That's Frank Sinatra beating the drums for his latest MGM picture, "On the Town," currently being shown nationally. Frankie's clicking on all six with his Columbia recordings of "Bye, Bye Baby," "The Old Master Painter" and "Don't Cry, Joe" going over big with music ops. Next release for Frank is "Why Remind Me." In addition to his recording activity and motion picture work, Frank is heard five nights weekly via NBC for Lucky Strike Cigarettes.
LAST CALL

The Cash Box "Holiday Special"

ALL-WAYS THE GREATEST HOLIDAY GREETINGS ISSUE IN THE COIN MACHINE INDUSTRY

RUSH YOUR AD IMMEDIATELY!

GOES TO PRESS: Thursday DEC. 15

THE CASH BOX

WRITE - WIRE - PHONE

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THE CASH BOX

"THE CONFIDENTIAL WEEKLY OF THE COIN MACHINE INDUSTRY"

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

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IN THIS ISSUE

December 17, 1949 Vol. 11, No. 12

WHY DO MANUFACTURERS CUT DOWN ON AMUSEMENT GAME PRODUCTION RUNS?........Page 4
NATION'S TOP TEN JUKE BOX TUNES ........Page 5
RECORD REVIEWS .................. Pages 6 and 8
'ROUNO THE WAX CIRCLE ...............Page 9
DISK JOCKEY RECORD REPORTS ..........Page 10
REGIONAL RECORD REPORT .............Page 12
FOLK & WESTERN RECORD REVIEWS .......Page 13
HOT IN—HARLEM, CHICAGO, NEW ORLEANS & LOS ANGELES.............................Page 14
JAZZ AND BLUES REVIEWS .............Page 15
BIG 5 FOLK AND WESTERN TUNES ..........Page 16
TUNIS DISK HITS BOX SCORE ............Page 18
COIN MACHINE SECTION ................Page 19
CLASSIFIED ADVERTISING ...............Pages 24 and 25
THE CONFIDENTIAL PRICE LISTS—Pages 26, 27 and 28
EASTERN FLASHES—CHICAGO CHATTER—LOS ANGELES CLIPPINGS


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

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

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

"The Confidential Price Lists" gives prices of all new and used coin operated machines of all kinds, weekly reporting all market changes and continually adding on all new equipment. "The Confidential Price Lists" 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 "Confidential Price Lists" is used in settlement of estates, in buying, selling and trading of all coin operated equipment. It is the one and only officially recognized price guide in the coin machine industry. "The Confidential Price Lists" is used by finance firms, factors and bankers to guide them in making loans to the members of the coin machine industry.

Talking It Over

The juke box op of today is going ahead better and faster than his predecessors. He has a fairly clean business man.

It took hard and lean years, to bring him to the realization that he couldn't continue, with constantly increasing costs, on the same basis he worked in the late 1930's and the early '40s.

The time arrived when he realized the nickel had become one of the smallest faction coins in American history. Yet, he continued to sell his musical entertainment to the public for that nickel. But that would still have been reasonable were all other costs steady.

Instead overhead servicing costs continued to rise alarmingly right after War II. He was faced with either increasing the price of his entertainment, or arranging for a more fair share of the intake from his equipment.

Few wanted to increase the cost of playing each record from 5¢ to 10¢, since there was no intermediate coin available. This publication was among the very first in the nation to ask for the minting of a 7½¢ coin, and was backed up my many, many advertisers over all the nation to have such a coin become a reality.

Therefore, the automatic music merchant had no other alternative but to increase his own 50%-50% commission basis to a point where he would more rapidly amortize his equipment and, at the same time, assure himself of a decent profit on his investment.

The Cash Box urged him to arrange for a front service money guarantee, and to also change his commission percentage basis from 50% to the retailer and 50% to himself, to 70% to himself and 30% to the retailer.

Few wanted to do this immediately. But, as the hurt became sharper in the region of his pocketbook, he was, gradually, forced to make new arrangements.

To be sure that the arrangements he would make would stand up, he was also forced to amalgamate himself with all other automatic music operators in his territory.

More and stronger associations came into being for the men, as they developed and increased their investing in automatic music, realized that this was one means of protection which could withstand and overcome haphazard business methods.

Today, in almost every major area in the nation, automatic music ops are grouped together for their mutual and protective benefit. They are swinging into line each and every day. In some areas they obtain front money guarantees and pay a smaller percentage commission to the retailer.

Regardless of the fifteen or so methods in use, depending upon the territorial agreements which are in effect in various parts of the nation, music ops have begun to practice more stabilized business methods.

Today the automatic music business is not only revived, it is going ahead. Manufacturers during 1949 progressed with greater solidity. For 1950 the phonograph manufacturer plans to assure the operators greater progress thus finer equipment toned to the point where public acceptance is more completely assured.

All this, plus the better business methods now being practiced by the automatic music operators of the nation, assures the industry a new, better and more progressive future.
Why do manufacturers cut down on amusement game production runs?

For some time now there has been discussion, pro and con, "should manufacturers cut down on amusement game production runs?"

In short, there is a feeling among many that, when a certain type game is going good and is generally accepted by all the operators, the manufacturer should continue to produce until he has reached the very last dregs in sales.

Others agree with the average manufacturer that he should cut his production run, when he realizes that the same has reached past its peak in sales and, thereby, assure those who have purchased his machine a better trade-in market.

As far as the average manufacturer is concerned, he intends to continue cutting his production runs, whenever and wherever possible, to meet with general used market conditions.

It is well understood by the field that when a new game clicks it will pull customers to whatever location it first appears from locations a long distance away.

This means that the game gets tremendous play until all other neighboring locations are also covered. Then the play automatically drops for those customers who came from a distance away can now play the game right in their own favorite spots.

Naturally, then, such coverage tends to cut down on collection averages for the operators and this is what the manufacturer wants to avoid. He wants the operator to profit to the very hilt from his game, so that he will be in a better financial position to continue on purchasing the new products which the factories produce and, thereby, all up and down the merchandising and marketing line are going to profit.

It is also a fact that when any one individual manufacturer clicks with a hit game, all other manufacturers also profit. The reason is simply that the operator, being given a stronger financial lease on his business life, is now in position to buy other games, too.

It must also be remembered that the manufacturer realizes, just as the operators, jobbers and distributors do, that the trade-in valuation of any game is part of the profits earned with the game.

In many cases, the trade-in price the operator gets, is actually his profit for the complete run of that individual game. At the same time, by being able to obtain a higher trade-in for the game, he is in better position to more easily purchase a new game.

Trading his used game against a new one, and obtaining a good price for the used game from the jobber or distributor, makes it much easier for the operator to continue in business on a profitable basis.

This can only become fact, tho, when the manufacturer cuts down on his production run as he notes the peak sales dropping to a point where he has, more or less, reached a saturation point.

Therefore the manufacturers continue on the solid theory that they must cut their production runs to help the operators be assured better profits. This has worked favorably in almost every instance.

There have been times when a game seems to have reached its last sales legs and, suddenly, is revived and goes into another run, sometimes as great if not greater, than the original production run. But, this has come about in rare instances, and is therefore no criterion on which the manufacturer can base himself.

He must, in almost every case, gauge his production based on the orders he receives from his distributors. The manufacturer has certain operators, jobbers and distributors testing his game, long before he intends to place it in production. After the tests have proved the game mechanically solid as well as financially correct, he will then plan production.

His first intimation of how far he can go with the game is based on the orders he receives from his distributors when these latter get their first sample shipment.

It can be stated to the credit of the average manufacturer that he will always cut below initial orders from his distributors, unless he knows that any certain territory is perfect for that certain game.

By doing this he assures himself, the distributors and jobbers and, especially, the operators, that he is carefully guiding his production run so that there will not be too many of the game produced.

It is because of this careful production estimate that the manufacturer has been able to "hold up used prices" for the operators.

Furthermore, in view of the fact that the game was held down to a low run, the operator is better able to switch from spot to spot for a longer period of time and realize the full benefit from the game.

Then, when time to trade it in comes around, he finds that the price has held up to a point which adds the trade-in valuation to his average earnings and makes this, the trade-in price, in many cases, the difference between profit and loss.

It is always part and parcel of the expressions used in the industry to state, "the longer the life of the game—the longer the profits." And this holds true in all cases today because the manufacturers have been so careful in their production runs and have taken care of the operators by carefully watching that they do not overproduce the product so that the operator is protected for a longer running period as well as a better trade-in price.

The fact, then, that the manufacturers have cut down on amusement game production runs, means that the operators are assured of earning greater profits. In almost every case this has been the logical result since cut production became the policy for the average manufacturer of amusement equipment.

As long as the manufacturer continues to watch over the operator the way he has been doing with cut production, there is no longer any doubt that, the operator will fare better and will also be better assured his profit future in the automatic amusement business.
<table>
<thead>
<tr>
<th>The Nation's Top Ten Juke Box Tunes</th>
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<tbody>
<tr>
<td><strong>CODE</strong></td>
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**The Top Ten Tunes Nettung Heaviest Play In The Nation's Juke Boxes, Compiled From Reports Submitted Weekly To The Cash Box By Leading Music Operators Throughout The Country.**

**Record Companies Listed Alphabetically**

<table>
<thead>
<tr>
<th>POSITION</th>
<th>RECORDS</th>
<th>ARTISTS</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>MG-10518</td>
<td>Alan Dale</td>
</tr>
<tr>
<td>2</td>
<td>MG-10478</td>
<td>Aladdin</td>
</tr>
<tr>
<td>3</td>
<td>MG-10485</td>
<td>Alice Fence</td>
</tr>
<tr>
<td>4</td>
<td>MG-10490</td>
<td>Buddy Clark</td>
</tr>
<tr>
<td>5</td>
<td>MG-10495</td>
<td>Billie Holiday</td>
</tr>
<tr>
<td>6</td>
<td>MG-10500</td>
<td>Bob Ely</td>
</tr>
<tr>
<td>7</td>
<td>MG-10505</td>
<td>Bobby Darin</td>
</tr>
<tr>
<td>8</td>
<td>MG-10510</td>
<td>Bobby Darin</td>
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<tr>
<td>9</td>
<td>MG-10515</td>
<td>Bobby Darin</td>
</tr>
<tr>
<td>10</td>
<td>MG-10520</td>
<td>Bobby Darin</td>
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**I CAN DREAM, CAN'T**

<table>
<thead>
<tr>
<th>RECORDS</th>
<th>ARTISTS</th>
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<tbody>
<tr>
<td>VO-55019</td>
<td>Texie Atwood</td>
</tr>
<tr>
<td>DE-24480</td>
<td>Andrew Sisters</td>
</tr>
<tr>
<td>HA-1076</td>
<td>Alan Dale</td>
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**MULE TRAIN**

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<tr>
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<tbody>
<tr>
<td>AS-3059</td>
<td>Ben Smith Quartet</td>
</tr>
<tr>
<td>CA-57-775</td>
<td>Gordon MacRae</td>
</tr>
<tr>
<td>CA-57-787</td>
<td>Woody Herman-Hot Cole</td>
</tr>
<tr>
<td>CA-57-8238</td>
<td>Tennessee Ernie</td>
</tr>
<tr>
<td>CA-29561</td>
<td>Gene Autry</td>
</tr>
<tr>
<td>CD-3864</td>
<td>Joe Feeney</td>
</tr>
<tr>
<td>CD-3865</td>
<td>Nelson Eddy</td>
</tr>
<tr>
<td>CD-3950</td>
<td>Nat King Cole</td>
</tr>
</tbody>
</table>

