"The inside story of the fabulous record business—with all-time favorite bands and singers at work—and an entertaining glimpse of great leaders in the hit parade... that’s the story behind the story of the recent March of Time film, produced by the editors of Time and Life, titled "Twentieth-Century Fox. The new film, "It's In The Groove," from the growing to the juke box, captures the hubbub of record making, as well as the charm and glamour that make this phase of show business one of the most interesting in the country. In telling the entertaining story from the early days when Edison was making cylindrical records to be played thru a tin horn, and when one of RCA Victor's big sellers was a monologist named Uncle Josh, the March of Time editors have packed their two-reeel picture with a gala array of talent. Thru "It's In The Groove" millions of theatre-goers throughout the nation will see the inside story of the phonograph recording business."
VISIT US AT THE N.A.M.M. CONVENTION, BOOTHS 107, 108

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RCA-VICTOR'S NO.1 GIRL SINGER
FRAN WARREN

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★ EXCLUSIVELY ON RCA-VICTOR RECORDS ★ PERSONAL MANAGEMENT—BARBARA BELLE ★ DIRECTION—WM. MORRIS AGENCY
Talking It Over

And still another organization of juke box operators is coming into being.

Just a few weeks ago we reported that the ops of the State of Connecticut had been organized into a state-wide group because of the success being enjoyed by the New Haven operators.

This state-wide organization is now well under way with its leaders working hard to get everyone of the state's ops to join.

Now comes news from Michael Malkin of Fayetteville, N. C., who has just been named Secretary-Treasurer for the juke box ops of the states of North and South Carolina. Mike reports that the ops in both these states are much enthused over their new organization. All foresee better times ahead because of the cooperation which each op is willing to extend to the other for their mutual future better welfare.

In the past torrid weeks these ops have met three times and a large meet has just been under way in Florence, S. C. as the officers travel from city to city in the Carolinas to meet with local groups of ops, and as other interested ops come along to tell the story of what cooperation can do for them, this new two-state organization grows stronger and stronger, and will mean that North and South Carolina will be a solid base for growth as well as for future sales for this industry.

It is interesting to note, therefore, that the very first paragraph in the hurriedly composed "policy" of the new "Carolina Music Operators Association" reads:

"(1) An association of music operators formed for the purpose of helping one another and cooperating in endeavors mutually beneficial to all operators in the States of North and South Carolina."

Certainly no better wordage nor no better thought could have been extended than what is contained in what Mike Malkin calls, "a copy of the few general policies that we have formed to date and which we intend to follow."

He also writes me personally, "I know that for quite sometime you have been favoring such organizations and I do hope that you will look with favor on North and South Carolina."

My answer to Mike Malkin is contained herein for all to read.

I believe that the formation of such organizations is one of the better moves for the general welfare of all concerned with this field and that the operators of North and South Carolina have now made the finest advance forward step that they could ever make to assure themselves, thru close, untinted and sincere cooperation, to continue to enjoy profits, continue to grow greater and stronger, and therefore benefit this entire industry by being a strong organization, financially and otherwise.

It is not completely agreed that the operator must be financially healthy for all in this industry to be healthy. The Carolinas are now on the way to good health.

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The Cash Box has been recognized by various associations of coin machine operators throughout the United States as their official weekly magazine.

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

MOA’s First National Meeting Nov. 7, 8, 9, in Chicago Wins Support of Members Assns and Juke Box Leaders. Display Booths Already Being Called for With Music Leaders Awaiting Show

Warmer support than was even anticipated has been forthcoming for the first national meeting to be held by the nation’s local and state music associations, which also includes a very large number of independent juke box ops where no associations are as yet in existence, sponsored by MOA (Music Operators of America) and to be held in Chicago, November 7, 8 and 9, with the probable site of this first big national meet to be the Stevens Hotel in that city.

It is interesting to note, just as The Cash Box pointed out sometime ago, that the juke box operators, and all connected with them in the automatic music industry, have now, within the framework of MOA (Music Operators of America), come together to hold their first national meeting.

It is a well known fact that the nation’s music ops have been, and a great many still are, engaged in various other divisions of the field. There are those who operate cigarette machines and other automatic merchandisers, as well as many who continue to operate amusement games of all kinds, as well as penny arcades and also have merchandise outlets, such as record stores, record wholesaling organizations, and so forth.

Now, for the very first time in the history of the nation’s automatic music industry, a special national meeting has been called by the organization that was created in the suite of The Cash Box at the Bismarck Hotel during the 1948 convention and which, after this meeting, elected George A. Miller, president of the California Music Operators Assn., Oakland, Calif., its first National Chairman.

Since that time MOA has moved fast. It has created various committees which have worked for the benefit of the automatic music operator. It came into being as the one national organization to hold together all local music organizations and to work against any negative legislation which might come into being on a national scale.

Even independent juke box ops, in territories where no organizations as yet exist, asked MOA to allow them to become mem-
bers. The organization has continued to grow with leaps and bounds. Local and state organizations have joined under the MOA banner. These are now extremely proud that there is such an association in being which will watch the national picture for them where they, themselves, are individually impotent in such a situation.

This publication recalls being at hearings in Washington where only seven men showed up to defend one of the most drastic measures ever brought up before the Congress to force this industry to pay tribute. Today there is no doubt that such a bill would call into being a lot more than seven interested parties.

These seven men faced a tremendously impressive staff of noted lawyers. It was the terrific effort of Sidney H. Levine, attorney for the Automatic Music Operators Assn. of New York, and leading juke box manufacturers that withheld the passage of this bill.

It is stimulating and thrilling to learn of this warm reaction and acceptance to the country’s first meeting of juke box operators. It is well to realize that after all these years the field has opened wide for this division of the industry (the most outstanding for many years) to hold its own meetings and to call attention to the fact that it is most definitely a solid and substantial division of the nation’s coin operated entertainment business.

Manufacturers of automatic music equipment, suppliers, publishers, artists, orchestras, many others are already advising MOA that they wish to have display space at this first annual meeting of the nation’s juke box ops.

It is generally believed among members of MOA that this will prove one of the biggest and most important meetings.
GREETINGS TO NAMM! VISIT M-G-M RECORDS BOOTH 106 MANHATTAN CENTER

THE NATION'S TOP TEN JUKE BOX TUNES

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A NEW SHADE OF BLUES BILLY ECKSTINE
NIGHT AFTER NIGHT M-G-M 10422

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MISSISSIPPI FLYER and his Orchestra M-G-M 10569

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HAVIN' A WONDERFUL WISH and his Orchestra M-G-M 10454

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PAPA'S JUMPIN' M-G-M 10459

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CA-57-636—Joe Stafford
CA-57-376—Gordon MacRae
CO-38448—Frank Sinatra
DE-24687—Al Jolson

RIDE'S IN THE SKY
CA-57-656—Peggy Lee
CA-57-40164—Peggy Lee
CO-38448—Frank Sinatra
DE-24687—Al Jolson

BABY, IT'S COLD OUTSIDE
CA-57-567—Whitney-Mercer
CO-38448—Shirley End, Jini S, Fitzgerald, Jordan
DE-24687—Peggy Lee

AGAIN
CA-57-62—Mel Torme
CO-38448—Oscar Day
DE-24687—Peggy Lee

I DON'T SEE ME IN YOUR EYES
CA-15462—Jan Garber O.
CA-15383—Buddy Clark
DE-24376—The Stardusters

BALI HA'I
CA-57-63—Paul Weston O.
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CO-38448—Frank Sinatra
DE-24687—Peggy Lee

THE HUCKLEBUCK
CA-57-576—Benny Goodman O.
CA-57-700—Big Six Andrews
CO-38448—Frank Sinatra
DE-45899—Red Norvill, Mantell, Marti, Maynard
HT-872—Coby Culloway O.

FOREVER AND EVER
CA-13368—Margaret Whiting
CO-38448—Diamond Shore
DE-24549—Russ Morgan O.

"A"—YOU'RE ADORABLE
CA-13593—Jo Stafford-Gordon MacRae O.
CO-38448—Tony Pastore O.
DE-24549—Larry Fones O.

A WONDERFUL GUY
CA-57-57—Margaret Whiting
CA-57-596—Margaret Whiting
CO-38448—Diamond Shore

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“I’LL KEEP THE LOVELIGHT BURNING”
(IN MY HEART)

Recorded by:

DICK HAYMES with GORDON JENKINS ORK.
PATTI PAGE with BENJAMIN & WEISS
BILL LAWRENCE
JERRY WAYNE
VERA LYNNE - SAM BROWNE
DERRY FALLIGANT
RAY ANTHONY
ALAN DALE
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LAUREL MUSIC Corporation
1619 BROADWAY • NEW YORK 19, N.Y.
PATRICIA COLLIER-Record Promotion

Please mention THE CASH BOX when answering ads—it proves you’re a real coin machine man!
"Part Time Sweetheart" (2.51)

"Bewitched" (2.53)

CHUCK CABOT ORCH. (Atomic 1002)

- Ditty loaded with coin culling potential is this musical item titled "Part Time Sweetheart," offered here by the Chuck Cabot orch. It's a mellow piece of music that makes for wonderful listening pleasure. Vocal refrain on the side by Dick Baldwin is smooth throughout, and goes a long way toward making the side a hot phonograph item. Merry temper of the tune, added to the comedy and inviting lyrics, should win wide praise with juke box fans. On the flip with "Bewitched," Dick bounces back again to render a pleasing ballad. Ork background music is tops on both sides. "Part Time Sweetheart" is the side to ride with.

"Have A Heart" (2.35)

"Dime A Dozen" (2.35)

LAWRENCE WELK ORCH. (Mercury 3512)

- The light musical patterns of the Lawrence Welk orch are shown to excellent light here with this recording of "Have A Heart" and "Dime A Dozen." Altho the platter won't stop traffic, it should boom juke box play and satisfy the large body of fans Welk has. Top deck is done up in bounce fashion, with a gal vocal shining brightly. Band chorus in the background adds to the winning effect offered here. The flip, with Bob "Tex" Crenner at the mike, rolls along moderately, and shows as a fair light romance tune. Music ops who have the spots might take a look-see in this direction.

"Homework" (2.40)

"Let's Take An Old Fashioned Walk" (2.51)

THE PEPPERETTES—HORACE HEIDT ORCH.

- Pair of tunes that might be used as filler items are these done up by the Pepperettes and the Horace Heidt orch. Wax, tagged "Homework" and "Let's Take An Old Fashioned Walk," from the "Miss Liberty" click, is just fair as it stands. Vocal harmony by the girls shouldn't cause any excitement. Spot vocal on the flip by Harold Parr is effective as is the maestro's instrumental work on the pair. Wax is there for the asking—music ops take it from here.

"Dance Of The Hours" (2.48)

"None But The Lonely Heart" (2.53)

SPIKE JONES ORCH. (RCA Victor 20-3516)

- You'll just have to laugh yourself silly once you hear these sides. It's Spike Jones and his crew, offering a pair of the weirdest sides we've ever had the pleasure of hearing. Top deck, "Dance Of The Hours," is a zany account of the famed Indianapolis Speedway races. The flip keeps you rolling, as the gang get together to gat up a "John's Other Wife" routine. Both sides are loaded with mirth and merriment, and should find a tremendous listening audience. Ops should get with this duo.

"You're Breaking My Heart" (2.50)

"Song Of Surrender" (2.58)

BUDDY CLARK

(Columbia 38546)

- Balladress Buddy Clark steps into the vocal limelight with a song that is already breaking wide open at the seams. This rendition of "You're Breaking My Heart" should prove to be a real hot one, and have juke box fans humming and singing the melody in no time at all. Buddy's sincere vocal effort on the side is another feather in his cap for turning out top-notch recordings. The song, based upon an Italian folk tune, rolls along in moderate tempo, and has Buddy delivering a wonderful vocal spot. Orchestral background music furnished by maestro Harry Simmerman, in addition to a choir chorusing the lyrics in Italian, all go toward making this platter a winner. On the other end with "Song Of Surrender," Buddy renders a very dramatic piece to keep the wax in the somber, romantic vein. Ditty is slowly set, with Buddy and the vocal choir once again displaying exceptional vocal fineness throughout out the waxing. Music ops can't miss with the top deck, "You're Breaking My Heart."

"Give Me A Little Kiss, Will Yo' Huh?" (2.52)

"Cecilia" (2.58)

ROBERT CLARY

(Capitol 57-702)

- First Capitol waxing from Frenchman Robert Clary beckons some heavy coin play from this corner. Clary's husky pipes wrack the refrain of "Give Me A Little Kiss, Will Ya' Huh?" in top notch manner, with the fond jazz intonation ringing true throughout. Vocal phrasing by Clary adds to the wax incentive immensely. The flip has Bob offering another oldie in "Cecilia," with the platter echoing brightly. Both sides of this bit of wax should do well in the boxes.

"Son" (2.52)

"Listen To The Mockingbird" (2.58)

BROTHER BONES

(Tempo 698)

- More wax by Brother Bones, with the fond metre of "Son" and "Listen To The Mockingbird" winging ops' way. Both tunes should be fairly well familiar to music ops since they have been coin-winners thru the years. Top deck, with Brother Bones rattling in mellow style in addition to a whistle spot, is currently being revived. This rendition should add to the popularity of the song. The flip shows Bones back again with a fairly novel rendition of this ever-lovin' oldie. Top deck gets the edge here.

"Crackerjack Polka" (2.41)

"Maybe" (2.35)

BAILEY BROTHERS

(Merion 300)

- Pair of sides music ops may care to use as filler material are these done up by The Bailey Brothers. Title, "Crackerjack Polka" and "Maybe," the team display some fair instrumental flavor in this wax offering. It's a hammer organ and rattle of the bongos that holds the balance on this pair. Top deck is wrapped up in the title, while the flip is the old standard. Ops who have the room on their machines might take a look-see.

