AN OPEN LETTER TO THE INDUSTRY

It certainly is a sad commentary on the inner affairs and business principles of this industry to think that location owners can now know all about the prices of machines by spending 25¢ for The Billboard at a newsstand.

The operator doesn’t know what his location owner pays for the merchandise he sells in that location. He shouldn’t know. That’s the location owner’s business. But the location owner now knows what the operator pays for machines. That, most definitely, is not the location owner’s business.

This is the feeble attempt at imitating The Cash Box “Confidential Price Lists” by The Billboard did bring The Cash Box great glory, and many have stated, “Imitation is the sincerest form of flattery.” Yet, this open publishing of machine prices for storekeepers to read, is a sad and extremely serious matter.

When The Billboard introduced its new tabloid paper format in which it now appears, it advised the industry that it was going to be on more newsstands than ever before.

It causes The Billboard’s publishing of equipment prices, to be even more damaging and dangerous, as far as all the trade is concerned.

IT’S JUST AS IF THAT TABLOID PAPER, The Billboard, WHICH THE PUBLIC, OFFICIALS, LEGISLATORS, AND LOCATION OWNERS CAN BUY ON NEWSSTANDS FOR ONLY 25¢, WERE SAYING:

ATTENTION LOCATION OWNERS!

Why Share Any Part of the Collection from Your Machines?

For Only 25¢ You, Too, Can Know the Prices Your Operator Pays for Machines

Don’t let your operator kid you about “how much machines cost him these days.”

You don’t have to take that kind of talk from him anymore. All you have to do is to go over to your newsstand, and for only 25¢ learn what machines cost.

Buy that well known carnival, circus, pitchmen, burlesque, television, radio, and theatrical tabloid paper. This tabloid now openly publishes prices of machines.

Yes, sir, don’t let your operator kid you that he needs a better percentage-commission basis, or front money, to “remain in business.”

Don’t let your operator tell you that he has to start 10¢ play because he can’t make a living on 5¢ play anymore.

Don’t let your operator talk you into signing a location agreement, because he must know that your location will remain his location, so that he can go out and invest in a new machine and be sure that he can pay it off.

No, sir, don’t let yourself be kidded around anymore. Just walk right over to your nearest newsstand, if you haven’t already done so, and learn about the prices of the machines of this business for only 25¢.

Then, Mr. Location Owner, you can buy your own machine. You can get all the collection for yourself. You can show your operator you know the price of the machine he brings into your place.

You can even force him to take out the price of the machine and get a bigger percentage of each collection for yourself.

Once again The Cash Box repeats its policy of keeping this magazine a QUIET, CONFIDENTIAL PUBLICATION — COMPLETELY, SOLELY AND EXCLUSIVELY DEVOTED TO THIS INDUSTRY, AND THIS INDUSTRY ONLY.

Remember—that as long as the base of this, or any industry, is financially sound, solid, and prosperous, then all the industry will prosper, all up the line.

But, when that foundation is weakened, then nothing can be built upon it that will last.
FROM COAST TO COAST
MUSIC OPERATORS ACCLAIM NEW-1951 WURLITZERS

TOM SHERFICK
Sherfick Music, Inc.
Shoals, Indiana

Says
"Why Buy Two When ONE Will Do"

In a torrent of plaudits and a landslide of praise, music operators from every state in the Union hailed the new 1951 Wurlitzers. For their beauty. For their ability to play all speed records. For their 48 selections. For their magnificent tone. For their sheer dollar value.

See and hear the new Wurlitzers yourself. Your own ears and eyes, and your own sense of values will tell you—you're better off to buy Wurlitzers in 1951.

MUSIC OPERATORS PRAISE
WURLITZER'S
30 SECOND
CHANGEOVER
TO 45 OR 33 1/3 RPM RECORDS

48 SELECTIONS ARE ENOUGH
"In my opinion, based on good, hard experience, 48 selections are enough. Above that you're carrying excess baggage that adds far more to overhead than to income. Again Wurlitzer has looked to the operator's interest in building its great new 48-Selection, All-Speed Wurlitzer"—R. D. Peck, Peck Amusement Co., Tacoma, Wash.

MY CHOICE IS THE ALL-SPEED WURLITZER
"As everyone knows, 8 or 10 numbers on a phonograph get more than 75% of the play. There is no point in cluttering up a phonograph with more than 48 selections. That's why my choice is the 48-Selection, All-Speed Wurlitzer"—Manny Ehrenfeld, Tel-Music Service, Inc., Passaic, New Jersey.

I'M FOR THE ALL-SPEED WURLITZER
"Put me down for four new 48-selection, all-speed Wurlitzers. Why any music operator will buy a phonograph model that's four years old when he can buy a gorgeous new 48-selection, All-Speed Wurlitzer for less money, is more than I can understand"—Harry Sutton, Bossier City Novelty Co., Bossier City, La.
"Give Me ONE Phonograph that PLAYS ALL SPEEDS"

JOSEPH F. LEWIS
Lewis Music Company, Tonawanda, N.Y.

48 SELECTIONS ARE PLENTY

"75% of the play on my machines is on 8 or 10 records. I'm no exception. I feel 48 selections are plenty. Any more than that is a useless expense. May I commend you for thinking of the operator in this and many other ways when you designed the new 48-Selection, All-Speed Wurlitzers. I'm trading my Big Berthas in on them"—T. W. Hughes, S & H Novelty Company, Shreveport, La.

THANKS FOR 30-SECOND CHANGEOVER

"I want to commend you on the new 48-Selection, All-Speed Wurlitzer models. The public will go for their beauty and tone. Location owners will appreciate that volume level control. Operators will thank you for holding down to 48 selections at a time when records may be in short supply, and for that time-saving 30-second changeover from one record speed to another"—Stanley Bremer, Asko Novelty Co., St. Louis, Mo.

I. D. HIGHTOWER, Fort Worth, Texas

"By Actual Test 48 Selections PAY BEST"

WURLITZER BEST BUY

"Like most operators, I have a big 78 RPM record inventory which can stand me in good stead in case of a record shortage. That's why I can't afford to buy anything but the new 48-Selection, All-Speed Wurlitzer which plays all speed records."—George Markby, Dover Novelty Co., Dover, Ohio.

MUST HAVE PHONOGRAPHS THAT WILL PLAY ALL SPEED RECORDS. "If we get further into the armament program, records become scarce, I'll thank my lucky stars for my new 48-Selection, All-Speed Wurlitzers. This is a time when a music operator cannot afford to buy a phonograph that will not play 78, 45 and 33-1/3 RPM records. How else can he use his old stock of 78 RPM records and beat the record shortage?"—Miles Angell, Amusement Co., Smithston, Penna.

WURLITZER HAS EVERYTHING

"I've looked at every new phonograph and, believe me, Wurlitzer is the beauty Queen of them all. Ha! lines, styling, color, lighting—everything. A masterful job of eye appeal that will pay off on its beauty."—A. L. Dzurand, Dzurand Sales Co., Green Bay, Wisc.

OFFERS MOST FOR MONEY

"You're asking me—"Who buy two when one will do"? My answer is—"You've got something there!" New 48-Selection, All-Speed Wurlitzers—because they offer me more for my money than any of the others do"—L. E. Cohn, Cohn Amusement Co., Montgomery, Ala.

GETS MY ORDER

"Just saw new Wurlitzers! Look at them, listen to them and you'll realize that 48 selections is enough. Then figure what that 30-second changeover means to an operator. I did and, believe me, the new 48-Selection, All-Speed Wurlitzer gets my order"—Al Layne, Layne Music Co., Brooklyn, N. Y.
Have Coinbiz Seasons Been Reversed?

The belief is now general throughout the industry that the coinbiz seasons, at least those seasons when play is always expected to jump to new peaks, have been reversed.

In years gone by, all looked to Fall and Winter as the seasons when operators could count bigger profits, and would then be able to coast thru Spring and Summer.

In fact, many an operator, in years gone by, practically closed down his business in the summertime unless, of course, he operated in the resort areas.

As Spring came on, and the weather warmed, ops would start thinking of either placing equipment in the resort areas, by switching from their city routes, or would start cutting down here and there to, "ride out the summer months".

Now, it seems, the seasons have been reversed. Ops hope to "hold the line on collections" in Fall and Winter (instead of Spring and Summer) and, if they can hold the collection average, feel very good about their chances to jump play in Spring and Summer.

The average student of the industry attributes this turnaround to television.

People now would much rather stay at home during the cold and rainy Fall and the snowy Winter months and enjoy the telecasts from all over the country, especially as coaxial cables bring programs from coast to coast.

Furthermore, during the Fall and Winter seasons, the greatest stars are on the air. This alone has had much to do with many believing it more interesting to stay at home and "see" the shows, than run out to some tavern or nite-spot where the entertainment was much inferior.

A check with many beer truck drivers revealed the fact, this past Fall and so far this Winter, that they were selling more cases of beer directly to homes than they ever had sold before.

Tavern owners who learned of this instantly attributed it to television. The further fact remains that this past Fall and so far this Winter, business across the nation, as far as taverns are concerned, is reported to be off over 40 per cent.

But, beer is still being consumed at rather high levels, and most of it is going directly into homes, where televiewers are enjoying their favorite brew while watching old movies and noted stars on live programs.

Ops now expect that their "best seasons" will be Spring and Summer, when people want to get out of their homes and, at the same time, when the big stars get off the air.

Whether this will hold up in the years to come is yet to be seen. But, from all present indications, it appears that this is just what can be expected in the future as television continues to grow greater.

It must also be remembered that over 66 important centers are now featuring one or more TV channels. These will increase in the years to come. In the meantime, even tho TV set production has been cut, it hasn't taken away what sets there are now in homes. Therefore, this condition will, in all likelihood, persist for the years ahead.

THE CASH BOX

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THE CASH BOX covers the coin operated machines industry, and all allied to this industry in any fashion whatsoever, throughout the United States, Canada, Central and South America, Africa, Japan, Hawaii, Philippine Islands, and other Asiatic and Pacific countries, as well as certain European nations. The Cash Box is on hand at various American consular offices throughout the world. This coverage includes operators, jobbers, distributors and manufacturers and all allied to—automatic coin operated music equipment; automatic coin operated vending and service machines; as well as coin operated amusement equipment; in all divisions. The print and record fields, recording artists, publishers of music, disc jockeys, radio stations, and all others in any fashion identified with, or allied to, the coin operated music machines industry are completely covered. Manufacturers and distributors of various merchandise, parts, supplies, components and all materials used in the coin operated vending, music and amusement fields are covered by The Cash Box. Banks, finance firms, loan organizations and other financial institutions, expressly interested in the financing of coin operated machines of all types, are covered by The Cash Box.

THE CASH BOX IS RECOGNIZED by various associations of coin machine operators throughout the United States as their "official" weekly magazine.

"THE CONFIDENTIAL PRICE LISTS" "The Confidential Price Lists" are the one and only officially recognized price guide of all new and used machines in the United States. "The Confidential Price Lists" are an exclusive, copyrighted feature of The Cash Box. "The Confidential Price Lists" report each week the low and high prices for all new and used coin operated machines, regardless of size, age, limited, or manufacturer, and continually adding on all the new equipment as this equipment is announced to the industry. "The Confidential Price Lists" are recognized by many cities and states throughout the country as the "official price book of the coin operated machines industry. They are an integral part of The Cash Box and appear in each week's issue. "The Confidential Price Lists" are officially used in the settlement of estates, for buying, selling and trading of all coin operated equipment, and are also officially recognized for taxation purposes. "The Confidential Price Lists" are used by finance firms, banks, loan companies, and other financial institutions to guide them in making loans to members of the coin operated machines industry. They have been legally recognized in courts throughout the United States and Canada. "The Confidential Price Lists" have been acclaimed by the coin operated machines industry. En- tire business transactions and legal cases are based upon the questions appearing in "The Confidential Price Lists".
In 1943 “The Cash Box” First Proposed that the Automatic Music Industry of America Switch to 10c Play (2 Plays 10c, 5 or 6 Plays 25c and Lead in Gradually to 1 Play 10c, 3 Plays 25c When and If Conditions Ever Warranted This Change). The Original 2 Plays 10c, 5 or 6 Plays 25c, Plan was Simply to Get the Public to “Buy More Music”. Present War Emergency, Plus Rapid Devaluation of the Nickel Due to Inflation, Stimulated Juke Box Operators Into Action to Adopt This Music Merchandising Plan. Music Ops Now Making 10c Play Tests Report Increases as High as 200% Over Former Gross Collections from Same Locations. 10c Play is Starting to Sweep the Country as More and More Juke Box Ops Get on the Bandwagon. “At Last We’re Enjoying Real Profits”, Ops Report.

It took over eight years to sell a merchandising plan to America’s automatic music industry. And that’s a very short period of time, considering how long it takes the average businessman to change his habits. But the need, conditions, and methods, and develop these new ideas for the benefit of his business.

Some have written and also phoned this publication in the past few weeks stating, “Well, we’re sure happy that, at last long, the music industry has seen fit to adopt something which you proposed over eight years ago.”

This publication bows to the will of the man on the firing line. The operator. The man who should know when the time for change is ripe.

Back in 1943, during the very heat of World War II, this publication saw a great music merchandising opportunity facing the industry. It proposed, at that time, a music merchandising plan featuring 2 plays 10c and 5 or 6 plays for 25c to be put into machines.

As this publication then stated, when, and if, conditions warranted the change, to switch over to 1 play 10c and 3 plays 25c.

Records were becoming ever scarcer at this time. Parts, supplies and whatever used equipment was available, continued to gradually disappear, and, at the same time, zoomed in price to such peaks it required double the money to amortize the cost.

At such time, and this may again happen in the near future, 1 play 10c and 3 plays for 25c would be the only solution to overcome these increased costs.

A battle between juke box manufacturers, some years ago, regarding 10c play, halted the plan in its tracks. Much to the dismay of those operators who had made the first tests and believed 10c play would have worked out to a satisfactory conclusion.

After that, with the war over, and the post-war era under way, with new machines on the market once again, 5c play continued, and it became even more difficult for the jube box operator to survive.

This publication proposed alternative plans. It suggested a new commission-percentage basis of 70c for the operator and 55c for the location owner. It urged that all operators get “front money save guarantees” for all their equipment, old or new.

It also urged that every operator sign legal location agreements so that the operator would know that his location would remain his location for a period of at least two years. So that, if he placed a new phonio, he could at least get off the nut by amortizing the cost over that two year period.

This publication went further during the war period. It urged the creation of “Schools for Mechanics.” It asked that there be created a “Public Relations Bureau” for the industry. It also urged that a “Nickel Coin Machine Credit Bureau” be set up. It urged “Standardization of Parts.” It kept the industry informed when other publications left it. It arranged the time and only price list accepted by the OPA. It did a great many other things for the field.

Later it urged a change to 75c-25c commission basis. It explained that the time had come to talk about the “Workingmen’s Clubs” with all the locations of this industry. It urged that coin operated equipment be called, “Morale Builders.”

But it never forgot its “Buy More Music” merchandising plan. It even urged an “overplay idea” be adopted 2 plays for 10c and even 6 or 7 plays for 25c.

In short, this publication continued to study, think, plan, and fight for the good of the entire industry. “The Cash Box” realized that, with the operator-successful and financially sound, all this industry would be prosperous.

Some weeks back this publication pointed out once again, as it had many times in the past, the great devaluation of coinage which was brought about by inflation. It urged the operators to block off the nickel coin chute.

It even urged, five years ago (the first American business publication to do so), that the Congress of these United States allow the Mint to proceed with the minting of a 75c coin. This coin would have been the answer to the present 10c coin telephones, and other merchandise for which the public is now paying a dime, but would be paying with the intermediate 75c coin instead.

Then, just three or four weeks ago, “The Cash Box” again came to the fore with the 10c play plan. It urged that the time was ripe to block off the 5c chutes and get the public to “Buy More Music.”

Some many weeks prior to this “The Cash Box” reproduced a letter from a Canadian operator who had doubled his collections by blocking off all his 5c chutes and forcing the public to use dimes and quarters instead at 2 Plays 10c, 5 Plays 25c.)
"I APOLOGIZE" (2:49)
"YOU TAKE ADVANTAGE OF ME" (2:38)

ANITA O'DAY (London 964)
- Anita O'Day takes a couple of oldies here and gives them a wonderful vocal treatment. She sings the standards which Anita's soft rend'ion and excellent phrasing make exciting to hear. Ben Horner's orchestra comes along with some fine backing and the two sides show up as good music.

"ALWAYS YOU" (2:50)
"RUNNING AROUND" (2:39)

BOBBY WALKER (London 872)
- A beautiful Tchaikovsky melody is turned into a band tune and it just can't miss. Bobby Wayne has one of the lowest tunes to come along in a long time and he gives it a very plush vocal which adds to its charm. The second side is a novelty with some cute lyrics which Bobby does well. No op should miss the top disc.

