types modern used pin games for re-sale. Write stating
lowest prices and quantity in first letter. CALL WILSON SHUFFLEBOARD CO., INC.,
NEW YORK, 250 W. 57th ST, NEW YORK, N. Y. Tel.: Circle 6-6551.

WANT—Used Juke box records. Also
cash registers and beer dispensers
or deals' stock. Call or write:
FIDELITY DIST., 1347 CROSBY AVE., BROOKLYN 61, N. Y. Tel.: Underhill 3-5761.

WANT—Used five ball flipper games.
Wants, quotes, best price. WEST-
ERN DISTRIBUTORS, 3126 EL-
LIOTT AVE., SEATTLE 1, WASH.

WANT—Free play one-ball flipper games
and new, good condition classrooms;
new, good condition; all balls; Keen
Super Bells. Must be in A-1 condition,
State quantity and lowest prices
first letter. ACTIVE AMUSEMENT CO., 103 N. MAIN ST., ANDERSON, S. C.

WANT—Jennings Silver Chiefs and Standard, 5c to 50c; Wurlitzer 1110, 15c each on arrival.
GOLDEN CAGE NOVELTY CO., 701 GOLDEN CAGE AVE., SAN FRANCISCO, CALIF.

WANT—All types of music machines.
Will pay cash for machines in
within a radius of 200 to 300 miles.
KORF'S DISTRIBUTING CO., 620 TENTH AVE., NEW YORK 19, N. Y. Tel.: CI 6-9393.

WANT—Any type used phonographs, especially Seeburg Classics, Vocans and
Envoys. Any condition. No parts
missing. Quote lowest price and condition. ACKERMAN CO., CARNEGIE AVENUE, CLEVELAND 5, OHIO.

WANT—All types Phonograph Motors,
Adaptors, Wall Boxes, Speakers, Coin Operated Machines, Changers, etc. ST. THOMAS COIN
SALES, LTD., ST. THOMAS, ONTARIO, CANADA. Tel.: 2645.

WANT—We buy for cash all kinds of arcade equipment, any type. Also all kinds of Skex Ball alleys. We
also buy broadcasting machinery, AUTO
ROMP DISTRIBUTORS, 2956 W. 22nd ST., BROOKLYN 24, N. Y.

WANT—The used records from your
boxes. We buy steadily all year round.
Top prices paid. Call to
GORDON'S LAST DISTRIBUTOR
of Used Records. We pay freight.
WILL PAY 25%. WRITE: GORDON'S
CHANGE, Anthony "Tony" Gal-
nano, 4142 W. ARMITAGE AVE.,
CHICAGO 39, ILL. Tel.: Dickens 7062.

WANT—5 Ball F.P. original Flipper
games and new game closeouts;
slots, all makes and models; KEEBEY
Originals; 4600, also Arcade and
Amusement machines. Must be in perfect shape, and priced for resale. Will pick up within
a radius of 500 miles. DAVE LOWY & CO., 294 N. 30TH ST., NEW YORK, N. Y. Tel.: CH 5-1100.

WANT—Your need or surplus records.
We buy all year round and pay top prices. No trades or restrictions. No lot too large or too small. We also
have closeout inventories complete.
BOYCE AMUSEMENT CO., 511 E.
PROVIDENCE, R. I.

WANT—"Monroe Wants To Buy,"
1946-1947 phonographs and
baseball units. Late model Wall
Rove and Wurlitzer phonographs,
and also War Models only. Late Model 5 Ball
Games, Original Factory Flippas,
MONEY COIN MACHINE DISTRIBUTORS INC., 2323 CHERRY ST., CLEVELAND, OHIO. PHONE: Sipher 4600.

WANT—Phonographs, all models;
Roll Downs; Pin Games; Cigarette
machines. WEST SIDE DISTRIBUT-
ORS, 385 WENTWORTH AVE., N. Y. C. Tel.: Circle 6-8648.

FREE
CLASSIFIED ADVERTISING ON SPECIAL SUBSCRIPTION DEAL TO THE CASH BOX
You can run a 40-word Classified Ad Free each week. (worth $3.20) plus subscription on the front of the following:
THE CASH BOX
SALES—1 48 Aireon Coronet, brand new $325, 1/3 deposit, balance
15 months. F. O. B. ORANGE FREE
SALES, INC., 881 MAIN ST., BUF-
FALO 3, N. Y., or phone LI 9160.

FOR SALE—Packed to go, checked and cleaned for location, Auto Roll (Advance Roll Conv.)
$89.50; Hy-Roll $125; Bingle a-Roll $250; Bottles & Spares $850; Sportsman Roll $93.50; Goalee $125; Hot Roll $125.
NATIONAL NOVELTY CO., 179 E.
MERRICK ROAD, MERR-
ICK, L. I. N. Y.