"Good-Bye" (2.25)

"Everything Depends On Me" (2.40)

JOHNNY HARTMAN

(Mercury 8149)

- Vocal pleasure by balladeer Johnny Hartman, and the set-up of the beautiful "Good-Bye" in the offering for music fans. The tune, the familiar Benny Goodman pattern, gets an excellent hit of treatment by Johnny, whose strong and powerful vocal tones handle the lyrics in admirable vocal style. Ditty is a minor key item, rendered in slow, dramatic tempo. The flip, "Everything Depends On Me" receives equally brilliant treatment by Johnny, with the tender romance lyrics ringing true. Top deck is a winner.

"That Wonderful Girl Of Mine" (2.48)

"Scalawag" (2.39)

IRVING FIELDS TRIO

(RCA Victor 20-3493)

- Music styled in the light, polite manner of the Irving Fields Trio is shown in excellent manner on this coupling of "That Wonderful Girl Of Mine" and "Scalawag." Both sides feature the moderated piano fashions of maestro Fields, with Ralph Young and his vocal trio handling the lyrics. Top deck is a slowly set piece that makes for wonderful listening, while the flip picks up in tempo. Music ops with those quiet dining locations should do well with this pair.

"Tell Me Why" (2.48)

"Maybe It's Because" (2.45)

EDDY HOWARD ORCH.

(Mercury 5314)

- Pair of fresh sides by the Eddy Howard orch, with some sure-fire material looming at music ops in this coupling of "Tell Me Why" and "Maybe It's Because." Both ends of this platter are blue-ribbon winners, and should have phono fans digging for silver in no time at all. Top deck, with Eddy and the vocal trio spoming softly, is a melodic ballad that should score widely. Infectious vocal style of the maestro, in addition to the comely music, makes the tune itself, makes this bit top drawer material. The flip, "Maybe It's Because," is another tune that should step out and go. Eddy's rendition of this song should buoy the popularity of the tune immensely. Music ops can safely order this platter by the boxful.
Vaughn’s new "SILVER LINING" album!

It’s here now—Vaughn’s album of 6 great standards from the smash movie! All available as singles too!

VAUGHN MONROE

Look For The Silver Lining
And A Kiss In The Dark
Who
Shine On Harvest Moon
Time On My Hands

AND Avalon

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RCA Victor 20-3489 (47-2948*)
RCA Victor Album P-246 (WP-246*)

Latest "SQUARE DANCES" album!

Cash in on square dancing!
New album by the King of Western Swing! Styled for the current square dance craze!
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Flop-Eared Mule
AND Wagonner
RCA Victor 21-0080 (48-0077 *)

Wake Up, Susan
AND The Eighth of January
RCA Victor 21-0081 (48-0078 *)

6/8 To The Barn
AND Ida Red
RCA Victor 21-0082 (48-0079 *)
RCA Victor album P-249 (WP-249 *)

The stars who make the hits are on...

RCA VICTOR RECORDS

Please mention THE CASH BOX when answering ads—it proves you’re a real coin machine man!
“Five Foot Two, Eyes Of Blue” (2:50)

“For Mari-Yootch” (3:53)

LOUIS PRIMA ORCH. (RCA Victor 20-3494)

• Pair of cute novelty sides that might go are these done up by master Louis Prima. Altoa little note on the top deck, “Five Foot Two, Eyes Of Blue,” Louis’ zany rendtion of this current pop winner might be enough to bome jive box play on the song. Split vocal work by the Louis, chip Keeley Smith and The Gooeers is there for the asking. The flip, “For Mari-Yootch,” has Louis at his novel best, offering a mellow bounce ditty that makes for wondertul listening pleasure. The flip rates ops’ listening time.

“Who Do You Know In Heaven” (2:14)

“You’re Breaking My Heart” (3:20)

THE INK SPOTS (Decca 24893)

• Long missing from the phono spotlight as a name attraction, the Ink Spots come up with a pair here that might click. Top deck, “Who Do You Know In Heaven,” is a slightly sweet number, with Bill Kenny holding down the solo tenor spot. The flip spills in much the same manner, aho “You’re Breaking My Heart” seems to be better suited for the group. The usual Ink Spots performance seems to be tiresome at this stage, with Kenny’s spot and the regular bass vocal a wee bit weary. Bright spot of the disk is the orchestral work in the background which gives the disk a much-needed lift. Ops might listen in.

“Through A Long And Sleepless Night” (3:13)

“I’m Yours” (3:15)

DINAH SHORE (Columbia 38539)

• Music ops can bet their boots on this one! Certainly one of the most impressive recordings ever recorded by Dinah Shore, this rendition of “Through A Long And Sleepless Night” seems destined to create a sensational stir in the music biz. It’s a slowly set, dramatic item, with Dinah and a vocal choir chunting superbly from start to finish. The tender, sentimentc al bino this bit makes you stop and listen—attentively. On the other end with “I’m Yours,” Dinah offers one of her best platters ever in this ever-lovin’ standard. Top deck is a must!

“Wanderbar” (2:47)

“Your For A Song” (2:51)

JUDY KANE and CHRIS O’BRIEN (Sel서is 601)

• Some fair wax for music ops to take a peak at are these sides rendered by Judy Kane and Chris O’Brien. Titled “Wanderbar” and “Your For A Song,” Judy and Chris display some excellent vocal tones on the wax to set the stage for some potential coin play. Top deck should be fairly well known to ops since it has been around for some time. It’s a lilting waltz, with some top-notch organ background music rounding out the side. The flip stays in the same vein and once again has the vocal combo offering their best. Top deck may catch on.

“Hollywood Square Dance” (2:10)

“Let’s Harmonize” (2:57)

VERA LYNN and ANNE SHELTON (London 463)

• Pair of tunes music ops may go for as fillers are these rendered by chirps Vera Lynn and Anne Shelton. “Hollywood Square Dance” and “Let’s Harmonize,” the gal’s do deliver some fair vocal work on the wax, which should satisfy their respective fans. Top deck is just what the title indicates, while the flip has the gal’s splitting vocal honors on a cute bit of music. Wax won’t stop traffic.

“Pagan Love Song” (2:40)

“Twilight” (3:04)

HERB JEFFRIES (Columbia 38538)

• Balladeer Herb Jeffries into the limelight, with “Pagan Love Song” and “Twilight” headed music ops. Both sides of this platter are very dramatically styled by Herb, with maestro Hugo Winterhalter lending the wax a terrific musical back-up. While the sides themselves are not strictly commercial, Herb’s many fans might take to them. Music ops who have the room on their machines might take a look-see in this direction.

“The Man With The Weird Beard” (2:40)

“Heap Big Smoke” (2:42)

ARTHUR GODFREY (Columbia 38537)

• The vocal personality of Arthur Godfre is shown in all its excellence on this novel coupling of “The Man With The Weird Beard” and “Heap Big Smoke.” Both decks are full of comedy routine by Arthur, with the Too Tri-Eo Trio joining in. Top deck is just what the title indicates, while the flip has a fairly cute Indian cut-out offered. Music ops familar with the widespread popularity of Godfrey would do well to listen in to this platter.

“Whispering Hope” (2:53)

“A Thought In My Heart” (2:55)

JO STAFFORD—GORDON MACRAE (Capitol 57-691)

• Another vocal duet by Jo Stafford and Gordon MacRae, and the spark of novelty waxing in this coupling of “Whispering Hope” and “A Thought In My Heart.” It’s the top deck we go for. The ditty, a real oldie from way back, is a standard church hymn handled in the most superb vocal manner by Jo and Gordon. The pipers deliver some wonderful two-part harmony on the side, as the tempo weaves in slow, tempting tones that satisfy. It’s relaxing music from start to finish—the kind you want to play time and again. On the flip with “A Thought In My Heart,” the vocal team bounce back with another comedy waxing in this light, romantic ditty. “Whispering Hope” should score heavily.

“Cross Town Trolley” (3:03)

“Just A Gigolo” (3:13)

LES BROWN ORCH. (Columbia 38536)

• Pair of fresh sides by maestro Les Brown, and the musical set-up of “Cross Town Trolley” and “Just A Gigolo” in the offing for music operators. Top deck, with chirps Betty Taylor and Ray Kellogg in the vocal spotlight, is a cute novelty with adequate lyrics weaving about the title. Tempo is merry throughout, with Betty and Ray turning in some fair vocal work on the side. The flip might prove to be a “sleeper.” It’s a great rendition of an equally great oldie, with Stumpy Brown offering a bit of cute vocal work on the side. Spots of hop in his vocal enhance the winning ways of the platter all the more. Ops should listen in.

The Cash Box, Music
Page 10
July 30, 1949
NEW YORK:

All eyes were on the NAMM (National Association of Music Merchants) Trade Show Convention as The Cash Box went to press this past week. Record manufacturers, distributors, dealers and music operators pointed to the show as the possible start of a "new era" in the disk business. There seemed to be no doubt in any individual's mind that there were many problems confronting the entire music industry that would have to come into discussion at the show. Of foremost importance was the question of arriving at some definite conclusion regarding to the three-speed system now in operation in the record business. While music operators themselves have not been affected by the use of 45s and 33 1/3 rpm's, many ops were anxious to know if the record companies plans blue as the continuance of 78 rpm shellac records were concerned. Of great importance to the independent record manufacturers is the confusion and the oft-discussed problem concerning the utter disregard by many record distributors of the "fair" of "bill". This situation gives much further, and has often resulted in what one record company exec stated was "nothing less than lunacy." At any rate it will certainly be wonderful to meet and visit with our many friends. See you at the show!

Record promotion man Milton Karle added an old account, Nellie Lutcher, to his fabulous stable of name accounts. ... Seems as if all New York is waiting for that great new show at the Paramount, headlining Tex Beneke and ballader Vic Damone ... Bob Buderer, well known in the disk business for years, has opened his own insurance business in the city, and can be reached by the above address. "The Swing" of their continued existence at 50 Court Street, Brooklyn, New York... Congrats to Johnny Desmond, MGM platter star, who takes over as featured singer on Don McNeill's Breakfast Club via ABC's Pacific, Chicago (duly)... Dale Newsom is the new girl singer with the Ray McKinley ork... Ella Fitzgerald has cut "A New Shade Of Blues," co-penned by Ruth Poli, whose "Those Things Money Can't Buy" is now the No. 1 tune in Australia. Latter ditty was a topper in the states two years ago.

CHICAGO:

The Andrews Sisters holding forth at the Chicago Theatre for two weeks ... Jack Fulton former "House Leader" at the Chicago Theatre heard Arthur Godfrey sign off the radio saying "See You All Tomorrow, Be The Good Lord Willing." Jack took the "Be The Good Lord Willing" and wrote a song around it, recorded so far on MGM by Jack Fulton and by Wayne King on Victor... Saxie Dowell of "Playmates" and "The Little Fishes" fame is now a promotion manager for Al Morgan. Saxie is passing out cigars. Morgan's record was so far on MGM number one seller in the Windy City... Jimmy Martin the distributor has formed his own record company, "Sharp Records," first pressing being "Ach Isabelle" and "Repous March" by Lee Monti's Two Tones... Arty Kay, disc jockey from WKIX, Lexington, Ky., in town for a few days, went back home with tape interviews of Pranke Laine and Vic Damone... Both Vic Damone and Evelyn Knight who were on the same show at the Chicago Theatre to hit N.Y., the same week only different spots, Vic going into the Paramount August 3rd and Evelyn August 5th at the Roxy... While Evelyn was here, she and disc jockey John McCormick were spinning discs together of "You're So Understanding"... Al Trace has what it takes to pack the Blackhawk, he's doing the biggest business they have had the year... Fran Warren in town visiting the disc jocks, her records from the Miss Liberty Store getting a big play... Hudson Rose reports "You're Breaking My Heart" by Vic Damone selling like hot cakes... Stan Jones writer of "Riders In The Sky" in town for personal appearance at Oriental Theatre.

LOS ANGELES:

Greeted from all the stay-at-homes to the lucky guys and gals attending the NAMM Convention in New York... The Cash Box contingent might keep a sober eye out for such local gentry as Leo Merner of Aladdin, Art Rupe of Specialty and Lou Chudi of Imperial... Joe Bihari of the Modern Biharis, just back from extensive biz and vacay tour, off once again on a swing around the Southern circuit—and strictly bis this time, see he... Joe into Sylvester Cross with folk singer Red Murrell saying howdy to Lee Gillette up at Capitol and understand Red's pleaing Irish back may be emanating soon from the Capitol label... Another talented folk singer to rate a nice deal of late, after a long period of working and waiting, is Terry Gilleyksen, signed by Decca to record some of his unusually good and original material along with some classics... Nice chat with Herb Lutz of Lutz Bros. publicity on gesh of music business and more of the same with Fred Styrker of Fairway etc. companies... Wally Brady basking over with his usual pitch, vinegar and effervescence while visiting Terminal, return from New York, where he stirred up much action on "Need You," which shouldn't make publisher Sylvester Cross or writer-record magnate Johnny Black unhappy... Understand Roberta Lee (Mrs. Brady), whose Sonora records are collector items, will soon be heard via the Tempo label and in the unique tradition of that firm, to be sure... Columbia designating August 17th to 19th (or 20th) Days for their Faron Young thru 'his L'disking of eight new arrangements of top standards such as "I'm Confessin'," "That Old Feeling," "When Your Lover Has Gone," "There's no law that says anybody can't write a song—and a good one—and now comes Larry Sloane, popular music columnist of the Hollywood Citizen-News with a cutie on the Moonlight label titled "Did Anyone Ever Tell You, Mrs. Murphy?" (or that's the way we heard it).

Please mention THE CASH BOX when answering ads—it proves you're a real coin machine man!
With the advent of the NAMM (National Association of Music Merchants) Annual Industrial Trade Show & Convention at hand, it has become increasingly clear to a majority of members of the phonograph recording industry that the present period is to play a most important one to all segments of the field. It is generally agreed that the industry is entering a new era. Events of the past year have more or less revolutionized the operation of the record business, and as a result, have placed upon individuals, problems which must be met.

The record industry today is all embracing. It means the music operator, the record dealer, the prominent music publisher, record distributor, disk jockey, and of course, the record manufacturer. Each and every individual plays an important role in bringing to the attention of a highly music conscious public, the best in the nations recorded entertainments. One record dealer receives a minute bit of Americana, and is also part and parcel of show business.