"LILY OF THE VALLEY" (2:48)
"BY HECK" (2:47)

JIMMY DORSEY ORCH. (Columbia 19358)
- A novelty done well by Jimmy Dorsey and the orchestra is offered on the upper level. Paul Conlon sings the lyrics and of course the band comes through with some good solos. The flip is an instrumental of a charming sounding item and Jimmy does ok with it. Opts oughta take a listen.

"HULLABLOO" (2:43)
"THE WAYNE" (2:49)

IRVING IRVING (Inter 6011)
- A new group of harmonica players led by Bill Conlon with the interesting name of Irving Irving turn out a couple of side of several which are quite listenable. Both ends show some excellent playing and stimulating arrangements which demonstrate the promise the boys have. Opts oughta hear it for themselves.

"STEPPING OUT" (3:00)
"NIGHT TRAIN" (3:07)

OTTO CONNAN (Capitol 1395; F-1395)
- A couple of unusual sides are offered on this disk by Otto Connan. Playing the piano with real skill and speed, Connan comes up with a couple of numbers which are exciting to hear although they don't offer too much in the way of commercial appeal. This one is for the fans who have the proper locations.

"YOU TELL ME YOUR DREAM" (2:59)

KATE SMITH (Victor 1939)
- Kate Smith's fans will delight in her new platter. Taking it very easy, Kate runs through two standards in a soft and smooth manner and makes these two slow numbers sound very good. The flip is a good accompaniment with Bill Stegmeier's orchestra who provides the musical setting. Opts won't go wrong with this one.

"AREN'T WE ALL" (2:51)
"THEME FOR CYNTHIA" (2:47)

CHARLIE BARNET ORCH. (Columbia 14396; F-1396)
- A welcome oldie turns up on the upper deck, played by Charlie Barnet and the orchestra. This record comes forth with the vocalizing and the combination makes for a soft, smooth and good record. The flip is a very good showing off the Barnet virtuosity to good advantage. The top disc should do well in the machines.

"SHENANDOAH WALTZ" (2:58)
"BY HECK" (2:49)

TOMMY TUCKER ORCH. (MGM 10897; K10897)
- A new waltz which Tommy Tucker sings and it really makes good for listening here. Don Brown turns up with the vocal and the arrangement which Tommy provides, this one shows great potential. Lower half is a rhythm instrumental which is very easy to listen to and perfect for dancing. Opts should get on board.

"IF YOU WANT SOME LOVIN'" (2:54)
"A CRAZY AFTERNOON" (2:38)

RUBY WRIGHT (King 19503)
- A tune that can't miss is taken to town on the upper platter by Ruby Wright and she sure makes it sound good. Babs Phillips and the orchestra Ruby lends a lot of interest to this rough sounding item. Lower half is a novelty done lightly. Opts will want to hear the top deck.

"TISH MAULLO" (2:19)
"I DON'T STAND A CHANCE WITH YOU" (2:43)

TEDDY PHILLIPS ORCH. (London 890)
- A very soft ballady gets twisted around here by Teddy Phillips and his crew. Lynn Hoxt and Billy Sargent team up to record this and the swing is excellent. The second side is an instrumental of an old standard which is somewhat new and should be heard carefully. This one should do ok in the machines.

"WHEN YOU'RE SMILING" (2:00)
"STACK-O-LEE" (2:57)

CLYDE Mccoy (Columbia 19424)
- Clyde McCoy takes a grand old tune, gives it a wonderful trumpet solo and then has his hand come in to finish up. With Billie Jean Remus coming along for the lyrics, this side makes something new and it might do. The flip is fine too with Clyde and Billie Jean telling the story so well and with spirit. This'll do well in the boxes.

"BROKEN DOWN PIANO" (2:50)
"I'LL EAT MY SPINACH" (2:27)

SUGAR CHILE ROBINSON (Capitol 1386; F-1386)
- Sugar Chile Robinson has a couple of numbers on this platter which he does in cute style. Both are intriguing numbers with different lyrics and the boy displays some good delivery and fine piano playing. Opts with the right spots will do fine with these.

The Cash Box, Music
Page 6
February 17, 1951
### The Guitars of Les Paul & Mary Ford

#### THE VOICES OF

- **Les Paul**
- **Mary Ford**

**Capitol Records Hollywood**

#### A New Dual Smash...

'Mockin' Bird Hill'

**Vocal**

- 1373 on 78 rpm
- F1373 on 45 rpm

#### 'Chicken reel'

**Instrumental**

- 1373 on 78 rpm
- F1373 on 45 rpm

---

1) TO THINK YOU'VE CHosen ME. 2) BUSHEL AND A PECK. 3) ZING, ZING...ZOOM, ZOOM.

11) TURN BACK THE CLOCK. 12) LET US CELEBRATE. 13) I GET OUT THESE OLD RECORDS. 14) IT IS NO SECRET. 15) A PENNY A KIL. 16) ALL MY LOVE. 17) NOBODY'S CHASING ME. 20) OH BABE.

---

"It's What's in THE CASH BOX That Counts!"
"I LOVE THE WAY YOU SAY GOODNIGHT" (5:15)
RUSSELL MORGAN ORCH.
(Decca 27445; 9-27445)
- One of Russ Morgan's best discs in a long while is turned up here on the top deck. Russ does the vocal on this smooth ballad and the chorus helps out. This one may easily break out. Lower half is another soft sort ballad with Russ singing the lyrics. The top deck is the one to watch.

"LOVESICK BLUES" (2:42)
BILL DARIEL
(Coral 60369; 9-60369)
- Bill Darrel takes one tune from western fields and one from jazz and blues and turns out a good disk. The first side is this blues item on which Bill gets good backing from Roy Ross' orchestra. The second side is a wonderful ballad just right for his type of delivery. Ops'll do alright with this.

"I DON'T WANT TO LOVE YOU" (3:48)
"ABA DABA HONEYMOON" (2:58)
KITTIE KALLEN & RICHARD HAYES
(Mercury 5586)
- A beautiful old ballad gets a grand vocal in duet on this platter by Kittie Kallen and Richard Hayes. Backed up by the IP's orchestra, the team sends this one into the must class. The second side is a novelty fifty years old which is again going wild. Ops oughta get this disk.

"IF YOU'VE GOTTEN THE MONEY" (5:52)
"MOKING BIRD HILL" (2:52)
TINY HILL ORCH.
(Mercury 5583)
- A western item is given a typical Tiny Hill vocal here and it comes out right good. The lower end is a novelty which is beginning to show up now and this tallkly vocal may help it along. Ops with the proper spots will want to listen to these sides.

"DESTINATION MOON" (2:31)
"WHAT HAVE YOU DONE FOR ME LATELY?" (2:54)
CONNIE HAINES & BOB CROSBY
(Coral 60370)
- Two noveltys with cute lyrics are featured on this platter by Connie Haines and Bob Crosby. Both ends are done well by the pair who get a nice feeling into them. There's a give and take in the vocals that adds some interest to them. Ops with the proper spots might have a listen.

"FLY ME TO THE MOON" (4:01)
"LET THE MUSIC PLAY" (3:21)
"I CAN'T HELP IT IF I'M SORRY" (3:00)
TOMMY DORSEY & HIS ORCHESTRA
(Decca 27446; 9-27446)
- A very fine platter that's a novelty which is beginning to show up now. Ops oughta get this disk.

SLEEPER OF THE WEEK

"LET ME IN" (2:52)
"WILD CARD" (2:40)
BOBBY WAYNE
(London 973)
- These platters with first a verse and then a chorus joining in this one will get a great play in the machines. It's the sort of thing that has everything doing this melody very easily humouring themselves when they count up the take on it. Telling a listenable story, Bobby does this with much spirit and makes it sound like a great big party. The lower end is a novelty also with an interesting story and done with the same verse that he displays on the top deck. It gets a talyk vocal and it too should have some appeal. The side however that is gonna make it is the first one. It has every possibility of being a big hit and ops should start stockpiling now.

"IT'S A LONG WAY TO THE TOP (IF YOU WANT TO RIDE"
"SHOW ME THE WAY TO GO HOME" (3:05)
ARTIE SHAW ORCH.
(Decca 27434; 9-27434)
- Some terrific clarinet playing comes through from Artie Shaw on these sides. Artie takes a couple of oldies and gives them magnificent arrangements to make them sound like they've never sounded before. The Chelsea Three do the vocals but the instrumentals are the thing. Ops oughta get on board.

"THE BEANBAG SONG" (3:05)
"LONESOME GAL" (3:00)
ELLA FITZGERALD
(Decca 27453; 9-27453)
- A new novelty gets its best rendition so far from Ella Fitzgerald, accompanied by the Skylarks and Sy Oliver's orchestra. The tune has a pleasing line to which might make it go. Lower end also gets a good vocal from Ella and the same group. The top deck is the one to watch.

"BEAR MASH BLUES" (2:51)
"NO REGRETS" (2:44)
ERKES HAWKINS ORCH.
(Coral 60371; 9-60371)
- An instrument with a low down feeling is the source of inspiration for Erksine Hawkins here. The side has some grand solos to show off and makes for good listening. Lower end is an oldie with Ace Harris shining through on the vocal and the band backing him up. In the proper locations, this oughta do well.

"EASTER PARADE" (3:25)
"PETER COTTONTAIL" (2:45)
SAMY KAYE
(Columbia 39186)
- In anticipation of the Easter season, Sam Kaye has two seasonal numbers to offer. Top deck is the standard Irving Berlin tune that sounds good whenever it's played and in every arrangement. The lower end is also a cute ditty which should do well in the boxes. Ops will get a play on these.

"TELL ME" (2:18)
"I MET HIM AT ONE O'CLOCK" (2:35)
EILEEN BARTON
(Natone 9253)
- Eileen Barton has a rhythmic oldie to work on on the top deck and she does it very well. Lee Pines provided some excellent backing and good piano work goes along. The lower end is a novelty based on an hour idea with a recitation in the middle by Eileen. Ops oughta hear this one for themselves.

"BEAUTIFUL BROWN EYES" (3:05)
"SHOTGUN BOOGIE" (2:40)
ROSEMARY CLOONEY
(Columbia 39212)
- A couple of tunes that originated in the western field are offered on this platter by Rosemary Clooney. The upper half is a very slow crying ballad while the lower end is a spirited number which Rosemary does with great verve. Mitch Miller provides the setting on both sides. Ops oughta look into these.

"OCKNEY RAGTIME BAND" (2:35)
"COME LET'S SING" (2:59)
FRACOMA
(London 843)
- Two swingy items are dished out here by Primo Scala, his accordion band and the Keynotes. Both ends sound real happy with lots of voices and instruments getting together in what impresses as two great big parties. Good banjo playing gets a thorough going and altogether this is a good bet for the boxes.

"THEY'RE PLAYING OUR SONG" (2:38)
"IT WAS NICE WHILE IT LASTED" (2:45)
VERA LYNN
(London 742)
- Vera Lynn goes to work on a couple of ballads, both of which are right for her type of delivery. Both are tunes with a sad story involved and Bob Parran provides a good musical setting. Although the material isn't up to par, Vera's voice makes this one that ops oughta hear themselves.

"FAITHFUL" (3:00)
"WAIT FOR ME" (2:36)
VINNI DE CAMPO
(London 961)
- Two very promising ballads are sung on this disk by Vinni De Campo. Jack Place provides the accompaniment for both and Vinni's fine voice makes them both good bets. Each tune offers a very attractive melody which could easily catch on. Ops oughta get with this.
Blazing Hot!

AMERICA'S NO. 1 GIRL SINGER

PATTI PAGE

NOW WITH TWO SMASH HITS!

"WOULD I LOVE YOU"
COUPLED WITH
"SENTIMENTAL MUSIC"
MERCURY 5571 • 5571X45

...AND NOW

PATTI, the originator of double voices gives you her version of

"MOCKIN' BIRD HILL"
COUPLED WITH
"I LOVE YOU BECAUSE"
MERCURY 5595 • 5595X45

ORDER BY THE CARTON!

MERCURY RECORDS
MERCURY RECORDS OF CANADA LTD. TORONTO, CANADA
Music & Record Industry To Be Well Represented At MOA Meet

Reservations For Exhibit Space Keep Mounting As Diskeries, Manufacturers, And Music Pubs Plan To Attend Convention


We here at THE CASH BOX know of several other firms who will definitely be represented at the convention although official confirmation has not yet come through.

And of course, THE CASH BOX will be at the meeting, as last year, in room 716.

In a tribute to the effectiveness of the MOA conventions, Hal Cook, General Promotion Manager of Capitol Records, sent a letter to George A. Miller, National Chairman of MOA, last week saying in part “Speaking for Capitol Records, I can say that the first convention was certainly an overwhelming success from our point of view and we are anxious to participate once again this year. During the past year we have had opportunities to discuss the first MOA convention with a number of operators, distributors, manufacturers, etc., and we have learned that those who participated in last year’s convention were all pleased with the splendid organization of the entire affair. Mr. Bill Fowler, our Vice President in charge of production, attended the business meetings and brought back a wealth of information that has helped us in our discussions with operators who were unable to attend last year’s convention. Both Bill and I were particularly impressed with the enthusiasm and eagerness with which these meetings were received. We learned a lot, as I’m sure did all the others in attendance.”

Needless to say, Capitol will again be well represented.

Another important visitor to the convention will be Harrison W. Call, attorney for the California Music Guild and a member of the state legislature. He will explain the functions of the California Fair Trade Practices Act.

Mr. Call, who knows more about the Fair Trade Practices Act than almost anyone else in California will make an address on the possibilities of other states fair trading the automatic phonograph business. He will hold caucus meetings in the MOA headquarters for individual discussions and talks with the various association representatives so that they may have a better understanding of how to proceed in their individual cases from our point of view and how to participate in the success from year to year.

It’s time now for all those who expect to attend the meeting, not only to make their exhibit space reservations, but also to make sure that hotel space is set aside for them.

The convention is only a month off. Now is the time to act.

To be convinced, read the letter below in full that Hal Cook of Capitol sent to George Miller and make your reservations immediately.

CAPITOL RECORDS, INC.
128 West 43rd Street, New York, N. Y.

January 19, 1951

Mr. George A. Miller
National Chairman
California Music Guild

Dear George:

It is with great pride that we learn that the MCA is going into the Second Annual Convention at the Palmer House in Chicago. Speaking for Capitol Records, I can say that the first convention was certainly an overwhelming success from our point of view and we are anxious to participate once again this year.

During the past year we have had opportunities to discuss the first MOA convention with a number of operators, distributors, manufacturers, etc., and we have learned that those who participated in last year’s convention were all pleased with the splendid organization of the entire affair. Mr. Bill Fowler, our Vice President in charge of production, attended the business meetings and brought back a wealth of information that has helped us in our discussions with operators who were unable to attend last year’s convention. Both Bill and I were particularly impressed with the enthusiasm and eagerness with which these meetings were received. We learned a lot, as I’m sure did all the others in attendance.

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SUNG BY
BOBBY WAYNE

With Orchestra
Conducted by Dick Hayman

London 973 (78 rpm) and 45-973 (45 rpm)
NEW YORK:
The railroad tie up has been causing havoc with the distribution of records. Until late last week, all cities had packages of disks waiting around to be shipped out. . . A fire which started in the basement of Conant and Jubilee Records ruined thousands of records of considerable worth of merchandise. Business will go on as usual however, says Jerry Blaine. Elliot Blaine, Jerry's brother, recently celebrated two major events. He became the father of a boy and graduated from law school. . . Joan Whitney and Alex Kramer have come up with a great song appropriate to these times, called "A Time of Darklings." When Dave Kapp of Decca heard it, he immediately had it recorded by Fred Waring. The song was to be the official song of the National Conference of Christians and Jews who have adopted it for Brotherhood Week beginning February 18. . . Pat Townsend and the rest of the sidemen for his first disk will be released in ten days. . . Bill O'Toole has the hottest of the hits on his overall WPLM from midnight to 7 A.M. . . Continuing the changes at London, Harvey Geller switched this week to record promotion for London Record Sales, which is the metropolitan distributor for London Records. Bill Simon will head London's national record promotion assisted by Ira Joachim. . . Henry Desmo, who has a strong contender in the old Fred Astaire number "They Can't Talk That Away From Me." . . Evelyn Knight into town for a very big management show and right out again. . .