Please mention THE CASH BOX when answering ads—it proves you're a real coin machine man!
SALE—Beest Used Mills Slots in the South. We also refinish and rebuild Mills Slot Parts and Slot Machine rebuildling. Mills Slot parts and slot machine rebuilding. Mills Slot parts and new location amplifiers, lot for $450, or will trade for late on each machine. BALL DISTRIBUTING CO., 286 N.W. 29th ST., MIAMI, FLA.


SALE—Closeout special for quick sale! Wurlitzer 1015's, like new, condition. Includes local $35.00 ea. COAST SEABOARD DISTRIBUTORS, Inc., 115 E. LEXINGTON AVENUE, NEWARK, N. J. Tel.: Biclow 3-3524.

SALE—7 Fliben Mirred Music units, complete, very good working condition, looks like new, $325.00 ea. Wurlitzer DISTRIBUTING CO., 54 NEWARK, WAYNE COUNTY, NEW JERSEY. 

SALE—Post-war reconditioned music: 5 Wurlitzer 1015 (2,000,000 series) $310; 6 post-war Seeburg Wall-O-Matics, wireless and 92 in. Wall-O-Matics $25.90 ea.; 2 Wurlitzer 1017 Hideaways $295; 1 Packard 1200 Speaker $20. Add $5 crating each machine. 1/3 deposit, balance C.O.D. MASON DISTRIBUTING COMPANY, 602 TENTH AVE., NEW YORK, N. Y. Tel.: Plan 7-2100.

SALE—New Black Cherry and Golden Falls Case Assemblies for $30 each. Each Assembly consists of Castings, Wood Case, Club Handle Drum Proofing, Award Card, Jack Pint Glass, etc., completely assembled and packed in individual containers. Write us for list of prices on new, used and rebuilt slots. WOLF MUSIC CO., 3015 W. MAIN ST., OTTAWA, ILL. Tel.: 1312.

SALE—Attention: Operators. Phone, write or wire. We have all types A-1 Bell equipment. Lowest prices. New and rebuilt. Placed with national dealers. C. HODGES SALES CO., BOX 21, NORTH WILKESBORO, N. C. Tel.: 769.

SALE—25 Super De-Luxe Aircons, new coin conversion on door, new parts, new keys, new decided mechanism, dies repaired. These machines perform and appear in better condition than when originally shipped from the factory. $199.50 ea. Lots of 5—$184.50 ea. 1/3 deposit, balance C.O.D. Write or wire ALFRED SALES, INC., 831 MAIN ST., BUFFALO 3, N. Y., or phone LI 9106.

SALE—Aireon Blonde Bombshells and Fiestas, latest mechanizes and all improvements. Machines almost like new. $299.50 ea. Lots of 5—$284.50 ea. 1/3 deposit, balance C.O.D. Write or wire ALFRED SALES, INC., 831 MAIN ST., BUFFALO 3, N. Y., or phone LI 9106.

SALE—Bermuda Rd. $75; Melody Rd. $75; Cover Girl Rd. $80; Tropicana Rd. $50; Singapore Rd. $45; Hawaii Rd. $40; Advance Roll $50; Nevada $25. ACE HAWK SKILL GAMES CO., 67 SWAGGERTY ROAD, SCHE- NECTADY 2, N. Y.

SALE—10 assorted Ray Guns: Sheik, The Bear, Jack, Chutes, Tall Gunner, Tokyo. Best offer takes one or all at price of $20. Write, phone: GATEWAY AMUSE- MENT CO., 740 No. 5th AVENUE, ROCHESTER, N. Y., ID: 1764-4 or 4040 W.

SALE—Chicago Coin Rebound Shuttleboard like new $200; Carnival pin $125; Jennings 10c Standard Club $80; Seeburg Classic $75; Mills Empress $50; Carousel pin $25; Seabury $50. ACE Draw Bells $250. AUTOMATIC MUSIC CO., 703 MAIN STREET, BRIDGEPORT, Ct. Tel. 760.

SALE—Attention: Arinde and American Pin manufacturers: We will buy 5 Pitch 'Em & Bat 'Em $235 ea.; 4 Chicago Used Games. Nevada $35; Machines just off location and in perfect condition, have last series, and a lot of wall down in the East. DAVE LOWY & COMPANY, 500 TENTH AVE., NEW YORK, N. Y. Tel.: CH 1-4100.

SALE—Aircon Blonde Bombshells and Fiestas, latest mechanizes and all improvements. Machines almost like new. $299.50 ea. Lots of 5—$284.50 ea. 1/3 deposit, balance C.O.D. Write or wire ALFRED SALES, INC., 831 MAIN ST., BUFFALO 3, N. Y., or phone LI 9106.