Three Speed Problem

Much has been said and written in recent weeks concerning many "disturbing" situations that currently exist in the record business. Disturbing is hardly the word for it. Each and every member of the industry knows that he is facing a most crucial period. Efforts by trade executives to put "their finger" on the bug in the business have been mildly apathetic. Of far more importance to the greatest number of the industry is the current problem of the "speeds."

Since the introduction of the RCA Victor 45 rpm record and player, and the Columbia 33-1/3 rpm long playing record, dealers, distributors and operators throughout the nation have found themselves in a plight never before imagined. Soon after the initial sales incline resulting from the introduction of the new records, dealers found themselves with overstocked inventories. Sales of records, officially listed by the platters at wholesale prices, came tumbling down. Sales reports from executives of both RCA Victor and Columbia indicated widespread consumer indifference to 78s and players, but, at the same time, it left the public bewildered. As one dealer recently stated, "It if so happens that you like Perry Como, Frank Sinatra and Bing Crosby, we gotta go out and spend a nice bit of change to hear music that would normally be neglected. We have been forced to spend our money, which was so helpful to the industry that we've gotta put the records on three different phonograph to hear them."

It is clear to many executives in the industry what must be accomplished. The leaders of major recording companies must get together and decide what course they will follow. Will the phonograph recording industry develop into a three-speed market or can the field better function by arriving at one speed? It is not for the betterment of the industry itself that these questions must be answered. Trade leaders must remember that in the long run, it is the public who derive the total entertainment value from their decisions.

Music Ops Stake In Business

What is the stake of the music operator in the record business? What is his association with the music dealer? How can they both join hands and get together for their mutual benefit?

While the music operator is not at this time directly affected by the record speed change in the field, it is generally known that he is very playing close attention to many changes being made in the business. It is the music operator that runs into thousands of dollars, and who will not granted a very perilizing factors in the industry. It has been estimated that record sales in the nation have been over 235,000,000 this coming year. The nation music operators have purchased forty and fifty million platters of this mark, accounting for more than twenty per cent of the business in the industry.

By joining with the music operator, discussing problems of mutual interest, the music dealer can effect better business standards. Dealers can promote sales of their "hot" records thru the use of the Juke box. One well Florida recently had picture posted in the location, telling music fans could purchase the hit recordings in use in the Juke box.

Another promotional effort on the part of the music operator and the music dealer, who are the very backbone of the record business, result in bringing about better business relations, taking a better standpoint in the field, and in the final analysis, higher and increased profits for all concerned. Dealers have long complained of what they termed "unfair" business practices. In many cases reputable dealers were not granted credit ratings, others had to pay freight charges to shipments, and still others were forced to put up with lack of service from their distributors. So, too, has the music operator been confronted with like problems. It must be recognized that the music operating business represents the one field that has not raised its "consumer price," while costs of business operation have continued to rise. True, records, by some companies have been boosted on the price tag, but the general price index of the industry is not entirely directed by Labor, maintenance and service, field, records, and general overhead expenses that are sky-high. The music operator is still without printed title strips, and many labels have yet to achieve this stage. These are basic problems confronting both the operator and the manufacturer which must be overcome by the record manufacturers.

This is the time to settle the existing differences between all factions in the record business. The question of what is going to happen to the record business must be dealt with now—when the industry's executives are together with their market.

Welcome to The NAMM Show

by Hugh W. Randall, President
National Association of Music Merchants

Every music merchant is doing himself, his business, and the public a service by attending this, the 48th Annual Music Industry Trade Show and Convention in New York, beginning July 25.

The Manhattan Center and spacious Hotel New Yorker houses every manufacturer item of musical merchandise, displayed by some 200 manufacturers and suppliers. Top-flight speakers have been engaged to speak on subjects of interest and importance at the Business Forums. No one can attend these sessions and come away—without taking from them new knowledge and ideas helpful in business management.

We all recognize the indirect values of attending the Trade Show and Convention. They are too numerous to mention. One of the most important, the mere opportunity of talking over your problems with other dealers—learning not only how to solve your own problems—but may save you many times the expense you invested to visit New York.

The Trade Show Committee of the NAMM has taken great care to insure you a pleasant stay. An attractive entertainment program awaits the ladies. The Opening Luncheon and Music Industry Banquet are other events you will long remember.

Welcome to New York. Combine business with pleasure. The NAMM and Music Industry extend their most hearty welcome.

NAMM Program

Sunday, July 24
10:00 a.m. Registration, Ballroom Foyer, 2nd Floor
2:00 p.m. NAMM Board of Directors Meeting—Parlor A. 3rd Floor

Monday, July 25
9:00 a.m. Exhibits Open
10:30 a.m. Press Conference, North Ballroom, 2nd Floor
12:45 noon Opening Luncheon, Grand Ballroom, 2nd Floor
3:00 p.m. Ladies Annual Tea and Entertainment, North Ballroom, 2nd Floor
6:00 p.m. Exhibits Close

Tuesday, July 26
9:00 a.m. Exhibits Open
9:30 a.m. Management Forum, Grand Ballroom, 2nd Floor
11:45 a.m. Marketing Forum, Grand Ballroom, 2nd Floor
11:45 a.m. Instrument Repair Workshop, North Ballroom, 2nd Floor
6:00 p.m. Exhibits Close

Wednesday, July 27
10:00 a.m. NAMM Annual Business Meeting, Grand Ballroom, 2nd Floor
1:00 p.m. Exhibits Open
9:00 p.m. Exhibits Close

Thursday, July 28
9:00 a.m. Exhibits Open
9:00 a.m. Trade Show Convention Forum, Grand Ballroom, 2nd Floor
11:00 a.m. Record and Television Forum, Grand Ballroom, 2nd Floor
12:00 noon NAMM Board of Directors Meeting—Panel Room, 3rd Floor
5:00 p.m. Exhibits Close
7:00 p.m. Music Industry Banquet, Grand Ballroom, The Waldorf-Astoria

NAMM Exhibitor's List

Name of Company
AERO NEEDLE COMPANY ... 23
ATLANTIC RECORDS, INC. ... 85
AIM INDUSTRIES, INC. ... 27
CAPITOL RECORDS, INC. ... 2
CARAVAN RECORDS, INC. ... 3
COLE, M. M. PUBLISHING CO. ... 81
CORAL RECORDS, INC. ... 103
COLUMBIA RECORDS, INC. ... 19, 20, 21
DANA MUSIC CO. ... 105
DECCA RECORDS, INC., Room 104
DUOTONE COMPANY, INC. ... 84
MARVIN J. FRANK ... 13
GOLDEN RECORDS ... 15
ISRAEL RECORDING CO., INC. ... 30
LONDON GRAMOPHONE CORP. ... 107, 108
MAGNOLIA RECORDS, INC. ... 89
MGM RECORDS, INC., Room 106
MELODEE RECORDS, INC. ... 18
MERCURY RECORD CORP. ... 96, 100—Rooms 968, 969
NEW YORK RECORD CORP. ... 18
PEERLESS ALBUM COMPANY ... 92
PERMC, INC. ... 94
RCA VICTOR RECORDS, DIV. Radio Corp. of America Mezzanines—Booth 1, Rms. 719, 720
RECORD GUIDE OF AMERICA, INC. ... 86
SAVOY-REGENT-BOP RECORDS, INC. ... 18
WEBSTER-CHICAGO CORP. ... 89
Room 703
**Martin Block**

**WNEW—New York, N. Y.**

1. YOU'RE BREAKING MY HEART (Vic Damone)
2. LET'S TAKE AN OLD FASHIONED WALK (Billie Holiday)
3. SOME ENCHANTED EVENING (Perry Como)
4. LOVER'S GOLD (Gordon MacRae)
5. FOUR WINDS AND THE SEVEN SEAS
6. THE LITTLE SONG (Frank Sinatra)
7. BABY, IT'S COLD OUTSIDE (D. Shire-B. Clark)
8. RIDERS IN THE SKY (Yvonne Monroe)
9. AGAIN (Vic Damone)
10. GEORGIA ON MY MIND (Frankie Laine)

**Ted Husing**

**WMGM—New York, N. Y.**

1. TWILIGHT (Sally Juniper)
2. BABY, IT'S COLD OUTSIDE (D. Shire-B. Clark)
3. IT'S A GREAT FEELING (Billie Holiday)
4. YOU CAN'T BUY HAPPINESS (Gordon Lombard)
5. GIVE US AN OLD FASHIONED WALK (Perry Como)
6. IT HAPPENS EVERY SPRING (Andy Williams)
7. SOMEBODY'S CAUGHT AN EYE (Faye Pierson)
8. RIDERS IN THE SKY (Peggy Lee)
9. AGAIN (Vic Damone)
10. EVERYWHERE YOU GO (Eddy Wollers)

**Jackson Lowe**

**WWDC—Washington, D. C.**

1. A KISS AND A ROSE (The Characters)
2. SOME ENCHANTED EVENING (Perry Como)
3. FOUR WINDS AND THE SEVEN SEAS (Vic Damone)
4. A WONDERFUL GUY (Frank Sinatra)
5. BALI HAI (Peggy Lee)
6. LOVER'S GOLD (Gordon MacRae)
7. BLACK COFFEE (Sophie Vaughan)
8. THERE'S DEAR (Ozzy Gilespie)
9. YOU'RE BREAKING MY HEART (Vic Damone)
10. BABY, IT'S COLD OUTSIDE (D. Shire-B. Clark)

**Ira Cook**

**KECA—Los Angeles, Calif.**

1. SOME ENCHANTED EVENING (Perry Como)
2. AGAIN (Gordon Jenkins)
3. BALI HAI (Frank Sinatra)
4. I DON'T SEE ME IN YOUR EYES ANYMORE (Mack Jaffers)
5. BABY, IT'S COLD OUTSIDE (Gordon Jenkins)
6. RIDERS IN THE SKY (Vic Damone)
7. THERES 'YES, YES' IN YOUR EYES (Bing Crosby)
8. HOMESTAY (Frank Warren)
9. DREAMS WITH A PENNY (Charles LeVere)

**Bernie Mack**

**WMAQ—Chicago, N. H.**

1. FOUR WINDS AND THE SEVEN SEAS (Mack Jaffers)
2. YOU'RE BREAKING MY HEART (Vic Damone)
3. I DON'T SEE ME IN YOUR EYES ANYMORE (Kitty Kallen)
4. DREAMY OLD NEW ENGLAND MOON (Vic Damone)
5. SOME ENCHANTED EVENING (Perry Como)
6. MY ONE AND ONLY HIGHLAND FLYING (Stafford-Gordon MacRae)
7. LADY OF SPAIN (Dick Dale)
8. FOUR WINDS AND THE SEVEN SEAS (Vic Damone)
9. BABY, IT'S COLD OUTSIDE (D. Shire-B. Clark)
10. FOREVER AND EVER (Perry Como)

**Norman Hall**

**WOWC—Davenport, Iowa.**

1. A WONDERFUL GUY (Morgan Witting)
2. RIDERS IN THE SKY (Vic Damone)
3. ROOM FULL OF ROSES (Sally Juniper)
4. CABARET DECO (Peggy Lee)
5. AGAIN (Bing Crosby)
6. THERE'S DEAR IN YOUR EYES (Vic Damone)
7. NEED YOU (Gordon Lombard)
8. FOUR WINDS AND THE SEVEN SEAS (Vic Damone)
9. BABY, IT'S COLD OUTSIDE (D. Shire-B. Clark)
10. FOREVER AND EVER (Perry Como)

**Hal Tate**

**WABC—Chicago, Ill.**

1. YOU'RE BREAKING MY HEART (Vic Damone)
2. A NEW SHADE OF BLUES (Billie Eckstine)
3. Jealous Heart (Artie Shaw)
4. TWENTY-FOUR HOURS OF SUNSHINE (Billie Eckstine)
5. RIDERS IN THE SKY (Vic Damone)
6. LONER' DAY (Lawrence Welk)
7. MY ROSETO (Vic Damone)
8. THERE'S DEAR IN YOUR EYES (Yvonne Monroe)
9. A WONDERFUL GUY (Peggy Lee)
10. BLUE ON THE BEND MILLING (Jack Fulton-Franklin McCormick)

**Willie & Roy**

**WHOM—New York, N. Y.**

1. TELL THE ORIOLES (The Orioles)
2. CLOSE YOUR EYES (Dorothy Lamour)
3. SO LONG (Barb Sacred)
4. CHALLENGE YOUR KISS (The Orioles)
5. BABY GET LOST (Billie Eckstine)
6. BECAUSE (Hank Lomax)
7. LOVER'S GOLD (Gordon MacRae)
8. AGAIN (Vic Damone)
9. I LOVE YOU (Johnny Hartman)
10. BLUE AND LONESOME (Memphis Slim)

**Bill Cook**

**WAAT—Newark, N. J.**

1. BY THE CANDLEGLOW (Lilly Smith)
2. I DON'T WANT YOUR MONEY (Honey)
3. RICKY'S BLUES (The Ravens)
4. CRYING (Billy Eckstine)
5. TROUBLE BLUES (Charles Brown)
6. AGAIN (Vic Damone)
7. YOU CAN'T MEAN IT (Dorothy Lamour)
8. DID YOU SEE JACOBIE HILL HARRIS HIT THE BALL (Billie Holiday)
9. SO LONG (Barbie Sacred)
10. I JUST FOUND OUT (The Coldwoods)

**Larry Doyle**

**KGA—Spokane, Wash.**

1. RIDERS IN THE SKY (Vic Damone)
2. SOME ENCHANTED EVENING (J. Stafford)
3. BABY, IT'S COLD OUTSIDE (Artie Shaw)
4. AGAIN (Gordon Jenkins)
5. A WONDERFUL GUY (Morgan Witting)
6. DON'T SEE ME IN YOUR EYES ANYMORE (Billie Holiday)
7. THE MUCKLEBRECK (Peggy Lee)
8. BALI HAI (Peggy Lee)
9. A ROOM FULL OF ROSES (Eddy Howard)