CHICAGO:
Art Morton will leave the "TV Surprise Show." Art's getting his big break in New York. He'll soon be leaving for the "Big Town" to open in a brand new show. . . Johnny Desmond and Sardale drop in to look around. . . Desmo advises he's on his way to New York to cut wax. . . Chick all hopped up over his forthcoming nuptials. . . New Simon, well known for his "Corbitt Piano Group," and Cee Davidson,ork pilot of the Chess Parke, have written, "I'd Love To Be The One." A one-outter. . . It's got that lilting melodic corn that's going so great everywhere at this time. Both Cee and Nev looking forward to their disk's natural for any chimp. . . Jeri Southern's "Imagination" disk for London is starting to move up and up. The gal at the Capitol Lounge and putting plenty of pressure for her vocal efforts. . . Ivy Green and Mrs. Green of Mercury on their way to Mexico for a short vacation. . . Jimmy Dorsey is doing a grand job over at the Edgewater and attracting all the younger college set. . . Eddie Hubbard, one disc jockey who now have a regular spot at the Oriental with Guy (My Heart Cries For You) Mitchell and the very, very grand Teresa Brewer. That should be the show of the week. . . Eddie's fans sure to jam on this one. . . Teresa Brewer is doing a great job to give him one great sendoff. . . Louis ("Yeah, Yeah, Yeah") Prima bows into the Chicago Theatre. . . A change of scene. . . "Preem" is one showman any theatre can depend on to bring down the house every time. . . The great Ella Fitzgerald comes into the Blue Note in a week and is playing four nights. . . Harry Whiteman's band is signed up all over again on WIND for Western Auto Stores-Motola combo. And is getting away by the minute. That's the spot the kid needed. He sure himself. . . The Carter Sisters will also emcee the big "Friends Of The Mentally Ill" affair at the Stevens Hotel. Which is a feather in any emcee's hat for this is one great charitable cause.

LOS ANGELES:
By Mercury Record Distribute, business is nothing but great, Harry Boll tells us, with news of the outfit expanding to cover Arizona, New Mexico and East Texas. Harry Boll, formerly with Mastertone, will be one of the two new salesman put on to cover the territory and Harry is shopping for the other one. . . As attachment to Frankie Laine as every body in the Mercury organization was, Harry and sales crew seem to feel that Frankie's switch to Columbia should show up on the Mercury sales charts for some time, if ever, with what a large batch of Laine masters still on hand, Pati Page's "Tennessee Waltz" and 20,000 copies on the Pacific Coast for a new high, Vic Damone's steady following and Billy Daniels, oh! Billy Daniels, starting with his first package release, "I Still Get a Kick Out of You" and "Too Marvelous for Words." . . . Despite all the prosperity, with the gang of crew working a night shift, Frankie Fuh is leaving Mercury Distributors in favor of marriage, quitting "A gal who do almost anything to get out of the hole." . . . Replacing her as head book keeper is Beatrice Lieberman. . . "Ellie" Muffin of the "Red Rovers" has decided to lead just about the country, as enjoyed by anybody up Tia Juana way, but he'll recover from the ill effects. . . The Weavers, how much drawing power an act can bring up on one record and the expensive Sunset Strip hobby business being off, if you give the customers something good and/or new, they'll go the tariff.

CARMEN CAVALLARO

LARK LISA KIRK
Charlie Lis', My Darling
Beautiful Brown Eyes

BOB DEWEY and his Orchestra
The Merry Widow Waltz
The Golden Slippers Waltz

THE THREE SUNS and LARRY GREEN
The Legend Of The Glass Mountain
Tenderly

FRIDLEY MARTIN
and his Orchestra
They're Playing Our Song

VAUGHN MONROE
and his Orchestra
Faithful

DINAH SHORE with Henri Rene and his Orchestra
Toujours Gal

DEANNE DAVIS and his Orchestra
To Late Now

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DINAH SHORE with Henri Rene and his Orchestra
Toujours Gal

DEANNE DAVIS and his Orchestra
To Late Now

PENNY GILL with his Orchestra
"If You Want Some Lovin'"

**SLEEPER OF THE WEEK**
... gonna have quite a career and ops oughta get going with it now...

**CASH BOX** FEB. 3, 1951

**THE CASH BOX**

**REGIONAL RECORD REPORTS**

Listings below indicate preference with disk jockey radio audiences, compiled from reports furnished by leading disk jockeys throughout the nation, for the week ending February 10.

**Bob Watson**

WSR—Atlanta, Ga.
1. MY HEART CRIES FOR YOU (Fred Vocker)
2. HAROLD LIGHTS (Ray Anthony)
3. BE MY LOVE (Mario Lanza)
4. CHIANTAY CORNER DREAM (Johnny Parker)
5. TENNESSEE WALZT (Patti Page)
6. THE ROVING KING (Gordon Jenkins)
7. GOOFIES (Billy Eckstine)
8. IF (Perry Como)
9. LULLABY OF BROADWAY (Frank DeVol)
10. JET (King Cole)

**Mort Nubaum**

WHAM—Rochester, N. Y.
1. A PENNY A KISS (Ted Martin-D. Shaw)
2. YOU'RE JUST IN LOVE (Carmen-Santa Six)
3. BOUTONNIÈRE (Mikey Carson)
4. REAL DEE-ZOOM-ZOOM (Perry Como)
5. ABA DABA HONEYMOON
6. BE MY LOVE (Maria Lanza)
7. NEVERTHELESS (Melh Brass)
8. TAU TAU I TAW A PUDDY TAT
9. BRING BACK THE THRILL (Eddy Fisher)
10. BE MY LOVE (Camp Bark)

**Louis Stone**

WGBB—Freeport, N. Y.
1. MY HEART CRIES FOR YOU (Guy Mitchell)
2. IF (Billy Eckstine)
3. SO LONG (The Weavers)
4. EVES DEE-ZOOM-ZOOM (Perry Como)
5. TENNESSEE WALZT (Patti Page)
6. ABA DABA HONEYMOON (Tennessee-Braxton-Carpenter-DeVol)
7. I'M SO CRAZY FOR LOVE (Billy Eckstine)
8. RBIA DIA (Eddy Fisher)
9. BE MY LOVE (Camp Bark)

**Stephen Paul**

WLEE—Richmond, Va.
1. IF (Perry Como)
2. TENNESSEE WALZT (Patti Page)
3. WE WANT TO LOVE YOU (Gordon Jenkins)
4. YOU LOVE ME (Johnny Parker)
5. YOU LOVE ME (Eddy Fisher)
6. I'M SO CRAZY FOR LOVE (Billy Eckstine)
7. BE MY LOVE (Camp Bark)

**Garry Stevens**

WGY—Schenectady, N. Y.
1. MY HEART CRIES FOR YOU (Shirley Horn)
2. IF (Perry Como)
3. TENNESSEE WALZT (Patti Page)
4. MY HEART CRIES FOR YOU (Guy Mitchell)
5. THE ROVING KING (The Weavers)
6. SO LONG (Gordon Jenkins)
7. I WISH I KNEW (Guy Mitchell)
8. WHAT DID I DO? (Frankie Laine)
9. TO THINK YOU'VE CHOSEN ME (H. Howard)

**Tom Shonahan**

WEMP—Milwaukee, Wisc.
1. IF (Perry Como)
2. BE MY LOVE (Marie Lanza)
3. TENNESSEE WALZT (Patti Page)
4. MY HEART CRIES FOR YOU (Guy Mitchell)
5. THE ROVING KING (The Weavers)
6. SO LONG (Ralph Marterie)
7. I WISH I KNEW (Guy Mitchell)
8. WHAT DID I DO? (Frankie Laine)
9. TO THINK YOU'VE CHOSEN ME (H. Howard)

**Gary Lester**

WJN—Newark, N. J.
1. IF (Perry Como)
2. BE MY LOVE (Marie Lanza)
3. TENNESSEE WALZT (Patti Page)
4. MY HEART CRIES FOR YOU (Guy Mitchell)
5. SO LONG (The Weavers)
6. I WISH I KNEW (Guy Mitchell)
7. WHAT DID I DO? (Frankie Laine)
8. TO THINK YOU'VE CHOSEN ME (H. Howard)

**Don Kimel**

WVCE—Coral Gables, Fla.
1. I WISH I KNEW (Guy Mitchell)
2. TENNESSEE WALZT (Patti Page)
3. MY HEART CRIES FOR YOU (Guy Mitchell)
4. YOU LOVE ME (Eddy Fisher)
5. SPIN THE BOTTLE (Larry Riley)
6. TO THINK YOU'VE CHOSEN ME (H. Howard)
7. BE MY LOVE (Mario Lanza)
8. VELVET LIPS (Clara Butler)
9. BOUTONNIÈRE (Mikey Carson)

**Bill Silbert**

WXZ—Detroit, Mich.
1. IF (Perry Como)
2. BRING BACK THE THRILL (Eddy Fisher)
3. I FEEL THE SAME (Ray Anthony)
4. SPIN THE BOTTLE (Larry Riley)
5. MY HEART CRIES FOR YOU (Guy Mitchell)
6. I'M SO CRAZY FOR LOVE (Billy Eckstine)
7. LITTLE SMALL TOWN GIRL
8. WOULD YOU LOVE ME (Eddy Fisher)
9. HE'S THE KING OF YOU (Ray Anthony)
10. I WISH I KNEW (Andy Sisters)

**Roy Schreiner**

WRNL—Richmond, Va.
1. TENNESSEE WALZT (Patti Page)
2. IF IT'S NO SECRETS (Guy Mitchell)
3. MY HEART CRIES FOR YOU (Guy Mitchell)
4. A BUSHEE AND A PECK (Whitey & Wally)
5. JUST THE WAY I AM (Ray Anthony)
6. WALKIN' WITH THE HEART BLUES
7. CHICKEN SONG (George Goodman)
8. OH BABE (Benny Goodman)
9. SO LONG (Gordon Jenkins)
10. THINKING OF YOU (Eddy Fisher)

**Bob Earle**

KSO—Des Moines, Iowa
1. MY HEART CRIES FOR YOU (Guy Mitchell)
2. TENNESSEE WALZT (Patti Page)
3. IT IS NO SECRETS (Guy Mitchell)
4. BE MY LOVE (Ray Anthony)
5. HOT ROD RACE (Terry Mill)
6. THE THING (Phil Morris)
7. HARMONI'S LIGHTS (Ray Anthony)
8. IF (Perry Como)
9. THE ROVING KING (Guy Mitchell)
10. WOULD I LOVE YOU (Patti Page)

**Ed Shaw**

WFAL—Tampa, Fla.
1. TENNESSEE WALZT (Patti Page)
2. MY HEART CRIES FOR YOU (Ray Anthony)
3. HARBOR LIGHTS (Ray Anthony)
4. NEVERTHELESS (Ray Anthony)
5. BE MY LOVE (Ray Anthony)
6. YOU JUST LIVED A FOOL (Guy Mitchell)
7. I WISH I KNEW (Guy Mitchell)
8. MAY THE GOOD LORD BLESS AND KEEP YOU (Guy Mitchell)
9. I'M SO CRAZY FOR LOVE (Billy Eckstine)
10. BE MY LOVE (Camp Bark)

**Ed Penney**

WFAG—Fitchburg, Mass.
1. MY HEART CRIES FOR YOU (Guy Mitchell)
2. TENNESSEE WALZT (Patti Page)
3. BE MY LOVE (Guy Anthony)
4. ABA DABA HONEYMOON
5. ALWAYS YOU (Jockeys-Carpenter-Reynolds)
6. IF I WERE A BLACKBIRD (Stanley Black)
7. I STILL FEEL THE SAME ABOUT YOU (Guy Mitchell)
8. I LOVE THE WAY YOU SAY GOOD NIGHT (Marpeth)
9. POWDER BLUE (Johnny Capo)

**David B. Waskuk**

KCTI—Gonzales, Tex.
1. MY HEART CRIES FOR YOU (Guy Mitchell)
2. TENNESSEE WALZT (Ray Anthony)
3. JIMMY ISN'T COMING HOME (Steve Lawrence)
4. THE ROVING KING (Guy Mitchell)
5. ACCIDENTS WILL HAPPEN (Eddy Fisher)
6. IF IT HADN'T BEEN FOR YOU (Eddy Fisher)
7. A PENNY A KISS (Eddy Fisher)
8. BE MY LOVE (Ray Anthony)

**Dave Miller**

WPAT—Paterson, N. J.
1. SHE'S MY EASTER LILY (Tommy Sands)
2. IT IS NO SECRETS (Guy Mitchell)
3. THE GOLDEN ROCKET (Mickey Shore)
4. MY HEART CRIES FOR YOU (Gene-Auto-To Stafford)
5. DEAR JOHN (Red Foley)
6. FLYING STRAIGHT AHEAD (Walt Smith)
7. TATER PIE (Don Fontane)
8. TENNESSEE WALZT (Patti Page)
9. SHOT GUN WALTZ (Tennessee Ernie)
10. THERE'S BEEN A CHANGE IN ME (F. Arnold)

**Clarence Hammann**

WJMR—New Orleans, La.
1. IF (Perry Como)
2. MY HEART CRIES FOR YOU (Guy Mitchell)
3. TENNESSEE WALZT (Patti Page)
4. BOUTONNIÈRE (Mikey Carson)
5. YOU LOVE ME (Eddy Fisher)
6. I'M SO CRAZY FOR LOVE (Billy Eckstine)
7. TENNESSEE WALZT (Patti Page)
8. JET (King Cole)
9. REAL BEAT (Dean Martin)
10. CHICKEN REEL (Leo Carrell)

Please mention THE CASH BOX when answering ads—it proves you're a real coin machine man!
### New York, N. Y.
1. **My Heart Cries for You** (Guy Mitchell)
2. **Tennessee Waltz** (Patti Page)
3. You're Just in Love (Perry Como)
4. **if** (Perry Como)
5. **Be My Love** (Maria Lanza)
6. **The Sinking Ship** (Guy Mitchell)
7. **No More Tears** (Perry Como)
8. **Harbor Lights** (Sonny Kaye)
9. The Thing (Phil Harris)
10. **So Long (Weavers)**

### Lake Arthur, La.
1. **If** (Perry Como)
2. **Tennessee Waltz** (Patti Page)
3. **My Heart Cries for You** (Jimmy Wakely)
4. **Don't Ask Me** (Dinah Shore)
5. **To Think You've Chosen Me**
6. **Thinking of You** (Eddie Fisher)
7. Hot ROD Race (Tiny Tim)
8. **Lovely to Look at (Kaye Starr)**
9. **Havana Moon** (Guy Page)
10. **John and Martha** (Steve Freund)

### Savannah, Georgia
1. **My Heart Cries for You** (Guy Mitchell)
2. **Tennessee Waltz** (Patti Page)
3. **Thinking of You** (Don Cherry)
4. **Oh Baby** (Ray Starr)
5. **Harbor Lights** (Sonny Kaye)
6. **It's No Secret** (Jo Stafford)
7. **Think You've Chosen Me** (Spots)
8. **Thirsty for Your Kisses** (Amae Brothers)
9. **Nevertheless** (Mills Bros.)
10. **Don't Care** (Johnny Long)

### Mobile, Alabama
1. **My Heart Cries for You** (Guy Mitchell)
2. **Tennessee Waltz** (Jo Stafford)
3. **Elisha and a Peck** (Connie Haines)
4. **The Thing** (Phil Harris)
5. **Nevertheless** (Spots)
6. **Harbor Lights** (Phillip Staples)
7. **The Thing** (Phillip Harris)
8. **Harbor Lights** (Sonny Kaye)
9. **It's No Secret** (Jo Stafford)
10. **Don't Care** (Johnny Long)

### Denver, Colo.
1. **My Heart Cries for You** (Guy Mitchell)
2. **Tennessee Waltz** (Patti Page)
3. **Be My Love** (Perry Como)
4. **So Long** (Weavers)
5. **The King of Mississippi** (Guy Mitchell)
6. **To Think You've Chosen Me** (E. Howard)
7. **Harbor Lights** (Sonny Kaye)
8. **Nevertheless** (Mills Bros.)
9. **You're Just in Love** (Perry Como)
10. **If** (Perry Como)

### Cincinnati, Ohio
1. **My Heart Cries for You** (Guy Mitchell)
2. **Tennessee Waltz** (Patti Page)
3. **Be My Love** (Maria Lanza)
4. **No More Tears** (Perry Como)
5. **Nevertheless** (Mills Bros.)
6. **May the Good Lord Bless and Keep You**
7. **The Sinking Ship** (Guy Mitchell)
8. **I Taught I Saw a Puddin' Tat** (Mel Blanc)
9. **Thinking of You** (Don Cherry)

### Des Moines, Iowa
1. **My Heart Cries for You** (Guy Mitchell)
2. **Tennessee Waltz** (Patti Page)
3. **The thing** (Phil Harris)
4. **To Think You've Chosen Me** (E. Howard)
5. **Be My Love** (Maria Lanza)
6. **Harbor Lights** (Sonny Kaye)
7. **The Sinking Ship** (Guy Mitchell)
8. **No More Tears** (Perry Como)
9. **To Think You've Chosen Me** (E. Howard)
10. **My Love** (Maria Lanza)

### Indianapolis, Ind.
1. **My Heart Cries for You** (Guy Mitchell)
2. **Tennessee Waltz** (Patti Page)
3. **The Thing** (Phil Harris)
4. **To Think You've Chosen Me** (E. Howard)
5. **Be My Love** (Maria Lanza)
6. **Harbor Lights** (Sonny Kaye)
7. **The Sinking Ship** (Guy Mitchell)
8. **No One's Chasing Me** (Ike & Kaye)
9. **No One's Chasing Me** (Elsie Knight)
10. **So Long** (Weavers)

### Chicago, Ill.
1. **My Heart Cries for You** (Guy Mitchell)
2. **Tennessee Waltz** (Patti Page)
3. **I'm Just in Love** (Perry Como)
4. **Be My Love** (Maria Lanza)
5. **The Sinking Ship** (Guy Mitchell)
6. **To Think You've Chosen Me**
7. **Harbor Lights** (Sonny Kaye)
8. **The Thing** (Phil Harris)
9. **Thinking of You** (Don Cherry)
10. **Nobody's Chasing Me** (Elsie Knight)

### Los Angeles, Cal.
1. **Tennessee Waltz** (Patti Page)
2. **I Still Feel the Same About You**
3. **Be My Love** (Maria Lanza)
4. **I Still Feel the Same About You**
5. **You're Just in Love** (Perry Como)
6. **The Sinking Ship** (Guy Mitchell)
7. **So Long** (Weavers)
8. **Thinking of You** (Don Cherry)
9. **Harbor Lights** (Sonny Kaye)
10. **Nobody's Chasing Me** (Elsie Knight)

### St. Paul, Minn.
1. **My Heart Cries for You** (Guy Mitchell)
2. **Tennessee Waltz** (Patti Page)
3. **Thinking of You** (Don Cherry)
4. **Oh Baby** (Ray Starr)
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6. **It's No Secret** (Jo Stafford)
7. **Think You've Chosen Me** (Spots)
8. **Thirsty for Your Kisses** (Amae Brothers)
9. **Nevertheless** (Mills Bros.)
10. **Don't Care** (Johnny Long)

### Little Rock, South Carolina
1. **Tennessee Waltz** (Erskine Hawkins)
2. **My Heart Cries for You** (Fred McDowell)
3. **The Thing** (Phil Harris)
4. **The Chicken Song** (Guy Lombardo)
5. **If** (Perry Como)
6. **You're Just in Love** (Perry Como)
7. **To Think You've Chosen Me**
8. **If You've Got the Money (To Stafford)
9. **Teardrops from My Eyes** (Frank DeFord)
10. **Little Rock Getaway** (Los Paul)

### Malta, Montana
1. **Tennessee Waltz** (Los Paul)
2. **My Heart Cries for You** (Jimmy Wakely)
3. **Oh Baby** (Ray Starr)
4. **Petite Waltz** (Owen Bradley)
5. **Harbor Lights** (Sonny Kaye)
6. **The Thing** (Phil Harris)
7. **The Sinking Ship** (Guy Mitchell)
8. **You're Just in Love** (Perry Como)
9. **To Think You've Chosen Me** (James Bros.)

