JOHNNIE AND JACK AND THE TENNESSEE MOUNTAIN BOYS, RCA Victor's newest sensation in the folk and western field are pictured here aboard the "Hummingbird" which happens to be the title of their latest recording. The boys hit the winning trail with their initial release, "Poison Love", and have recently done it again with "Cryin' Heart Blues". Operating out of Shreveport, La., the group has built a national reputation on the strength of great recordings. Left to right are Paul Warren, fiddler; Shot Jackson, steel guitar; Jack Anglin and Johnnie Wright.
WE HAVE A LIMITED NUMBER OF WURLITZER ALL-SPEED HIDEAWAYS

UNTIL GOVERNMENTAL RESTRICTIONS ON MATERIAL LIMITATIONS ARE REVISED OR REMOVED... THERE WON'T BE ANY MORE

ACT NOW - LAND THE BEST HIDEAWAY SPOTS ... MAKE REAL MONEY

The production run on the Model 1217 Hideaway has been completed and a limited number of these Wurlitzer All-Speed units are available to operators. Material restrictions prevent further production on this model and the remaining few will be allocated to our distributors across the country.

Before it's too late line up those busy locations that lack room for a juke box but will pay off handsomely with a "Wurlitzer Engineered Music System", built around a Wurlitzer All-Speed Hideaway. Remember! These Model 1217 Hideaways operate from Wurlitzer 48 Selection Wall Boxes through Wurlitzer Speakers—play 48 selections—can be quickly converted from 78 to 45 or 33⅓ RPM records.

The supply is LIMITED. No more can be built. This is your tip to TAKE ACTION and MAKE MONEY... NOW.

USE FLEXIBLE, ECONOMICAL WURLITZER WALL BOXES AND SPEAKERS

You can use Wurlitzer Wall Boxes and Speakers separately or combined by means of the Adjustable Plaque shown here. They’re eye-catching, coin catching quality units that quickly pay for themselves and then go on to produce important profits in any hideaway spot. See and hear them in action at your Wurlitzer Distributor’s NOW!
EDITORIAL

Page 3  November 3, 1951

HOW MUCH TIME LEFT?

"Dear Sir:"

"How much time do you think there's left before the manufacturers won't be able to build anymore machines?"

The above is from a letter received this past week from a very well known operator.

He likes many others, is now beginning to wonder whether the time left for this industry to produce its own products isn't diminishing to the point where, very soon, there will be no new equipment. Or, if any new equipment will be manufactured, it will be just the tiniest trickle, compared to what has been known as normal volume, in the years prior to the defense program which Uncle Sam has instituted for the protection of all the world's free peoples.

There is no doubt, as men walk thru the factories of the leading manufacturers in Chicago, that the production which they formerly knew to be connected with the high-spirited, optimistic manufacturers of this industry, is no longer in progress.

They see, instead, equipment for war coming off production lines, which formerly produced products of simple, enjoyable and relaxing entertainment. Now there is nothing but the grim products which, in all their shiny steel, mean but one thing — defense from possible all out world war.

And tho that isn't pleasant to contemplate, the fact remains that this operator, and all like him, are worried about what they should do to insure their business future.

It is the hope, as well as the plan and purpose of the Federal Government, to continue all business in as progressive a state as is possible.

How much time left?

This is an impossible question to answer. But, it is most definite, that time grows short. Grows shorter every day. Governmental agencies continue to slash the use of critical materials. Naturally production continues to fall — ever lower — for the controls grow tighter and tighter.

The one and only answer that can be given to this operator, as well as to all other operators who have this question in mind, but who haven't as yet brought it forth, is that complete preparation in every regard (enough equipment to handle their route, enough parts and supplies to take care of the equipment, and preparation for instant cutting of service, without loss of efficiency) is the one and only answer, at present, to "how much time left?"

The intelligent, far-seeing operator will arrange to have his routes in such shape that, regardless of what may befall this nation or him, individually, eventually, he will be ready to continue on ahead without a moment's loss of operational activity and, therefore, without loss of business or profit.

The time has arrived when the operators of the country must arrange their businesses so that they can be certain that they will continue to run efficiently and profitably regardless of what the future may bring.

If the operators who are reading this feel that they can leave right this moment and that their business will continue as if there were then, there can be assured that their routes are completely protected against the possibilities of all normal production halting which now face this, and all other, durable goods industries.

The fact remains that this industry which, like all other consumer durable goods industries, uses a very definite amount of the critical metals, may have to sacrifice its own products more and more heavily to the precautions which the nation's leaders believe is necessary to fend off the devastation of possible all out war.