**Art King**

**WEEL—Boston, Mass.**

1. I LOOKED SO GOOD IN THAT WINDOW (Dizzy Talent)
2. SOME ENCHANTED EVENING (J. Denver)
3. IF I WERE YOU (Bill Harnell)
4. ONE MORE TIME (Minnie Mai)
5. DREAMY OLD NEW ENGLAND MOON (Vic Damone)
6. THE KING (Bobby Lewis)
7. DOWNTOWN SWEETHEART BALL (Ray Anthony)
8. YOU'RE BREAKING MY HEART (Vic Damone)
9. LOVE IS A BEAUTIFUL THING (Blue Barris)
10. A KISS AND A ROSE (The Characters)

**Eddie Gallacher**

**WTOF—Washington, D. C.**

1. SOME ENCHANTED EVENING (Gordon Jenkins)
2. FOREVER AND EVER (Billie Holiday)
3. A—YOU CAN'T TOUCH ME (Perry Como)
4. BABY, IT'S COLD OUTSIDE (Gordon Jenkins)
5. A ROOM FULL OF ROSES (Eddy Howard)
6. RIDERS IN THE SKY (Vic Damone)
7. BABY, IT'S COLD OUTSIDE (Billie Holiday)
8. A WONDERFUL GUY (Whitney-Hannah)
9. YOU'RE BREAKING MY HEART (Vic Damone)
10. MAYBE IT'S BECAUSE (Dick Haymes)

**Myron Barz**

**WDBQ—Chicago, Ill.**

1. WHO DO YOU KNOW IN HEAVEN (D. Jones)
2. YOU'RE BREAKING MY HEART (Vic Damone)
3. TING-A-LING (Harry Fain)
4. A ROOM FULL OF ROSES (Eddy Howard)
5. RIDERS IN THE SKY (Vic Damone)
6. A WONDERFUL GUY (Billie Holiday)
7. LET'S TAKE AN OLD FASHIONED WALK (Vic Damone)
8. FOUR WINDS AND THE SEVEN SEAS (Vic Damone)
9. A ONE AND ONLY HIGHLAND FLYING (Stafford-Gordon MacRae)
10. I LOVE YOU (Petti Page)

**Dave Miller**

**WAAT—Newark, N. J.**

1. SWISS LULLABY (Johnny Hartman)
2. THE LONGER WE'RE TOGETHER (Mack Jaffers)
3. LOVESICK BLUES (Jackie Wilson)
4. BLUES ON YOUR MIND (Eddy Howard)
5. SLIPPING AROUND (Floyd Thaxton)
6. RAINBOW (Ray Smith)
7. ONE GOLDEN CUP (Montana Slim)
8. TENNESSEE YODER POLKA (R. Alliance-R. Brit)
9. CARELESS LOVE (Leo Muni)
10. I'M THROWING RICE (Red Foley)

**Lee Donahue**

**WBBM—Birmingham, Ala.**

1. MY ONE AND ONLY HIGHLAND FLYING (Billie Eckstine)
2. AMARILLO (Joe Darrow)
3. OUT OF LOVE (Mills Bros.)
4. GEORGIA ON MY MIND (Frankie Laine)
5. HOMESTAY (Billie Holiday)
6. LAST NIGHT ON THE BACK FORCH (J. Land)
7. TAKE IT EASY, ARTHUR (Johnny Day)
8. SOUTHERN SCANDAL (Billie Holiday)
9. FOUR WINDS AND THE SEVEN SEAS (Vic Damone)
10. THAT OLD BLACK MAGIC (Ozzy Gilespie)

**Larry Gentile**

**WBK—Detroit, Mich.**

1. SOMEBODY ELSE (Billie Holiday)
2. MAYBE IT'S BECAUSE (Connee Haines)
3. BLUE MONDAY (Billie Holiday)
4. GEORGIA ON MY MIND (Frankie Laine)
5. IF I COULD BE WITH YOU (Dorothy Lamour)
6. SOME ENCHANTED EVENING (Billie Holiday)
7. THE MUCKLEBRECK (Peggy Lee)
8. AGAIN (Vic Damone)
9. I LOVE YOU (Johnny Hartman)
10. CRYING (Billie Eckstine)
The Cash Box, Music

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July 30, 1949

EVELYN KNIGHT

(Decca 24555)

"Be Goody Good Good To Me" (2:42)

"Don't Ever Marry For Money" (2:27)

* Chirp Evelyn Knight comes up with another great one in this sensational recording titled "Be Goody Good Good To Me." It's a song that is sure to start a chain reaction of top juke box play throughout the nation. Widely popular since a string of widespread successes with a bevy of song hits, Evelyn seems sure to attain her immense popularity via this platter. Ditty is a mellow up tempo item, offered in wonderful happy time. Evelyn's vocal spot on the side is top drawer material from start to finish. The gal has that lift in her pipes that makes you want to sing right along with her. Fond hand clap in the background, coupled with the harmony of the Four Hits and a Miss, and the orchestrated patterns of the Sonny Burke orchestra, all go toward making this platter the grade A piece of music it is. On the flip with another happy hit, Evelyn and the vocal combo keep the wax hot via another cute item in this side tagged "Don't Ever Marry For Money." Lyrics make for splendid listening pleasure, as does the entire recording. We're putting our money on the top deck—it rates a top spot in ops' machines!

DISK of the WEEK!

“Exclusively on DECCA RECORDS”

"It's What's In THE CASH BOX That Counts"
tempo's sales
are up
53.02%
for the first six months of
1949
over the first six months
of last year
and we want to thank
NAMM
for helping to make this possible
tempo record company of america
p.s. we thank you, too —
ben light
brother bones
kern & sloop
joe venuti
galla-rini
and all the rest of the tempo family

July
•
sloop
•
the
&
”keep
•
tenor
two
Hate

Music
year

bobby

Brown,
in
blues
machines
juke
Moaning
9
has
grab
blowin’
up
side,
sides
This
is
Johnny
Pair
of
hooker

Some instrumental wax by the Edgar Hayes ork, and the set-up of
”Blues At Dawn” in the offering for music operators. Done up in two
parts, the Hayes crew display their
musical wares in fair manner on both sides of this bit, to set the stage for
some potential coin play. Wax spots various members of the ork, while the
tempo spins slowly. Ops might listen in.

”Hold Me, Baby” (3:06)
”Rock & Roll” (2:22)
DOLES DICKENS & HIS QUINTET
(Decca 48110)

Pair of sides that music ops should
look into are these rendered by Doles
Dickens and his Quintet. Titled ”Hold
Me, Baby” and ”Rock & Roll,” the
group show some smart vocal and
instrumental work on both sides to
offer ops a money-maker. Top deck,
with Joe Gregory and ensemble
walking
the
current
hot
item
on
juke boxes throughout the land. This
rendition, offered with loads of gusto,
should win wide favor. The flip has
the maestro in the limelight, as the
combo
knock out a mellow up tempo
ditty, with the lyrics regarding
about the title. Both sides beckon coin play.

”Later For You” (2:40)
”Keep Cool” (2:36)
CHARLIE SINGLETON & BAND
(Apella 794)

Ops in the market for some
excellent instrumental sides are sure to
find it in this coupling by the Charlie
Singleton ork. Wax titled ”Later
For You” and ”Keep Cool” should
satisfy the many jump fans. Both
sides are mellow bits of music, with a
tenor sax leading the way through-
out. Ops should listen in—but pronto,

"It's What's In THE CASH BOX That Counts"
Ed Whitman Named Sales Manager For Rainbow-Derby

NEW YORK—Eddie Heller, president of Derby Records, Inc., this past week announced the appointment of Eddie Whitman as national sales manager for Rainbow & Derby Records.

Whitman comes to the Rainbow-Derby plattery from Elite Record Distributors, San Francisco, Calif. Well known throughout the record industry, Whitman has a long and thorough knowledge of the business.

Whitman is scheduled to assume his duties immediately, it was disclosed, and will shortly leave New York for a tour of the firm's distributors. With Whitman handling sales, Heller and Larry Newton, vice-president of the firm, will devote their time to artist and repertoire work.

Newton is also set to leave on a comprehensive tour of the nation.

Here's To A Great NAMM SHOW

Listen To SNUB MOSLEY'S LATEST HIT RECORD

"I'M A FOOL ABOUT MAMA"

and "CLAIRE"

Penguin Record # 0858

BRUELL LEAVES STAPLETON

CLEVELAND, O.—Ernest Bruell, for the past two years associated with Stapleton Industries and Animal Records, this past week announced his resignation from his post with the aforementioned recording company.

Bruell, president of the Lucky Music Corporation, will continue with his plattery and music publishing company. He disclosed plans for attending the NAMM convention in New York, and will also shortly make a nationwide trip covering record distributors, dealers and music operations. Bruell announced that his next Lucky release will shortly follow the NAMM convention.

Record Potential

In the interest of focusing attention on new talent, The Cash Box runs the following feature “Record Potential.” Artists appearing in this spot are deemed future potential recording stars, who merit the attention of the powers-that-be in the phonograph recording industry.

Dick Larkin started his career as a vocalist in 1944 as a band vocalist with the Clyde McCoy orchestra at the Stevens Hotel, Chicago. After spending approximately one-and-one-half years on the road and singing production numbers in the many shows, shows the band performed, Dick came back to Chicago and started doing club dates. In addition to night club work, Dick took part in many social affairs, conventions and the like. He sang at the Glass Hat and at the Edgewater Beach Hotel for more than six months, and was greeted with much enthusiasm there. While appearing at the Edgewater Beach Hotel in Chicago, Dick won a competitive audition for the recording spot on the television show, “Woman’s World.” The immediate reception given Dick landed the show a sponsor. Dick's vocal work is not his main forte. In addition to his singing career, he is in great demand as a commercial model for slide and motion pictures. Possessing a smooth vocal style, Dick has continually proved his popularity via his current work at radio station WINA, City. Dick Larkin may be contacted at WINA, Chicago.

Tell Me Why RYTVOC's Business Is So Good?

Everyone is asking... well, here's why...

Because of EDDY HOLLAND'S newest release "TELL ME WHY"

on MERCURY # 5314

NAMM—Welcome to New York

RYTVOC, INC. (Music Publishers) 1585 BROADWAY, N. Y. 19

MAURIE HARTMANN

DEANNA BARTLETT
U. S. Marines Honor Connie Haines

ST. LOUIS, MO.—Petite songstress Connie Haines is royally greeted in St. Louis by a U. S. Marine Corps reception committee. Later the Coral songbird received a special citation for rendering outstanding service for the morale of the U. S. Marine Corps. She was heard weekly on a transcribed NBC coast-to-coast radio series sponsored by that unit. Now recording exclusively for Coral, Connie is enjoying huge success with her smash dailings of "Maybe It's Because," "Hang On The Bell, Nellie" and "How It Lies."

London To Distribute "Jealous Heart"

CHICAGO, ILL. — Bill Putnam, president of Universal Records, Inc., this city, this past week disclosed that he had arranged a deal between his firm and London Records, calling for the latter to distribute the Universal hit recording by Al Morgan called "Jealous Heart." London will distribute the platter in territories not covered by Universal's distribution.

As a result of the success of the "Jealous Heart" recording, Morgan is reported to have been offered several recording deals with major platteries.

PEARL RECORDS Extends Greetings NAMM
Here's Our Latest HITS!

The Original
"FISHING SONG"
\# 0014
Backed by
"THE NEXT TIME"
by DOTTIE BARLOW

"BUSTER ASTOR" by PEARL SEVEN — $72

"HOW'S MY BABY TONIGHT" by LARRY VINCENT

PEARL RECORDS Box 229 COVINGTON, KY.

M-G-M RECORDS Welcomes The MUSIC MERCHANTS to the NAMM Convention

RADIO CORPORATION OF NEW YORK
527 W. 34 St., N. Y. • 579 Scotland Rd., Ormonde, N. J.

Exclusive M-G-M Distributors For New York & New Jersey

MANOR RECORDS
313 WEST 57th STREET, NYC

Lazar's No. 1 Hit!
"SOMEDAY" backed with "KAREN LYNN" by PAT BEST and Four Tunes

Manor 2195

(SEE YOU AT THE SHOW)

LIFE RECORDS
ANNOUNCING TWO NEW RELEASES
BE OUT SOON

ALL SMASH HITS
Distributors—Write or wire for samples

LIFE RECORD CO.
64 W. RANDOLPH ST., CHICAGO, ILL.
**SEPTEMBER IN THE RAIN**
George Shearing (MGM 10426)

**1 BABY GET LOST**
Dinah Washington (Mercury 8148)

**2 TROUBLE BLUES**
Charles Brown (Aladdin 3024)

**3 CRYING**
Billy Eckstine (MGM 10458)

**4 CLOSE YOUR EYES**
Herb Lance (Stittin' In 514)

**5 TELL ME SO**
The Orioles (Jubilee 5005)

**6 PENTHOUSE SERENADE**
Errol Garner (Savoy)

**7 BOP HOP**
Pee Wee Crayton (Modern)

**8 COME BACK, BABY**
Champion Jack DuPree (Apollo 407)

**9 MARDI GRAS**
Joe Lutcher (Modern 673)

**10 IN THE MIDDLE OF THE NIGHT**
Amos Milburn (Aladdin 3026)

**11 THERE IS SOMETHING MISSING**
Roy Milton (Specialty)

**12 I DON'T WANT YOUR MONEY, HONEY**
Franctic Fay Thomas (Exclusive 109X)

**13 SUNDAY MORNING BLUES**
Edgar Hayes (Deluxe)

**14 POT LUKKER**
Todd Rhodes (King 4287)

**15 TROUBLE BLUES**
Charles Brown (Aladdin 3024)

**16 DRINKIN' WINE SPO' DEE O' DEE**
Lionel Hampton (Decca 24642)

**17 CLOSE YOUR EYES**
Herb Lance (Stittin' In 514)

**18 LITTLE GIRL, DON'T CRY**
Bull Moose Jackson (King 4228)

**19 ONE MAN'S BLUES**
Annie Laurie (Deluxe)

**20 CLOSE YOUR EYES**
Herb Lance (Stittin' In 514)

**21 RIDING HIGH**
Roy Brown (Modern)

**22 DRINKIN' WINE SPO' DEE O' DEE**
Lionel Hampton (Decca 24642)

**23 EYES**
Lavender Coffee (Bull Moose Jackson)

**24 TROUBLE BLUES**
Charles Brown (Aladdin 3024)

**25 LITTLE GIRL, DON'T CRY**
Bull Moose Jackson (King 4228)

**26 BLUES**
Lance (Savoy)

**27 CRYING**
Billy Eckstine (MGM 10458)

**28 COME BACK, BABY**
Champion Jack DuPree (Apollo 407)

**29 BLACK PEPPER**
Eddie Davis (Sittin' In 520)

**30 MARDI GRAS**
Joe Lutcher (Modern 673)

**31 IN OTHER CITIES**

**SAN FRANCISCO, CALIF.**
1. It's Midnight (Little Willie)
2. Long John Blues (Dinah Washington)
3. Confession Blues (Meanin' Tri)
4. Smokin' With Spot (D. O.
5. Close Your Eyes (Herb Lance)
6. Peppin' Blues (Savoy)
7. Tell Me So (The Orioles)
8. O.K. & Lawman (Memphis Slim)
9. Little Girl, Don't Cry (Bull Moose Jackson)
10. In The Middle Of The Night (Amos Milburn)