### Shoaal, Indiana
1. **My Heart Cries for You** (Guy Mitchell)
2. **Tennessee Waltz** (Patti Page)
3. **The Thing** (Phil Harris)
4. **Nevertheless** (Mills Bros.)
5. **Harbor Lights** (Sonny Kaye)
6. **The Thing** (Phil Harris)
7. **Harbor Lights** (Sonny Kaye)
8. **Long** (Weavers)
9. **I Still Feel the Same About You** (Elzie Fitzgerald & Ink Spots)
10. **To Think You've Chosen Me** (Elzie Fitzgerald & Ink Spots)

### New Bern, North Carolina
1. **Tennessee Waltz** (Guy Lombardo)
2. **I Still Feel the Same About You**
3. **I Still Feel the Same About You**
4. **Randy's Off My Heart** (Fred Waring)
5. **Rosie** (Snacky Lassen)
6. **Lovely Blue** (Bill Danell)
7. **You're Just in Love** (Guy Lombardo)
8. **Shot Gun Boogie** (Texas Teenie)
9. **Cross My Heart** (Huge Winstead)

### Fertile, Minn.
1. **Tennessee Waltz** (Guy Lombardo)
2. **I Still Feel the Same About You**
3. **The Thing** (Phil Harris)
4. **Nevertheless** (Mills Bros.)
5. **Thinking of You** (Don Cherry)
6. **So Long** (Weavers)
7. **Harbor Lights** (Sonny Kaye)
8. **Nevertheless** (Mills Bros.)
9. **Looking of You** (Don Cherry)
10. **Humble and Kind** (Gene Vincent)

### Cleveland, Ohio
1. **Tennessee Waltz** (Patti Page)
2. **My Heart Cries for You** (Guy Mitchell)
3. **The Thing** (Phil Harris)
4. **Busheh and a Peck** (Come-Handton)
5. **Harbor Lights** (Ella Fitzgerald)
6. **Nevertheless** (Mills Bros.)
7. **To Think You've Chosen Me** (E. Howard)
8. **Thinking of You** (Don Cherry)
9. **Harbor Lights** (Sonny Kaye)
10. **Penny and a Kiss** (Anders Sisters)

### Washington, D. C.
1. **My Heart Cries for You** (Guy Mitchell)
2. **The Thing** (Phil Harris)
3. **Thinking of You** (Eddie Fisher)
4. **So Long** (Edwards)
5. **Harbor Lights** (Sonny Kaye)
6. **Nevertheless** (Mills Bros.)
7. **Thinking of You** (Don Cherry)
8. **I Still Feel the Same About You** (E. Howard)
9. **Busheh and a Peck** (Come-Handton)
10. **If I Were a Bell** (Frannie Lake)

### Opolousa, Louisiana
1. **My Heart Cries for You** (Guy Mitchell)
2. **Tennessee Waltz** (Guy Lombardo)
3. **Nevertheless** (Mills Bros.)
4. **Be My Love** (Maria Lanza)
5. **If** (Ohio Martin)
6. **Harbor Lights** (Guy Page)
7. **Nevertheless** (Mills Bros.)
8. **Thinking of Your Kisses** (James Bros.)
9. **It's No Secret** (Bill Kelly)
10. **Thinking of You** (Don Cherry)

### Seattle, Wash.
1. **Tennessee Waltz** (Patti Page)
2. **If** (Perry Como)
3. **My Heart Cries for You** (Guy Mitchell)
4. **The Sinking Ship** (Guy Mitchell)
5. **Thinking of You** (Edith Fisher)
6. **Nevertheless** (Mills Bros.)
7. **Harbor Lights** (Sonny Kaye)
8. **Thirsty for Your Kisses** (James Bros.)
9. **You Wonderful You** (Gene Kelly)

### Portland, Ore.
1. **My Heart Cries for You** (Guy Mitchell)
2. **Tennessee Waltz** (Patti Page)
3. **I Still Feel the Same About You**
4. **The Thing** (Phil Harris)
5. **Nevertheless** (Mills Bros.)
6. **Thinking of You** (Don Cherry)
7. **Harbor Lights** (Sonny Kaye)
8. **Nevertheless** (Mills Bros.)
9. **Looking of You** (Don Cherry)
10. **Penny and a Kiss** (Anders Sisters)
MORE OPS ENTER JUKE BOX BIZ


CHICAGO—Operators of other types of coin operated equipment are now entering into the juke box business as it becomes apparent that juke box production will continue.

New models introduced by The Rudolph Wurlitzer Company and the Rock-Ola Manufacturing Corporation, as well as the 45 rpm phonos presented by the J. P. Seeburg Corp., this year, and the continuation of production of the 1950 models of AMI, Inc. and H. C. Evans & Co., have encouraged more ops to enter into the music business.

In addition to the larger model machines, the small counter model 45 rpm phonos of Williams Manufacturing Corporation, and Ristacur, Inc., are also getting peak business. Chicago Coin Company will soon market its 45 rpm phonos, as will several other manufacturers.

The large increase in the numbers of new machines being placed everywhere in the country is booming business for the major and indie diskers.

The majors have been reporting upped juke box record sales. This is attributed to the greater number of records being featured in the new model juke boxes.

These ranges from a minimum of 20 records (playing both sides for 40 selections) to 50 records (playing both sides for 100 selections).

The result is that with greater selectivity and the present 2 plays for 10c, 5 or 6 plays for 25c, "buy more music" merchandising of the plan the juke box ops, records are actually being played, and almost every juke box.

With more men entering into the juke box operating field and with more disks being used, record manufacturers foresee a very busy Spring and Summer season ahead, with the belief that business will continue on at a heavy pace for the entire year.

This it is believed, is the reason why many diskers have been concentrating their sales efforts on the juke box business at this time. It is noticeable that many juke box ops have been receiving calls from salesmen whom they haven't seen in a long, long time.

As one leader in the field stated, "The juke boxes are using up more records than ever before and give prom to actually set up even double this number before very long.

MOA convention execs, George A. Miller and Ray Cunliffe, who are handling reservations for displays as well as for rooms, report that, "This forthcoming convention of Music Operators Of America promises to be the very biggest in history."

Cunliffe reported this past week, "We have already far surpassed the number of displays booths and room reservations for the same time last year."

"We look ahead to one of the biggest music meets," be continued, "in all the history of the automatic music industry of America."

In the meantime juke box distributors are hammering at factories to get more machines.

An outstanding example is that of many Wurlitzer distributors who, after their two day showing of the new 1951 model, reported that they sold out all their next month's quota. The new Wurlitzers feature 24 records, playing both sides for 48 selections.

BE MY LOVE

From the M-G-M picture
"THE TOAST OF NEW ORLEANS"

recorded by
RAY ANTHONY .......... Capital
LES BROWN .......... Columbia
BILLY ECKSTINE .......... M-G-M
MARCO LANZA .......... RCA Victor
VICTOR YOUNG .......... Decca

MILLER MUSIC CORPORATION

THE NIGHT IS YOUNG

(LYRIS STARRSONG)

Recoded by
VAUGHN MONROE
(RCA VICTOR)

WORDS & MUSIC, INC.

M-G-M RECORDS

TOMMY TUCKER and his Orchestra

SHENANDOAH WALTZ

BY HECK

Available in 2 Record Speeds
78 RPM MCA 20777 + MCA 20778
45 RPM MCA 10697 + MCA 10698

THE GREATEST NAME IN ENTERTAINMENT

COULD BE

#1 PEE WEE KING

RCA-Victor

"NO ONE BUT YOU"

Recorded by BOBBY MAC

"WITHIN MY HEART"

(LA GOLIATHINA)

Personal Mgr. J. L. FRANK
WAVE-TV
LOUISVILLE, KY.

BROADCAST MUSIC, INC.

580 FIFTH AVENUE • NEW YORK 18, N. Y.

New York • Chicago
Hollywood • Toronto
Montreal

BARDI DECRIBE REPORTS

AND FORECAST OF TOMORROW'S SONG HITS

HIT ITEM

BEAUTIFUL BROWN EYES (American) — Jimmy Wakely (Cap. 1393) runs ahead of the pack on this item which Cash Box calls a "winning side" and Billboard says a "Tomorrow's Hit."

Other disc releases which will push this tune upward are Rosemary Cloonee (Col. 39212), Lisa Kirk-Hugo Winterhalter (Vic. 20-4062) and Art Moon (MGM). Variety lauds Cloonee and Wakely highly.

"SLEEPER OF THE WEEK"

YEAH, YEAH, YEAH (Spitzer) — "Louis Prima (Robin Hood 106)," says Billboard, "clicks in this fine chunk of rocking boogie-woogie material, done with dash and animation."

Also gets a strong "Sleeper of the Week" nomination from Cash Box. (Non-exclusively licensed by BMI.)

"DISK OF THE WEEK"

MORE THAN I CARE TO REMEMBER (Spitzer) — Ames Brothers (Coral 27433) earn a potent "Disk of the Week" from Cash Box. "Brothers make sweet harmony," says Billboard and rates it 86 points for deejays. Gordon Jenkins' (Dec. 27433) version is up with the leaders.

WATCH THIS

OH WHAT A FACE (Lockrue) — Creating a stir is this "Songs for Sale" winner. Ray Smith with Henry Jerome Orch. (Lon. 977) is first on wax in a great disc. Another, by Sticks McGhee (Lon. 978), is getting attention. Watch for the Phil Harris (Vict.) release and a flock of others.

EASTER HITS

PETER COTTONTAIL (Hill & Range) — Again an Easter favorite. Newest edition is by Spike Jones (Vic. 20-4055) described by Variety as "...a sparkling version of this Easter tune on a side that should make a big splash in the holiday market. (Non-exclusive BMI.)"

SONNY THE BUNNY (BMI) — Latest entry in the Easter derby is Gene Autry's (Col. 90110) waxing of a ditty that is receiving nation-wide promotion through department store outlets. Tommy Tucker (MGM 60010) also will be in demand.

LET'S GO TO CHURCH (Beachwood) — Back among the seasonal hits is the Margaret Whiting-Jimmy Wakely (Cap. 960) smash last year.
Redd Rearranges Records

ALLSTON, MASS.—Visitors who dropped into Redd Distributing Company in this city last week not only were delighted by the new Wurlitzer phonograph, but they also saw rearranged service and phonograph departments. Above Carol Butler and Bob Taylor, who run the record department, are pictured in the new set up.

National Claims Pact Breach

NEW YORK—National Records has instituted suit against Columbia Records, James Ricks and the Ravens for an injunction and $100,000 damages.

National claims that it has an exclusive agreement with Ricks and the Ravens and so notified Columbia while discussions were going on for the signing of the singing group.

Despite this notification, National announced that Columbia signed and recorded the singers and therefore is now seeking an injunction and damages for violation of its agreement.

JUBILEE RECORD HITS

Sure-Fire
DICK BROWN
singing
"WITH THESE HANDS"
"SENTIMENTAL MUSIC"
Jubilee # 406

The Best Yet By
THE OROSLES
"YOU ARE MY FIRST LOVE"
"I MISS YOU SO"
Jubilee # 501

J It's Different
HARRY BELAFONTE
singing
"VENUEZELA"
"ANNABELLE LEE"
Jubilee # 5048

Just Released
ERROLL GARNER
socks recording of
"BE MY LOVE"
Jubilee # 5952

OPS-DISTRIBUTORS: Listen on to These 4 Hit Items — They're Money In The Bank!

JUBILEE RECORD CO., Inc.
315 W. 47th St., N. Y., N. Y.
The Top Ten Tunes Netting Heaviest Play, Compiled From Reports Submitted Weekly To
The Cash Box, By Leading Music Operators in Detroit, Los Angeles and Other Cities Listed.

<table>
<thead>
<tr>
<th>Rank</th>
<th>Title</th>
<th>Artist/Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Black Night</td>
<td>Charles Brown (Aladdin)</td>
</tr>
<tr>
<td>2</td>
<td>Rockin' Blues</td>
<td>Johnny Otis (Savy)</td>
</tr>
<tr>
<td>3</td>
<td>Teardrops From My Eyes</td>
<td>Ruth Brown (Atlantic)</td>
</tr>
<tr>
<td>4</td>
<td>Lost Love</td>
<td>Percy Mayfield (Specialty)</td>
</tr>
<tr>
<td>5</td>
<td>Rock Little Daddy</td>
<td>Freddie Mitchell (Derby)</td>
</tr>
<tr>
<td>6</td>
<td>Little Red Rooster</td>
<td>Margie Day (Decca)</td>
</tr>
<tr>
<td>7</td>
<td>Tennessee Waltz</td>
<td>Patti Page (Mercury)</td>
</tr>
<tr>
<td>8</td>
<td>Anytime, Anyplace, Anywhere</td>
<td>Joe Morris (Atlantic)</td>
</tr>
<tr>
<td>9</td>
<td>Bad, Bad Whiskey</td>
<td>Amos Milburn (Aladdin)</td>
</tr>
<tr>
<td>10</td>
<td>I Cry</td>
<td>Buddy Johnson (Decca)</td>
</tr>
</tbody>
</table>

**SHOALS, IND.**
1. Breaking Up The House (Tony Bracken) — Margie (Columbia)
2. Please Send Me Someone To Love (Percy Mayfield) — Amos Milburn (Aladdin)
3. Once There Lived A Fool (Jimmy Grissom) — Johnny Otis (Savy)
4. Bad Bad Whiskey (Amos Milburn) — Johnny Otis (Savy)
5. Teardrops From My Eyes (Ruth Brown) — Jerome (Atlantic)
6. Anytime, Anyplace (Amos Milburn) — Johnny Otis (Savy)
7. Telephone Blues (Floyd Dixon) — Otis Redding (Atlantic)
8. Little Red Rooster (Margie Day) — Margie (Columbia)
9. Double Crownin' Woman (Lonnie Johnson) — Percy Mayfield (Specialty)
10. Jet (King Cole)

**OPALOUSAS, LA.**
1. Tennessee Waltz (Patti Page) — Johnny Otis (Savy)
2. Red Red Whiskey (Amos Milburn) — Johnny Otis (Savy)
3. Telephone Blues (Floyd Dixon) — Otis Redding (Atlantic)
4. Little Red Rooster (Margie Day) — Margie (Columbia)
5. I Cry (Buddy Johnson) — Otis Redding (Atlantic)
6. Rockin' (Mal Walker) — Otis Redding (Atlantic)
7. Once There Lived A Fool (Jimmy Grissom) — Johnny Otis (Savy)
8. Every Night About This Time (Fats Domino) — Otis Redding (Atlantic)
9. Last Love (Percy Mayfield) — Otis Redding (Atlantic)
10. Do Something For Me (Dominoes)