SALE—New Games: Super Hockey; Sharpshooter; Three Feathers; Used Games: Nevada $35; Major League Baseball $65; Trade Winds, $65; Puddin' Head $125. JOHNTHAN HAWES 15413 W. WASHINGTON BLVD., LOS ANGELES 7, CAL.
### 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 report, 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—giving the lowest price 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. 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 and the Blue Book 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, which quotation exactly as it is, is drawn upon 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**

### Phonographs

<table>
<thead>
<tr>
<th>Name</th>
<th>Price 1</th>
<th>Price 2</th>
</tr>
</thead>
<tbody>
<tr>
<td>Symphony</td>
<td>50.00</td>
<td>65.00</td>
</tr>
<tr>
<td>Classic</td>
<td>45.00</td>
<td>50.00</td>
</tr>
<tr>
<td>Classy Classic</td>
<td>55.00</td>
<td>60.00</td>
</tr>
<tr>
<td>Classic RC</td>
<td>50.00</td>
<td>55.00</td>
</tr>
<tr>
<td>Mayfair RC</td>
<td>40.00</td>
<td>45.00</td>
</tr>
<tr>
<td>Melody RC</td>
<td>25.00</td>
<td>30.00</td>
</tr>
<tr>
<td>Crown RC</td>
<td>25.00</td>
<td>30.00</td>
</tr>
<tr>
<td>Concert Grand</td>
<td>20.00</td>
<td>25.00</td>
</tr>
<tr>
<td>Colonel RC</td>
<td>15.00</td>
<td>20.00</td>
</tr>
<tr>
<td>Master RC</td>
<td>10.00</td>
<td>15.00</td>
</tr>
<tr>
<td>Cadet RC</td>
<td>5.00</td>
<td>10.00</td>
</tr>
</tbody>
</table>

### Seeburg (Cont.)

<table>
<thead>
<tr>
<th>Name</th>
<th>Price 1</th>
<th>Price 2</th>
</tr>
</thead>
<tbody>
<tr>
<td>Wallomatic 3 Wire</td>
<td>12.50</td>
<td>15.00</td>
</tr>
<tr>
<td>Power Supply</td>
<td>7.50</td>
<td>10.00</td>
</tr>
<tr>
<td>Wire</td>
<td>5.00</td>
<td>7.50</td>
</tr>
<tr>
<td>Wire Sticker</td>
<td>10.00</td>
<td>15.00</td>
</tr>
<tr>
<td>Wire Bracket</td>
<td>2.00</td>
<td>5.00</td>
</tr>
</tbody>
</table>

### Portable Sound Box

<table>
<thead>
<tr>
<th>Name</th>
<th>Price 1</th>
<th>Price 2</th>
</tr>
</thead>
<tbody>
<tr>
<td>Hideaway Model 400</td>
<td>150.00</td>
<td>175.00</td>
</tr>
<tr>
<td>Bar Bracket</td>
<td>5.00</td>
<td>10.00</td>
</tr>
<tr>
<td>Chestnut Adapter</td>
<td>25.00</td>
<td>35.00</td>
</tr>
<tr>
<td>Cedar Adapter</td>
<td>15.00</td>
<td>30.00</td>
</tr>
<tr>
<td>Maple Adapter</td>
<td>25.00</td>
<td>35.00</td>
</tr>
<tr>
<td>Elm Adapter</td>
<td>25.00</td>
<td>50.00</td>
</tr>
<tr>
<td>Pine Adapter</td>
<td>25.00</td>
<td>50.00</td>
</tr>
<tr>
<td>Beech Adapter</td>
<td>15.00</td>
<td>25.00</td>
</tr>
<tr>
<td>Ash Adapter</td>
<td>25.00</td>
<td>50.00</td>
</tr>
<tr>
<td>Walnut Adapter</td>
<td>25.00</td>
<td>50.00</td>
</tr>
<tr>
<td>Lily Adapter</td>
<td>15.00</td>
<td>25.00</td>
</tr>
<tr>
<td>Orchid Speaker</td>
<td>15.00</td>
<td>25.00</td>
</tr>
<tr>
<td>Iris Speaker</td>
<td>5.00</td>
<td>25.00</td>
</tr>
</tbody>
</table>