**FORT WORTH, TEX.**
1. Trouble Blues (Charles Brown)
2. Confession Blues (Meanin' Tri)
3. Close Your Eyes (Herb Lance)
4. Pot Likker ( roy Milton)
5. Ain't Nobody's Business (Jimmy Witherspoon)
6. Cole'slou (Louis Jordan)
7. Come Back, Baby (Arm DuPree)
8. Honie Bogie (John Lee Hooker)
9. The Hucklebuck (Paul Williams)
10. Little Girl, Don't Cry (Bull Moose Jackson)

**CLEVELAND, O.**
1. Tell Me So (The Orioles)
2. Close Your Eyes (Herb Lance)
3. There Is Something Missing (Ray Milton)
4. The Hucklebuck (Paul Williams)
5. Come Back, Baby (Jack DuPree)
6. Empty Balloon Blues (Jimmy Esposito)
7. O. Duddy, (Thelma Cooper)
8. Confession Blues (Meanin' Tri)
9. Ain't Nobody's Business (Jimmy Witherspoon)

**DETROIT, MICH.**
1. Trouble Blues (Charles Brown)
2. Business (Herb Lance)
3. Close Your Eyes (Herb Lance)
4. That Something Missing (ray Milton)
5. Come Back, Baby (Jack DuPree)
6. Lavender Coffee (Bet Man Robinson)
7. I Cover The Waterfront (Herb Lance)
8. Ain't Nobody's Business (Jimmy Witherspoon)
9. California Hop (Big Jay McNeely)
10. Confession Blues (Meanin' Tri)

**ATLANTA, GA.**
1. Ridin' High (Roy Brown)
2. Peppin' Blues (Roy Brown)
3. Little Girl, Don't Cry (Bull Moose Jackson)
4. Pat Likker (Todd Rhodes)
5. Waitin' In Vain (Red Hunter)
6. I Found A New Dream (Lavoy Johnson)
7. I Don't Want Your Money, Money (The Oaks)
8. Trouble Blues (Charles Brown)
9. Ain't Nobody's Business (Jimmy Witherspoon)
10. The Hucklebuck (Paul Williams)

**IN OTHER CITIES**

**INDIANAPOLIS, IND.**
1. Tell Me So (The Orioles)
2. Hold Me, Baby (Amos Milburn)
3. Trouble Blues (Charles Brown)
4. In The Middle Of The Night (Amos Milburn)
5. I Didn't Like It The First Time (Jimmie Witherspoon)
6. Pot Likker (Todd Rhodes)
7. Because (Herb Lance)
8. Black Popper (Eddie Davis)
9. I Cover The Waterfront (Eddy Ryan)
10. Crying (Billy Eckstine)
DISTRIBUTORS—DEALERS—OPERATORS

Meet

ATLANTIC

RECORDS

At Booth 85
NAMM CONVENTION
FOR

HITS! HITS! HITS!

- DRINKIN' WINE
  SPO-DEE-O-DEE
  STICK McGhee
- COLESLAW
  FRANK CULLEY
- SO LONG
  RUTH BROWN
- BEANS AND
  CORNBREAD
  JOE MORRIS
AND THE SENSATIONAL
BEST SELLER ALBUM

"THIS IS MY BELOVED"
See You All There!
Herb Abramson, Pres.
Ahmet Ertegun, Vice Pres.

ATLANTIC RECORDING CORP.
301 W. 54th Street, New York

Calling all...

IVORY

DISTRIBUTORS

WELCOME TO THE
NAMM CONVENTION
IN NEW YORK

PREMIERE OF THE GREAT
NEW RELEASE BY
DO RAY ME
TRIO
"ONLY ONE DREAM"
Backed By
"TELL ME YOU LOVE ME"
IVORY 750

SEE YOU AT THE
CONVENTION

Dagmar Van Hour
IVORY RECORDING COMPANY
117 West 48th St., N. Y. 19, N. Y.
Suite 42 • PL 7-0970—7-0971

"It's What's In THE CASH BOX That Counts"
Hit Tunes By Popular Artists On Smooth Surface — Scratch Free

Nonbreakable-Vinaflex

Trade Mark Reg.

TRADE PRICE 24c -- PLUS 2½c FED. TAX

Current Releases

1 & 2

ABC-EAGLE RECORDS

Three To Four Times More Wear Than Shellac Records!

Good Artists Good Names
Good Bands Good Records

CURT MASSEY * DONNA BLANCHARD
GUS ARNHEIM * AL DONAHUE * RED NICHOLS * DUDE MARTIN * BUD HOBBS * EDDIE ROBERTSON * DON STEELE * HAP ARNOLD * OZIE WATERS * TEODORO DIAZ * DIXIE REVELLERS * ROCKETS OF RHYTHM
STAN ELLISON * JACK RIVERS

X USE THIS AD AS ORDER BLANK — MARK TITLES AND QUANTITY WANTED AND MAIL

POPULAR

ABC I DON'T SEE ME IN YOUR EYES ANYMORE
101 SINGLE AND SENTIMENTAL
ABC FOUNTAINHEAD
102 IF YOU DON'T LOVE ME
ABC AGAIN
103 LORNA DOONE
ABC FOUR WINDS & SEVEN SEAS
104 TOMORROW WILL BE BETTER
ABC RAIL ROAD
105 SING ME A SEASONG SONG
ABC HOLLYWOOD SQUARE DANCE
106 BELLE OF RIPEFLOWER
ABC SOME ENCHANTED EVENING
107 ASHES IN MY HAND
ABC PORTRAIT OF JENNIE
108 BABY, I NEED YOU
ABC LOVER'S GOLD
109 THAT'S LIFE
ABC HOMEWORK
110 EVERGREEN
ABC AINT-CHA, DON'T-CHA
109 IS IT STILL A DREAM
ABC BELLS OF ST. MARY'S
110 AND TWO IS EIGHT
ABC MEMPHIS IN JUNE
111 PERIDON
ABC WHAT'CHA DONT'IONITE
112 UPSSTAIRS NEIGHBOR

LATIN

ABC GUADALAJARA
124 SOLAMENTE UNA VEZ

COUNTRY & WESTERN

ABC RIDERS IN THE SKY
112 WREATH OF ROSES
ABC I'M THROWING RICE
147 CARELESS CARESSES
ABC SLIPPING AROUND
146 CLOSE YOUR EYES & DREAM
ABC LOVE SICK BLUES
149 ROSE OF BROKEN HEART LANE
ABC COUNTRY BOY
150 I DON'T WRITE NO LETTERS
ABC WEDDING BELLS
153 IT'S WRONG LOVING SOMEONE
ABC RODEO ROSE
114 BRONCO BUSTER
ABC COOL WATER
115 IF IT'S WRONG TO LOVE YOU
ABC TAKEN FOR A RIDE
114 BLUE-EYED GALS
ABC SPRINGTIME IN THE ROCKIES
117 SUNSET ON THE WASATCH
ABC HOME ON THE RANGE
120 UTAH TRAIL
ABC WALLS OF ZION
122 DON'T YOU HEAR JERUSALEM MOAN
ABC NEBRASKA SWEETHEART
123 NEBRASKA — MY HOME!

SEPTEMBER

ABC STOMPIN' ON MY GELLY
125 MARY JOHNSON

DEALERS AND OPE!'S!

This Is It! Break Down That Customer Rebellion!

NEVER BEFORE has the trade been offered vinyl-type flexible break-resistant recordings of hit tunes by popular artists for retail to the public at anywhere near the startling low list price of 39c (plus 2½c Fed. Tax) . . . . . . . . At the trade price of 24c!

ABC-EAGLE can offer a quality product at this sales stimulating price only thru volume sales and direct distribution from plant to dealer and operator.

TERMS: Trade price 24c plus 2½c tax, f.o.b. Hollywood — C.O.D.

Minimum Order — Box of 25
Any One Number or Assorted
(Orders accompanied by check expedited)

Current ALBUM Releases

LIST 49'er Songs By CHARLEY MARSHALL

ONLY!

COLORADO RANGE

OZIE WATERS & Texas Tornadoes

SPRINGTIME IN THE ROCKIES • UTAH TRAIL

LIST 79¢

$1.19

RODEO ROSE • BRONCO BUSTER • WONDER IF YOU BURN ALL MY LETTERS • OLEO-MARGARINE • OKLAHOMA SWEETHEART • DUTCH WARBLER

ALBUM TRADE PRICES:

List — 79¢ (plus 5¢ Tax) — Trade Price — 49¢ Plus Tax

List — $1.19 (Plus 7½c Tax) — Trade Price — 74c Plus Tax

ABC-EAGLE RECORDS 6110 SELMA, HOLLYWOOD 28, CALIF.

Please mention THE CASH BOX when answering ads — it proves you're a real coin machine man!
National Records Announces All Future Releases to be Non-Breakable

Same Price To Prevail

NEW YORK—All future releases on National Records label will be non-breakable, according to an announcement by A. B. Green, president of National Disc Sales Inc. “Our non-breakables will retail for the same price as did our former shellac releases,” stated Green. “We know this news will be welcomed by both juke box operators and record dealers, as it will be of great benefit to them who have a record which will serve them with many more plays and no surface noise.”

Green stated that the firm is due to release very shortly non-breakable records by Billy Eckstine, The Ravens, Charlie Ventura and “Patsy” Thomas, a new artist who has recently been added.

A NEW SHADE OF BLUES

Maypole Music, Inc.
22 East 67th St. N.Y.

JUBILEE RECORD Hits

TWO OF THE FASTEST SELLING HITS!!

by The Nation's No. 1 Quintet

THE ORIOLES

1. “I CHALLENGE YOUR KISS” Jubilee 2-5008

2. “TELL ME SO” Jubilee 2-5005

See You at NAMM Show
Jerry Blaine

JUBILEE RECORD CO., Inc.,
764 10th Ave. N.Y., N.Y.

ANOTHER SUPREME HIT

“HOUSTON JUMP”

Backed by “BLUES IN CUBA”

By EDDIE WILLIAMS AND HIS BROWN BUDDIES

VOCAL BY

FLOYD DIXON

DISTRIBUTORS, WIRE OR PHONE YOUR ORDERS TODAY

SUPREME RECORDS, INC.
453-35 South Alum St.
Los Angeles 37, Calif.
Phone: Adams 2-5178

SUPREME RECORDS, INC.
477 Fiftieth Street
New York 19, N.Y.
Phone: Murray Hill 3-3421

CASH IN NOW ON ANOTHER SUPREME HIT!
Thanks NAMM Members

CURRENTLY APPEARING PARAMOUNT THEATRE IN NEW YORK

Hope you like our next release:

"NEON SIGNS"

"THROUGH A LONG AND SLEEPLESS NIGHT"

Capitol 57-703

Peggy Lee and Dave Barbour

Personal Management
CARLOS GASTEL

GENERAL ARTISTS CORPORATION

Press
GENE HOWARD & ASSOCIATES

"It's What's In THE CASH BOX That Counts"
Racing to the TOP
ARISTOCRAT’S
Latest & Greatest Releases

"Pork ‘N’ Beans"
BACKED BY
"Dawn Mist"
EUGENE WRIGHT
ARISTOCRAT No. 11001

"Streamlined Woman"
BACKED BY
"Muddy Jumps One"
MUDDY WATERS
ARISTOCRAT No. 1310

"In Every Man’s Life"
BACKED BY
"He’s Got Her And Gone"
ANDY TIBBS
ARISTOCRAT No. 1106

“Glory, Glory Hallalujah”
BACKED BY
“The Bible’s Being Fulfilled Every Day”
REV. (GATEMOUTH) MOORE
ARISTOCRAT No. 905

"I HAD A PREMONITION WHEN YOU PUT A WHOLE DOLLAR ON ‘CRUISING DOWN THE RIVER!’"

New Indie Label Due

NEW YORK—Sam and Hy Weiss, formerly associated with Modern Record Distributors, this city, this past week disclosed initial plans for their release of their own label. The firm will concentrate on race recordings.

T. TEXAS TYLER

"The Man With A Million Friends"
Newest Releases
# 1346 "COUNTRY BOY"
"SHOW ME THE WAY BACK TO YOUR HEART"
# 1321 "SOFT LIPS"
"PLEASE BELIEVE IN ME"

T. TEXAS TYLER HAS JUST SIGNED A NEW 5 YEAR CONTRACT WITH 4 STAR

4-STAR RECORD CO.
305 SO. FAIR OAKS AVENUE, PASADENA, CALIF.

"ANNABELLA"
(SHE WANTS A FELLA)

RECORDED BY
BILL GALE . . . . . Columbia 12402
JOHNNY MARTIN . . . Capitol 57-54300
JOE TARTO . . . . . . Mercury 2082

Get Set for Big Play in The Boxes with this great Novelty. Order Your Favorite version at your Nearest Dist.

Published by
GALA MUSIC PUB. CORP.
501 MADISON AVENUE (SUITE 2004) NEW YORK, N. Y.