**LITTLE ROCK, S. C.**
1. Bad Bad Whiskey (Amos Milburn) — Johnny Otis (Savy)
2. Little Red Rooster (Margie Day) — Margie (Columbia)
3. Teardrops From My Eyes (Ruth Brown) — Jerome (Atlantic)
4. Chicken Blues (Dominoes) — Johnny Otis (Savy)
5. Tennessee Waltz (Stick McGee) — Amy Winehouse (Dominoes)
6. Anytime, Anyplace (Joe Morris) — Otis Redding (Atlantic)
7. Rockin' (Freddie Mitchell) — Otis Redding (Atlantic)
8. Own There Lived A Fool (Jimmy Grissom) — Otis Redding (Atlantic)
9. Rockin' Blues (Johnny Otis) — Otis Redding (Atlantic)
10. Don't Take Your Love Away (Taurie Tate)

**LAKE ARTHUR, LA.**
1. Telephone Blues (Floyd Dixon) — Otis Redding (Atlantic)
2. Anytime, Anyplace (Joe Morris) — Otis Redding (Atlantic)
3. Bad Bad Whiskey (Roy Brown) — Otis Redding (Atlantic)
4. Little Red Rooster (Margie Day) — Margie (Columbia)
5. Back Breaking Blues (Joe Turner) — Otis Redding (Atlantic)
6. I Cry (Buddy Johnson) — Otis Redding (Atlantic)
7. Old Time Rockin' (Lowell Fulson) — Otis Redding (Atlantic)
8. Rockin' Blues (Johnny Otis) — Otis Redding (Atlantic)
9. Please Send Me Someone To Love (Percy Mayfield) — Otis Redding (Atlantic)
10. I'll Wait (Four Books)

**SAVANNAH, GA.**
1. Teardrops From My Eyes (Ruth Brown) — Johnny Otis (Savy)
2. Tennessee Waltz (Patti Page) — Otis Redding (Atlantic)
3. Bad Bad Whiskey (Amos Milburn) — Johnny Otis (Savy)
4. Please Send Me Someone To Love (Percy Mayfield) — Johnny Otis (Savy)
5. Keep Your Hand On Your Heart (Billy Wright) — Otis Redding (Atlantic)
6. Rockin' With Red (Floyd Dixon) — Otis Redding (Atlantic)
7. Oh Babe (Larry Darnell) — Otis Redding (Atlantic)
8. Nehin' (Tina Turner) — Otis Redding (Atlantic)
9. Anytime, Anyplace, Anywhere (Joe Morris) — Otis Redding (Atlantic)
10. The Wrong Way (Floyd Dixon) — Otis Redding (Atlantic)

*On Her First Recording for Federal

**BEST JAZZ AND BLUES ARTIST OF 1950**

**LITTLE ESTHER voted**

**THE DEACON MOVES IN**

**LITTLE ESTHER and THE DOMINOES**

**12016**

**THE BEST JAZZ AND BLUES IN '51...WILL COME FROM**

Distributed by all Federal Branches of Records

"It's What's in THE CASH BOX That Counts"
The Original....The ONE and ONLY
"ONCE THERE LIVED A FOOL"
RIH 143

By JIMMY GRISOM
NUMBER 1 ACROSS THE NATION!
Ops, write for free samples
NEW — AND GREAT, TOO!!
JIMMY GRISOM'S
"ONCE IN LOVE BLUES"
and
"I LOST MY INSPIRATION"
RIH 149

RECORDED IN HOLLYWOOD
223 W. 2nd STREET, LOS ANGELES 12, CALIFORNIA
(Phones: Century 29001—Mutual 6623)

LATEST RELEASES
EILEEN BARTON'S
New Smash Hit
NATIONAL No. 9137

"TELL ME"
"I MET HIM AT 1 O'CLOCK"

SCOTTY GRAHAM
NATIONAL No. 9141

"EASY TO SAY"
"SUNNY SIDE OF THE STREET"

MELVIN MOORE
Exclusively on National
NATIONAL No. 9147
A Brand New Version

"MOANIN' THE BLUES"
"I'M STILL IN LOVE WITH YOU"

THE RAVENS
NATIONAL No. 9148

"TIME IS MARCHING ON"
"LILACS IN THE RAIN"

Write—Phone—Write Orders directly to us or distributor

NATIONAL RECORDS

Standard Songs are MONEY MAKERS!
"I FOUND A MILLION DOLLAR BABY"
Recorded by
HERB JEFFRIES—Mercury
THE SPORTSMEN—Capitol
EDDIE MILLER—Rainbow

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

The Cash Box, Music
Page 18
February 17, 1951

Jazz 'n Blues Reviews
AWARD O' THE WEEK

"STANDING ON THE CORNER" (3:09)
"I'LL WAIT FOR YOU" (2:26)
RUTH BROWN
(Atlantic 930)

"BLUE, BROKE AND EVIL" (2:57)
"YOU'RE MY BABY" (2:32)
JAKE VAUGHAN
(Decca 48196; 4:8196)

A very low down tune with some good lyrics is well done on the upper level by Jake Vaughan. Throwing a lot of stuff into this one, Jake runs through it slowly and meanly. The second side is an almost talking number, paced fast and with some good instrumentals. Ops will do well with the upper half.

"PORGY" (2:45)
"THE MORE I KNOW ABOUT LOVE" (2:20)
VALaida SNOW
(Apollo 1179)

Valaida Snow has a lovely ballad to work on the top deck. Still possessing all the charm it had years ago, this number shows the songstress off at her best. It is a lower ballad, very slow and with a good accompaniment from Bobby Smith’s orchestra. Ops oughtn’t listen for themselves.

"THE DEACON’S PARTY" (2:35)
"I'M GONNA FIND YOU SOME DAY" (2:40)
JACK DUPREE
(Apollo 426)

Jack Dupree tells a good story on the upper half in an exciting manner. Doing a very rhythmic number in excellent style, Jack gets some wonderful backing from his band and makes this one ops shouldn’t miss. Second side is a slow shooting blues number with a down low feeling. It too gets a good vocal and some grand instrumentals.

"LILACS IN THE RAIN" (2:54)
"TIME IS MARCHING ON" (2:39)
THE RAVENS
(National 9148)

The Ravens go to work on an oldie here and give it their own wonderful brand of harmony. Making it sound very smooth, the boys show what’s in this tune. The lower half is a driving thing with a good beat and a fine accompaniment. Ops will do ok with this.

"HARBOR LIGHTS" (3:16)
"NO SAYS MY HEART" (3:10)
THE DOMINIES
(Federal 12601)

The Dominies follow up their first great disc with a terrific version of "Harbor Lights." Doing this ballad in a broken vocal solo with the rest of the orchestra chiming in for harmony, the boys give the tune a feeling which no waxing of it has gotten before. Flip is another listenable ballad done in similar style. Ops oughtn’t to miss this.

"SUCCTOSA BABY" (2:55)
"SKY FULL OF SUNSHINE" (2:50)
THE THREE FLAMES
(Columbia 39078)

Here’s a shouting blues number and a mighty good one. The Three Flames who let go on this disc are certainly a group to watch if this is any indication. Jimmy Carter’s orchestra backs them up and gets in the spirit of the thing. Lower end is a happy tune with lots of noise. Both sides are worth ops while. Top deck shouldn’t be missed.

"YOU MADE A FOOL OF ME" (2:47)
"DON'T THE TOWN" (2:56)
FLOYD DIXON
(Modern 20-797)

Floyd Dixon runs through a couple of numbers here in his usual exciting style. Top deck is a blues item featuring a grand vocal and some wonderful piano. The second side gets a lively going over and again the excellent piano work. Ops won’t go wrong with this.

"ON THE SUNNY SIDE OF THE STREET" (2:40)
"EASY TO SAY" (2:54)
SCOTTY GRAHAM
(National 9141)

A new singer with a terrific amount of potential tops up on this platter. Scotty Graham does an old standard on the upper half in a way that marks him with a definite style. In a change of pace, the second half is a ballad equally good to hear. Both sides will draw a lot of coin.
Decca Promotes Sales Personnel Anticipating One of Best Years

NEW YORK—To further strengthen its sales structure in anticipation of what is expected to be one of the company’s best years, Sidney N. Goldberg, vice president in charge of sales, has made a series of personnel changes in the sales department.

The Eastern Division was bolstered by the promotion of James McDonald, present southeastern division manager, to the post of assistant to Albert Simpson, vice-president of the Eastern division of the Decca Distributing Corporation. This appointment, which McDonald has been in the company’s office for a year, is already in effect.

At the same time, William Russell, assistant to the president in charge of the middle Atlantic division, became manager of that division. Russell’s position will be filled by William Green of the Cleveland branch, who has been in charge of the Cincinnati office moves in as branch manager in Cleveland.

Kardale To Marry

CHICAGO, ILL.—Chick Kardale, prominent music publisher’s representative in this city, is looking forward to his forthcoming marriage with the very lovely Norma Carol Nelson, CBS receptionist.

The entire music industry will be present when Mayor Kennedy ties the knot for Chick and Norma.

Coral Links Brown and Welk Orks; Ups Cates

NEW YORK — Jim Conkling, newly appointed president of Columbia Records, stated definitely last week that there would be no further changes in the firm’s personnel set up.

Conkling held a meeting, the day after he arrived in New York, to emphasize that point and to assure Columbia personnel that they were not going to be replaced.

In particular this referred to Godard Lieberson who joined Conkling in the latter part of February and was rumored that day to be on the way out. The two had been conferring continuously for a day and were able to announce that they were in business for a long time and the future policy of the company.

Conkling stated that before he left Capitol, all artists whose contracts were expiring were paid for according to their contracts, two years later. He stated further that he felt that developing new talent, as well as new Columbia and Mitch Miller artists, was the way to build up a roster.

On most points of policy, Conkling thought it was easier to use an answer to make a statement. After he has looked into the operation of the company, he said, he will be in a better position to make a further statement.

Peacock Expands Distrib

Set Up; Establishes New Pressing Plants

HOUSTON, TEXAS—Peacock Records is fast expanding its distribution network by a new facility set up with new appointments throughout the country according to Dan Roberts, president of the firm, naming Marcus who was recently named national sales manager.

Marcus has been traveling the country in connection with the new distributors, appointments, reports that with Peacock’s hot waltz having proved themselves salewise, distributors anxious to get on the bandwagon.

Recent appointments include: Gotham, to handle the Peacock label in the Philadelphia territory, Tempo for New York and vicinity, F & F in Charlotte, N. C., and Binley in Jacksonville, Florida.

Peacock has also set up a pressing plant in New York to handle its eastern accounts and Marcus is now on his way to the mid-west to establish another plant there.

Jack Ostfeld Dies

NEW YORK—Jack Ostfeld, one of the well-known and loved men in the music business, died on February 2 after a succession of six heart attacks in the past few years. He was 48 years old.

Devoting more than a quarter of a century to the music world, Jack started as a song plugger in the McCreery Brothers, demonstrating behind the counter. He later worked for leading music firms including Irving Berlin, Shapiro-Bernstein and E. B. Marks, and started his own firm of Stevens Music and Barry Music.

Among the tunes that he helped to launch were “White Cliffs of Dover,” “South of the Border,” “Pistol Packin’ Mama,” “I Walk Alone,” and many others.

Jack will be missed by all who knew him in and out of Tin Pan Alley.

Please mention THE CASH BOX when answering ads—it proves you're a real coin machine man!
NASHVILLE, TENN.—It was a bigger night than usual in Nashville last Saturday when THE CASH BOX, in the person of Bob Austin, arrived to present the awards which were won in the Fifth Annual CASH BOX Poll. Almost everyone connected with Grand Ole Opry town was present that night. Gathered together in the top photograph are standing: V. Pelletier, music director for WSM, Frank Kelton of Davin Music Co., Wesley Rose, Gov. Gordon Browning of Tennessee, Murray Nash of Mercury Records, Don Kilpatrick of Capitol Records, Fred Rose, Randy Wood of Dot Records and Bob Austin of THE CASH BOX. Kneeling are Pee Wee King, Mrs. George Morgan, George Morgan, Hank Williams and Tex Williams.

In the second photo, Bob Austin presents Red Foley with two awards for the Best Folk Artist of 1950 and the Best Folk Record of 1950 as Louis Buck, producer of the Royal Crown program and Pee Wee King look on.

Below that are Redd Stewart, co-author of “Tennessee Waltz,” Governor Browning, Pee Wee King, who received the award for the Best Western Record of 1950 and Louis Buck. Lastly Bob Austin presents Fred Rose of Acafl-Rose with two awards for publishing “Bonaparte’s Retreat” and “Chattanooga Shoe Shine Boy.”
FACILITIES WORKING AGAINST TIME

Factories on Seven-Day Production Schedule in Effort to Pro-duce as Many Machines as Possible Before Deadline. Expect
Most Game Plants to Work Well Into April to Complete Quotas.

Mrs. Who Visited Washington
To Seek Relief From Copper
Ban Turned Down

CHICAGO—With the March 1 copper ban deadline getting closer each day, amusement game manufacturers here are working seven days per week, and at top speed, in an effort to produce as many new machines as they possibly can.

It is generally believed that the majority of the manufacturers will continue well into April to finish their February copper order.

Extension was originally granted by NPA (National Production Author-
ity) to March 1. Regardless of the number of games now being produced, orders which manufacturers have already received, and are receiving daily, are being indefinitely backlogged. It is believed that they will not be able to fill all the orders they have taken.

In the meantime, every effort is being made to gain an extension of time, and/or further quotas of copper by the manufacturers.

Recently some manufacturers who visited Washington, in an effort to obtain relief from the copper ban, returned disappointed this past week, as NPA turned them down.

The fact that much unemployment will ensue here, as game factories throw in the sponge or on about April 30, the deadline for further production of copper in manufacture of new games, didn't seem to have any effect on NPA officials during Washing-

ton conversations, according to current reports.

At present, the factory here has a defense work contract of any size to keep it going. O. D. Jennings & Co. is doing some work. Hack-Ola Manufacturing Corp., also has some war work. Other factories have small orders on a sub-contractual basis. The large sub-contracts or prime contracts are missing. This will definitely cause severe unemployment.

Factories here are in danger of losing their best men as well as much of their staffs.

Factories here aren't giving up easily. Their engineers are at work in an effort to create products which will not require copper. Some may bring back games of years ago. Others may switch off into new fields.

Right now factories continue to push production lines. Everyone's race to be in a frenzy to complete as many games as possible, in an effort to take care of the industry, until such time the domestic production will, once again, be allowed.

In addition to representatives of the coin machine industry, representatives from practically every other business have been in Washington talking with officials of NPA. The blanket order

on the curtailment of the use of materials effects them all, and it is pointed out that, unless relief is given, many of these firms will be injured. This same condition prevaled at the start of the last war, and indications are that officials rec-

ognize the plight of "small business," and there is some hope something will be done to stave off complete disaster.

Interest In MOA Meet
Grows Greater

"The Cash Box" Will Once Again
Display In Room 716 At The Palmer
House On March 19, 20 & 21

CHICAGO—Ray Cunliffe, president of Recorded Music Service Ass'n., the Chicago juke box ops' organization here, and chairman of the forth-
coming MOA (Music Operators of America) convention here at the Palmer House, March 19, 20 and 21, 1951, reported this past week that, "Interest in the MOA show is growing greater every day."

Cunliffe stated that due to the tremendous interest in 10c plan display for juke box ops, operators from everywhere in the nation plan to be present at the forthcoming MOA convention, not only to discuss 10c plan methods, but to hear from those music ops who are already featuring 10c plan, just what is happening.

Cunliffe also reported that many other problems of the music operators at this time will be brought up for dis-

cussion at this convention.

One of the most important of these is equitable depreciation. This has been bothering many music ops. They have found themselves in trouble with the Internal Revenue Department because they have adopted three and four year depreciation plans.

The four year depreciation plan rec-

ommended by this publication some months ago, 40% the first year, 60% the second year, 20% the third year, and 10% the fourth, and last, year, seems to be the one all music ops want to get over with the tax officials.

Some meetings will probably be held on this plan. Leo Kainer, well known CPA here, who handles much work for music ops, will probably speak again in this regard.

Many other ideas, such as national legislation, will be discussed, with Na-

tional Chairman of the Board of Di-

rectors, George A. Miller of Oakland, Calif., reporting about what has been done in this regard this past year.

Records, tubes, parts and supplies will also be brought up for discussion. Some juke box ops hope that a leading engineer will appear at this convention to explain what substitutes can be used in certain tubes and other parts and supplies become scarce.

Discussion on the subject of wall boxes and how they fit into 10c play will also be brought up, from all present indications.

In short, almost every group of juke box ops have something they want to bring up at this forthcoming MOA meet.

There is sure to be a bigger crowd present than ever at any attended any convention in the music industry.