**DON'T CRY, JOE**

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<tr>
<td>RR-30-8907</td>
<td>Ralph Flanagan</td>
</tr>
<tr>
<td>CO-38555</td>
<td>Frank Sinatra</td>
</tr>
<tr>
<td>DE-24720</td>
<td>Jordan Jenkins</td>
</tr>
<tr>
<td>LO-513</td>
<td>Charlie Sparks</td>
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**THAT LUCKY OLD SUN**

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<tr>
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<tbody>
<tr>
<td>CA-57-776</td>
<td>Joe Martin</td>
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<tr>
<td>CA-57-776</td>
<td>Herb Lance</td>
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<tr>
<td>CA-29358</td>
<td>LeRoy Vaughan</td>
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<td>CO-38556</td>
<td>Frank Sinatra</td>
</tr>
<tr>
<td>DE-24725</td>
<td>Louis Armstrong</td>
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<td>HA-1077</td>
<td>Hot Lips Page</td>
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**SLIPPING AROUND**

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<th>RECORDS</th>
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<tr>
<td>CA-57-4023</td>
<td>Margaret Whiting-Jimmy Wakely</td>
</tr>
<tr>
<td>CO-20581</td>
<td>Floyd Tillman</td>
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**JEALOUS HEART**

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<tr>
<td>BU-1722</td>
<td>Bob Ely</td>
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<td>CA-17256</td>
<td>Tex Ritter</td>
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<td>CA-57-719</td>
<td>Jon Garber</td>
</tr>
<tr>
<td>CO-2013</td>
<td>Happy Perryman</td>
</tr>
<tr>
<td>CO-18552</td>
<td>Hugo Winterhalter</td>
</tr>
<tr>
<td>EB-6452</td>
<td>Kenny Roberts</td>
</tr>
<tr>
<td>DE-64586</td>
<td>Kenny Lake Carson</td>
</tr>
<tr>
<td>DE-24711</td>
<td>Jack Owens</td>
</tr>
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**A DREAMER'S HOLIDAY**

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<tr>
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<tr>
<td>CA-57-761</td>
<td>Ray Anthony-O.</td>
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<tr>
<td>CO-18599</td>
<td>Buddy Clark</td>
</tr>
<tr>
<td>DE-24723</td>
<td>Select Wilkin</td>
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**I'VE GOT A LOVELY BUNCH OF COCOANUTS**

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<tr>
<td>CA-57-760</td>
<td>Hal Blaine</td>
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<tr>
<td>CO-3969</td>
<td>Tony Pastor-O.</td>
</tr>
<tr>
<td>DE-24545</td>
<td>Danny Kaye</td>
</tr>
</tbody>
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**DEAR HEARTS AND GENTLE PEOPLE**

<table>
<thead>
<tr>
<th>RECORDS</th>
<th>ARTISTS</th>
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</thead>
<tbody>
<tr>
<td>CA-57-775</td>
<td>Gordon MacRae</td>
</tr>
<tr>
<td>CA-57-797</td>
<td>Barry Strong</td>
</tr>
<tr>
<td>CA-57-8239</td>
<td>Eddy Kirk</td>
</tr>
<tr>
<td>CO-38603</td>
<td>Dinah Shore</td>
</tr>
<tr>
<td>DE-24726</td>
<td>Harman-Jones</td>
</tr>
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**YOU'RE BREAKING MY HEART**

<table>
<thead>
<tr>
<th>RECORDS</th>
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</thead>
<tbody>
<tr>
<td>BR-30-0001</td>
<td>Ralph Flanagan</td>
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<tr>
<td>CA-57-719</td>
<td>Jon Garber</td>
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<tr>
<td>CO-38546</td>
<td>Buddy Clark</td>
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<tr>
<td>DE-24493</td>
<td>The Ink Spots</td>
</tr>
<tr>
<td>HA-1072</td>
<td>Paul Butterworth</td>
</tr>
</tbody>
</table>

**Blue Barron**

**The Photographer and The Stenographer**

**Bill Farrell**

**Some Hearts Sing Your Eyes**

**M-G-M Non-Breakable 10576**

**DAVID ROSE**

**When the Wind Was Green Leave It to Love**

**M-G-M Non-Breakable 30220**

**Metrolite Non-Breakable**

**Under Normal Use**

**M-G-M Records**

**The Greatest Name in Entertainment**

701 Seventh Ave., New York 19, N.Y.
“Echoes” (2:50)

“Careless Kisses” (2:53)

SAMMY KAYE ORCH.
(RCA Victor 20-3595)

“The Jazz Me Blues” (2:44)

“Margie” (2:56)

ED FARLEY ORCH.
(Delmar 114)

“The Blossoms On The Bough” (3:00)

“My Rose Garden” (3:00)

FRANKIE CARLE ORCH.
(Columbia 38464)

“The Iwo Indian Song” (2:56)

“Johnson Rag” (2:51)

CLAUDE THORNHILL ORCH.
(RCA Victor 20-3604)

“The Iowa Indian Song”

“Johnson Rag”

CLAUDE THORNHILL ORCH.
(RCA Victor 20-3604)

The late Buddy Clark offers a pair of unreleased sides in this coupling of “Bibbidi-Bobbi-Bot” and “Another look-see.” Easy Bobby a moody in tender chirp up deck another musical assistance. Lyrics ring true on the side, as does Bobby’s vocal spot. On the other end, Buddy teams up with Mitchell Ayres, and once again comes thru for music ops with another smooth bit of romance material.

“Bibbidi-Bobbi-Bot” (4:2)

“A Dream Is A Wish Your Heart Makes” (3:26)

LAWRENCE WELK ORCH.
(Mercury 5347)

The coin winning consistency of orkster Sammy Kaye is easily displayed on this fresh pair of sides by the “Swing & Swing” maestro. There’s no mistake about this pair bouncing up and turning into a pair of hot contenders for juke box honors. This rendition of “Echoes” and “Careless Kisses” two of the brighter new tunes on the musical horizon, is definitely labeled hit material. Laura Leslie and Lloyd Roberts teams up on the top deck, and in the combo purr the smooth, sentimentals. Ditty is a tender romantic ode that should do extremely well in the box. It’s smooth easy-to-take music, the kind you wanna dance and cuddle to. Both ends of this biscuit are blue ribbon winners—ops shouldn’t hesitate one second.

“The Jazz Me Blues” (2:44)

“Margie” (2:56)

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“Me And My Concertina” (2:39)

“When I Hear Your Name” (2:52)

BOBBY COLT
(Admiral 1001)

Bobby Colt in the limelight, with the refrain of “Me And My Concertina” and “When I Hear Your Name” in the offering for music ops. Both sides show Bobby’s smooth vocal work to excellent advantage, and alto the material offered isn’t top drawer, the platter should do fairly well in the boxes. Top deck is a strong item veiling in moderate tempo, while the flip is a slow sentimental ballad. Vocal allure is added on this side by the Three Beauties & A Peep. Ops should listen in.

“The Blossoms On The Bough” (3:00)

“My Rose Garden” (3:00)

FRANKIE CARLE ORCH.
(Columbia 38464)

Pair of lightly styled sides by the Frankie Carle ork, and the set up of "The Blossoms On The Bough" and "My Rose Garden" in the offering for music ops. Top deck is a plug item, with a vocal by chipp Marjorie Houghtal that is easy on the ears. Ditty is a sentimental item vealing in slow tempo, with the lyrics ringing true. One again meet with "My Rose Garden," Marj comes back with another ballad that might perk up ops. Both sides rate ops listen- ing time.

“Your Wonderfull” (2:38)

“Isn’t This Better Than Walking In The Rain?” (3:10)

BUDDY CLARK
(Columbia 38647)

The late Buddy Clark offers a pair of unreleased sides in this coupling of “Bibbidi-Bobbi-Bot” and “Another look-see.” Easy Bobby a moody in tender chirp up deck another musical assistance. Lyrics ring true on the side, as does Bobby’s vocal spot. On the other end, Buddy teams up with Mitchell Ayres, and once again comes thru for music ops with another smooth bit of romance material.

必不可免
Out now! Disney's new "Cinderella" hits — by RCA Victor top names!

PERRY COMO
The film's big song! All America will hum it!
A DREAM IS A WISH YOUR HEART MAKES
Backed by a Cinderella "language" hit —
the "Mairzy-Dotes" of 1950!
BIBBIDI-BOBBIDI-BOO (The Magic Song)
RCA VICTOR 20-3607 (47-3113*)

VAUGHN MONROE
Waltz-time love song of Cinderella and the Prince!
SO THIS IS LOVE
RCA VICTOR 20-3606 (47-3112*)

ILENE WOODS
2 great Cinderella sides...
BLUEBIRD-priced for quick turnover!
BIBBIDI-BOBBIDI-BOO (The Magic Song)
and SO THIS IS LOVE BLUEBIRD 30-0019 (54-0014*)

Cinderella's original film voice signs with
RCA Victor BLUEBIRD Records!

Coming soon! THE FONTANE SISTERS
THE CINDERELLA WORK SONG
The stars who make the hits are on...

RCA Victor Records
RCA VICTOR DIVISION RADIO CORPORATION OF AMERICA, CAMDEN, NEW JERSEY

THIS WEEK'S RELEASE
(Both 78 rpm and 45 rpm. Numbers marked * are 45 rpm.)

POPULAR
Copper Canyon LISA KIRK
Confidentially 20-3610 (47-3116*)
Wedding Samba IRVING FIELDS
Theme from The Third Man 20-3611 (47-3117*)
Melissa WAYNE KING
Come Dance With Me 20-3612 (47-3118*)

COUNTRY AND WESTERN
Mommy May I Take My Doll To Heaven ROY ROGERS
Little Hula Honey 21-0148 (48-0152*)
The Day Of Wrath I've Got A Home Up THE CARTER SISTERS
In Glory AND MOTHER MAYBELLE
21-0149 (48-0153*)

BLUES
I'll Find My Way TAMPA RED
That's Her Own Business 22-0057 (50-0041*)

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

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

SLEEPER OF THE WEEK

“Sitting By The Window” (3:15)
VIC DAMONE
(Mercury 5343)

“Nice To Know You Care” (2:58)

• Pair of sides which music ops can use as fillers are those rendered by the Raymond Scott orch. Wax, tagged “Ma” (He’s Making Eyes At Me), and “Jackrabbit” make for fair listening pleasure, and might hold their own in the boxes. Top deck is a standard, with an effective vocal spot by chimp Dorothy Collins. The flip is an instrumental piece that might do well. Ops who have the room on their machines might listen in.

“Echoes” (2:50)
“Bibbidi-Bobbidi-Boo” (2:10)
JO STAFFORD—GORDON MacRae
(Capitol 57-782)

• Click vocal team of Jo Stafford and Gordon MacRae pop up here with the spark of another winner in this coupling of “Echoes” and “Bibbidi-Bobbidi-Boo.” Both ends of the disk are lively, and the latter sooty ballad if there ever was one, and has Jo and Glynor turning in one of their best performances ever. Tempo is slow and smooth, with the musical refrain by the Paul Weston orch ringing true throughout. The flip is a highly touted novelty item from the new Disney flicker “Cinderella.” This version is one of the best around, and rates a spot in ops machines.