Please mention THE CASH BOX when answering ads—it proves you’re a real coin machine man!
Capitol Records To Produce Platters On Three Speeds

Diskery To Release Classical Line On 33 1/3 RPM

HOLLYWOOD, CALIF. — Capitol Records took another broad step toward stabilization of the record industry this past week with the announcement that it will produce its classical catalog on long playing 33 1/3 rpm records. With this announcement by the firm’s president, Glenn E. Wallichs, Capitol becomes the first major platter to produce phonograph records on all three speeds, 33, 45 and 33 1/3 rpm.

It was revealed that Capitol’s preparation for 33 1/3 releases is already well under way and that the records will be available in September. Capitol’s Telefunken classics, which have been tremendously successful on both 78 and 45 rpm, will all be made available on the initial 33 1/3 release. Wallichs emphatically pointed out that the company’s 78 and 45 rpm program and planning will not be affected in any way, and new releases would definitely continue as before.

Wallichs stated, “We believe that Capitol’s primary purpose is to produce recorded entertainment. While our 78 and 45 releases have met and continue to meet gratifying acceptance, we have received a great many requests from record dealers and the public to produce classics on long playing 33 1/3 records. In making our great Capitol Telefunken catalog available on long playing records, we become the first company to give the public its complete choice of the type of record it desires.”

Capitol does not plan to issue its popular records on 33 1/3, but will concentrate on 78 and 45 rpm for this type of music, feeling public reaction has proven these two speeds most satisfactory for popular works.

By becoming the first major platter to delve into a three-speed record operation, Capitol has “taken the bull by the horns.” It is well known throughout the record industry that the problem of the speeds has produced the most crucial issue in the history of the business. Dealers, operators and record distributors throughout the nation have all readily stated that unless the problem is solved, and solved in the immediate future, the very basis and foundation of the industry itself would crumble. The situation has been aggravated to the extent that dealers and distributors are in many cases no longer honored with credit from many of the nation’s leading banking houses. Distributors have informed The Cash Box that they can’t even turn over their accounts receivable, simply because the banks have told them that “dealer credit standings are very shaky.”

Sonny Thompson

“Still Gone” (PARTS 3 & 4) (MIRACLE 139)

...AND NOW...

The Four Vagabonds ARE BACK ON WAX WITH

“Mighty Hard To Go Through Life Alone”

“My Heart Cries” (RELEASE DATE—JULY 25)

EXCLUSIVELY ON

MIRACLE RECORDS
500 EAST 63rd STREET, CHICAGO, ILL.

DON’T MISS MIRACLE’S
16 YEAR OLD GOSPEL SINGING WONDER, CLEOPHAS ROBINSON

“Now Lord”

“I Love The Name Jesus” MIRACLE 142

Please mention THE CASH BOX when answering ads—it proves you’re a real coin machine man!
RCA Victor announces first
Blue Bird Disk Release

NEW YORK—Paul A. Barkmeier, general manager of RCA Victor Records, this past week announced the first releases for the firm’s Bluebird label.

The new Bluebirds will feature popular hits and will be available at a new low price of 46 cents, plus tax.

The initial releases for the reactivated Bluebird label, which are expected to be available around August 10, will include: “Twenty-Four Hours of Sunshine” backed by “Now, Now, Now, Is The Time,” recorded by The Tattlers; “You Can Have Him” and “Some Enchanted Evening” by Eve Young, “I Love You” and “Let’s Take An Old-Fashioned Walk” by Johnny Bradford, and “Who Do You Know In Heaven” backed by “Room Full Of Roses” by Jackie Searle.

Along with this initial group of single platters RCA Victor will simultaneously release four-record Bluebird albums of highlights from two top Broadway musicals — “South Pacific” and “Miss Liberty” — with Al Goodman and orchestra providing the music on both. They will retail for 50 cents, but their release of Bluebird records will be on a non-breakable material.

According to the general manager of RCA Victor Record activities, issue of the Bluebird records will be built around a unique plan. Since they will feature popular hit tunes, releases will be made as these tunes develop rather than on a regular scheduled basis.

Manufacture of the Bluebird releases will be a high speed operation all the way, with tunes recorded as they reveal hit potential in various surveys. The records will be pressed for swift shipment to RCA Victor distributors and dealers.

Because the releases will be geared to the fastest production cycle possible, Mr. Barkmeier disclosed, announcements of titles and talent will be made approximately two weeks before the finished platters will be issued. They will be 10-inch records, for conventional 78-rpm speed turntables.

The Bluebird label, first introduced in 1953, was responsible for the development of tremendous talent and for bringing many tunes to the best-seller ranks. Among the stars whose careers were spun to the top via Bluebird platters were such names as Artie Shaw, Glenn Miller, Spike Jones, and Freddy Martin.

Memorable original releases on Bluebird platters include Shaw’s “Begin The Beguine,” Miller’s “Sunrise Serenade” and “Chattanooga Choo-Choo,” Freddy Martin’s “Piano Concerto,” and the Spike Jones version of “Daydreamer’s Face,” as well as Britta’s “There’s A Star Spangled Banner Waving Somewhere.”

NO BOOTHs! NO OVERHEAD! NO HIGH PRESSURE! J-U-S-T H-I-T S-

on RAINBOW Records
TWO SENSATIONAL RACE HITS!
No. 10094
“J’UST FOUND OUT”
“BRING IT DOWN”
No. 10097
“I STILL FEEL THE SAME ABOUT YOU”
“EXACTLY LIKE YOU” sung by HELEN STEWART and the CALDWELLS

No. 70055
HONKY TONK PIANO FAVORITES by EDDIE “GIN” MILLER with RHYTHM “HOLD ON” “CHICAGO”
No. 70033
“WHISPERING” “RAMONA”
No. 70011
“I FOUND A MILLION DOLLAR BABY” (In The Five And Ten Cent Store)” “LILY OF LAGUNA”
No. 80077
“STROLLING” (vocal) “ST. BERNARD WALTZ”

on DERBY Records
LINE DRIVE WALLOW!
No. 713
“DOBY’S BOOGIE” “HOG HEAD”
Fredie Mitchell Ork.
Joe Black on Piano
No. 711
“SLIDER” “THE DERBY”
Fredie Mitchell Ork.
No. 712
“KISS MY WRIST” “TRAVELING DOC”
Doc Pomus with Ork. (Jump Blues)
No. 714
“CHARMAINE” “DON’T BLAME ME”
Errol Garner Style Piano featuring JOE BLACK ORK.
No. 715
“CRAZY CALYPSO” “MAD CALYPSO”
Joe Black Ork.

RAINBOW RECORDING CORP.
767 10th Avenue, New York, N. Y. • (L. 2-4680)

BOSTON, MASS—Maestro Vaughn Monroe took time off from his band recently to pay a visit to music operator Jerry Golombo of this city. Golombo, New England distributor for the Rock-Ola Magic Glo phonograph, larded Vaughn for the sensational success of his click RCA Victor recording of “Riders In The Sky.”

Columbia shuts West Coast pressing plant

HOLLYWOOD, CALIF.—Columbia Records, Inc. this past week temporarily closed down its huge pressing plant here. The plant will remain closed for a period of about three months, according to Ben Selvin, west coast representative of the platter.

As a result of the closing, more than 200 employees have been laid off, with no definite word as to when work will resume. Selvin and his secretary will thus be the only remaining employees remaining.

With the closing of the west coast plant, Columbia now only is using its Bridgeport, Conn., headquarters as a source of platter supply. The firm’s King’s Mill, Ohio plant has been closed for 60 days. Both the west coast and Ohio plants were used to facilitate speed shipments of records to Columbia’s distributors.

Mort Lewis resigns post

NEW YORK — Band promotion man, Mort Lewis, is taking an extended vacation after leaving the Virginia Wicks publicity office. Though his Follies plans have not been formulated yet, Mort expects to return to the public relations field.

Coming on Fast!

WOODPECKER RECORDS
1952—SBC, 20TH CENTURY, VARIOUS, EAGLE, BLUE, SUGAR, JUKE, LUSTY, TROY, BURLINGTON, STRUM, GUITAR, WOODPECKER, FIRE, SONGSTER, EAGLE, WINDMILL, REVUE, NOBLE, RECORDS, INC., 5915 S. CENTRAL AVENUE, LOS ANGELES 2.
VAUGHN MONROE

sentimental as “there i said it again” ... smooth as “ballerina”

rhythmic as “cool water” ... homespun as “how soon”

catchy as “let it snow” ...

powerful as “riders in the sky!”

"It's What's In THE CASH BOX That Counts"
MOA EXEC. COMMITTEE TO MEET IN CHICAGO EARLY IN SEPTEMBER

To Organize Complete Program For Nationwide Meet Of Music Operators In Chicago November 7, 8, and 9

Music Ops Chortle Over Radio And Tele Sport Broadcast Difficulties

NEW YORK—A trend is developing in the radio and television broadcasting of sporting events that is being watched very carefully by commissioners throughout the entire nation. The ultimate results might be the complete cancellation of all airing of baseball games, and the banning of fight broadcasts by the promoters.

The recent Robinson-Gavilan fight in Philadelphia, which was neither aired by radio or television, brought substantial profits to the promoters, whereas in the past these fights have been going into the red. The financial reports of this fight might influence fight promoters throughout the country to follow the same policy.

Now it appears, from a story in the column of Leonard Lyons of the New York Post, July 29, that baseball games may be cancelled from radio and television with the 1950 season. We quote Lyons: “The radio companies have been advised that all broadcasts and telecasts of baseball games next season probably will be cancelled, to take baseball out of the interstate commerce classification and, therefore, make the federal anti-trust laws inapplicable. The Gardella suit, which will come before the U. S. Supreme Court, prompted this decision, for without radio and television the situation would be the same as in the case previously decided by the court, in favor of the club owners.”

As most of the competition to the juke box at taverns where television reception is available is sporting events, elimination of this medium would make the juke box “king” once again, bringing music operators increased collections. As one of the leading lights in this city’s music machine industry stated: “If this report is true, and sporting event telecasts are cut off from taverns, we'll be in good shape. But we must be patient until next year.”

**Cue-Stick Games Begin To Show Up On Locations**

CHICAGO—Reports from all over the country indicate that the new cue-stick games are beginning to infiltrate into the trade and that many are pleased with the collections these machines are bringing.

Ops report that collections start off high in locations where the games take hold and that they also hold up very well for weeks at a stretch.

There isn’t too much “switching” of these machines, ops say, in view of the fact that the locations where the games take hold are usually the type where players like this sort of machine.

For many years the old pool tables have been popular with many ops and are still active in the southern part of the country.

Present cue-stick games are variations of these old time pool tables. As for example the “Belgian Pool” machine, as well as those which have six or seven different types of games by changing strips on the machines.

The present cue-stick games are smaller than the regulation size pool table and have different play features.

The few who are handling these machines have been rather quiet about their sales efforts, the word has begun to spread around the trade and some ops are now testing these units to see just how they will stand up over a period of time.
CHICAGO CHATTER

Plenty of excitement around the windy city this past week with Chicago playing host to the Shriners and President Truman. Throughout the week the boys and gals were still very much vacation minded, many looking forward to their two weeks while others were telling us about the wonderful time they had. However, summer and vacation time will be coming to an end soon, and colman's here are eagerly awaiting the new fall season and what it brings forth. From the many, many encouraging reports we've received and from the very optimistic outlook the boys have, looks like the coinish is in for a boomin', busy season.

O. D. Jennings & Co. a bee hive of activity with everyone hard at work getting last minute details attended to before the first of August when the plant will close for a two week vacation. The Jennings will keep a skeleton crew on hand, they are urging all their customers to get their orders in before the two week period, as during that time they will only be able to order from stock. We hear from Ed Vojack that Phil Burgessen, Jennings' Iowa distributor, has fully recovered from his operation and was a recent visitor to the factory, Shriners cap and all. . . . Johnny Neese, after playing it smart and vacationing at home, is due back at the plant this week.

ABT Mfg. Co. closed for vacation July 18 to August 1st. R. L. Buddle will make up the exact balance of the skeleton crew the firm will use ... Walter Tratsch, ABT's proxy, back in harness again after returning from his European trip. . . . Called over at Rock-Ola Mfg. Corp. and found Art Weinland in one of his early morning conferences. Art is one hard guy to get thru to, if he's not attending a meeting, he has ten different phone calls waiting for him at one time. We understand from Art that even the notion of Roy's help have been on vacation the past two weeks, those that remained were really kept on the go, with the two week vacation period one of their busiest ways to go shipments July. The factory returned to full force July 26th. Add Jerry Halsey of Buckley Mfg. Co. to the list of coinmen now vacationing. Jerry is expected back on the job around the first of August.

Over at Genco Mfg. Co., Dave Genensburg keeps plenty busy holding down the fort with brother in overing size. Dave tells us they've been going along very well, receiving lots of nice orders on their equipment. . . . Talked with L. C. (Lindy) Force who informed us that Central Ohio Coin Machine Sales, AMI's distributors, plans to hold open house in their new location in the very near future. Lindy went on to say that Wolf Solomon plans to make it a big event and urges all coinmen in the tri-state area to watch for the dates to be announced ... Frank Mencuci and Claro G. Meyer of Exhibit Supply continue their road trips, Frank contacting arcades and traveling shows, while Claro sells Exhibit's new card machines—and does OK at it.

Over at Bally, production and shipping of the sensational 1-ball "Champion" continues without a let-up, regardless of the weather. Georige Jenkins informs that the firm is also enjoying a continuous run on its console "Spot Ball" . . . We hear from Horace Churbin, that his son, Bud Chase and his newly acquired Missus, are now honeymooning in Indiana. Here's wishing the happy couple lots and lots of luck . . . J. H. Keeneys firm, the largest for their annual vacation, July 15 thru to July 30th with the shipping and parts department still operating a skeleton crew . . . John Corcora, vice-proxy, is all smiles these days with Keeneys & Co. really clicking out on their model scoreboards. John says that production on these items is hitting a high peak. This firm plans to introduce a third model scoreboard around August 1, which will feature a double face and is designed for mounting on the shuffle- board . . . Al Stern and Wally Finke over at World Wide Distributors are two more guaranteed on the way business has been going . . . Eric talks 'summer slump' to them, both agree that as far as they're concerned, there's no complaints.