Beauties All—

TAMPA, Fla.—Frank Mencuri, sales manager of Exhibit Supply Com-
pany, Chicago, is down here displaying new Exhibit product.

The large "Bronco" horse of the firm has clicked with all who have seen it here at the Florida State Fair, as well as has the firm's "Dale Six Shooter" gun.

Both these products are topping among the biggest news here. The other machines of Exhibit Supply Company are proving just as popular with all visitors to this annual State Fair.

Mencuri reported, "We showed down here at the Florida State Fair last year and everyone of our products went over the top."

"This year," he reports, "we are doing even a greater job. Everyone who has seen our horse and pistol shooter in operation has nothing but commendation for Exhibit Supply Company."

Mencuri drove down here with his family. All are enjoying the sun-

shine.

He also reports that Exhibit will soon have something of outstanding interest for all the trade.

NEW YORK—The distaff side also joined in the recent Wurlitzer open house parties, when distributors throughout the country introduced the new models 1400 and 1450.

On the left is Mrs. Joe Young, gorgeous wife of Joe Young, New York distributor—on the left are the beautiful daughters of Si Redd, Boston dis-

tributor, Sherry Lee and Vinnie Lynn.
Baltimore Ops Assn Banquet Huge Success

BALTIMORE, MD.—The third annual banquet and dinner dance of the Amusement Machine Operators Association of Greater Baltimore, held on Sunday night, February 4, at the Lord Baltimore Hotel, this city, was the most successful of all affairs run by this organization.

Approximately five hundred coinmen, their wives, and guests were on hand to enjoy a most delicious meal, top entertainment, and dance music by the Eddie Thornhill and his orchestra, as well as rhumba music by Sid Cowen and his organization.

Several short talks were made during the meal. Irvin Goldner, president, welcomed the members and their guests, and in a few words pointed out the many charitable and good-will ventures of the group during the year. The other talk was given by the Mayor of Baltimore, Thomas D'Alessandro, who complimented the industry's members on their cooperation and generosity in civic matters. Harry Rosenberg acted as toastmaster, introducing the various city officials present, and the out-of-town guests. Incidentally, Rosenberg is to be highly complimented on the suave and diplomatic handling of his chores.

The affair was conducted so smoothly, one unfamiliar with the enormous efforts put into it, would gain the impression everything just happened. Yet, the smoother an affair functions, the more that effective work has been done. The officers and committee men certainly deserve the praise of the members of the Baltimore association.

In addition to Goldner, officers are: Irvin Mason, vice president; Gabe Camby, secretary; and Moe Kaminsky. On the board of governors, including the officers, are: Cecil Levinson; Charles Castora; Bernard Rose; Charles Barasch; Maurice Davis and Nathan Mannes. David Koenigshberg, chairman of the Banquet committee, and his staff, received the commendation of all present for the wonderful job done.


Mayor D'Alessandro of Baltimore (at mike), talks to the members of the local association at their 3rd annual banquet. At extreme left is Irvin Goldner, president; and extreme right, standing, is Harry Rosenberg, who acted as toastmaster.

Please mention THE CASH BOX when answering ads—it proves you're a real coin machine man!
Runyon-Permo To Party New Jersey
Music Ops., Mechanics & Collectors

NEWARK, N. J.—Runyon Sales Company, this city, in association with Permo, Inc., Chicago, Ill., has completed plans to entertain the members of Runyon Sales Company, the New Jersey division dealers, mechanics and others, at a gala social function to be held at the Essex House, on 59th Street and Second Avenue. The party will be held at the Essex House on Broad Street on Tuesday, February 27.

In addition to food and beverages, the evening's entertainment will be featured by such novelty items as a two-man band from the Cook County Fair, a host of comedians, including Gail Carter, vice president and Bert Davidson, sales manager, of Permo, Inc., will represent the needle manufacturing firm. In addition, Dick Steinberg, director of the Music Guild of New Jersey, and Eddie Pecora, business manager of Local 1477, IBPO, will be present.

"This is the first time in our memory that mechanics and collectors in a body have been invited to participate in a gala event," said Permo's Gene Sugarman, "and we are making plans to assure them a most enjoyable evening. We intend to have several top recording artists present to help them have a good time."

Runyon and Permo state it is their intention to conduct other parties in the near future in New York and Connecticut.

Pictured above we see Abe Green, third in from left, explaining the details of the dinner to (1 to r.) Irving (Kenny) Kemper; Barney (Shug) Sugarman and Morris Rood.

Noted Distrib Agrees
Need For New Counter Games

CHICAGO—Several weeks ago this publication printed an editorial regarding the fact that the industry, because of constantly increasing sales taxes, which were creating ever larger numbers of loose pennies in the public's pockets, needed a new amusement type counter game. The Cash Box pointed out that the counter has always been recognized among all leaders in the trade as one of the finest spots where men should and could be located.

For many years counter games of all kinds brought magnificent returns. With the real type counter games was started right off (exactly like the record) and instantly after that the ball disappears. Scores then start flying high, wide and handsome. No one knows what will happen when the ball gets into the "box."

Those who have seen "The Thing" over at Chicago Coin report that it has plenty of merit. The oversized cabinet is featured. The game is sure to prove itself one of the new and better products of the industry, is the report.

Lake City Buys New Bldg. In Cleveland

CLEVELAND, O.—Joe Abraham of Lake City Amusement Company, has just purchased a new building at 4631-35 Payne Ave, this city, which has over 12,000 feet of floor space and which, he reports, will be able to feature tremendously enlarged departments.

"We plan," Joe reports, "to have one of the most outstanding and most completely equipped repair departments in the country."

"In addition," he says, "we will have greatly enlarged supplies and parts departments and also storage space available for all machines."

"The building is being completely remodeled and will be ready around May 1 for occupancy."

Lake City Amusement is at present located at 1468 St. Clair Ave, this city.

"This new complete building," Joe Abraham, president, and the operators. Every possible thing is being done to make them comfortable and make it the homiest of all offices in the nation.

"We want to have every operator who calls on us feel right at home," Joe said, "and that's why we are going to the expense of rearranging for parking space, for faster and better service, for convenience which have never been before.

"We want our operators to feel welcome and belong to our grand opening-get the best and biggest surprise of their lives."

"We have rearranged this building to start an entirely new kind of distribution headquarters for the industry," he concluded.

Cincy Phone Ops To Meet

CINCINNATI, O.—The Automatic Phonograph Owners Association, this city, will hold its regular monthly meeting on Tuesday evening, February 19, at the Hotel Sheraton Club at 9 P.M. The Executive Board will meet the same evening an hour earlier. The meeting is described as "very important."

izers, because of the fact that the public is not interested in the insertion of a penny or nickel in these machines.

Boasberg of New Orleans Novelty Co., New Orleans, La., one of the present leaders of the Phonograph Owners Association, had the following to say, this past week, in a letter written to The Cash Box, "I certainly agree with you when you state that what this industry needs is a good counter machine."

"There are thousands of locations crying for such a game," he continues, "and I do wish that some manufacturer would develop one as soon as possible."

"If you have any information about a new counter game, I would sure appreciate you letting me know," he concludes.
N. Y. Games Ops Assn Holds Elections

George Ponser Voted To Presidency. Jack Nelson, Bally Sales Mgr., Gives Inspiring Talk

NEW YORK—Game operators of the Associated Amusement Machine Operators Association of New York gathered at the Henry Hudson Hotel on Thursday night, February 8 for a general meeting and election of officers. Members and guests present were served with the full course meal and partook freely of the liquid refreshment (a gift of Al Simon and the factory he represents, Chicago Coin Machine Company). Before elections and business took place, the members listened to a very fine talk by Jack Nelson, sales manager for Bally Manufacturing Company, who spoke of the present problems affecting all manufacturers. Nelson was introduced by (Shugy) Superman of Runyon Sales Company, distributing firm for Bally.

Elections proceeded in good order, with the following officers voted in for the new term: George Ponser, president; Sidney Mittleberg, vice president; Jack Semel, treasurer; Joe Kochansky, financial secretary; Sol Wohman, secretary; and Willie Aaronson, sergeant-at-arms. A board of directors, consisting of nine members, was chosen by the body as follows: Louis Rosenbom; Harry Ross; Bart Hartnett; Irving Kaye; Phil Greitzar; Milton Green; Lucky Skolnik; Walter Bowes; and Barnet Tanenbaum.

Teddy Blatt, attorney, advised the membership that effective immediately, a great forward step had been accomplished by the organization, in cooperation with Al Simon and Dave Simon, in convincing the license department to permit the interchange of different games on a location without the necessity of securing new licenses for each game. One license will now take care of the location, regardless of how many games are active at one time. All the operator has to do is to notify the department of the name of the new game installed.

The membership gave Louis Rosenbom, past president, a standing, round vote of thanks for the great amount of work he did and for his outstanding leadership during his administration. Joe Hirsch, business manager, whose efforts and hard work in behalf of the association is well known throughout the city, was commended by the outgoing president, and the members acknowledged their appreciation with a noisy demonstration.

CHICAGO—A check-up among distributors of Williams’ “Music Mite,” disclosed that the new counter model 45 rpm selective phonograph is being in collections from barney (Shugy) Superman of Runyon Sales Company, distributing firm for Bally.

CASH WAITING

WANT TO BUY ANYTHING COIN OPERATED
Send Your Equipment List Today!

HIGHEST PRICES PAID

DAVID ROSEN

Phone: Stevenson 2-2903

The Exhibit Supply Co.

Manufacturers of
Coin-Controlled Amusement, Skill and Vending Machines

4218-30 W. Lake Street
Chicago 24, Illinois

The Cash Box

U. S. Mints Turn Out 12 Dimes To Each Nickel

CHICAGO—That the dime is getting more use these days is now a matter of record. Officials of the Federal Reserve Bank of Chicago report that the U. S. mints are now turning out more dimes than nickels. The fact that $12,000,000 in dimes compared with only $1,000,000 in nickels were made last year indicates that they are getting more use in the newly developed economy. The ratio is 12 dimes for every nickel. Mint production in the middle 40 years ago the dime versus nickel ratio as only two dimes for every nickel.

DALLAS, TEX.—Among the many music ops present for the recent Wurlitzer showing at Commercial Music Company, Inc., this city, were: (L to R) C. G. Coler; Les Hightower; R. B. Williams of the distributing firm; Harmon D. Hightower; and L. D. Hightower—all Ft. Worth operators.
 CALIFORNIA CLIPPINGS

The Laymons and staff are just catching their breaths after what was probably the most terrific show ever given a new phonograph model in these parts since the introduction of the jukebox and the custom of annual showings... Wurlitzer and all concerned may be justly proud of the way Paul and Lucille, Charlie Daniels, Ed Wilkes, Stan Turner and the trusty trio of mechanics pitched in... And at the fine season it was. That big fat bouquet also goes to Capitol Records, distractors Paul Featherstone, Voyle Gilmore and Joe Mathews, for bringing out some of the Capitol artists... And to the artists themselves, including Peggy Lee, Mel Torme, Margaret Whiting, Dottie O'Brien, Les Paul and Mary Ford, Fred William, Jimmie Yona, et al. From the Laymon family and the some 800 operators and their families who dropped in on the show over the Sunday and Monday... Lookers and all kinds of the usual more hit and run routine, stayed for hours and pitched right in with the other guests in having a fine time... Agreed by all on hand: that Lucille Laymon can hike both a turkey with smoked ham, and that the new Wurlitzer has just about the finest tone yet heard on an automatic phonograph, whether on $15 or $25. Back for his trip down to New Orleans is W. R. Happel, Jr., of Badger Sales, who reports that things are booming down that way for distributors, operators (small and big) with both games and music going strong. The only hitch in the prosperity, and it's one showing up all over the country, is the anticipated equipment shortages although, as Bill Happel gathered from the manufacturers, the machinery probably won't be ready before another few months. Locally, Badger Sales, and just about every other distributor, seem to be finding it more of a fear to hold on to precious stock than to sell it... Met up with the very attractive wife of Al Silberman, who was in the midst of another whopping big deal, this one an Army base involving a bunch of Rock-Oles, and got into George Warner & Sons. Just as he was preparing to hit the road with Dannie Jackson for Las Vegas, where the boys are figuring on unloading a lot of merchandise... Sammie Donato was last reported up in Oakland about to line up orders for a new coin machine business.

With Jack Simon and Jack Ryan at Sickness's, it's just the opposite. Instead of looking for customers, they were out hunting merchandise, Jack Simon covering Phoenix and Yuma in quest while Ryan had just returned from a run in Bakersfield. A run after a long run, canvassing to Jack Ryan and just about everybody else on the Row, is Gottlieb's new 5-ball “Knockout” which reportedly lives up to its name... The Ryan was all puffed up with pride, as was Chicago Coin's Phil Robinson, over the use of a new “Pin-Bowler” game, from the Sickness Room, by Tempo Records in cutting a new number titled “Till”. We hear rumors that this is one of the yet unreleased record, played by Tempo top sides Irving Fogel in his sumptuous Sunset Strip quarters, and it sounds like a natural for every location in the country marketing this type of the coin machine, where the real customers are, impressing 5-ball sounds. The effects are terrific, the machine giving out with a wham... run, every time outtry-voiced Cynthia Luft! A tune of love and with a tilt for every Jilt... Nick Carter was readying a half dozen AMI phonographs out for delivery as we wallowed by. No sooner in than out, Nick cajoled... The same situation applied to Rock-Oles outlet at General Music, with Bud Parr and Fred Gaunt having a time trying to keep supply up with demand.

MINNEAPOLIS, MINN.

We no sooner had a two-day reprieve from the sub-zero temperatures where the weather man again reports low temperatures, snow and ice which undoubtedly block up some of the roads in this territory, thereby making impossible for some of the operators to service their locations. In spite of the cold weather which we had last week, there were quite a number of operators in the Twin Cities and one of the reasons for their coming was to see the 1951 model 1440 and 1450 Wurlitzers. photographs, which were run-up at the Lieberman Music Company. Some of the operators seen in and around town were Fred Schoeffler of Valley City, N. D.; Frank Mager, his wife and son, of Grand Rapids; Dr. Chetis Bresheim of Cayuga, with Bresheim's nephew, Jack, of Wauna; Jerry Hardwig of St. Cloud; Dick Grani of Grand Rapids; and Rock-Oles of Fargo, N. D., and Henry Sander of Eau Claire, Wisc.

Henry Greenstein, former owner of the Hy-G Music Company has just returned from California and he states that the weather was wonderful. We understand that Henry is contemplating a trip to Florida after hearing the weather reports there... Mr. & Mrs. Phil Stang of Jordan, left Sunday, Feb. 4 for Florida and they intend to spend some time with Phil's partner Joe Topie and his wife, who are in Florida at the present time.

Hy Sander, salesman for the Lieberman Music Company, was called from the road due to the fact that his father passed away. We extend our condolences to the family. In town for the funeral was Hy's brother Irv from Des Moines, Iowa. He manages the P & S Distributing Company there... Matt Enloe reports that the Williams Fifty five ball machine has been receiving a good reception from the operators... Ray Benkowski and Fred Atkinson, both of Coopet, made a quick trip into town to pick up supplies and equipment for their routes... Morris Berger was in town with his wife and son, Mark, and bought additional equipment for his route in Dubuque... Leo Bards, Twin Cities operator, is up and around again taking care of his route before being laid up for several months due to a serious automobile accident.

ST. PAUL, MINN.

It is quite plain that winter is not yet over yet. During one night, we had four more inches of snow, and blistered conditions expected for most of Minnesota and the Dakotas this week. Our below zero weather has left, and the forecast is for snow and possibly sleet, since the temperature went up to 30 above zero.

We still had the usual out-of-town customers visiting, among them Len Zeller of Minneota, who has been in the area for some time; Bud Bauschke, who recently purchased a route there; Don Ehm, Winona; Wally Fischer, Pipestone; Jim Strolph, Greenbush; and Frank Bohr, Le Sueur. Reports of sales and equipment... Andy Markfelder, Staples; Arnold Buck, White Bear; and Jim Lucking, Benson; all drove in for supplies and records. Nels Nelson, Alexandria, drove in Saturday for a quick visit.

Please mention THE CASH BOX when answering ads—it proves you're a real coin machine man!
For Knock Down, Drag-Out, Two Fisted ACTION—
Operate GOTTLEIB’S Amazing

KNOCK OUT

with SUPER-SENSATIONAL, SLAM-BANG ANIMATION in a REAL RING on the PLAYFIELD!

Upshur Action as 3-Dimension Manikins Fight to a Knockout! Fighter Goes Down for Count of 5 or 10, But is Saved by the Bell! Manikin Referee Raises and Lowers Arm for the Count! Brilliant, Eye-Catching Ring Illumination ... Packs ’Em in at “Ringside” for Maximum Play Attraction!

THRILLING SCORING ACTION! To Score Knockdown, Player Hits Bumpers 1 to 5—"KO" Target—"KO" Rollover Button—"KO" Rollovers. Repays Awarded on Knockdowns and High Score.