“Charley, My Boy” (2:44)
“The Music Goes ‘Round And Around” (2:41)

MAIN STREET STRING BAND
(Bluebird 30-0014)

• The Main Street String Band turn in a rousing rendition of a pair of current popular oldies as they offer “Charley, My Boy” and “The Music Goes ‘Round And Around” for music ops. Chorus vocal on the side adds to the appeal of this flip, with the rollicking orchestral backing echoing true in the background. Wax is authentic string band music—ops who have a call for this brand might well take a look-see.

“Art Raymond Mambo” (2:20)
“Flight Of The Bumble Bee” (2:17)
EST MORALES ORCH.
(Decca 24818)

• Music fans who like their music in the Latin style should go for this coupling by Est Morales. It’s his first waxing on Decca, and is sure to please the jet-setters immensely. Titled “Art Raymond Mambo” and “Flight Of The Bumble Bee,” the platter spins at a mellow south-of-the-border pace. Top deck is an ode to disc jockey Art Raymond, while the flip is a very nice job by the orchestra on the standard “Flight Of The Bumble Bee.” Both sides are there for the asking.

“Ma” (2:50)
“Jackrabbit” (2:56)
RAYMOND SCOTT ORCH.
(MGM 10583)

“Scarlet Ribbons” (2:56)
“Blow Them Blues Away” (2:50)

JUANITA HALL
(RCA Victor 20-3603)

• Juana Hall, star of the “South Pacific” flip comes up with a pleasing rendition of “Scarlet Ribbons,” a ditty music ops and fans alike will shortly be hearing quite a bit of. Thud rhythm, done up in soft, quiet manner feels the pulse of the sooth- ing ballad, and—should be greeted with wide enthusiasm. The flip has Juana doing a hot blues number that will hold its own in the boxes.

“The Blossoms On The Bough” (2:56)
“Timbales” (2:50)

FREDDY MARTIN ORCH.
(RCA Victor 20-3590)

• Fresh wax by the Freddy Martin orch, and the set up of “The Blossoms On The Bough” and “Timbales” in the offering for music ops. Top deck, with Merv Griffin in the vocal spot, is a cut above the rest. The flip has the Martin Men handling a Latin tempo’d item that makes for mellow listening pleasure. Tempo is in the up-beat, with the group turning in a neat performance. Both sides should sit well with the many Martin fans.

“There Aren’t Enough Hours In The Day” (2:49)
“Mad About You” (2:56)

RUS CASE ORCH.
(MGM 10181)

• Maestro Russ Case comes up with a pair of fair sides in this coupling of “There Aren’t Enough Hours In The Day” and “Mad About You.” Case’s plush arrangement of the former has a nice added touch of Top deck, with the Quintones in the vocal spotlight is a strong piece of material with a tinge of romantic added. The flip has Stuart Foster on a ditty that has caused some talk in the music biz. Both sides won’t stop traffic—they will earn their keep.

“Dinah” (2:49)
“Heartstopps” (2:49)

RED HODGSON ORCH.
(London 561)

• Music ops with tavern locations can use these sides to excellent advantage. “The Music Goes ‘Round And Around” and “Heartstopps,” as rendered here by the Red Hodgson orch makes for a good item to add to the repertoire, and should hold its own in the boxes. Top deck is a novel rendition of the standard hit “Heartstopps,” the flip is much the same vein, with a tint of novelty added. Both sides will do well in the phones.

The Cash Box, Music Page 8 December 17, 1949
NEW YORK:

Tommy Valando, proxy of Laurel Music, reports faster sales action on his new plug tune "Echoes" than on his past hits, "Far Away Places" and "I Don't See Me In Your Eyes Anymore." ... Frank Sinatra reports a group of record salesmen this past week after his "Light Up Time" airshow.

Keep your eyes on the Rainband recording of "Daddy's Little Girl," recorded by Dick Todd and the Eddie Miller orch. Dick looks like a big one. ... Knickerbocker Music was admitted into ASCAP this past week. A real tribute to Haydon Broughton, Max Cooper and Herb Wadl who did a fine job on "Where Are You Blue Eyes" ... Gala Music sent the nation a deer- jays a bottle of honey to tie in with their current plug "Honey, Why Can't You Be Sweet To Me," recorded by Jimmy Blaine on London. Other records set are Frankie Yanovics on Columbia, Jack Searie on Mercury and Johnny Martin on Capitol. Arnold Hoffman, well-known to the music trade is skedded to tie the knot to looker Janet Seidenberg the early part of this coming nifty 50. The pair were caught doing a mean rhumba recently at the Statler. ... There's no stopping the Hamp. Break it up, but big; at Rep City the other opening night. Add to this George Shearing's rave popularity, and you've got quite a bill. ... Irving Fields announces the opening of his Crest Mar-Cinerama. First times in the house are "Kiss Polka" and "Mexican Hot Foot." ... Dick Linke, former flack topper at Capitol Records and more recently associated with Sammy Kaye, announces the opening of his publicity and record exploitation firm. New daily comic strip, based on his record titles and featuring caricatures of America's leading disk jockey's will be issued by the first of the new year by Joe Reynolds and C. D. Small, two newspapermen. ... Add entry's in the record promotion and publicity field: The Skid White firm, reported to be a top-notch outfit. ... Jack Lacy, WINS, back on the job after breaking an elbow last week. ... Tense comment from a juke box op, "I'll Never Slip Around On A Mule Train" again.

CHICAGO:

Dick Bradley of Tower, who acted as production chief for the last Teddy Phillips' (London Records) session, turned a disk that was previewed the other night ... everyone present believes it will become one of the most outstanding hits of 1949. ... Visitors in town were Jerry Blaine of Jubilee Records and Al Green of National Records. ... Wayne King doing a very grand job with his entire T.V. show, and for the first time has cut a record where he himself is doing the vocalizing ... and very good, too. ... David LeWinter, entering his fifth year at the famed Pump Room, was just signed by Mercury Records, and now at David's friends looking forward to the first session to hear him cut some of the really grand music for which he is so well liked by Pump Room patrons. ... New firm that opened here, American Record Distributors, Inc. owned by Art Sheridan and Evelyn Aron, already under way with a very big showroom. ... Freddy Nagel leed off at the Blackhawk Dec. 1. ... Berni Lang, Larry Fenton, Lyn Hoyer, Teddy Phillips, Dick Bradley, and Nat Hale enjoying the bagels at Kinged's Restaurant at two in the dawning. ... Keep an eye on Art Mooney's new MGM disk... Jimmy Wakely voted by juke box ops as the "Best Western Artist of 1949" phones from Las Vegas to tell us he is appearing at The Thunderbird and very thrilled by the vote. ... Al Friedman appointed contactman for Hill & Range. ... Lenny Lacy and his "The Nightiest Little Band In The Land" pleasing the customers at the Glass Hat, Congress Hotel. Quite a novel idea introduced by Lenny, he will play any favorite selection of any year if you "Chalk It Up" on his "Request Tune Table." ... Jerry Murad's Harmonicats will appear at the B & K Marboro Dec. 23 and at the Uptown Theatre Dec. 30. ... Eddie Howard scheduled for the Blackhawk Jan. 4. ... Nick Lucas stops in on his way to New York and tells us he has signed contract with Ken Murray's "Blackouts" to make TV debut Jan 7. ... Jack Teter, whose Lally platter, "Johnny Rag," is going great, currently at "Tutz" in Milwaukee. ... Lawrence Welk opens at the Trianon Dec. 23. ... Ben Cairns is new contact-man for Morris Music.

LOS ANGELES:

Just finished watching deejay's deejay's deejay's, musician's musician's and on-see's ences Steve Allen broadcasting the raselin' matches via television (nice to have such neighbors) and the lad can really act too. ... He emoted rings around the overstuffed villains, and if Steve ever lets his hair grow and puts on a few pounds, Gorgeous George had better look to his laurels. ... If you think the competition on "Mule Train" in the English lang. has been keen, oughta see what's going on with the two new Spanish versions of the tune. ... Mary Scharn- hagen tells us that she kicked a representative of Tuxco label one day about how the song could stand a Latin treatment. ... Room, two days later he comes in with a very fine rendition of same by one Miguel Salazar, also known as El Mexican Cowboy, on "Tren de Mules." ... The next day at the Capitol Records brought one in by Lalo Guerrero. ... Maybe neither will crowd Frankies Laine and the other pop treatments but Mary reports sales of a couple hundred for the Spanish discs on boxes that usually don't use 'em. ... Scheduled for personal appearance at the December 8 Leucas' party for ops at last quoting were a flock of western artists headed by Hank Penny and T-X Texas Tyler. ... For the city kids, there'll be Arthur Wayne and in prospect were the Andrews Sisters. ... King's big disc party Dec. 18 at Riverside Rancho. ... Capitol's "Old Master Painter," hang- ing Peggy Lee and Mel Torme for the first time, appears off to a fast start around town and promises to catch up with Decoa's Dick Haymes.

Please mention THE CASH BOX when answering ads—it proves you're a real coin machine man!
MGM RECORDS NEWSLETTER PROTESTS FEDERAL EXCISE TAX

NEW YORK—MGM Records voiced their protest against the federal excise tax imposed upon records in a recent issue of their weekly newsletter, "Disk Data.

The federal excise tax, originally paid by the record manufacturer but later passed to the consumer, was re-ported to have totalled some $6,500,000 last year.

MGM's "Disk Data" said in part, "The war is over a long time ago and playing records isn't anything reprehensible, so why should it be curbed by a tax?"

"The record industry, echoing the sentiments of the millions of disk buyers, is launching an all-out effort to convince Congress that the war tax on recorded music is no longer necessary and has become a heavy burden on the industry. When money is plentiful, taxes are paid uncomplainingly. But as been times disappear, all taxes become more burdensome. Many a record remains unsold because that war tax eats a hole in the pin-money of platter patrons," the statement continued.

Members of the trade have, since the end of the war, voiced their protest over the continuance of the excise tax. Alto no concerted effort has been made on the part of the phonograph recording industry to re-peat the tax, it is known that the trade has felt for some time that sales volume of records would spurt were the tax eliminated. The record buying public has this past year been highly price conscious in their purchase of records. The influx of lower price labels in the industry easily points to the trend.

Music operators and dealers have also asked for repeal of the federal excise tax on recordings. Operators point out that their purchasing power would be increased greatly, and dealers state that sales would definitely surge were there no tax imposed. Music ops add the well known fact that juke box play continues to remain at five cents, while their overhead, supplies and services cost have likewise been raised tremendously.

MARCH OF DIMES
FIGHT INFANTILE PARALYSIS

Roost-3 Deuces Label Names Three New Distributors

NEW YORK — Jack Hooke, of Roost and 3 Deuces Records, this past week announced the addition of three new distributors to handle firm's line. Added were, Supreme Distributing Co., Cincinnati; Music Suppliers of New England, Boston, Mass., and Southland Distributing Co. of Atlanta, Ga.

Firm basically deals in jazz and blues records.

SLEEPER TUNE OF THE YEAR AT A WIDE-AWAKE PRICE...

"I Love Her, Oh! Oh! Oh!"

By Enoch Light and his Orchestra
Vocal Refrain by Cloverleaf Four
(Backed by: If I Had a Thousand Lives to Live)

ACCLAIMED BY FAMOUS DEE JAYS:
Martin Block, Paul Brenner, "Big Joe", Jack Lacey, Ted Steele, Art Ford, Ted Husing, Norman Brokenshire; and hundreds of the leading DJs out-of-town.