Ed Levin of Chicago Coin returned from his vacation trip to Nashville, sporting a gorgeous tan, feeling full of vim and vigor, and ready for action. They're readying a new five-ball game, due for release sometime in August. Firm officials stated that they believe it will be one of the hottest games to hit the market . . . Murray Rosenthal of Colmes Corp. all thrilled about his new target game conversion "Swimming Monk." Murray tells us that the track and carriage have been eliminated and predicted that these new developments will help to make the game a great success . . . "Photo Finish," Universal Industries new one-ball, recently received a nice response from dealers. Mel Blinks, president, announced that they've been getting repeat after repeat in quantity orders . . . Firm employees were all looking forward to Universal's first annual picnic which was set for July 23. The program was based on a "Shuffle Skill" novelty game based on shuffleboard principles, which is attracting steady play on location.

Over at Williams Mfg. Co. the boys are rolling up their sleeves, getting ready for moving day. The plant will move to new headquarters at 4324 W. Filmore during this week, at the same time they will also be getting their ventilation system. However, the firm brings the trade a new 5-ball amusement game called "Boston," featuring several new ideas in play as well as scoring . . . Know "Star Series," their sensational baseball game, which is hot and heavy with distros and ops . . . Leo Weinberger of Southern Automatic recently visited the Williams factory . . . Roy Bacelen, proxy of Morton's shuffleboard, preparing a new model board which will feature several improvements that have been suggested by operators in the past six months. First deliveries are expected to be made sometime during August . . . Billy DeSelm over at United Mfg. Co. reports things moving along with everyone keeping busy and trying to keep cool. Billy tells us they've been receiving their nice response. 

Please mention THE CASH BOX when advertising—it proves you're a real coin machine man!
92 Exhibitors Listed For NAMA Show
At Atlantic City, N. J., Nov. 27-30

CHICAGO—George M. Seedman, convention chairman, National Automatic Merchandising Association (NAMA), revealed this week that there were 92 exhibitors lined up to display a variety of vending machines, equipment and merchandise at the 1949 Convention being held in Atlantic City, November 27 to 30.

“ar the list of exhibitors is growing rapidly, promising NAMA conventioneers a galaxy of displays such as never before offered,” reported Seedman. “Enthusiasm for the Convention now being generated throughout the entire automatic merchandising industry assures a show to dwarf all previous expositions.”


Williams MANUFACTURING COMPANY

with Williams SENSATIONAL
NEW SCORING IDEA...
Outeared All Other Games On Test Locations!

92 Exhibitors Listed For NAMA Show At Atlantic City, N. J., Nov. 27-30

Cincy Phono Ops Assn. To Hold Board Of Directors Meet Thursday, July 26

CINCINNATI, O.—The Automatic Phonograph Owners Association will hold its regular Board of Directors meeting on Thursday afternoon, July 26, at 2 P.M. at the association offices, it was announced by Charles Canter, president. Serving on the rotating board this month are Sam E. Chester and Abe Salmon.

It was also revealed that the Policy Committee, of which Sam Chester is chairman, had another meeting, which was attended by all the members of the committee and Charles Canter, who serves ex-officio.

Keeping up the pace of adding new members regularly, the association welcomed W. H. Broerman, Industrial Processing Company, to its ranks.

Personal items: Mrs. Abe Villinsky, wife of one of the new members, is recuperating at the Jewish Hospital after a serious operation. . . . Association members extending its deepest sympathies to Elmer Meyer, who lost his father this past week . . . Paul Wittich, Ohio Specialty Company, passing out cigars, celebrating the arrival of a new daughter . . . Mike Fulkerson of Ohio Specialty, vacationing.

Please mention THE CASH BOX when answering ads—It proves you’re a real coin machine man!
Shuffleboard Manufacturing Business Sets Down

Substantial Firms Remain—Others Fading Out of Picture

CHICAGO—It seems, at long last, that the shuffleboard pool has burst the bulge and this division of the industry is settling down to know just who are its leading manufacturers. When shuffleboards zoomed into national popularity, even the makers themselves had been in operation in the East for over twelve years prior to this sudden boom, manufacturers appeared everywhere in the country.

At one time it seemed that every comer anywhere in this city brought forth two or three new manufacturers and appeared in some of the smallest towns in the country. These pigeons jumped into the limelight while the shuffleboard craze was sweeping the country and for a while there it didn’t seem as if the continued growth of manufacturers would stop.

In fact, one noted operator stated some months ago, “It seems that every operator, jobber and distributor has become a shuffleboard manufacturer.” Some were writing and showing the larger factories just for “playing fields” and that they would build their球 upon.

Others reported that they made contact with small wood stopped establishments and that they were having “the best shuffleboards” built for them.

Today, most of the fly-by-night manufacturers are gone, and the industry is at last able to get a better view of the situation.

The leaders are left manufacturers shuffleboards now have a clearer market ahead of them. The general opinion is that this will help the entire shuffleboard business.

Williams’ New Five-Ball Game In Full Production

SAM STERN

CHICAGO—Sam Stern, vice president and general sales manager of Williams Manufacturing Company, this city, announced the firm’s new five-ball amusement game “Boston” is in full production, and the games are being shipped to its distributors as quickly as they come off the line.

“Boston” has been on test in several locations during the past month,” stated Stern, “and we knew we had a winner when we started the production line going. The game includes a new sensational moving idea, a handicap equalizer, and the original Thumper Bumpers. Not only our location tests prove we had a big money-maker for the game operator, but our various distributors who visited the plant during these weeks were enthusiastic over the playing features.

The new game is now at all the factory’s distributors, stated Stern.

TOP-NOTCH USED PINS

CHECKED CLEANED SANDED SHELLACKED

AQUACADE $154.50
ST. LOUIS $148.50
DALLAS $154.50
TUCSON $154.50
MAGIC $139.50
PHOENIX $130.00
ONE TWO THREE $129.50
BLUE SKY $105.00
SPEEDWAY $105.00
SUMMERTIME $105.00

FOR COMPLETE LISTS AND PRICES ORDER TODAY! 1/3 with order, balance C. O. D.

GEORGE PONSES COMPANY
417 Frelinghuysen Ave.
NEWARK, N. J.
Phone Biglow 2-3600

COMIC MOVIE MAKES
For Regular Programmers and Side-Vues
REELS OF B. AND C. SUBJECTS
Our Films Get The Dimes
PRICE PER EZAN TO $2.50 Per Reel

PHONE FILM
3331 N. Kedal Dr.
Hollywood 24, Cal.

WANTED
BALLY HIGH HANDS
5-10-15-25 used 3000 Wurlitzer Wall Boxes
Liechner Music Company
1134 Hennepin Ave. Minneapolis, Minn.
Exclusive Upper Midwest Distributor of WURLITZER PHONOGRAPH

S. D. Ops Assn. Holds Meet

WATERTOWN, S. D.—The South Dakota Operators Association held its regular quarterly meeting at the Lincoln Hotel, this city, from Sunday, July 23rd, to Tuesday, July 25th.

The meet was well attended, with man operators and music distributors flying and motoring to Watertown.

Norman Gefke, secretary, was missed by his many friends, but Norman was in Chicago attending the Sherrins’ Convention.

EASTERN FLASHES

Hot weather is uncomfortable and slows up business a good deal, but when it continues for days and weeks, and then the poor hard working coin man is able to get a break, it seems he seems to have an insatiable desire to spend every cent he has. This week the EVERLASTING, at the HOT and even worse, the HUMIDITY went to record highs. Operators contemplated that their locations were moaning about poor biz, which meant poor collections.

Meanwhile, the wholesalers along coinrow felt the slump. As one of them put it “It’s so hot along Tenth Avenue, an operator would really need equipment to make a go of it down there.” The big factory decision comes along every year, and the experienced coinman, while he doesn’t like its acceptance, it. Yet, several wholesalers stated that they have been shipping equipment throughout the country, as well as to foreign customers. But—they state they need the local business to make up the “nut” and add those profits.

Many music machine operators will be attending the convention of the National Association of Musical Men, being held at the Hotel New Yorker, starting July 28th, running through the last week of the month. The convention will be held at the Manhattan Center.

An item of great interest to the coin trade appeared as the top paragraph of the feature section of the New York Post, Wednesday, July 20.

If true it will react to the benefit of operators throughout the country. We quote Lyon: “The radio companies have been advised that all broadcasts and telecasts of baseball games next season probably will be cancelled, to take baseball out of the Interstate Commerce classification and, therefore, make the federal anti-trust laws inapplicable. The Gardella suit, which will come before the U.S. Supreme Court, pending the outcome of the radio and television situation, the situation would be the same as in the case previously decided by the court, in favor of the club owners.

DALLAS, TEXAS

We of the coin machine business wish to express our deepest sympathy to Henry Manning and family over the loss of their son-in-law, Sam Gladney of Dallas. Sam’s death was sudden, but the family is in good health.

Dave Lowy, Dave Lowy & Company, played host to an old customer friend, Frank DeMartino, Norwalk Amusement Company, So. Norwalk, Conn. Frank was in for some fun as well as business. . .Ivy (Kemp) Remper, traveling representative of Roney Sales Company, coming the trade through Connecticut. Hot weather means nothing to this kid... Morris Rood, of Roney, who does the weather, runs out to Atlantic City, N.J. for the week-end. Myra and Mike Williams, White and daughter, were seen a few days ago. Mike tells us the arc game is over, but the firm is keeping busy selling out coin, doing a good business.

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Tommy Chatton, E. J. Shelby and Howard Weisiger off on another of their famous fishing trips ... Fred Gelbel and his Mercury Distributing will be in their new home at 2822 Elm within the next few days. His shop will be located next door at 2820 Elm ... By the way, Fred has a good one in his “Arizona Waltz” plate ... Lee Bush and Bush Bros., of Dallas, touring the Southwest, plan to prove that the Bihari charm runs in the family ... J. L. Peters and his wife running many little errands before returning from the east ... Gene Williams of the Rainbow Club and Tulsa, is an amateur golf tournament at the Corsicana Country Club in Corsicana, coming through with consolation gift, a beautiful set of golf clubs ... E. I. Certain Jr. dropped in for a visit with the folks, at the Hotel Continental, where he will remain.

Out of town OPS seen in town: Mr. McGhee, Buffalo, Texas; Buna Carr, Corsicana; Tony Lewis, Martin; Harry Hoesser and his associate Mr. Evans, Ft. Worth; Walter Wiggins, McKinney; G. O. Owens, Waco ... B. H. Williams, Commercial Music Co., vacationing in El Paso Texas ... Commercial Music tells me that Herb Rippa and Abe Susman returned for more “photo finishes” ... Ray Howell, Panther Dist. Co., dashing around Dallas making more and

Please mention THE CASH BOX when answering ads—it proves you’re a real coin machine man!
Southern Automatic Music Company is relinquishing its franchise with the J. P. Seeburg Corporation. This means that we are discontinuing the distribution of all new and used music equipment.

Because this announcement will come as a surprise to our many friends in the industry, we feel that we should make clear why we are taking this step.

Be assured, that this decision was not made easily. Our 14½ years’ association with the J. P. Seeburg Corporation has been pleasant and satisfactory in every way.

We were one of the pioneers in the music business. We always felt that we sold a good product and gave good service, and were always concerned about the operators’ welfare.

In this world of ever increasing specialization, and changing trends, we found it more and more difficult to do justice to our customers and friends by continuing to handle both music and games. Our chief aim has always been to maintain the high level of service for which we are known, and upon which our reputation and business has been built.

For these reasons and after a very thorough analysis of conditions in the music field generally, and its trend, we decided to step out of the music picture entirely, and center all of our efforts, knowledge and resources on the sales and service of games and other amusement equipment.

What does this change in policy mean to you? It is our earnest belief that we, as exclusive distributors of games and other amusement equipment, can now serve you even better than ever. Now we can concentrate our efforts in this field, without other interests, and so be even more alert to new ideas and values upon which you depend, to keep your business a live and growing thing.

Now we can give you even more personal attention, proving our products, before we offer them for sale, and advising you whenever you feel the need of our long and varied experience. Now we can do an even better service job. We will continue to work with manufacturers on new things to come, not only ideas, but also promotion work, which will interest the public into playing your machines.

We are not youngsters in the coin machine field; having to date spent over 25 years in it. During this quarter of a century, we have enjoyed a measure of success, but more than that, is the joy and satisfaction we have received from having started many hundreds of operators on the road to success. We have also lent a helping hand to many others who seemed at times to falter.

We have enjoyed many wonderful friendships. It is our intent and desire to spend many more years of activity in the coin machine field, with the same Southern Automatic policy. You can count on our continued sincere cooperation and the best in products and values.

May we hope to retain your friendship and business cooperation.

Joe Weinberger  Leo Weinberger  Sam Weinberger
And all your friends at

SOUTHERN AUTOMATIC MUSIC COMPANY, INC.
624 S. THIRD ST., LOUISVILLE 2, KY.  1329 SO. CALHOUN ST., FT. WAYNE 2, IND.  603 LINDEN AVE., DAYTON 3, OHIO
240 JEFFERSON ST., LEXINGTON 2, KY.  228 W. 7th ST., CINCINNATI 2, OHIO  325 N. ILLINOIS ST., INDIANAPOLIS 4, IND.

Hot Weather Relief At United

CHICAGO—It might be “hot as blazes” in this city, but executives of United Manufacturing Company and its visitors have the answer. They just repair to the air-conditioned bar, relax and let the world pass by.

Phil Mason Opens Wholesale Firm in Irvington, N. J.

IRVINGTON, N. J.—Phil Mason, head of Mason Distributing Company, well known wholesaler of music and games for many years, announced the opening of new quarters at 184 Palis Avenue, this city. Irvington is easily accessible, as it is right on the outskirts of Newark, and only twenty minutes from New York City.

Mason, who formerly conducted the same type business in New York City, on coinrow, reports that he will specialize in the sale and purchase of music machines, but at the same time will also carry a stock of games.