It is, today, the open fact that those nations which are not prepared, and which haven't the materials to cause the Reds to hesitate to attack, will be the nations to first fall to the Communist line of enslavement.

Yes, time grows short. How much time is left? No one knows. Maybe a day, a week, a month, a year, or years and years. But, like all good and astute businessmen, the best program is complete preparedness. Not scare-buying. Not fright. Not foolish rush for materials and merchandise which may yet be here for years to come. But instead, good hard-headed business thinking. Preparedness. So that, should the end of production arrive more suddenly than expected, all will be most completely prepared to carry on.
WHICH DISKS MADE THE MOST MONEY FOR OPS IN 1951

Once a year, every juke box operator in the nation has one positive and battle-tested way to let the record companies, the artists, the music publishers know exactly what kind of records they must produce to keep his machines playing most effectively. He does this by voting in the annual Cash Box poll for the performers who made the most money for him during the year, for the tunes which drew the most coins into his machines.

The Sixth Annual Cash Box Poll, which is now in progress, will once again bestow upon the nation’s music personalities the most important accolade they can possibly receive—the approval of the juke box industry of America, which is the basis for the continued popularity and prosperity of everyone connected with the recording industry.

For the juke box operator in every state of the nation, whether he owns 5 machines or 500, The Cash Box poll is one of the most important activities he can engage in. Voting in the poll is as important to the operator as the results are to the artist. This is where the operator, in the privacy of his own ballot, says for all the world to hear, which artists, which tunes did the most for him. A record company official can kid himself; an artist can kid himself; a music publisher can kid himself. But the results of The Cash Box poll speak away all illusions. The winners are the ones the juke box operators themselves voted for as being the money-makers of the year. Operators are the ones who know which records made the most money for them. They are the ones who decide the winners.

But more than just indicating the best tunes of the year, the operator makes one of the most constructive steps industrially that he possibly can with his vote. For in this way he brings to the attention of the public and the record companies, in the most favorable manner, the importance of the juke box to the nation’s entertainment needs. The excellent publicity which the results receive through radio, television and news columns reflects upon the juke box industry as a whole. And beyond publicity, it helps strengthen in immemorial fashion the relationship between the juke box operator and the entire music trade.

For the artist, the composer, the publisher, and the record company, The Cash Box poll is one of the most necessary guides to future action. The artist who wins a place in the poll, wins along with the honor—and its consequent financial benefits of better bookings, more important dates, and greater record sales—the obligation to work like hell to repeat the following year and again reach the top of the list. The artist who doesn’t win learns what it is that juke box operators must have, what kind of records must be turned out to bring the coins into the machines, thus making money for the operators and in turn making the artist a star of much greater magnitude.

The Cash Box’s Sixth Annual Poll is now on.

It is the fairest poll we know of in that every operator, no matter how many machines he may own, gets one vote for every piece of equipment. This is the only way to represent every single operator in accordance with the amount of records he purchases.

The Cash Box poll is the operators’ poll, devoted exclusively to him, telling everyone in the industry just what he wants and needs.

With the votes pouring in from every section of the country, from every state in the nation, next week’s issue of The Cash Box will announce the first results. Your ballots determine these results—you decide who wins.

Fill out the yellow card on the previous page to vote for the best money-makers of 1951.

And do it NOW.

You will not only be casting a vote; you will be acting in behalf of the entire juke box industry.
THE TEN RECORDS

A SUMMARY OF REPORTS RECEIVED FROM THE NATION'S DISK JOCKEYS

1. SIN ............... Four Aces (Victoria)
2. BECAUSE OF YOU .... Tony Bennett (Columbia)
3. AND SO TO SLEEP AGAIN ... Patti Page (Mercury)
4. COLD, COLD HEART ... Tony Bennett (Columbia)
5. WORLD IS WAITING FOR THE SUNRISE ... Les Paul & Mary Ford
6. UNDECIDED ........... Ames Bros. & Les Brown
7. I GET IDEAS .......... Tony Bennett (Columbia)
8. IT'S ALL IN THE GAME ... Tommy Edwards
9. TURN BACK THE HANDS OF TIME ... Eddie Fisher
10. DOWN YONDER ....... Del Wood