Get This Magnificent Cutting Today From Your Nearest Lincoln Distributor or order direct from Lincoln RECORDS
8 WEST 40TH STREET • NEW YORK, N. Y. • Tel. Longacre 3-4281

"It's What's In THE CASH BOX That Counts"
Hypo Cap "Mule Train"

NEW YORK—Harry Goodman and George Dalin of Regent Music Corp., this city, this past week announced acquisition of the music score from the forthcoming RKO thriller "The Man On The Eiffel Tower." Picture features Charles Laughton, Frances Sternhagen and Burgess Meredith and is to be shown nationally in the very near future. Big tune from the flicker is "High On The Eiffel Tower," penned by Michel Nicholet, internationally known song scribe. American lyrics were written by Jay Lynn. Goodman and Dalin disclosed that recordings and plugs on the score from the film will be set around the early part of the new year.

Current winner for the Regent firm is "She Wore A Yellow Ribbon."

HITTING BIG EVERYWHERE

KING 803 BLUES STAY AWAY FROM ME

Backed by GOIN' BACK TO THE BLUE RIDGE MOUNTAINS

By The DELMORE BROS.

NEW NON-BREAKABLE HITS

9094—JACKIE PARIS
"The Old Master Painter"
"Goodbye"

9063—THE RAVENS
"White Christmas"
"Silent Night"

9090—FLORENCE WRIGHT
"Gotta Hold On To The Cross"

NLP2001—BILLY ECKSTINE SINGS

32/13 RPM 8 Track Records on 1 Gear (LP)

9095—THE SYNCHRONISTORS
"River Stay Away From My Door"
"Those Are Things I Want To Share With You"

9092—THE BLENDERS
"Come Back Baby Blues"
"I Can Dream, Can't I?"

9091—TOMMY EDWARDS
"Give Me O'Clock Feeling"
"Love Me"

JOHNSON RAG

recorded by
PEARL BAILEY/Harmony
GENE COWAN/Rondo
JIMMY DUNSEY/Columbia
RUSS MORGAN/Decca
ALVINO REY/Capitol
JACK TETAR TRIO/London
CLAUDE THORNELL/Victor

MILLER MUSIC CORPORATION

"It's What's In THE CASH BOX That Counts"
FOR YOU MY LOVE
Larry Darnell (Regal)

SATURDAY NIGHT FISH FRY
Louis Jordan (Decca 24725)

GOOD DADDY BLUES
Dinah Washington (Mercury)

EMPTY ARMS BLUES
Amos Milburn (Aladdin 3932)

WHAT ARE YOU DOING NEW YEAR'S EVE?
The Orioles (Jubilee)

INDIANA EXPRESS
Freddie Mitchell (Derby)

SNEAKIN' AROUND
Rudy Render (London)

THAT LUCKY OLD SUN
Louis Armstrong (Decca 24752)

FOR YOU MY LOVE
Larry Darnell (Regal)

I'LL GET ALONG SOMEHOW
Larry Darnell (Regal)

MISSEISSIPPI BLUES
Floyd Dixon (Modern)

CUTTING OUT
Annie Laurie (Regal)

SNEAKIN' AROUND
Rudy Render (London)

SATURDAY NIGHT FISH FRY
Louis Jordan (Decca 24725)

BLUES FOR MY BABY
Billy Wright (Savoy)

THAT LUCKY OLD SUN
Louis Armstrong (Decca)

GOOD DADDY BLUES
Dinah Washington (Mercury)

MY TIME IS EXPENSIVE
Clarence Brown (Peacock)

MERRY CHRISTMAS, BABY
Little Willie (Modern)

LET'S MAKE CHRISTMAS MERRY, BABY
Amos Milburn (Aladdin)

NO ROLLIN' BLUES
Jimmy Witherspoon (Modern)

SNEAKIN' AROUND
Rudy Render (London)

SNEAKIN' AROUND
Rudy Render (London)

SNEAKIN' AROUND
Rudy Render (London)

SNEAKIN' AROUND
Rudy Render (London)

SNEAKIN' AROUND
Rudy Render (London)
"Don't Worry Me No More" (2:48)
"I Ain't Fattenin' Frogs For Snakes" (2:51)
BEN SMITH QUARTET
(Adley 3008)

"Indiana Express" (2:40)
"Pony Express" (2:47)
FREDDIE MITCHELL ORCH.
(Derby 725)

"Roll With The Boogie" (2:38)
"If I Can't Have You" (2:51)
JOE ROBINSON
(RCA Victor 22-0054)

"You Never Miss Your Water" (2:50)
"I Found Out" (2:55)
WHISPERING BOB RANGE
(Apollo 415)

"Unfaithful Blues" (2:50)
"Stormy Night Blues" (2:51)
SAUNDERS KING ORCH.
(Aldadin 3040)

"SKELETON AT MIDNIGHT" ("Dando Macdon")
"When The Bridge Is Down" (2:51)
JOE VENUTI'S
Red-Hot Violin
BOBBY MAXWELL'S
Swing Trio
MADE TO ORDER FOR THE BOXES!

TEMPLE
5840 Sunset Blvd., Hollywood 44, California

MeMo — To Mr. Operator
A Hit
"TELL ME LIES"
Metro No. 8011
JANET LORD with	Johnny Dell's Orchestra
B. & B. MUSIC CO.
DETROIT
HOLLYWOOD

Merry Christmas — Happy Holidays

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

NEW YORK—Woody Herman and Nat “King” Cole cut a few capers at the expense of Rudy, Gene Tin, Pan Alley barber, during a recent funfest. Woody recently disabused his large rep, and is currently working with a six-man outfit. The pair had been teamed on a hefty cross-country concert tour. Both artist wax under the Capitol banner.

**Yogi's Yingle Clicks**

It appears the convivial Christmas folklore “Yingle Bells” is slated for a new onslaught of poularity, this time completely rejuvenated through the whimsical efforts of an American-born Swedish gentleman, Yogi Yergerson.

Capitol Records, featuring the disk exclusively was extremely hesitant about recording this Yergerson version, strangely enough. When Yogi's master had been etched, Cap executives scratched their heads, perplexed with the “oddity.” They finally agreed to release it, figuring sales would go so well in areas like Minnesota, Wisconsin and Michigan.

Within the week, following its distribution, “Yingle Bells” caused a commotion not only in the Swedish communities throughout the country, but in Texas, Pittsburgh, Connecticut, Oklahoma and Los Angeles. Orders poured in and it was acclaimed a “sure fire hit.”

Cap executives are not scratching their heads today, when they listen to Yergerson’s “Yingle Bells”; far in contrast, they’re clapping their hands with glee, as this biscuit looms as a nationwide best-seller.

**RCA Out With “Little Nipper” Series**

NEW YORK—RCA Victor’s long-awaited “Little Nipper” series, a completely re-packaged and streamlined selection of 21 top children's favorites based on a comprehensive survey of this recording field by a nationally-known research consultant is now available for the Christmas season on both 45 and 78 rpm non-breakable dates. These 21 outstanding albums from RCA Victor’s extensive repertoire of children's classics have been completely redesigned and in many cases, entirely re-recorded to incorporate many new features developed through this survey.


The Picture Albums, whose brightly-colored album liniers illustrate the story are “Dumbo,” “Pecos Bill,” “Johnny Appleseed” and “Bambi.” Showpieces, with one and two pocket pictorial envelopes, include “The Night Before Christmas,” Songs of Raggedy Ann,” “Three Little Pigs,” “Little Black Sambo’s Jingle Ball,” “Pee-Wee the PTOCOL,” “Rudolph, the Red-Nosed Reindeer,” “Why the Chimes Ring,” “Spike Jones Plays His Kind of Nonsense Music for Children,” and “The Boy Who Sang for the King.”

In albums which were re-recorded such as “Pinocchio,” “Little Black Sambo” and “The Little Engine That Could,” a signal is given to turn the page. In “Sambo” and “The Little Engine” Nipper barks. In “Pinocchio,” Jiminy Cricket chirps. The record labels also carry easy-to-understand symbols and illustrations in addition to standard title and copyright information enabling the child to readily identify the story and sequence of the recorded sides. The label for side three of the “Little Engine That Could” for example, includes an illustration of an engine and features Nipper juggling three balls to inform the child that the record is third in sequence.

The stories have all been dramatized in a way which has a strong appeal for children. They are full of excitement, suspense and dramatic stops with sound effects, music which heightens the anticipation, animal voices and the sharply drawn voices of the characters. The Disney albums originally were songs from the pictures taken off the sound tracks now have been re-done so that they tell the story fully.

**Announcing the Opening of... The Midwest's Most Progressive Record Distributors**

**Manufacturers WHO ARE INTERESTED**

**IN FINANCIALLY RESPONSIBLE REPRESENTATION**

**PLEASE CONTACT US IMMEDIATELY**

Art Sheridan - Evelyn Aron

**AMERICAN RECORD DISTRIBUTORS, INC.**

**2011 S. MICHIGAN AVE. CHICAGO 16, ILLINOIS**

**TEL: DANUBE 6-6654**

**WANTED:**

We are exclusive State Distributors for Mercury and we need a few good Race and Hillbilly Lines to round out our distributing set up. We will open in Atlanta around January 1st in a brand new building.

**ED HEATH**

**HEATH DISTRIBUTING CO.**

243 THIRD STREET, MACON, GEORGIA (PHONE: 2681)

“**It’s What’s In THE CASH BOX That Counts**”
RCA VICTOR TO INTRODUCE NEW THREE SPEED PHONO PLAYER

New Instrument Due Early February. Firm May Use 33 1-3 System On Classical Disks

NEW YORK—RCA Victor Records will market a three speed phonograph player sometime about February 1st, it was learned this week. The firm, believing that it has passed the experimental stage in the development and acceptance of its 45 rpm records, feels that a 3-speed system would be ready for the industry after the first of the year.

Alto RCA Victor has denied any intention of marketing or manufacturing 33-1/3 platters, reports persist that the platter will use 33-1/3 disks in their classical catalog. RCA spokesmen insist that the introduction of a 3-speed system does not necessarily mean that the firm will manufacture LP platters.

Members of the record industry see in the RCA 3-speed announcement, a possible solution to the vari-speed situation that has been plaguing the industry. Some point out that should RCA use LP platters, Columbia Records might market 45 rpm disks in their pop catalog. Columbia's sale of seven inch 33-1/3 disks in the pop field has not been going too well. Should this be accomplished, the record industry could basically concentrate on selling records.

Meanwhile reports from dealers handling 45 rpm platters indicate that sales in this field have been steadily increasing. Capitol Records, the only major platter currently marketing 3-speed recordings, has added pressing machines to their Senator, Pa. plant to handle the increase in their 45 rpm business.

Major Diskers Warned To Observe Release Date On "Third Man" Score

NEW YORK — Major recording companies were reminded this past week that they "had not yet been licensed to market recordings of "The Third Man Love Song" from the Szilagyi film "The Third Man."

Wires were sent to the major platteries implying retaliation in the event any company attempted to jump the prescribed January 1st release date. It was learned that record execs were a bit perturbed over the wire, since they feel that they are solely responsible to the copyright owner, Chapell Music, Inc. regardless of the fact that Szilagyi owns the "Third Man" pie.