Mystery Replays! Number Spotting Targets! “Pop” Bumpers! Flippers!

Rib-tickling, Riotous, Colorful Backboard Light-Up Action!

IT'S PRE-TESTED TO PROTECT YOUR INVESTMENT!

ORDER NOW FROM YOUR DISTRIBUTOR!

D. GOTTLEIB & Co.

1140-50 N. KOSTNER AVE.
CHICAGO 51, ILLINOIS

"There is no substitute for Quality!"

Harry Jacobs Shows Wurlitzer Phonos To Wis. Operators

MILWAUKEE, WIS. — Harry Jacobs, Jr. and his staff at United, Inc. this city played host to approxi-
mately 200 music operators on Janu-
ary 28 and 29, national Wurlitzer days, who came from far and near to
view the new Wurlitzer models 1400
and 1450.

“We would have had many more
operators present” stated Jacobs, “but we
had to contend with a blizzard and
sub-zero weather. Despite the storm,
we were greatly pleased that so great
a number visited us. They may have
arrived cold, but soon warmed up in
the glow of the new Wurlitzers.

Making a point of the great interest
in the new phonos, Jacobs told of one
operator, Frank Sager, who drove
down from Ahmeek, Mich., over 400
miles away. “After seeing the ma-
chine” relates Jacobs, “Frank com-
mented it was well worth the trip.”

“All of the operators present com-
plimented the Wurlitzer factory on
the appearance, and particularly on
the many playing features provided
to protect the operators regarding
the use of auxiliary equipment and type
of record. Speed or size of record
makes no difference, as the operator
will be able to use any kind on his
equipment,” continued Jacobs.

Among the operators present were:
John Barlow, Merrill; Ed Erickson,
Milwaukee; Bill Waner, Marinette;
Harold Paul, Horton; Gordon Cor-
rad, Wausau; Edwin Walker, Mil-
waukee; John Price, Milwaukee;
Chris Lamee, Milwaukee; Robert
Puccio, Milwaukee; Stanley Gerlach,
Palmyra; R. H. Rischman, Mil-
waukee; Donald Caspar, Milwaukee;
James Houtros, Milwaukee; Ken
Kelso, Milwaukee; A. L. Durand,
Green Bay; Joe Beck, Milwaukee;
Nick Racquito, Milwaukee; Pete
Richer, Allerton; Eddie Bannion,
Milwaukee; Bud Wagner, Milwaukee;
Jerome Jacomet, Milwaukee; Ervin
Beck, Milwaukee; Otto Hadrian, Mil-
waukee; Charlie Opitz, Milwaukee;
Lucas Zetting, Milwaukee; Mr. & Mrs.
Frank Sager, Ahmeek, Mich.; Bill
Jacob, Milwaukee; E. A. Turman,
Milwaukee; Arnold Jost, Milwaukee;
N. C. Tompkins, Two Rivers; Mrs.
L. A. Rank, Milwaukee; Mr. & Mrs.
Frank Sager, Ahmeek, Mich.; Bill
Jacob, Milwaukee; E. A. Turman,
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Milwaukee; Arnold Jost, Milwaukee;
N. C. Tompkins, Two Rivers; Mrs.
L. A. Rank, Milwaukee; Mr. & Mrs.
Frank Sager, Ahmeek, Mich.; Bill
Jacob, Milwaukee; E. A. Turman,
Milwaukee; Arnold Jost, Milwaukee;
N. C. Tompkins, Two Rivers; Mrs.
L. A. Rank, Milwaukee; Mr. & Mrs.
Frank Sager, Ahmeek, Mich.; Bill
Jacob, Milwaukee; E. A. Turman,
EASTERN FLASHES

At the AMO Banquet in Baltimore

It sure was a swell party, and we’re happy we had the opportunity to be on hand. Met with many of our old friends, and met many new ones... Upon entering the lobby of the Lord Baltimore Hotel, the first column we ran into was Jack AMI, regional representative for the Chicago area. Stewart, assistant sales manager for the same phonograph manufacturer.

John had quite a time getting from Grand Rapids, Mich. to Baltimore. What with the rail tie-up and bad weather, John was forced to make a plane for another and finally wound up in Washington, D. C., where he grabbed a train... Mitnick keeps raving about his four year old grandson. The kid seems to have acquired many of Jack’s traits, even at a tender age. Which is handling his dukes. If we are to take Jack seriously, he’ll probably be entered in the Golden Gloves next year. Lensner, chief salesman for State Schneller, Inc., Philadelphia, Pa., drove in and tells us he’ll be ready to make a surprising announcement to the trade in a very short while... Chris Christophers and Bill Moloney of Baltimore Stewart Co., are as well as his entire staff. Can’t remember the names of those two beautiful secretaries at the table—and when that happens we must be slipping... Which brings to mind, Baltimore surely seems to be loaded with beautiful girls—or are they all in the coin machine business?... Manly Sykes and his gorgeous wife have a most wonderful time... Sol Silverstein, former New Yorker, now a Baltimore distrib for about 7 or 8 years, tells us his move to that city was the best thing he ever did in his life. The three generals, Irving Benfield, George Goldin, and Harry Hoffman, pretends to be trying to fire off a bad cold... Russ Ramsdale, that mechanical wizard, now with Pete Nompell of Bachman, Inc. Mac Leesnic all smiles—must be pretty good for him... Harry Rosenblum of Double U Sales, master, must have had some experience along these lines in the past—now one could do such an accomplished professional job without the help of_approach Goldin, president, a self-effacing, but extremely proficient organizer and leader, appeared to be the most possible man in town... We got a terrific kick, listening to the Mayor of Baltimore, The Hon. D’Alisalando, praise himself and the whole and the individuals of the city’s coin machine industry... Hirsh de Vies, president of the Washington Music Guild and Phil Mason (Birch’s partner in a music machine route once in Washington) sat at our table, and told a few practical jokes (quite a mild evening)... Bill Schwartz, manager of Hirsh Coin Machine Company, also at the table... Other city officials, in addition to Mayor D’Alisalando, were: Irving Wasserman, representative of the City License Bureau; Chief Magistrates of the Traffic Court, Joseph A. Wyatt, and Thomas A. Baldison, City Solicitor.

Operators started off the week trying to catch up on the spots they had to pass up during the previous week’s storm, and were lucky the roll when we ran into another bad run of weather. Ops report that collections fell off badly. Wholesaling firms ran into the same condition. Beginning the week, business started off with a bang, but when the weather turned, sales slumped off. However, a condition of this kind doesn’t bother these firms greatly, as the demand for equipment is there, and ops will buy.

Barney (Shugy) Superman and Abe Green of Runyon Sales Company, planning quite a social party for New Jersey music operators and their mechanics and collectors for Tuesday, February 27, at the Essex House, Newark. They’ll give them a sumptuous dinner, award all sorts of prizes, etc. Occasion is to show the trade music the new Permo Point needles. Two top Permo executives will be on hand—Gall Carter, vice president, and Bert Davidson, sales manager... Mike Muvos, busier than ever in his entire history showing equipment—not this week, but throughout the United States—practically every foreign country that permits imports. “These foreign buyers are evidently trying to get machines before they fade completely from the market,” states Mike. “One of the boys, Nat Goldberg, devoted most of his time to the sale of ‘Music Mite’ going out to operators as quickly as they arrive here. I could use a larger quantity” states Nat, “but after all, I guess I should be satisfied, with what they are, that’s it.” Nat also reports that he expects his sample of the “Bowl-O-Matic” game in next week... Harry and Hymie Koepell, Koepell Distributing Company, expect quite a sample of used music machines before the week is over. Meanwhile they’re hauled from shipping many orders of plastics through the country due to the rail tie-up.

Joe Young, Young Distributing, states “No Warlitzer phonos ever received a better reception that the present new model 1400.” Machines go out immediately they are received here, but the orders are piling up Joe reported... Games operators met at the Henry Hudson Hotel on Thursday, February 8, ate a good meal, conducted their business, and listened to Jack Nelson of Bally... Bob Jacobs, U. S. Distributing Company, with two locations on Tenth Avenue, still finding space a major problem)... Jack, regional representative, was bedded with foot trouble, but recovered sufficiently to fly to the Baltimore ops banquet... Dave Lowy, Dave’s Kings & Co. job, who did quite a good job of bettering the “Four Player Shuffle,” now anxiously awaiting the new Keesey product. “Sample was held up due to the rail tie-up” explains Dave... Nat Cohn buys a house in Lawrence, I. L., and now becomes a native New Yorker... Humbert Betti of Union City, N. J., phones in to compliment The Cash Box on its stand about open publication of prices in public, to the general public and location owners. Suggests that manufacturers and wholesalers should back up the operator by refusing to advertise in this type of publication. Betti also brings up another point—the wholesalers on Tenth Avenue, whose equipment (and in many instances, dirty and broken machines on the rack) is available in visible and invisible, without the knowledge of the trade in this industry states Betti “is quite substantial, and wholesalers would do much to help if they would dress up their fronts so that they look dignified and at the same time as such that the public cannot see what is going on.”

He points to the neat, dignified front that Meyer Parkoff and Harry Rosen of Atlantic-New York Distributing built, complimenting them on their good taste and fine judgment.

"It's what's in THE CASH BOX That Counts"
Phones continue to ring all over town. Salesmen report that distributors are calling more frequently than ever before. Everyone wants more & more exclusive merchandise with the entire country to support the odious thing being produced, sales managers have their hands full trying to arrange equitable quota distribution of new equipment. . . . Herli O'Connell continues as 'girl' on the court, like most of the players there can shake off the crown Herb's won. . . Bill DeSelim claims, "I feel too good." . . . Ray Riel does his 'girl' bit, he says, "I drink it," is his claim.

United's new engineer laboratory should be "completed in a couple of weeks." Lyn Durand has been hearing that for some months now. . . Joe Amscowitz's "Buckeye" is still "nursing is ulcers." And "the boss" has been treated to a long face walking around a big, odd looking envelope. "My income tax," he explains. . . Ben Corwin has one of the war's unwanted talents, he has 4,000 records and uses it for demonstration on the new Wurlitzer phonographs. Ope have been amazed how so warped a disk plays so perfectly on the new phonographs. . . Bill Byers has a few for 3 days and scouts right out on the road again. . . Jerry Haley of Buckley Music Systems working with engineers of the firm to arrange Buckely Wall & Bar to accept two nickels for those "changers," that'll be a boom for all ops now featuring juke play new . . . Hy Rosenberg still around town. May soon make an announcement of value. Ray Klit of Empire in a bit upset over the fact his firm needs many, many games and isn't getting the quantity they can sell. . . Herman Pastor, the St. Paul-Chicago commuter, in this past week and arranging for a couple of "Big" vendors. Herman reports that he's busiest . . . Jack Nelson to New York to speak before the games ops assn. there. . . Charley Pfler reports his getting used to the dozens of long distance phone calls. Ray McDermott expects to be back from Miami Beach this week. He'll stay there a few days and back again for maybe five or six weeks. . . Harry Williams this week to: Leo Green of Cleveland, O.; Harry Brown of Chicago; George Posner of Newark, N. J. . . Ray Cumlife one of the busiest guys 'round the Windy City arranging reservations for music ops and taking care of the many ahome for the forthcoming MCA convention at the Palmer House, March 19, 20 and 21. . . Bill O'Donnell at Bally puts it this way, "Phone calls by the hundreds for 'Turf Kings.' . . . Bill Marmer of Cincinnati in town this week. . . Art Garvey now in New England and Ben Becker in New York and both on the way back to the Bally factory. If they meet on the same train it'll be a plum game for the championship of the world. "Like always," Ben Becker claims, "I'll beat his ears down with both eyes shut."

Midwest week has been baked up by eastern distributors right under the noses of the big boys. See that? . . . Joe Abraham just bought himself a new 12,000 square foot building at 4531-33 Payne Ave. in Cleveland and is remodeling it now. Intends to move in about May 1. . . . DeWitt (Doe) Eaton the "old fruit"

er (Sarasota, Fla.) reports that in previous years, his lychee nut tree will be "paying the freight." Art Weinland of Rock-Ola claims his "Mite" is the most popular with small dealers due to war orders with them. . . The Cash Box will be located in Room 716 at the Palmer House for the MCA show. . . Some opposition cropped up to hearing in Nevada. But, hope is that within 60 to 90 days, shipments will start. Best news 10c ops got was when telephone company reported that during winter months they received 256,000 "weather" calls at 10c. Prior to dime pay phones best received was about 245,000 calls at 5c from people calling "weather." Which means that the public willing to spend a dime just to talk as fast, if not faster, than a nickel. Thanks for compliments on page which appeared last week's issue with one word editorial, "QUIET." Many believe that all should cut this out and paste it up in prominent spot. . . Discussing future of his in Charley Robinson's room at the Bismarck, Johnny Brattick, H. F. Dennison and "Doc" Eaton. . . M. A. L. Boys, formerly with Harlech, now in the phonograph field. Nat Cohn of New York in town to get his bowling games. . . NFA will K.O. aluminum to great extent after April 1. And total control of all output slated for Jack Fier of Williamsport, Pa., to town looking for more new machines to bring with him. . . . Cute angle is "The Tunes" over at Chicago Coin. It's a pinball. PlayoArthur Ball into "The Boom" and "the boom-ball"

The Beal of Chicago. . . Wife Harris record is practically in the bag. There's no telling of things happen to the score after that shot.

Jack Batten of Exhibit Supply advises that firm sells out each run of the "Dale Six Shooters" before they're even on the production lines. Demand for this game, Batten reports, grows greater each day. In the meantime, Frank McDonald of Chicago, attending the Florida State Fair in Tampa, shows for Exhibit products. . . Manufacturers who call on NFA in Washington have, so far, been turned down from obtaining any relief from present copper ban. That means that April 30 is the deadline for new equipment, unless last-minute reprieve is granted by NFA, to eliminate unemployment and losses which will be caused factories here to no relief is granted. Ope advise that the "10c Mite" is one of the most surprising of all moneymakers. Many claim that it is bringing two and three times what was believed this sort of counter model to do. . . Bring in. Claim it's the "new type counter machine" which all have been seeking, and that public slides nickels down the counters to pay 5c into the brand new game and come into play, while enjoying coffee and such . . . Raymond Williams of Dallas expected in town this week to stir up steeper deliveries for his Commercial Music Company. . . Juke box demand continues at top peak. Needs are no less like it before in all music machine history.

Experiments with conversions under way. Some well known distriba expect to soon announce converted games. . . Tubes, wire, in fact, all parts and accessories are made up in this lighter with wear. One obtains that he's been informed all orders must be placed ninety days in advance. And the manufacturer cannot guarantee. Al Silverman of Badger Sales, Ltd. to advise us that Bert Mih's Coffee Bar vendor is proving itself one of the most outstanding vending machines ever built. . . Midge Ryan gets reports from all 10c districts everywhere. "Don't know what to believe about this," he says. "Parts & Supplies Directory" of great importance to all in the field. . . Like someone said, "History repeats itself." Those who had experience of last war, should follow the same pattern they did then. Things are happening every day as they happened during those years. . . O. D. Jennings under the weather we hear. Le shortage of phonograph records is bad. So far disk mfrs report they are able to press as many as ever. Know nothing of the future. And no one wants to go on record with any predictions.

"It's What's in THE CASH BOX That Counts"
FIRST TIME IN HISTORY OF THE INDUSTRY

Free Parts and Supplies Listings for All "The Cash Box" Subscribers

Once again The Cash Box leads the industry to a greater, better, free service which is invaluable to all now engaged in this industry, and which will become ever more valuable as the weeks, month, and years go by.

Check these most important parts and supplies for all types of equipment which are listed in the "PARTS & SUPPLIES DIRECTORY" of The Cash Box.

Whatever parts you have for sale, whatever parts you want to buy, the most important parts for all games and phonographs, are listed here. Listings are free to all subscribers of The Cash Box who have the $48 "Special Advertising Subscription".

You are entitled to a forty word ad free of charge for whatever parts you want to buy or sell free of charge each week if you are a holder of the "Special Advertising Subscription". Specify whether the parts you have for sale are new or used. Specify whether you want to buy new or used parts.

This is another outstanding, invaluable service to the industry. Again The Cash Box leads the way. Again The Cash Box arranges to make it easier for all engaged in the field.

The Cash Box has always been first. The Cash Box has always given services to the industry which are unequalled. The Cash Box believes, that to help the operators continue thru this emergency, and to assure this industry a solid nucleus of men to grow on when this emergency is over, that it should, as this trade's leading publication, help in every possible fashion to continue the industry.

Every subscriber to The Cash Box is, therefore, given the opportunity to list whatever parts and supplies he may have on hand, whether new or used, that he wants to sell.

This will not only bring him a nice profit, but, more important, it may help some brother operator, somewhere else in the country, to continue in business.

There is no doubt that many will leave this field, just as happened during World War II.

There will be those who will be called into the armed services. There will be others who will join the ranks of war industries.