Pittsburgh djs will get a chance to see Mitch Miller in a different role when he plays a chamber music recital with the Pittsburgh New Friends Of Music on November 12. . . . Stan Freeman is also branching out into the concert field giving a piano recital in Buffalo later in November. . . . Gene Klavan of WTOP, Washington, D. C. has started a TV and radio simulcast show every Monday. . . . The Hubbards of Chicago, Jackie and Eddie, have a terrific network idea worked out. Tim gayle is handling the publicity for it. The Hubbards are doing a nightly show over ABC from the Schnarr-Li and Eddie continues his Wind 10 to 11 P.M. slot he'd had for 4½ years. . . . WJCL in Richmond, Va., will celebrate its ten thousandth "Mailbag Program" broadcast on November 2. Station is planning to offer as a top prize a miniature mailbag with ten thousand pennies. Ray Schreiner is MC. . . . Bill Stewart, WHEE, Boston, showing pictures of his two day old baby.

Don Andrews, (WSGW-Saginaw, Mich.) recently originated some shows from the Saginaw fair and has been on assignment for the government to check up on evening facilities at a fair in Fort Wayne, Ind. . . . Frank White (KMYR-Denver, Col.) has a special kiddie show every Saturday morning feeding stations in the state. . . . Paul Brenner (WAAT-Newark, N. J.) has been doing a great job selling Christmas cards for a disabled veteran. . . . Ross Smitherman (WKB-Fresno, Calif.) is now using The Cash Box "Top Ten" and "Picks" every Wednesday from 12:45 to 3:00. . . . Donn Tibbetts (WXKL-Concord, N. H.) is learning how to change diapers while airing his morning wax capper. Reason for the lesson is that Donn's wife, Jane, is expecting a new radio announcer in the family any day now. . . . Bud Wilson (WKB-Manchester, N. H.) is now a new man to enter the N. H. chapter of ASJD. . . . Glenn Elliott (WPEO-Peoria, Ill.) on his honeymoon in Chicago but when he returns to his station he would like services from RCA Victor, Mercury, Decca and MGM. . . . Lee Ellis has given up his duties as a staff announcer at WSPR-Springfield, Mass. and is devoting his full time to being a dj. His award winning show "Coffee with Lee and Lorraine" is now going into its fourth year under the same sponsor and is heard daily over WSPR. Special records and informa can be sent to the station or to his studio at 129 Warren Terrace, Longmeadow, Mass.

Rosemary Wayne, (WJJD-Chicago) syndicating her own show and doing some promotion on the side. . . . Mimi Chandler, popular dj of WVLK, Val- salies, Ky. is the daughter of "Happy" Chandler. . . . Brad Phillips (WNS-New York) celebrated the anniversary of his "Battleline Harlemites" this week. . . . Jack Ellsworth, former Providence dj is now program director at WSUM, Huntington, L. I . . . Earle Pudney (WGY-Schenectady, N. Y.) has accepted the chairmanship of radio for the Fresh Air Fund for 1962. . . . Dick Delbel has switched to KVAL, Brownsville, Texas. His morning show, "Eye Openers" already catching on via phone calls from early listeners. . . . Joe Danis (WCAP-Lowell, Mass.) is the son in law of WMGN's executive producer, Milton Kaye. . . . The ultra-modern "Fitchburg Music Store" opened Oct. 19 in Fitchburg, Mass. Paul Thibert, the owner, has arranged to have WMGN's "John Whiskey Show" broadcast a half hour each Monday-Friday direct from studios in the store.

This Week's MAILBAG

"SEVEN COME ELEVEN" (The Pay-Off)

By this time all of our distributors will have formulated plans on the next pop record drive. They will have set their promotion goals to aim at concentrating attention of your customers to the drive plan as much as many sales is as possible, and for this reason, we are deleting the regular Pop releases for the next two weeks.

The following list of records is the most potential crop of "Big New Hits" that have come up in a long time. All of them have the basic ingredients of big money makers; the artists, good tunes; good ideas, and further, good initial public acceptance. They are:

#20-4343 DOMINO
47-4343 IT'S ALL OVER BUT THE MEMORIES
#20-4259 TURN BACK THE HANDS OF TIME
47-4259 I CAN'T GO ON WITHOUT YOU
#21-0489 SLOW POKE
48-0489 WHISPER WALTZ
#20-4269 WITH ALL MY HEART
47-4269 ROLLIN' STONE
#20-4273 SOMEBODY'S BEEN BEATIN' MY TIME
47-4273 HEART STRINGS
#47-4318 CARINO MIO
47-4318 I TALK TO THE TREES
#20-4285 NEVER
47-4285 CALIFORNIA MOON (Donn Day)
#20-4288 I NEVER WAS LOVED BY ANYONE ELSE
47-4288 BEYOND THE BLUE HORIZON (Hugo Winterhalter)
#20-4271 MEANDERIN'
47-4271 THEY CALL THE WIND MARIA (Vogue Monroe)
#20-4342 RUGGED BUT RIGHT
47-4342 WHERE THE BLUES WERE BORN IN NEW ORLEANS (Paul Harris)
#20-4317 THE LIE-DE-LIE SONG
47-4317 OH, HOW I NEED YOU, JOE (Dinah Shore)