### Mills

<table>
<thead>
<tr>
<th>Name</th>
<th>Price 1</th>
<th>Price 2</th>
</tr>
</thead>
<tbody>
<tr>
<td>Zephyr</td>
<td>25.00</td>
<td>50.00</td>
</tr>
<tr>
<td>Dance Master</td>
<td>25.00</td>
<td>50.00</td>
</tr>
<tr>
<td>Deluxe Dance Master</td>
<td>45.00</td>
<td>50.00</td>
</tr>
<tr>
<td>Olive</td>
<td>50.00</td>
<td>75.00</td>
</tr>
<tr>
<td>Panorama</td>
<td>150.00</td>
<td>150.00</td>
</tr>
<tr>
<td>Throne of Music</td>
<td>45.00</td>
<td>75.00</td>
</tr>
<tr>
<td>Empress</td>
<td>50.00</td>
<td>75.00</td>
</tr>
<tr>
<td>Panorama Adapter</td>
<td>8.50</td>
<td>15.00</td>
</tr>
<tr>
<td>Panorama 70 Wall Box</td>
<td>8.50</td>
<td>15.00</td>
</tr>
<tr>
<td>Speaker</td>
<td>10.00</td>
<td>25.00</td>
</tr>
<tr>
<td>Panorama (Con.)</td>
<td>100.00</td>
<td>125.00</td>
</tr>
<tr>
<td>For Panorama, etc.</td>
<td>125.00</td>
<td>150.00</td>
</tr>
<tr>
<td>Constellation</td>
<td>325.00</td>
<td>350.00</td>
</tr>
</tbody>
</table>

### AMI

<table>
<thead>
<tr>
<th>Name</th>
<th>Price 1</th>
<th>Price 2</th>
</tr>
</thead>
<tbody>
<tr>
<td>Hi-Boy (302)</td>
<td>75.00</td>
<td>95.00</td>
</tr>
<tr>
<td>Wall Speakers (241)</td>
<td>35.00</td>
<td>50.00</td>
</tr>
<tr>
<td>Streamliner 5, 10, 25</td>
<td>25.00</td>
<td>50.00</td>
</tr>
<tr>
<td>Top Flight</td>
<td>25.00</td>
<td>50.00</td>
</tr>
<tr>
<td>Singing Towers (301)</td>
<td>45.00</td>
<td>75.00</td>
</tr>
<tr>
<td>Model A (46)</td>
<td>150.00</td>
<td>200.00</td>
</tr>
</tbody>
</table>

### Ricker

<table>
<thead>
<tr>
<th>Name</th>
<th>Price 1</th>
<th>Price 2</th>
</tr>
</thead>
<tbody>
<tr>
<td>Wall &amp; Box Bar S. &amp; D.</td>
<td>3.00</td>
<td>5.00</td>
</tr>
<tr>
<td>Wall &amp; Box Bar N. S.</td>
<td>12.50</td>
<td>17.50</td>
</tr>
</tbody>
</table>

### Aireon

<table>
<thead>
<tr>
<th>Name</th>
<th>Price 1</th>
<th>Price 2</th>
</tr>
</thead>
<tbody>
<tr>
<td>Super Deluxe (46)</td>
<td>250.00</td>
<td>250.00</td>
</tr>
<tr>
<td>Blonde Bomber</td>
<td>295.00</td>
<td>325.00</td>
</tr>
<tr>
<td>'47 Hideaway</td>
<td>100.00</td>
<td>125.00</td>
</tr>
<tr>
<td>'48 Coronet</td>
<td>200.00</td>
<td>225.00</td>
</tr>
<tr>
<td>Impressario Speaker</td>
<td>17.50</td>
<td>30.00</td>
</tr>
<tr>
<td>Melodeon Speaker</td>
<td>17.50</td>
<td>25.00</td>
</tr>
<tr>
<td>Calliope Speaker</td>
<td>22.50</td>
<td>45.00</td>
</tr>
</tbody>
</table>

### Copyright

© 1949. Reproduction or quotation not permitted.
UNITED'S

PINCH HITTER

TERRIFIC
BASEBALL ANIMATION

•

3 KICKER BUMPERS
with
EXTRA SCORE
FEATURES

•

REPLAY SCORING
POSSIBILITIES
EACH BALL

FIVE
BALL
NOVELTY
REPLAY

See Your Distributor

UNITED MANUFACTURING COMPANY,
3401 N. CALIFORNIA AVENUE, CHICAGO 18, ILLINOIS
More than seven solid months of steady production ... and still going strong ... Bally CITATION continues to smash all records. But the greatest record broken by CITATION is the sudden magical way it injected new life into the entire coin-machine industry ... bringing thousands of players back to pin-ball plungers to give operators and distributors the financial pick-up they needed. CITATION, with famous GUARANTEED ODDS feature, holds players by the hour. Odds either advance or remain as high as on previous coin. Without fear of losing favorable odds, players play 10, 12 or more coins per game for additional selections. For the fattest profits in one-ball history, get going with CITATION now. See your Bally distributor today.