Release date was originally January 1st, then set back to December 15th, and then once again pegged to the former date. RCAVictor record release information had the tune slated for a mid December shipping date.

Mercury Contest Winners

New Polka Ork

NEWARK, N. J.—Popular Paul Brenner of WAAAT, Newark, New Jersey, and Muriel Ward of New York City are the lucky winners of Mercury Records’ recent Frankie Laine contest. Paul, Muriel and her mother get to fly to Hollywood as the guests of Mercury and Laine. Brenner drew more than twenty-five thousand letters in the two week period that he ran the contest.

Dana Records Sign New Polka Ork

NEW YORK—Vincent Justynski and His Warszawska Orchestra have been signed by Dana Records as exclusive recording artist. This band, originating from Rhode Island is the first recording band from that state to record. His first release will be "The Yoo-Hoo Polka" backed by "The Lone Ranger Polka" and "The Happy Girl Polka," These will be released shortly.

Heath Plans New Offices In Atlanta, Ga.

MACON, GA.—Ed Heath, president of Heath Distributing Company, this past week disclosed the planned opening of new and modern record distributing offices in Atlanta, Ga.

Heath, distributor for Mercury Records in this territory, announced the acquisition of 4500 square feet of floor space, and stated that he "plans on moving the record distributing business to Atlanta by January 1st." The Heath firm will still maintain headquarters in Macon.

New firm will make their headquarters in Atlanta at 300 Decatur St., SE.

HIT after HIT after HIT!!
THE ORIOLES
DO IT AGAIN with
“WHAT ARE YOU DOING NEW YEAR’S EVE?”
“LONELY CHRISTMAS”

JUBILEE 5017
The Cash Box “AWARD OF THE WEEK”

"There’s no stopping this group! Continuing their smash chain of recorded successes, The Orioles come up with still another great bit of wax in this coupling of “WHAT ARE YOU DOING NEW YEAR’S EVE?” and “LONELY CHRISTMAS” — both top notch jive box material."

Headed for #1 in The Country

THE ORIOLES “FORGIVE & FORGET”
JUBILEE 5016
Getting Tremendous Reaction
• "CHITLING SWITCH"
JUBILEE 5015
• "TOMATO"
JUBILEE 5014

RUSS MORGAN HIT RECORD
FLASH!! There’s Lotsa CASH in This SMASH
WHERE ARE YOU BLUE EYES?
A CASH BOX “BEST BET”
MORGAN’S BIGGEST COINER YET!

DECCA RECORDS No. 24819 DECCA RECORDS

Jubilee RECORD CO., INC.
764 10th AVE. NEW YORK, N.Y.

Please mention THE CASH BOX when answering ads—it proves you’re a real coin machine man!
N. D. Ops Assn. Holds Meet. Small Attendance Problem

FARGO, N. D.—Altho operators throughout the state of North Dakota convened here on Sunday, December 4, for a regular meeting of the North Dakota Operators Association, election of officers had to be postponed for a later meeting due to the insufficient number of members attending. Altho a regular meeting wasn’t conducted, these present held an open discussion in an endeavor to come up with a plan to increase attendance at their scheduled meetings. It was decided finally that perhaps four meetings a year were too many, and that two meetings a year would solve the problem. The motion, put to the body, was carried, and a date set for the next meeting, at which election of officers will take place.

Time and place agreed upon was the first Monday in May, 1950, at the Princess Room of the Prince Hotel, Bismarck, N. D.

Present at the Fargo meet were: Fred Fixel, Pembina, president; Bob Westrum, Bismarck, secretary; John Morton, Bismarck; Glenn Addition, Bismarck; Charlie Rose, Fargo; Tom and Norman Kady, Grand Forks.

Music Operators Of America Meet Assured Of Cooperation By Music Machine Industry

By GEORGE A. MILLER
National President, MOA

The coming meet and convention of the Music Operators of America is assured of being successful through the cooperation of the various manufacturers of the entire automatic phonograph industry. Reservations and checks are being received at the present time for exhibit rooms at the Palmer House in Chicago and many of the associations over the nation have assured the writer that the convention will be well attended by music operators due to the fact that large delegations from each state are making plans to be at this meeting. Many operators have come to the conclusion that the program which is being arranged for three full days will be most beneficial to manufacturers and operators alike.

Here is what one business executive has to say, “It is my humble and honest and studied opinion, after 14 years experience in the music operators field that the Music Operators of America is undertaking a history making event. This national meeting will mark the first time in the history of the music machine business that a national meeting accompanied by exhibits of manufacturers and distributors will have taken place under the sponsorship of music operators. National conventions in the past have always been sponsored and conducted by manufacturers. Operators themselves are now taking an active part in the formulating of sound business policies for the conduct of the music business in general. Every intelligent operator or manufacturer will realize that it is his duty to cooperate and attend this convention on March 6, 7, 8, at the Palmer House.”

Another large manufacturer of phonographs explains his views this way. His company is fully in accord with the idea of music operators meeting under separate auspices and that the program of MOA is to be highly complimented. This company not only gave their opinion, but accompanied their check for exhibit rooms and assured their full cooperation. These statements were made by the very fine and beloved gentleman, the late Mr. L. C. Force, AMI, Inc., Chicago, Illinois.

One of the large needle manufacturers who has always supported the music operators’ cause has written as follows: “Your idea is a wonderful one. I have always believed that the music operators should hold their own convention. I have felt that this would bring the closest type of harmony between music operators, manufacturers, and jobbers of all industry associated with the automatic phonograph business. I want to highly compliment MOA to be the first in this direction. Enclosed is our check for exhibit space and anything further that we can do to assist you will be done for the asking. Signed: Perma Point Needle Co., Chicago, Illinois.”

There are other letters of this type that will be printed from time to time. No statements from any of the manufacturers will be given without permission to do so, but be assured, there are others who feel the same from now until convention time such releases will be made.

The dates are just three months away. The time is getting closer when the music operators and the manufacturers will have the opportunity of arriving at ways and means to continually better the automatic phonograph business. Every operator in the nation should attend this meet and everyone associated with the automatic phonograph industry should take part. We only have eighty-eight exhibit rooms and when these are reserved, there will be no other arrangements made for exhibit space. All manufacturers who wish exhibit space should write to: Ray Cumifife, 5018 East 91st St., Chicago 17, Illinois or Al Denver, 250 West 57th Street, New York, New York or to the national headquarters, George A. Miller, 128 E. 14th St., Oakland, California. In a very short time exhibit space will be at a premium and first come, first served.

Baltimore Game Ops Assn. To Hold Banquet Feb. 5, 1950

BALTIMORE, Md.—The Amusement Machine Operators Association of Greater Baltimore will hold its annual dinner and dance at the Lord Baltimore Hotel, this city, on February 5, 1950, it was announced by Bernard J. Rose, president.

The officials of the association have been at work on this affair for some weeks, and state that every indication points to a bigger and better show than in the past years. A tremendous turnout is expected, among whom will be members, their wives and friends, as well as many public officials and civic minded people.

“Our association has always felt that the most important aspect of perpetuating the coin machine business is to work for more favorable public relations, thereby impressing upon the proper authorities that our industry is of national scope and deserves its recognition as such” stated Rose.

As in past years, a big name band will be on the bandstand, and many outstanding stars of stage, radio, and recording fame will perform.

Cincy Phono Ops Assn. Next Meeting Dec. 13

CINCINNATI, O.—Next regular monthly meeting of the Automatic Phonograph Owners Association, this city, as well as the Executive Board meeting, will take place on Tuesday, December 13, at the Hotel Gibson. Board meet starts at 8 P.M., general meet at 9 P.M.

Starting at this meeting, and to be continued on every month, a regular Social will take place, with refreshments.

At a special meeting, held December 2, all committees turned in their reports. The main purpose these reports will serve is to further creation of good-will and harmony among its members.

Bell-O-Matic Starts Off New Year With All Chrome Custom-Built “21” Bell

VINCE SHAY

CHICAGO—One of the most beautiful bells ever built in all bell machine history is now on display at Bell-O-Matic Corp., here, and will start the new year’s sales for the firm. Vince Shay, president of Bell-O-Matic, has returned to an all chrome custom-built bell which recalls the old days of custom made bell machines.

Not only is this new “21” Bell all chrome “from head to toe,” as Bell-O-Matic’s execs describe it, but also features the famed, perfect grain light oak wood sides.

Even the wood for the sides of this custom built All Chrome “21” Bell are specially selected by the cabinet maker for perfect graining.

The machine itself has won warm praise from all who have seen it and the no official announcement has as yet been made to the trade, those who have called around at the factory, since the first samples were placed on display, have already over-purchased the first production run.

No price appears on this new All Chrome “21” Bell except where lettering must be embossed. “It is, without any doubt, the most beautiful custom built bell we have ever yet produced,” Vince Shay stated.

Even tho chrome is featured, the lighter weight is maintained, for the firm are using what is known as a “43 aluminum” which is about the finest obtainable for chromium purposes, and takes the chrome so perfectly and smoothly that not a single blemish appears on the casing.

The new All Chrome “21” Bell will be produced in denominations of 5c, 10c, 25c and 50c. But, due to the necessity of custom craftsmanship, production will be much slower than the ordinary painted bells.

“Each bell produced,” according to Vince Shay, “will be the most outstanding ever to appear on any location anywhere.”

Rock-Ola Appoints Ed Lake Regional Sales Manager For West Coast

CHICAGO—Ed Lake, who has been making quite a reputation throughout the country in recent months as a salesman and organizer, has been appointed regional sales manager for the west coast for Rock-Ola Manufacturing Corporation, according to an announcement by the firm.

Lake will direct all sales and promotional activities for the complete line of Rock-Ola products throughout the 9 states area which includes California, Oregon, Washington, Idaho, Montana, Utah, Nevada, Arizona and New Mexico.

Lake is establishing headquarters in San Francisco.

300? Even The Women Can Hit It!

CHICAGO—“All it takes is skill,” claims Mrs. Ben Coven, glamorous wife of Ben Coven, Coven Distributing Company, as she hits top score on Bally’s “Shuffle-Bowler.” The Lion Cup Drink Vendor can be seen in the background.
Williams Readies Surprise Game—Shipments To Distribs Next Week

CHICAGO—Sam Stern, Vice-President and General Manager of Williams Manufacturing Co., this city, reported this past week that it would pay all ops to “Watch Williams.”

Stern claims that the firm will produce a surprise machine which is bound to lead the field in 1950.

He also stated, “Those who previewed our new game were tremendously enthused over the play action and the simplified scoring and mechanics, as well as the many new features of the machine.”

The game has been in process of manufacture for sometime with the engineers now completely satisfied that it is ready for shipment to all Williams’ distributors.

This game will not interfere with the new five-ball of the firm, “De-Lier,” which was introduced a few weeks ago.

Sam Stern stated, “It is one game which is sure to start the ball rolling in territory after territory around the country because of its unusual play action and also because it encompasses every outstanding money-making feature our factory has built into games.”

The first official announcement of the new game will appear in the next issue of The Cash Box and will, at the very same time, be in the hands of all Williams’ distributors everywhere in the country.

Most all of the production facilities of the new Williams’ factory are being placed at the disposal of this new product and quantity shipments will be rushed within a short time.