WEEK OF OCTOBER 27

Slow Poke
Pen Wee King
21-9169 (48-0489)*

I Get Ideas
Tony Martin
28-6411 (47-4413)*

Domino
Tony Martin
20-4319 (47-4451)*

Turn Back The Hands Of Time
Eddie Fisher
Hans Winterhalter's Orch.
20-4327 (46-4257)*

The Loveliest Night Of The Year
Maria Elena
18-3306 (19-3368)*

(I'ts No) Sin
Savannah Churchill
28-6433 (47-4648)*

Rollin' Stone
With All My Heart
And Soul
Paul Harris
20-4319 (47-4451)*

I Wanna Play House
With You
Something Old,
Something New
Eddy Arnold
21-0459 (46-4409)*

Ave Maria
The Lord's Prayer
Perry Como
49-4719 (47-5571)*

Rugged But Right
Paul Harris
20-4343 (47-4433)*

Never
Dorothy Donahue
20-6359 (47-6025)*

Heart Strings
Somebody's Been
Beatin' My Time
Eddy Arnold
20-4319 (47-4451)*

Meanderin' They Call The Wind
Maria
Vaugn Monroe
20-4271 (47-4451)*

Over A Bottle Of Wine
Paul Harris
20-4319 (47-4451)*
“HONEY” (2:52)
“VANILLA OR CHOCOLATE OR CHERRY” (2:47)
ROBERT Q. LEWIS
(MGM 11081; K11081)

- Robert Q. Lewis sounds as though he’s taking off on April Stevens as he runs through a lot of stuff on this deck. This grand tune stands up well no matter how you hear it. The tenor half is a novelty which Lewis does with a chorus that must have come straight out of “Guys And Dolls.” Both sides should get plenty of play.

“MY CONCERTO” (2:53)
“SOLITAIRE” (2:43)
TOMMY EDWARDS
(MGM 11077; K11077)

- Tommy Edwards has two good songs to work with on this platter. The top deck is a lovely ballad, and he’s been getting a lot of air on the second, and this is one of the best. The lower one is an equally good song with Tommy again turning in a first rate performance. Ops won’t want to pass this up.

“DOMINO” (2:42)
“IF THAT DOESN’T DO IT” (2:38)
DOBY DAY
(Columbia 39596; 4:39596)

- A plug tune that can’t miss gets a lovely rendition from Doris Day. DobyDay is a glad, even-keeled girl and comes up with a winning disk as Paul Weston provides a beautiful accompaniment. Second half is a novelty which she also does well. The top deck is a strong contender.

“THERE’S NO CHRISTMAS LIKE A HOME CHRISTMAS” (3:15)
“IT’S BEGINNING TO LOOK LIKE CHRISTMAS” (2:35)
PERRY COMO
(RCA Victor 20-4314; 47-4314)

- Two Xmas songs put Perry Como into the holiday picture. Both of these songs get an easy going over from Perry with the Fontane Sisters coming in on the lower half. With Mitchell Ayres doing the orchestration, the music sounds right and these sides will be in for plenty of play in the coming weeks.

“I TALK TO THE TREES” (2:48)
“CARINO MIO” (2:47)
TONY BAVAAR
(RCA Victor 20-4320; 47-4320)

- A new singer with a terrific amount of potential shows what he can do with two numbers on this platter. Tony Bavaar really stands out on his record debut giving promise of lots of good things to come. Ops will want to tune in to see what he sounds like.

“RUGGED BUT RIGHT” (2:50)
“WHERE THE BLUES ARE BORN IN NEW ORLEANS” (2:12)
PHIL HARRIS ORCH.
(RCA Victor 20-4322; 47-4322)

- Two novelties in typical Phil Harris style are offered here. Phil runs through these ditties in racing manner as the orchestra backs him with some good music behind him. The top deck has an interesting set of lyrics which could easily send it off and ops will certainly want to get with it.