The facilities at the new Irvington quarters includes a set-up of offices and showrooms, as well as large facilities for service and reconditioning of machines.
CLASSIFIED AD RATE 

8 CENTS PER WORD

Count every word including all initials and abbreviations as one word. Minimum of accepted $1.00. Cash or Check accepted. 

For classification advertising please enclose your order, if your classified ad will be held for follow-up

notices in Special (Ad) Section. You are entitled to a free change of address, but must notify us at least 10 days prior to

time, telling us for what week and at what rate your ad will be run. A new rate of $1.00 per word begins in January.

CLASSIFIED DISPLAY—Rates 75¢ per square inch inside or outside borders. Only light type faced text used.

CLASSIFIED ADVERTISING CLOSING DEADLINE—WEDNESDAY, THOMAS CODE, The Cash Box, Empire State Building, New York 1, N. Y.

WANT—Used juke box records. Also surplus new records distributors or dealers. We can close out and want. 

FIFTH DISTRICT, 1547 CROSBY AVE., BRONX 61, N. Y. Tel. 3262.

WANT—All types of music machines. Will pay cash and will pick up within a radius of 100 miles from Chicago. DISTRIBUTORS, CO., 629 TENTH AVE., NEW YORK 19, N. Y. Tel.: Cl 6-5051.

WANT—New Non-Selective Solotone Bells, unused and complete. State lowest price and quantity. TEL-O-WIRE MUNICIPAL, 276 HIGH ST., HOLY- OKE, MASS.

WANT—All types latest model used pin games for re-sale. Write stating location, condition, games, colors, and status. 

GEORGE PONER CO. OF NEW YORK, 250 W. 57TH ST., NEW YORK, N. Y. Tel.: Cwick 6-6541.

WANT—5 Ball E.P. original flipper games and new games complete; lots, all makes and models; Keno, Wall O Mat, Bally, Triple Balls; Erekas; late model phonographs. All equipment must be in A-1 condition. State quantity and prices in 1st letter. NOBRO NOV. ELLIS, WASH. or call 20th, S. FRANCISCO 2, CALIF. Tel.: Tuxedo 5-9797.

WANT—All types Phonograph Motors, Adapters, Boxes, Bells, coin Operated Radios, Coin Change on ST. Sales, LTD. ST. THOMAS, ON- TARIO, CANADA. Tel.: 2648.

WANT—Any type used phonographs. Especially Seeburg Classics, Vogens and Envoys. Any condition. No parts missing. Quote lowest price in 1st letter. ACE PHONOGRAPH CO. 6118 CARNegie Avenue, CLEVELAND 3, O. OHIO.

WANT—Free play one-ball; flipper games; new games; new games complete; all bells; Keeney Super Bells, Malaysia. State condition and lowest quantity and prices in first letter. ACTIVE AMUSEMENT, 1909 S. MAIN ST., ANDERSON, S. C.


WANT—We buy for cash all kinds of arcade equipment, also some of Skea Ball alleys. We also buy vending machines, MET- ROLENT GATE AVE., 2956 W. 22nd ST., BROOKLYN 24, N. Y.

WANT—Your used or surplus records. We buy all kinds of used or surplus phonograph records. No blues or race. No top prices. Buy fancy models. We also want your closed inventories complete. BEA- CON SHOPS, 905 NO. MAIN, PROVIDENCE 4, R. I.

WANT—McClusky Air Guns and live ammunition gallery; antique music boxes, coin operated or otherwise. Cal-O-Scopo—WESTERN DISTRIBUTORS, 3126 ELLIOTT AVE., SEATTLE 1, WASH.

WANT—Late Mills or Jennings slot: Wurlitzer 1100 and 7000; Seeburg "46 and '47; Bally Triple Bells. Cash or Co.; Used, 4000; NG. ELVY. CO., 701 GOLDEN GATE AVE., SAN FRANCISCO 2, CALIF.

WANT—The used records from your box. We buy steadily all year around. Top prices paid. Sell to Chicago Largest Distributor of Used Records. We pay freight. Write to: USED RECORD EX- Change, 1101 BROAD ST., OGDEN, CALIF. 4142 W. ARMITAGE AVE., CHICAGO 33, ILL. Tel.: Dickens 7806.

WANT—Monroe wants to buy: Seeburg 2-wire 5-10.25c post-war Wall-O-Mat- lies; Exhibit Rotary Merchandiser; Packard Wall Boxes. MONROE COIN MACHINE DISTRIBUTORS, INC., 751 MAIN AVE., CLEVELAND 14, O. Tel.: Superior 4600.

FOR SALE

FOR SALE—Reconditioned Music: Wurlitzer: 61 Counter model w/new trays $69.50 w/stand; 600, light- weight pickup $89.50. Seeburg: 461 $250; 450, $175; 395, $100. Appearance and perform like new. 1/3 deposit, balance COD. Wire or write: ALBERT O. ENG, 881 MAIN ST., BUFFALO 3, N. Y. or phone 9106.

FOR SALE—Games complete and in good order. Packed to ship. Advance Bells $39.50; Million Skea Ball 1/99.50; Roll-A-Score $59; Striker's A-Spares $129.50; Mimi Steel Ball RD $245.00; Hawaii Steel Ball RD $245.00; 9 Fr. Skea Ball $39; Rock-N-Roller $39; Rock-Ola Deluxe, 1 plastic cracked $79.50. WANT—Teletype $200. NATIONAL DISTRIBUTORS, ALLEN & E. J. MERRICK RD., MERRICK, L. N.

FOR SALE—Phil Mason's first sale at new 2-wire 5-10.25c post-war Wall-O-Mats; 5 Wurlitzer 1/99.50; 3 Wurlitzer 1017 Hideaways; 2 Wurlitzer 1016; write: 4 Wurlitzer 1100, with few weeks use; 750 $10.50; 3 Wurlitzer 750 $140. 85 extra for any new State address. DISTRIBUTION CO., 184 PAINE AVE., IRVING- TOWN, NJ. Phone: Essex 3-6458.

Please mention THE CASH BOX when answering ads—it proves you're a real coin machine man!
FOR SALE — We have a limited amount of reconditioned, ready for location Waterrizers 1100, 1015, 1080's and 1017's. Post war Waterrizer and Packard. Write for prices. ECONOMY SUPPLY COMPANY, 2015 MARYS Mills St. Tel. MORRIS 18, MD. (Tel.: CH 6612).

FOR SALE — Bermuda RD 75; Melody RD 75; Cover Girl RD 56; Trupol and Fiestas; Singapore RD 45; Hawaii RD 45; Advance Roll 350, Wurlitzer Rotolines. HAWK SKILL GAMES CO., 67 SWAGGERTOWN ROAD, SCHENECTADY 2, N.Y.

FOR SALE — Total Rolls 25; Advance Rolls 45; Hy-Rolls 85; Two-man rolltownd "Turf Champ" 5200 (an improved piece); Cigarette machines; Juke Boxes; Shuff-Flats. Please write for prices now in our new office. JOHNNY HAWLEY, 2454 W. PICO BLVD., LOS ANGELES 6, CALIF.

FOR SALE — Wurlitzer 1100, write; 2 Wurlitzer 600 $100 ea.; 3 Wurlitzer Consol. #675, $25 each. 5 Five-ball pin ball games $10 up. All machines in excellent condition. WURLITZER, 129 97 W. TIoga St., PHILADELPHIA 40, Pa. Tel.: RA 5-8705.


FOR SALE — Best used Mills Slots in the world. Titles: Pin Pac, Pin Ball, and rebuild same. Seventeen years of rebuilding. Machines start at $100.00 each. Write and sell. MILTON BRAUN, RT. 3, BOX 423, SAVANNAH, Ga. Tel.: 4-4989.

FOR SALE — 10 assorted Ray Guns: Shoot-The-Bear, Jap, Chanters, Tail Gunner, Tokyo. Best offer takes them. Tel. 5100. Tel. 11315.

FOR SALE — 18 Panorama, tip top shape, 125 ea. Panorama Peek extra. Crating $5 extra. 2 Pitch "One More Time" 125 ea. Roll $125; 3 Seeburg 145 $100 ea. DAVE LOWY & CO., 594 TENTH AVE., NEW YORK, N.Y. Tel.: CH 11400.

FOR SALE — Sensational new life — more dollars. Moving Target on Dairy千元 1100, 1017, 1080 with $80 1/3 deposit. $95.00. Send your machine freight prepaid and $39.50, and you will return your machine with Moving Target the same freight prepaid back to you. WEST SIDE DISTRIBUTING CORP., 612 TENTH AVE., N.Y.

FOR SALE — Waterrizer: Victorities $75; $50 $125; $95 $125. Rock-Ola Commanders $75. All in perfect condition. F. A. B. DISTRIBUTING CO., INC., 1019 BAYNE ST., NEW ORLEANS, LA., or 304 IY ST., N.E., ATLANTA, GA.

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FOR SALE — Guaranteed Used Machines — Bells; Consolone; Ball; Pinball; Consoles; and other games the prices are right! Write for list. CONSOLE DISTRIBUTING, 4240 W. IRIE RD, NEW ORLEANS, LA.

FOR SALE — 1 '48 Aireon Coronet, brand new $925.95. 1/3 deposit, balance C.O.D. ALLEN, CO., INC., 881 MAIN ST., BUFFALO 3, N.Y., or phone LI 9106.

FOR SALE — Exhibit's Dale Pistols, Calibers, from $20-$1200; SPECIALTY CO., 326 NORTH BROAD STREET, PHILADELPHIA 30, Pa. Tel.: PO 5-3299.

FOR SALE — 100 Silver King post war Ball Gum Vendors, new, thoroughly reconditioned. Lots of $7.45 each, lots of 50 $35.00 total. 3/4 deposit, balance C.O.D. Write: WURLITZER, 881 MAIN ST., BUFFALO 3, N.Y., or phone LI 9106.

FOR SALE — Music Route — 32 Wurlitzer Seeburgs. All on location in South Texas. Requires three day work. Net $200.00 per week. Write: BOX 193, c/o THE CASH BOX, EMPIRE STATION, NEW YORK 1, N.Y.

FOR SALE — Attention Operators: Phonographs — wall, table, wire, and combination type A-Bell equipment. Lowest prices. Also new and used Bakers' Philadelphia. We rebuild and refurbish all types of coin operated devices. HODGES INC., P.O. BOX 1017, NORTH WILKESBORO, N. C. Tel.: 769.


FOR SALE — 1 Topple, 1 Firecracker, 1 Air Circles, 1 Victory, 1 Parlor Mask, 1 Girl, 1 Do Re Mi, 1 Venus, 1 Champ $7.50 ea.; 1 Small 12, $10.00 ea. 5 Five-ball pin ball games $10 up. Wooden Sales $50. AUTOMATIC MUSIC MFG. CO., 703 MAIN ST., BRIDGEPORT, OHIO. Phone: WOOLSEY 1.

FOR SALE — New Black Cherry and Consolone Assemblies for $40 each. Each Assembly consists of one or two Cherry Machines. Handle, Drill Proofing, Award Card, Jack Pot Class, etc., completely assembled and packed in an individual carton. Write us for list of prices on new, used, and rebuilt slot machines. Vendors, 1201 W. MAIN ST., OTTAWA, ILL. Tel.: 1312.

FOR SALE — 20 National 9 Col. 162 Bar Candy Vendors $90 ea.; 100 Silver King Bubble Vendors, new, $75.50 each; 50 Silver King Ball Gum Vendors, used, $75.50 ea.; 25 Rowe Co. Cigarette Machines, used; 25 King Candy Vendors, like new 12 ea.; 50 Ice Cream Vendors; 125 Cigarette machine, with change maker. These machines are brand new, only $50 each. COIN MACHINE DISTRIBUTORS, inc., 2323 CHESTER AVE., CLEVELAND 14, O.

FOR SALE — Waterrizer: Victorities $75; $50 $125; $95 $125. Rock-Ola Commanders $75. All in perfect condition. F. A. B. DISTRIBUTING CO., INC., 1019 BAYNE ST., NEW ORLEANS, LA., or 304 IY ST., N.E., ATLANTA, GA.

FOR SALE — Mills Golden Falls and Black Orchid. 2-1/2 cents each. Like new. Carry a money-back guarantee; Mills Blue Flowers and Brown Fronts 25c each; Jennings Litigene like new 5c-10c-25c $1 each. We have lots of Mills, Jennings, Pace Slots. Write for prices. AUTO- MATION CO., INC., c/o PHILADELPHIA W. PICO BLVD., LOS ANGELES 6, CALIF.

NOTICE — Dave Lowy & Company is exclusive distributors for J. H. Keeney & Company's fast selling Cigarette Vendor Machine for use in New York City, Nassau and Westchester counties. We accept trades. DAVE LOWY & COMPANY, 594 TENTH AVE., NEW YORK, N.Y. Tel.: CH 4-5100.

NOTICE — If you have the territory, you can operate it without investment. Up to 75 Wooden Ball Roll Downs consisting of Total Sales, Wurlitzer, Big Boys, Big Cities, One world, etc., also up to 35 Steel Ball Roll Downs. Contact us direct from Hawaii, Singapore, Tropicana, Cover Girl and Bermuda. These will be made according to your specifications in the United States, on flat rental basis or with an option to purchase. Write for complete details and free shipping containers. RE-BUILT MACHINES, BOX 770, FT. DODGE, IOWA.

NOTICE — Music Ops: We re-grind your used machine needless and scientifically and without complete satisfaction. Hundreds of operators use our services and they state it's a big saving. Write for complete details and free shipping containers. RE-BUILT MACHINES, BOX 770, FT. DODGE, IOWA.

Somah Louisiana Distributor for: Buckley — Guss Cross, Track Odds, Parxer, Bob, Reece; Burma Bell; Keyney — Cigarette Vendor; Aircons; Rentals, 113th, 122nd, 20th St., N.Y.C. Jennings-Challenger, Monte Carlo; Evans — Winter Book, Carls Bell; Mills Machine Co., Box 861, LAFAYETTE, LA. Phone: 5441.

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FOR SALE — All Tables — Standard Brands, individually boxed 60% off list, 50 assorted tubes 60% and 10% off list. ENGLISH SALES COM- PANY, 620 W. RANDOLPH STREET, CHICAGO, ILL.
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