Olga Resigns From Bally To Keep Date With Stork

CHICAGO — Olga Strach of Bally, chief operator at Bally’s switchboard, and known affectionately as “Olga” to thousands of columnists, notified the firm that she would resign as of January 1. Olga has a date with the stork for the very near future.
Coven Service Policy Pays Big Dividends

SPRINGFIELD, MASS.—J. D. Amusement Co., this city, recently held a salesmen's school at their quarters with Henry Brown, Bally field engineer as instructor. Pictured above, l. to r.: Art Garvey, Bally district sales manager; Jack Johnson; Henry Stephens; Ed Edwards; Joe Bush; George Pappas, president of J. D.; Brown; and Roscoe Hawthorne.

CHICAGO—Ben Coven of Coven Distributing Co., this city, reported this past week that, in closing of their books for the year, it was proved definitely that their policy of giving close attention and personal service to all of their customers has more than paid off.

According to Coven, "We have found that a complete, personal service for our customers, helping them in every fashion, has paid off. Our books show a big increase in business. We can definitely trace this to the service policy we instituted some years ago.

"This proves our point that business must, at all times, keep the customer uppermost in mind in all regards."

Coven increased his parts and supplies facilities and has added one of the best service desks in the midwest. His mechanics are all factory trained. He continually advises his customers of all new products which the firm is handling.

"In this way," he says, "we keep in close touch with our customers and thru our sales and service organization are always helping to build up the business for the person whom we serve.

"We make no distinction," he stated, "among our customers. We feel that each man is entitled to the most complete service we can give him at all times. Operators learned that they would receive the finest service from us."

Coven also reports that the firm intends to offer some new and unique plans for even better servicing in 1950. These will be announced in the near future, he said.

**EASTERN FLASHES**

We know that The Cash Box has been instrumental in many instances in developing trends and influencing the trade, but we find out for the first time this week, that we have been responsible for practically changing the name of one of our good friends, as well as that of his firm, which bears his name. We've known Al Simon for very many, many years, but several months we've been referring to him and his firm in our columns as Al instead of ALBERT. (We must put the blame on our typewriter, which evidently has been directing our fingers to the wrong keys.)

Recently, Al mentioned, most of Simon's mail has been arriving addressed to Al Simon, instead of ALBERT Simon. As a result, several times, Al has opened envelopes addressed to "Al," that really have been for "Albert." The pay off occurred a few weeks ago, when his own factory included his name in an ad, and inserted Al. How much influence does The Cash Box wield? All we can say is that Al Simon is in a position to correct this error. News Note: Al Simon, ALBERT Simon, Inc., Chicago, is Eastern representative, is being banned by operators for months of service in turn is burning up the long distance phones to the factory. "But," sighs Al, "no matter how many I get, I can't scratch the surface of the demand, so I might as well accept the conditions and be happy that we've got a 'hit' on our hands."

Barney (Shggy) Sugarman, and Abe Green of Runyon Sales Company, entrained Wednesday, December 14 for Chicago to attend a meet of AMI distributors. They will pick up Dave Rosen at Philadelphia. Shggy reports, by the way, that Bally's "Shuffle Bowler" in great demand. "Can't even keep a sample on the floor," he states. . . . Jack Morenci, AMI eastern representative for AMI, hedged this a little, but now in action once again. Jack leaves for Grand Rapids Saturday. . . . Dave Stern, Seacoast Distributors, Big brothers, ready to break with big news here today, ready for some big surprises when he catches up with the father and son team of Jack Semel and "Happy" Semel. Jack definitely one of the busiest wholesalers in the entire country, what with the demand for Uniters' "Shuffle Alley" increased over 100% in last few months. Semi-building up a very comfortable game route. . . . Dave Lowy, Dave Levy & Co. Company, returns from Chicago with Keeny's "Pin Boy," a shuffle bowling type game, on its way. He was further gratified, upon returning to the office, to find that his floor sample of Keeny's coin in a machine had been sold, including the Exhibit machines (for whom he distributes) as well as those other machines he displayed. Mike was quite ill during the show, causing him to go along for several days without sleep. However, it didn't keep him from being on hand at his booth every day. Strangely, upon his return to the big city, his Illness evaporated.

Bernie Rose, president of the Amusement Machine Operators Association of Greater Baltimore, addresses us that the organization will hold its annual dinner and dance at the Lord Baltimore Hotel on February 5, 1950. A large turnout of coinmen, as well as public officials is expected. . . . Sid Morenstein, Economy Supply Company, Baltimore, Md., is having so much trouble with arrangements for the renovation of his burnt out building that he's contemplating moving to an entirely new building. The Koeppel brothers, Koeppel Distributing Company, getting so popular with operators, it's almost impossible to get in a word sideways. If their quarters isn't crowded with customers, they keep them occupied with the most interesting and amusing stories. For smiling countenances . . . Run into Mac Pollay, the handsomest coinman east of the Mississippi. Mac is acknowledged the mechanical and electronic ace in the city. . . . Harry Green, known for many years as the 'Sultan of the South' has retired. He immediately phoned the factory to rush him some equipment. . . . Mike Munves returned from the NAAFP show quite enthusiastic over the reception given the Exhibit machines (for whom he distributes) as well as those other machines he displayed. Mike was quite ill during the show, causing him to go along for several days without sleep. However, it didn't keep him from being on hand at his booth every day. Strangely, upon his return to the big city, his Illness evaporated.

MIAMI MURMURS

Hey, Willie Levy, better get back here as fast as you can. You've been missing since here you've overstayed your visit to New York . . . and Willie (Little Napoleon) Blatt is anxious to make up some of the money he spent playing "gin" with you. . . . Ozzie Trumpkin tried to take it easy for a little while. Ozzie has been working like a madman around the Bush Distribution Company, getting together the figures for the big turning point in Chicoin's "Bowler" and Ozzie is busy all over again . . . DeWitt (Doc) Ewen popped into town, and says he was going to take a rest from the business and the pleasure spots here. . . . Gordon Williams of Ft. Lauderdale in town claims he's doing a grand job operating phonos. Seems like every former operator who's been around town now feels like he's a shrewd operator. . . . George Ross is just beaming all over this past week at the deals he closed. No. 1: B. M. Boss, Ga., bought his entire stock of "Bowler" machines. No. 2: J. H. Williams of Jacksonville, Fl., and Valdosta, Ga., whose deal really set Sam to beaming. In fact, he's a good all around AMI distributor. J. H. has been selling out, having one of the big music routes in Georgia. No. 3: H. J. Williams of Jacksville, Fl., and Valdosta, Ga., whose deal really set Sam to beaming. In fact, he's a good all around AMI distributor. J. H. has been selling out, having one of the big music routes in Georgia. No. 4: H. J. Williams of Jacksville, Fl., and Valdosta, Ga., whose deal really set Sam to beaming. In fact, he's a good all around AMI distributor. J. H. has been selling out, having one of the big music routes in Georgia. No. 5: H. J. Williams of Jacksville, Fl., and Valdosta, Ga., whose deal really set Sam to beaming. In fact, he's a good all around AMI distributor. J. H. has been selling out, having one of the big music routes in Georgia. No. 6: H. J. Williams of Jacksville, Fl., and Valdosta, Ga., whose deal really set Sam to beaming. In fact, he's a good all around AMI distributor. J. H. has been selling out, having one of the big music routes in Georgia. No. 7: H. J. Williams of Jacksville, Fl., and Valdosta, Ga., whose deal really set Sam to beaming. In fact, he's a good all around AMI distributor. J. H. has been selling out, having one of the big music routes in Georgia. No. 8: H. J. Williams of Jacksville, Fl., and Valdosta, Ga., whose deal really set Sam to beaming. In fact, he's a good all around AMI distributor. J. H. has been selling out, having one of the big music routes in Georgia. No. 9: H. J. Williams of Jacksville, Fl., and Valdosta, Ga., whose deal really set Sam to beaming. In fact, he's a good all around AMI distributor. J. H. has been selling out, having one of the big music routes in Georgia. No. 10: H. J. Williams of Jacksville, Fl., and Valdosta, Ga., whose deal really set Sam to beaming. In fact, he's a good all around AMI distributor. J. H. has been selling out, having one of the big music routes in Georgia. It seems that in any case, it's just another week. . . . George Ross is going to be half crazy before he gets them all shipped and cleared out. . . . Sam (Bub) Williams of Ft. Lauderdale is going to have a hard time, but it's going to be great as a moneymaker in Our Town. . . . Bill Shidlaw of Williams & Co. is around polishing these days. . . . Ain't heard a word from Lou Koren— but from what we hear, there's gonna be a terrific New Year's party of our men at Lou's King Cole Hotel. So, if you're down here at that time, make arrangements to be present. Ted has been preparing for his big shindig here and promises all music ops one of the biggest and most pleasant parties of all time. Also that speaker Ted has is creating quite a stir down around these parts. If you haven't yet seen it, drop around and get a shuﬄe bowler type game, he's been doing quite well with his pool-table game. . . .

"It's What's In THE CASH BOX That Counts"
Next issue of The Cash Box is the big, annual "Holiday Greetings Number," most outstanding issue of the year. and one issue that is preserved by most of the coinmen for a long time to come. This is one issue, they say, that everyone in the industry has made it a practice to come in with "greetings" and so we hope we'll find you and you and you listed among those who will be "present" in that big issue.

Most upsetting item this past week was the full-page advertisement which appeared in the "Tavern Keeper" featuring a great page for sale direct to the tavernmen. This upset many downstate ops, no one has been able to learn who is back of this ad. As a matter of fact, many are now of the belief that the ad will do "more good than harm" for it will stir many of the "outside" install shuffles. Some of the Empire City combination can't, for the life of him, see where this firm will ever get any of the games or where they could even think of getting them with the demand so heavy that distributors are fighting for delivery all day long. John Nease believes that 1950 will be one of the very best years in the coinops. And Johnny should know as he's been all around the trade long enough to foresee the trends.

Billy DeSelm and Ray Riehl of United Mfg. Co. got together this past week to donate two full pages of phonograph records to the vets at Hines Hospital to make Xmas as much merrier for the disabled heroes.

Connie Conner and Charley Kagel came into Our Town this past week before the convention and still more shuffle games. Joe Kansas over at United tells us, "My coils are hotter than ever." Denny Dennison back in town from Atlantic City where he attended the NAMA show. He is now in listening to the proposition regarding western representation. The convention is being held in the new hotel that was finally bought by the Mid-State and the St. Louis convention that was planned has been deserted.

Frankly, I'm going to say it. This is going to be a good year. Others out west are saying about the same thing, but the East is really getting in line.

They tell us that Mike Hammergren may spring a surprise on the trade very soon. Gordon Sutton is handling Trans-Vue at his new place and telling locations what business this TV commercial unit can build up. Frank Gage is going on to Hot Springs and talking about the ranch house he would like to build on those two lots he purchased sometime ago in Coral Gables, Fla. Clarence Camp is from Memphis visiting with Bill O'Toole out in Beverly. Wonder if Clarence knows that the old song featuring his name may soon be popular again. Mel Binks and Bill Ryan talking things over. Some talking favorite taking-over-the-Late-U.S. circular bar and Mel asking Herb Oettinger, "How come you didn't fly back from Atlantic City?" with Herb replying the question to Mel. Both returning both men having taken the train back. Seems from the feel that just wasn't too much enthusiasm displayed at the NAMA show. Some claiming that Atlantic City is too far off the beaten path and also that there was just nothing to do after showtime.