Therefore, to continue a solid nucleus of men upon whom this industry can continue its growth, when this emergency is over, The Cash Box, once again, will attempt, as it did all during World War II, to keep such men in this industry, and to help them, whatever the cost.

These listings are being offered to the subscribers of this publication. This publication realizes the value and importance of parts and supplies to every operator in the nation.

During World War II when publications disappeared from this industry, The Cash Box carried on, quietly, efficiently, confidentially. It is, once again, doing the very same job it did during World War II.

It is carrying on. Trying with all might and main to bring together, whatever people will remain in this industry, into a solid, efficient and strong nucleus.

Regardless of difficulties, those who will remain, will help this industry to greater, more prosperous, and more outstanding growth.

This is, therefore, the time for everyone who is engaged in this industry to let his fellow coinman know what he can do to help him.

Regardless of the miles which will intervene between those who will remain in the industry. Regardless of the hardships and the economic fight which is ahead. This is the time to carry on. This is the time to help.

This is the time, then, to rush your parts and supplies list to The Cash Box because, only by such action, will this business be able to go on ahead, and grow greater than ever when this emergency is over.
**WANT**

**WANT**—Will pay cash for One-Balls; Used phonographs; Five-Five-five Shufle Machines; Wurlitzer 3020; Packard Wall Boxes; Arcade Machines, including English and Chinese. Write, Wire, Phone, C.A. ROBINSON, 1003 E. LINCOLN ST., ALLSTON, MASS. Branch Office: 811 UNION ST., WEST SPRINGFIELD, MASS.

**WANT**—Arcade equipment, Games, Guns, etc. ChicoIn Basketball Chump; Seeburg, Bear Guns; Everything in Exhibit Machines. State condition and price. MIKE MILLER. Light faced type used. NEW YORK, N.Y. Tel.: BRYANT 9-6677.

**WANT**—Late model phonographs. Will pay cash. Will pick up within a radius of 300 miles. KOEPEL DISTRIBUTING CO., 65 TENTH AVE., NEW YORK 19, N. Y. Tel.: CI 6-9359.

**WANT**—Will pay cash for Champions, ChicoIn, Ampex, Others. Seeburgs, Wurlitzers and AMPS. Acceptance list. AMERICAN DISTRIBUTING CO., 325 E. NUEVA ST., SAN ANTONIO, TEX. Tel.: Travis 4-0555.

**WANT**—All types of post-war music equipment. Please write about your stock. DAVE LOWY & CO., 594 TENTH AVE., NEW YORK 11, N. Y. Tel.: CH 4-1500.

**WANT**—100 Record Seeburgs; Seeburg Shoot The Bear; New or used. Refresh-O-Mats; Mutoscope Voice-O-Graphs; New. Seeburgs; Goldens. GOLDFIELD GATE NOLEY CO., 701 GOLDEN GATE AVE., SAN FRANCISCO, CALIF.

**WANT**—Waiting Guess-Your-Weight Scales. Metal Stampers. Please give price and condition when replying. J. DUSEN BROTHERS, 1014-112TH STREET, EDMONTON, ALBERTA, CANADA.

**WANT**—Used, new or surplus stock records. At this time we will purchase unlimited quantity of any type records (except Race). Top prices paid. Goods must be sent freight prepaid immediately. USED RECORD EXCHANGE, Anthony “Tony” Galgano, 4142 W. ARMITAGE AVE., CHICAGO 39, ILL. Tel.: Dickens 2-7060.

**WANT**—Will buy used phonograph records before 1920, any quantity or dealers stock. Will pay $1.50 to $3.00 per hundred. Some labels are: Columbia; Brunswick; Bluebird; National; Gramophone; Victor; RCA. Write, Wire, Phone, JACOB S. SCHNEIDER, 128 W. 66th ST., NEW YORK 23, N. Y.

**WANT**—For Cash: New or used Bally Turk Kings—original or reproductions. Bally machines; two cameras 4x4 and 2x2 with German lens, ready for location. STANLEY-A. N. INC., 5223 SOUTH TACOMA WAY, TACOMA, WASH.

**WANT**—One or a hundred phonos and anything all kinds used phono equipmen. Will buy your complete route of music or games. Also want: tube or reel clipping, under 50; Write, Wire, Phone, C. A. ROBINSON, 1003 E. LINCOLN ST., ALLSTON, MASS. TEL.: DUNKIRK 3-1180.

**WANT**—Any quantity Solotone Master Entertainers, Personal Wall Boxes, Model A-100, Lightning, Rotary Merchandisers (Pushers), Lava Light Machines, 1st RAY BARTON ROAD, TORONTO 9, CANADA.

**WANT**—Your used or surplus records. We buy all year round and pay top prices. No bleached too small. Also we buy clocout inventories complete. BEAUMONT RECORDS, 21 E. 124 ST., PROVIDENCE, R. I.

**WANT**—Canadian Market now open. Wall all types Post-war games, amusement, arcade machines. All types Hideaways, Wall Boxes, Speakers, Adaptors, Motors, etc. Will see record reports in return. Give price. THE ST. THOMAS COIN, 619 16TH STREET, SOUTH, OSAKITA, CANADA. Tel.: 2466.

**WANT**—We want late model phonograph, wall boxes, five wall amusement games, etc. WESTERN DISTRIBUTORS, 4601 CORONA AVE., CALCUTTA, WASH.

**WANT**—Citations; Photo Finishes; Champions; Seeburg Bear Guns; Sky Fighters; Silver Bullets; ChicoIn; And Many Others. Arcade Machines. Send best price for quick disposition. Also need LIEBMAN, 902, NO. MAIN, PROVIDENCE, R. I.

**WANT**—Used Juke Box records, popular, hillbillys and polkas, Any quantity or small lots. Give full details in first letter. F. A. WIEDEL, GRANT PL., CHICAGO 14, 11.

**WANT**—Advance Scoring Units, regular or horse collar, will pay up to $45. Also Chicago Coin overhead scoring units. WESTERN DISTRIBUTORS, 1226 SOUTHWEST 16TH AVENUE, PORTLAND 5, OREGON.

**WANT**—Will pay $850 cash for late model Seeburg 100s. Write, Wire, Phone, PACIFIC COAST MUSIC, 5344 S. GAGE ST., LOS ANGELES 14, CALIF. Tel.: WEBSTER 12589.

**WANT**—By Operator: Bally One-Balls; Citations, Champion, Turk Kings, 2 large and 2 small, and all kinds of phonographs. All machines must be in working order. Address: LIEBMAN AMUSEMENT CO., 501 NORTH GOSSET ST., ANDERSON, S. C.

**WANT**—Bally Citations; Photo Finishes; Hollycranes, late models; Machines with large cameras. Seeburgs; Boxes; Seeburg Hideaways, 1947, 1948, 1949 only. Quote your lowest prices, MONROE COIN MACHINE EXCHANGE, INC., 4243 PAYNE AVENUE, CLEVELAND 14, OHIO. Tel.: Superior 1-4600.

**WANT**—By Operator: Bally One-Balls; Seeburg Shoot The Bear; New or used. Refresh-O-Mats; Mutoscope Voice-O-Graphs; New. Seeburgs; Goldens. GOLDFIELD GATE NOLEY CO., 701 GOLDEN GATE AVE., SAN FRANCISCO, CALIF.

**SALE**

**FOR SALE**—Fully equipped with used parts replaced by new 157 Seeburgs, $325 ea.; one 10-Foot Seeburg $150; one 24-Foot Seeburg $250; one 42-Foot Seeburg $625; one 1015 Wurlitzer with new de luxe and reproductions $275; one Rock-Ob 1426 in perfect shape $225; ten Seeburgs for $1,000. Address: Wurlitzer 600 $85. Small de- pots. MUSICAL DISTRIBUTORS, 210 West 19TH STREET, MONTREAL, QUE., CAN.

**FOR SALE**—Two late model phonographs, and two late model photo- graphs, completely rebuilt and overhauled. Price for both, $1,000. Address: Used, late Records All purchased within the past six months, 4¢ c. bus. reports. WRITE, Wurlitzer 600 $85. Small de- pots. MUSICAL DISTRIBUTORS, 210 West 19TH STREET, MONTREAL, QUE., CAN.

**FOR SALE**—Completely reconditioned with used parts replaced by new 157 Seeburgs, $325 ea.; one 10-Foot Seeburg $150; one 24-Foot Seeburg $250; one 42-Foot Seeburg $625; one 1015 Wurlitzer with new de luxe and reproductions $275; one Rock-Ob 1426 in perfect shape $225; ten Seeburgs for $1,000. Address: Wurlitzer 600 $85. Small de- pots. MUSICAL DISTRIBUTORS, 210 West 19TH STREET, MONTREAL, QUE., CAN.

**FOR SALE**—Used, late Records All purchased within the past six months, 4¢ c. bus. reports. WRITE, Wurlitzer 600 $85. Small de- pots. MUSICAL DISTRIBUTORS, 210 West 19TH STREET, MONTREAL, QUE., CAN.

**FOR SALE**—Complete set of AMERICAN AMUSEMENT CO., 1000 PENNSYLVANIA ST., EVANSVILLE, INDIANA.

**FOR SALE**—Postage Stamp Machines; Victory $7.50 ea.; Shipman $19.50 ea.; Ideal $5 ea.; postal record CO., 205 LOUST ST., ST. LOUIS, MO.
CONVERSIONS

With some already engaged in converting machines of all types, and others planning to enter into the business of converting older equipment into the latest type products, the time has arrived when listings of such conversions will prove of value to all engaged in the industry.

If you are at present converting older machines into later type models, please notify The Cash Box immediately. The new names of your machines will be listed here along with the names of the original machining from which they were converted.

1. Conversion is only a changeover from the original machine, with new features, and the name of the original machine retained, please so specify when you notify The Cash Box.

The equipment listed here must be conversions, not rebuilt machines. In short, the older machine must be changed over to a new and later type machine, usually this means a change of name of product also, before it will be listed in this column.

Regardless whether you are converting pinball, arcade machines, phonograph cabinets, shuffleboard games, consoles, or bells, your new conversion will be listed here, along with the list price you are charging for this conversion, so as to be able to judge the original name of the machine from what this conversion was made, and any other details which will help the industry to better understand the product.

There is no charge for any listings which will appear in this column. These are for the benefit of the trade, so that all operators, jobbers and distributors will know just what this machine is, what it sells for, who makes it, and how to describe it.

MANUFACTURERS NEW EQUIPMENT

Equipment listed here is currently in production. Prices listed are manufacturers' list prices.

AMTI, INC.
Model "C" Phonograph
$795.00

Model HS-SM Hideaway
750.00

5-10c Wall Box (40 Selections)
75.50

5c Wall Box (40 Selections)
30.50

Amvox Speaker
27.50

BALLY MANUFACTURING CO.

Turf King
$695.00

Hook-Bowler
429.50

BUCKLEY MANUFACTURING CO.

Buckley Wall & Bar Box
$25.40

CHICAGO COIN MACHINE CO.

Play Ball
$299.50

Band Box

H. C. EVANS & CO.

Coin Operated Phonograph
Ten Strike 1951
$325.00

THE EXHIBIT SUPPLY CO.

Rotary Merchandiser
$650.00

Dale Six Shooter
$275.00

Two Player Hockey
184.50

Tomy Express
835.00

Bally

GENCO MFG. & SALES CO.

Tri-Score
$279.50

D. GOTTLIEB & CO.

$294.50

J. H. KEENEN & CO., INC.

League Bowler, 9½ Ft.
$419.50

 League Bowler, 8 Ft.
$409.50

Ally Player Electric Cigarette Vendor
295.50

All-Electric Cigarette Vendor with Changemaker
277.00

Pony Insertor
119.50

Four Way Bowler Conversion
320.00

Match Bowler Conversion
379.50

69.50

UNITED MANUFACTURING CO.

Team Hockey
$195.00

Five-Player Shuffle Alley
420.00

Twin Shuffle-Cade
480.00

Skee Alley
385.00

Ally Player Shuffle Alley Rounded
409.50

Four Player Shuffle Alley Rounded
350.00

Shuffle Alley Deluxe Conversion
79.50

Double Shuffle Alley Deluxe Conversion
89.50

Double Shuffle Alley Deluxe Conversion
99.50

UNIVERSAL INDUSTRIES, INC.

High Score Bowler
$375.00

DeLuxe Twin Bowling
375.00

Shuffle Tournament Attachment

WILLIAMS MANUFACTURING CO.

 conversion.
## 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" acts exactly the same as the market quotation board at the Stock Exchange—jumping the prices as they are quoted. Last week, regarding how much they seem to be out of line. Some prices do not change for months. "The Confidential Price Lists," rather than show no price, retain the last known quotations for such equipment so that the subscriber at least has the last known prices as a basis to work with. Prices continue to be very widely divergent these days. Some are on the West Coast right now: a certain worth $150.00 whereas someone on the East Coast may think it worth $75.00. Of course, condition, serial, appearance, demand, territory, quantity, etc. must all be taken into consideration. "The Confidential Price Lists" give each quotation exactly as it is made and depends on the subscriber to make up price adjustments fit the needs of their territory. 

**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.

### CODE

1. Prices Up
2. Prices Down
3. Prices Up and Down
4. No change from Last Week
5. No quotations Last 2 to 4 Weeks
6. No quotations 4 Weeks or Longer
7. Machines Just Added
8. Great Activity

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## THIS WEEK'S USED MACHINE QUOTATIONS

### WURLITZER

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**Manufacturers and date of game released. Code: (B) Bally.**

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<td>6. Chicle Chon</td>
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**ARCADE GAME**

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**Schooled - Rebonds**

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**CONFECDENTIAL PRICE LISTS**

**February 17, 1951**

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### ARCADE EQUIPMENT

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<td>7. Warner Voice Record</td>
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<td>8. Western Baseball '40</td>
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<td>9. Whiz</td>
<td>29.50 49.50</td>
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<td>4. 5c Gold Chrome HL</td>
<td>55.00 95.00</td>
</tr>
<tr>
<td>5. 10c Gold Chrome HL</td>
<td>55.00 95.00</td>
</tr>
<tr>
<td>6. 25c Gold Chrome HL</td>
<td>55.00 95.00</td>
</tr>
<tr>
<td>7. 50c Gold Chrome HL</td>
<td>55.00 145.00</td>
</tr>
</tbody>
</table>

#### BUCKLEY

<table>
<thead>
<tr>
<th>Item</th>
<th>Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>4. Crosse</td>
<td>125.00 195.00</td>
</tr>
<tr>
<td>5. Crosse</td>
<td>125.00 195.00</td>
</tr>
</tbody>
</table>

### MILLS

#### BUCKLEY

<table>
<thead>
<tr>
<th>Item</th>
<th>Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>4. Crosse</td>
<td>125.00 195.00</td>
</tr>
<tr>
<td>5. Crosse</td>
<td>125.00 195.00</td>
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</table>

### WATLING

<table>
<thead>
<tr>
<th>Item</th>
<th>Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>6. 5c Relator '48</td>
<td>39.50 50.00</td>
</tr>
<tr>
<td>7. 10c Relator '48</td>
<td>39.50 50.00</td>
</tr>
<tr>
<td>8. 5c Relator '48</td>
<td>39.50 50.00</td>
</tr>
<tr>
<td>9. 10c Relator '48</td>
<td>39.50 50.00</td>
</tr>
<tr>
<td>10. 5c Standard</td>
<td>80.00 125.00</td>
</tr>
<tr>
<td>11. 10c Standard</td>
<td>80.00 125.00</td>
</tr>
<tr>
<td>12. 5c Bronze Chief</td>
<td>59.50 115.00</td>
</tr>
<tr>
<td>13. 10c Bronze Chief</td>
<td>59.50 115.00</td>
</tr>
<tr>
<td>14. 5c Bronze Chief</td>
<td>59.50 115.00</td>
</tr>
<tr>
<td>15. 10c Bronze Chief</td>
<td>59.50 115.00</td>
</tr>
<tr>
<td>16. 5c Tic Tac Toe</td>
<td>86.00 150.00</td>
</tr>
<tr>
<td>17. 10c Tic Tac Toe</td>
<td>86.00 150.00</td>
</tr>
<tr>
<td>18. 5c Choo-Choo</td>
<td>65.00 100.00</td>
</tr>
<tr>
<td>19. 10c Choo-Choo</td>
<td>65.00 100.00</td>
</tr>
</tbody>
</table>

### CONFERENTIAL BILLS

#### MILLS

<table>
<thead>
<tr>
<th>Item</th>
<th>Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>4. 5c Gold Chrome HL</td>
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<td>55.00 145.00</td>
</tr>
</tbody>
</table>
UNIVERS’S

5 Player Shuffle-Alley

1 to 5 Players Can Play
10¢ Per Game...Each Player
(Roll-Over Switch Rebound)

Complete Bowling-Team Competition
Greater Appeal... Increased Earnings

SIZES:
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9 FT. x 2 FT.

FEATURES INCLUDE
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Fast Rebound Action

Easy To Service
Mechanism

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