Plenty doing on at the big Rock-Ola plant but in a hush-hush fashion. Rumoring about new coinings. Still no conferences under way. and no doubt something ready to bust wide open soon. Ted Rubenstein is among the busiest of coinmen here what with the way Dave's counter games are coming on. His love and envy was shown in touching with Ted as they realize how many millions of sales tax pennies are being given away every day. Looks like the counter games are coming back into their own all over again. Interesting comment by one well known west coast coinman regarding the shuffles and rebounds to the effect, "For the life of me, I can't see the shuffle games ever going to build the industry to its biggest era. After that, he predicted, "someone's going to combine the shuffles and five-balls and an entirely new type of game is going to be born." Ben Coven advises that his biggest and best month in the julex box biz and that orders are still coming in for the Williams 1100's. Says Ben, "The julex box business is hitting the top."

Sam Stern has set up an efficiency system at the Williams' factory which is winning him much praise from coinmen who have visited there. The changes he's made to speed shipments and all office facilities assure Sam of the title "efficient manager." How do news scoops come about? Just by dropping into one of the factories when engineers, designers, marketing experts, etc. are all in conference. And the door is wide open. That's what happens the other way when we dropped over to say "hello" to Grant Shaw and he, in front of us, was one of the most beautiful bells we've ever seen. This new "Cutch & Ace Bell" starts off New Year sales for Bell-O-Matic and, from orders already obtained, looks like a hit even before official announcement.

One of the busiest execs around town is Jerry Haley of Buckley Mfg. Co. who is doing a great job of getting orders right out to the firm's distributors just as fast as he can. Looks like the Buckley plant will be going top speed away into 1950 from all indications.

Charley Pieri of Exhibit Supply back in town after an extended eastern trip gave us quite a few very interesting information. Charley had much new-blood in the business coming up with that fresh green stuff which has stimulated the entire trade in many spots throughout the country. From Charley's vantage point the best bet is to go with the "Mael" line. He says if he were to get the "Empire City" and you, "The" and "Antique" line. But, Frank Menseur, manager of the "Mael's" division over at Empire City, is getting compliments and, what's most important, plenty of orders for the great line of products the firm showed at the MCF convention. Seems like Frank has himself some very, very busy months ahead taking care of the demand which has been created by these eight grand new arcade machines.

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

Just a moment, folks, while we brush the smog out of our eyes and wipe the fog off our typewriter. ... This may be treason, and the Chamber of Commerce of San Francisco is about the only enemy on the West Coast. (I know, Mr. Secretary, but how can I help it?)

On the other hand, just one more thing. In charting the sales of the various articles, a recent survey of owners of the Hearing Aid Center, major dealer in the West, shows that the average age of the ears is roughly 83. (I know, Mr. Secretary, but how can I help it?)

Also, E. A. Tomlinson, the producer of the new film "The Smog City," has come out with a new release, "The Smog City Basil." (I know, Mr. Secretary, but how can I help it?)

They have been picking the vest who is in charge. (I know, Mr. Secretary, but how can I help it?) Also, a trial of the old slogan, "Smog City Basil," is being held in the city of Los Angeles. (I know, Mr. Secretary, but how can I help it?)

The bridge is being sold for the sake of the city. (I know, Mr. Secretary, but how can I help it?)

Met up with a guy named M. H. Starrins at Bill Beulenehagen's, where the Marysville—glen was doing some equipment and record buying while en route for a rest at Palm Springs following a heart attack which had him laid up for eight months. ... Things are buzzing right along in Marysville, Yuba City, New Washington, Nevada, and other places nearby. (I know, Mr. Secretary, but how can I help it?) Said our first howdy in the flesh to enterprising young operator and soon-to-be distributor Bob Bard, who is really reshuffling the former Powers-Nelson location and has already put in his record operating department. In an adjoining store. ... Bob tells us he's been operating out of an 11th Street address for a short while. (I know, Mr. Secretary, but how can I help it?)

Ran into George Warner going out the door of Automatic Games en route to buy a trailer to carry it away—what he didn't say. ... On deck was Sammie Donin, who reported that they were just about out of everything saleable and were awaiting shipments from the East. ... Phil Robinson still in Chicago, working for the Chicago Sun, and constant Mac Sanders. ... E. T. Mape in town and huddling with local manager Frank Adrian. (I know, Mr. Secretary, but how can I help it?)

Chinned with Jack Ryan at Sickling's while Jack Simon out lunching and Cel Padwa shopping, and the Ryan told us a few cuties but truths about some unusual customers. ... Like the two sweet old ladies who came in one day after a penny slot machine, so as to make it easy on the girls in their usual bridge club. ... They returned the following noon, red-eyed from short sleep, and stated they were doing a two-bit machine. Jack talked 'em into setting up for a nickel machine. Then there's the other elderly woman who aims to keep her teeth pockets regular, just to figure out the percentages. ... While at Sickling's a young lady in her mid-twenties was led by the elderly lady to a nearby booth. ... Over at Mace's, we chatted with a few of the gals about men who smoke cigars, and were thankful that we weren't dragging on our butt at the moment. ... Aubrey Stember closing down place this week and still considering between a few new deals.

MINNEAPOLIS—ST. PAUL, MINN.

The Twin Cities have been enjoying beautiful weather, which is unusual for this time of the year. Duluth and other sections of the Northwest have already been tied in for winter with several inches of snow. Operators throughout the state, and North Dakota, are being more lively. (I know, Mr. Secretary, but how can I help it?)

Stan Woznak of Little Falls, Minnesota has been a frequent visitor to the Twin Cities for the past few weeks. ... Ellie and Millie Birnamower of Litchfield, Minnesota, in Minneapolis for the making rounds. ... Gil Harbor. ... Peter, Minnesota, also in Minneapolis picking up a few miscellaneous items.

Van Middelmen of Van Specialty Company, Bismarck, North Dakota, drove in to Minneapolis Sunday, December 4, to take care of some unfinished business. ... We also received a note from R. Robert of Augusta, Iowa, who is in Estherville, Iowa, also in Minneapolis for the day. ... Eddy and Millie Birnamower of Litchfield, Minnesota, in Minneapolis for the making rounds. ... Gil Harbor.

Walter, Minnesota, also in Minneapolis picking up a few miscellaneous items.

Van Middelmen of Van Specialty Company, Bismarck, North Dakota, drove in to Minneapolis Sunday, December 4, to take care of some unfinished business. ... We also received a note from R. Robert of Augusta, Iowa, who is in Estherville, Iowa, also in Minneapolis for the day. ... Eddy and Millie Birnamower of Litchfield, Minnesota, in Minneapolis for the making rounds. ... Gil Harbor.

Classified Advertising

CLASSIFIED AD RATE

8 CENTS PER WORD

Count every word including all words in firm name. Numbers in address count as words. Minimum of accepted 30c. CASH or CHECK MUST ACCOMPANY ALL CLASSIFIED ADVERTISING. If cash or check is not enclosed with your classified ad will be held for follow-up issue pending receipt of your check or cash. For holders of Specialty (S$) Subscription: You are entitled to a free classified ad in each week's issue containing no more than 10 words for any one item. This item includes your firm name, address and telephone. Prospective advertisers are asked to please restrict their classified advertising to the regular rate of 8c per word. Space count words carefully.

CLASSIFIED DISPLAY—Rates 15c per word. (See page 810, all words included). No outside borders. Only light faced type used.

ALL CLASSIFIED ADVERTISING CLOSSES WEDNESDAY NOON AT THE Cash Box, Empire State Building, New York 1, N. Y.

WANT—Used Juke box records, popula-

r, hillbillys and polkas. Any quan-

tity. Will pay highest prices. Give full description of record in first letter. A. F. WEIDEL, 536 GRAND AV., CILACO 14, ILL.

WANT—All types Phonograph Motors, Adapters, Quarter Inch Changers, Coin Operated Radios, Coin Changers, etc. ST. THOMAS COIN SALES, LTD., ST. THOMAS, ONTARIO, CANADA. Tel.: 2648.

WANT—Late model phonographs. Will pay cash. Will pick up within a radius of 3 miles. KOEPEL DISTRIBUTING CO., 629 TENTH AV., NEW YORK 19, N. Y. Tel.: CL 6-3829.

WANT—Used or new hillbilly or west-

ern records. Top prices paid. Sell to Chicago's largest distributor of used records. We pay freight. Write to: USK, 3721 E. 162nd, CHICAGO. Tel.: ROTH 4-2499; Shuffle Alley. Write, trades accepted. WEST SIDE DISTRIBUTING CORP., 612 TENTH AV., NEW YORK 18, N. Y. Tel.: Circ 6-4264.

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

WANT—Bally Spot Bells, Triple Bells, Arrow Bells; Jennings 5e and 10c; and 100 Record Seeburgs. Cash ready. GOLDEN GATE NOVELTY COMPANY, 701 GOLDEN GATE AVE., SAN FRANCISCO 2, CALIF

WANT—From N.Y. vicinity. Pre-

war 3wire and wireless 5F1 250 Seeburg Wall-O-Matics. Also Steps-

pers for same. In good working order. Write to: E. W. Gavron, 340-

342 Ar-

tails. SAKS MUSIC, 3315 HULL AVE., NEW YORK, N. Y.

WANT—Used juke box records. Also surplus new records distributors' or dealers' stock. Call or write: FIDELITY DIST. 1547 CROSSBY AVE., BRONX 61, N. Y. Tel.: UNderhill 3-5761.

WANT—All late model phonographs. Will pay cash. DAVE LOWY, & COMPANY, 594 TENTH AV., NEW YORK, N. Y. TEL.: CH 4-5100.

WANT—Bally Triple Bells, Wild Lemons and Multi Bells (must be new in crates). Quote best prices and quantities. Wire, phone or write ROTH NOVELTY COMPANY, 5 NORTH PENNSYLVANIA AVE., WILKES-BARRE, PA. (Tel.: 3-2825 or 4-2240).

The Cash Box Page 24 December 17, 1949

"It's What's In The CASH BOX That Counts!"
FOR SALE—Cinderella, Ballerina, Trade Winds, Yanks, Robin Hood at $37.50 ea.; Barnacle Bill $59.50; Victory Special, ABCD motor driven $39.50; Special Entries $59.50; Jockey Specials $79.50; 25¢ Winter. box) $250; Wild Lemon $225; 49 AM, like new, write: 1945 Seeburg $255. 1/3 deposit, balance C.O.D. C.O.D. SUPPLY COMPANY, 2015 BROAD ST., EVANSTOWN 10, PA.

FOR SALE—Mills Gold Falls H.L., 2 Nickels, 2 Dimes, 2 Quarters $125 each; 1 10¢ Mills QT Bell $70; 1 25¢ Mills QT Bell $75; 1 Williams All Stars $125; 1 Dale Gun $139.50. AUTOMATIC AMUSEMENT COMPANY, 1000 PENNSYLVANIA ST., EVANSTOWN 10, PA.

FOR SALE—Seeburg 146-5 $300; Seeburg 147-5 $425, perfect condition, guaranteed. Wurlitzer 800 $75; Mills Empress $50; Rebuild Shuf- fleboard $50; Jumbo Parade $20. AUTOMATIC MUSIC CO. 703 MAIN ST., BRIDGEPORT, CT.

FOR SALE—5 Hi Hands $42.50 ea.; Skeel Bell Alleys 9 ft.—write best offer. RUNYON SALES CO., 593 TENTH AVE., NEW YORK 18, N.Y.

FOR SALE—10 Unieda Monarchs, best offer; Wurlitzer $50 revamped $100; 5 Seeburg Veggies revamped, $60 ea.; Wurlitzer 616 lightup $40; Scientific Bunting Practice $40. Also 100 Jiffy "Hit" Dog machines, incl. advertising material, etc., everything to start in business. Good opportunity for right party, reasonable. Write ACE DISTRIBUTING CO., 507 FIFTH AVE., NEW YORK 10, N.Y. Tel.: Academy 2-7400.

FOR SALE—Wurlitzer; Victories $75; $50 $125; $95 $150; Rock-Ola Commandos $75. All in good condition. F. R. DISTRIBUTING CO., INC., 401 BARONNE ST., NEW ORLEANS, LA., or 304 IVY ST., N.E., ATLANTA, GA.

FOR SALE—10 5¢ Keeney Bonus Super Bell $195 ea.; 10 5¢ & 25¢ Keeney Bonus Super Bell $325 ea. (with new factory paint job); 5 Bally DeLuxe Draw Bells 5¢ $195 ea.; 1 Bally 5¢ Hi-Ball $185; 1 Keeney Bonus Super Bell 5¢ 3-25¢ $425; 20 Mills, Original Brown Fronts 80¢ ea.; 10 ART 1947 Chal- lengers $15 ea. Send 1/3 deposit. Advise how to ship. LOUISIANA COIN MACHINE CO., 423 ST. JOHN ST., LAFAYETTE, LA.

FOR SALE—10 Wurlitzer 1015 $295; 2 Wurlitzer 1107 Hideaway $225; Wurlitzer 1000’s and 1100’s, write. 15 Wurlitzer 3025 Wall Box $39.50; 9 Wurlitzer 219 Stepper $225; Wurlitzer 143 Steppers $5 ea. $5 extra for crating. MASON DISTR- IBUTING CO., 184 PINE AVE., IRVINGTON, N. J. Tel.: E$ex 5-6458.

FOR SALE—$145 share. Mills Five-ball, for $5. Includes machine, drive, table. Special $85; $125. NJ $145; $175. NY $145. New. Write forlocation. DAVE LOWY & CO., 394 TENTH AVE., NEW YORK, N. Y. Tel.: CH 4-5100.

FOR SALE—1 Seeburg Envy R.C.; 1 Seeburg Classic; 1 Wurlitzer 750E. Make bid. WANT—Wurlitzer 3020 3-ball machine, $25; 3-ball machine, $45; 5-ball machine, $65; 10% off. Dusen & Bradstreet. HUGHES ELECTRICAL COMPANY, LADOGA, IDA. Tel.: 17.

FOR SALE—All Shuffleboards, completely factory refurbished and re- saled, just like new, created: Rock-Ola Shuffleboards 18 ft., 20 ft., 22 ft., $35; Valley Shuffleboards, fac- tory rebuilt tops, $350. LIEBER- MAN MUSIC COMPANY, 1124 HENNEPIN AVE., MINNEAPOLIS 3, MINN.

FOR SALE—Special Offer. 40 Station Hostess Machines. Make offer. No reasonable offer refused. LEHIGH SPECIALTY CO., 362 NORTH BROAD ST., PHILADELPHIA 30, PA. Tel.: POplear 5-3299.

FOR SALE—2 Wurlitzer 1100, write; 2 Wurlitzer 600 $100 ea.; 3 Wurlitzer 616 $60 ea.; 1 Wurlitzer 500 $110; 25 Five-ball pin ball games $10 up. All machines in excellent condition. X-CEL NOVELTY CO., 1929 W. TIOGA ST., PHILADELPHIA 40, PA. Tel.: RA 8-4705.
How To Use "The Confidential Price Lists"

FOREWORD: Many times, wide differences appear in the high and low prices of certain equipment. Like any true reporter "The Confidential Price Lists" can only feature the market prices as they are quoted. "The Confidential Price Lists" sets exactly the same as the market quotation board at the Stock Exchange—posting the prices as they are quoted for the past week, regardless of how much they may seem to be out of line. Some prices do not change for months. "The Confidential Price Lists", rather than show price, retain the last known quotations for such equipment so that the subscriber at least has the last known price at a basis to which new prices continue to be reduced.

METHOD: "The Confidential Price Lists" should be read as follows: First price listed is lowest price for the week; Second price listed is highest price. Where only one price appears this should be considered lowest price.

| WURLITZER Steel Cab. Speaker.........140.00 175.00 |
| WURLITZER (Cont.) 350 Speaker.........25.00 75.00 |
| 112 Model Box 5/80 Wire...............9.00 15.00 |
| 125 Wall Box 5/30/25 Wire.............3.00 7.50 |

| SEEBURG 30 Wire Wall Box..............2.00 7.50 |
| Power Speaker........15.00 19.00 |
| 5, 10, 25e Baromatic..............5.00 19.00 |
| 5, 10, 25e Wallomatic 3 Wire....10.00 26.00 |
| 5, 10, 25e Baromatic Wireless.....12.50 19.00 |
| 5, 10, 25e Wallomatic Wireless......8.50 19.00 |
| Electric Speaker........25.00 29.50 |
| Wind Box........25.00 29.50 |
| 32W5-L65 Wall Box...............20.00 59.50 |
| 10, 15, 25e Wire................12.50 25.00 |

| ROCK-OLA 12 Record....................18.50 29.50 |
| 16 Record....................18.50 34.50 |
| Rhythm King 12.....................21.50 34.50 |
| Rhythm King 16.....................21.50 34.50 |
| Imperial 20.......................24.50 39.50 |
| Imperial 16.......................24.50 39.50 |
| Monarch......................39.50 49.50 |
| Stat-A-Tone....................39.50 49.50 |
| '40 Super Rockolite.................59.50 69.00 |
| Counter 39.......................19.50 39.50 |
| '39 Stat-A-Tone..................39.50 49.50 |
| '39 DeLuxe......................39.50 79.50 |
| '40 Master Rockolite.................59.50 69.00 |
| '40 Old Timer.....................59.50 69.00 |
| '40 Counter with Std...............49.50 54.50 |
| '41 Premier..................49.50 69.00 |
| Wall Box.....................4.00 9.50 |
| Bar Box....................15.00 25.00 |
| Special Box 41....................15.00 25.00 |
| Glamour Tone Column.............32.50 35.00 |
| Modern Tone Column.............32.50 40.00 |

| A M I Hi-Boy (302)..............49.50 89.50 |
| Blonde Bomber..................129.00 195.00 |
| Hi-Vogue..................320.00 495.00 |
| 47 Hideaway......................150.00 195.00 |
| '48 Coronet...................225.00 265.00 |

| AIRION Super DeLuxe (45).........65.00 99.50 |
| Blonde Bomber..................129.00 195.00 |
| Hi-Vogue..................320.00 495.00 |
| 47 Hideaway......................150.00 195.00 |
| '48 Coronet...................225.00 265.00 |

<p>| FIVE-BALL AMUSEMENT GAMES | Leopard..................25.00 55.00 |
| Click.........................14.00 25.00 |
| Cover Girl....................20.00 45.00 |
| Crane Ball.....................15.00 25.00 |
| Cross Line.....................14.00 25.00 |
| Crossfire.....................14.00 25.00 |
| Dew Wb Ditty....................74.50 79.50 |
| Glamour......................39.00 49.50 |
| Double Shuffle..................190.00 215.00 |
| Drum Major......................25.00 34.50 |
| El Paso.......................190.50 225.00 |
| Elmer (Rev.).....................19.00 25.00 |
| Fiesta.........................19.00 25.00 |
| Flying Power....................90.00 119.50 |
| Flying Trapese...................15.00 25.00 |
| Four Roses......................12.50 17.50 |
| Ginger.........................14.00 25.00 |
| Gold Mine......................25.00 55.00 |
| Golden Gloves....................149.50 159.50 |
| Grand Award.....................18.00 18.50 |
| Gun Club.......................14.50 17.50 |
| Histo Moon.....................14.00 17.50 |
| Havana.........................25.00 50.00 |
| Hawaii.........................14.00 19.50 |</p>
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**MILLS (Cont.)**

| 10c Club Bell | 75.00 | 99.50 |
| 25c Club Bell | 80.00 | 99.50 |
| 50c Club Bell | 100.00 | 189.50 |
| 5c Blue Front | 50.00 | 79.50 |
| 65c Blue Front | 139.50 | 175.00 |
| 65c Brown Front | 139.50 | 175.00 |
| 65c Brown Front | 139.50 | 175.00 |
| 1e Cherry Bell | 30.00 | 40.00 |
| 2c Cherry Bell | 35.00 | 45.00 |
| 5c Cherry Bell | 49.50 | 69.50 |
| 10c Club Cub | 69.50 | 99.50 |
| 25c Club Cub | 85.00 | 110.00 |
| 5c Original Chrome | 69.50 | 89.50 |
| 65c Blue Beauty | 139.50 | 175.00 |
| 65c Blue Beauty | 139.50 | 175.00 |
| 65c Blue Beauty | 139.50 | 175.00 |
| 10c Club Cab | 69.50 | 99.50 |
| 25c Club Cab | 85.00 | 110.00 |
| 5c Original Chrome | 69.50 | 89.50 |
| 65c Blue Beauty | 139.50 | 175.00 |
| 65c Blue Beauty | 139.50 | 175.00 |
| 65c Blue Beauty | 139.50 | 175.00 |
| 10c Club Cab | 69.50 | 99.50 |
| 25c Club Cab | 85.00 | 110.00 |
| 5c Original Chrome | 69.50 | 89.50 |
| 65c Blue Beauty | 139.50 | 175.00 |
| 65c Blue Beauty | 139.50 | 175.00 |
| 65c Blue Beauty | 139.50 | 175.00 |
| 10c Club Cab | 69.50 | 99.50 |
| 25c Club Cab | 85.00 | 110.00 |

**Console Mills**

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**MILLS**

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**MILLS (Cont.)**

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**Bucks**

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<td>15c Criss Crosse</td>
<td>105.00</td>
<td>125.00</td>
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UNITED'S
SHUFFLE ALLEY

ALL THE THRILLS OF BOWLING
SCORES EXACTLY LIKE BOWLING
(Splits, Spares, Railroads, Strikes, Doubles, Turkeys, etc.)

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ON BRILLIANT LIGHT-UP
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PUCK RETURNS TO THE PLAYER
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rivals one-balls in earn-
ing power. Free play
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tions. Try HOT-
RODS today.

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PER GAME

1 to 7 SELECTIONS
PER GAME

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CABINET

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SKILL-SIZE: 9 1/2 FT. LONG, 2 FT. WIDE
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profits in years! Played
with 5 balls, but actually
rivals one-balls in earn-
ing power. Free play
but a gold mine
in all types of loca-
tions. Try HOT-
RODS today.

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PER GAME

1 to 7 SELECTIONS
PER GAME

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5-BALL SIZE
CABINET

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STILL SMASHING
ALL
ONE-BALL RECORDS

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SINGLE CHUTE MULTIPLE-COIN
BELL CONSOLE

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TWIN-CHUTE MULTIPLE-COIN
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ODDS
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PLAY

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attract and hold biggest, steadiest
play in console class. See SPOT-BELL
and CLOVER-BELL at your distributor
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