“I CAN’T HELP IT” (2:35)
“CRIKEY! MY OUT HEART FOR YOU” (2:35)
DON CHERRY
(Decca 27836; 9-27836)

- Don Cherry takes two numbers from the folk field and gives them a ride on this disk. The top deck is a crying ballad which Don does in pleasant fashion as he gets some good guitar playing in the background. The second side is another folk diry which Don knows how to handle. Both sides deserve ops’ attention.

“You Better Go Now” (2:56)
“Baby Did You Hear” (3:19)
JERI SOUTHERN
(Decca 27840; 9-27840)

- A sultry delivery in a tarry sort of way puts Jeri Southern into the provocative delivery class with this platter. Jeri goes through this one in a very low down style which should garner some attention for it. The bottom half is a Louisiana tune which she handles well. Camarata does the backing on either side.

“GOODBYE DARLING, HELLO FRIEND” (3:06)
“NORBOD’S DARLING BUT MINE” (2:32)
ANDREWS SISTERS
(Decca 27834; 9-27834)

- Patty Andrews takes the lead on the top half as she goes through a ballad in her well known type of delivery. Patty always pours a lot of feeling into these slow numbers and makes them sound good. The lower end is a western sounding item which all the girls harmonize on. Ops will get a play on these sides.

“They Call the Wind Maria” (2:29)
“River of Gold” (2:38)
GIL HUSTON & VICTOR YOUNG ORCH.
(Decca 27823; 9-27823)

- A very dynamic top half is turned in by Gil Young on the vocal and Victor Young’s orchestra with the help of a tune which fits right in. The bottom half is an unusual sounding number with a western background which features the orchestra. The whole half is a standard which also sounds right. Both ends are gonna have the Crosby fans listening.

“Rudolph the Red Nosed Reindeer” (2:15)
“Christmas Tree at Home” (3:13)
GUY LOMBARDO ORCH.
(Decca 27803; 9-27803)

- A standard Xmas item gets a new version from Guy Lombardo. With Kenny Gardner and the Trio doing the vocal, this cute disk should garner its share of “Rudolph” loot. Bottom half is another Xmas tune in ballad form with Kenny Martin on the vocal.

“Shrimp Boats” (3:28)
“More, More, More” (3:18)
DOLORES GRAY
(Decca 27832; 9-27832)

- Dolores Gray stands out as one of the promising new singing stars as she offers an unusual ditty called “Shrimp Boats.” This item, in a Louis Jordan style, goes through a slow backing and Dolores certainly gives it a shove. The lower end is a sunny type which she also handles in likely manner. The top deck is very strong.

“IT’S BEGINNING TO LOOK LIKE CHRISTMAS” (2:43)
“Christmas in Killarney” (2:13)
BING CROSBY
(Decca 27831; 9-27831)

- A nostalgic Christmas tune is offered as the upper end is quite hardy Bing Crosby. With John Scott Trotter’s orchestra to help him out and the Jud Conlon staff, this gives one a lot of appeal. The second side is in an Irish vein which Bing also knows how to do. This is good fare for the coming season.

“The OBJECT of MY AFFECTION” (3:15)
“Love Makes the World Go Round” (2:07)
RUSSE MORGAN ORCH.
(Decca 27823; 9-27823)

- Russ Morgan takes an oldie and gives it a good treatment on the top side. Russ does the vocal as the band makes with a choppy backing. On the bottom half Russ and the Morganaires sing their way through a waltz. This will do ok as a filler item.

“LITTLE BOY” (2:38)
“A House Is A Home” (3:09)
EVELYN KNIGHT
(Decca 27842; 9-27842)

- Evelyn Knight has a tune that came out of the Rhythm and Blues field and which is on the first side. She gives it a vigorous vocal complemented by a nice gypsy flavor. The band work is Perry Botkin. The second side is a pleasant little song on which she also teams up with Perry Botkin to company her. Our nod goes to the top deck.

“Without A Word of Warning” (3:02)
“The Girl Friend” (2:42)
BING CROSBY & TOMMY DOSEY ORCH.
(Decca 27801; 9-27801)

- Two oldies get a smooth going over from Bing Crosby and Tommy Dosey. Bing’s vocal on the second is a wonderful tune which Bing really gives a grand vocal to while the bottom half is a standard which also sounds right. Both ends are gonna have the Crosby fans listening.

“The Cash Box, Music
Page 6
November 3, 1951
YOUR VOTES

DECIDE THE WINNERS

IN THE 6th ANNUAL POLL OF THE AUTOMATIC MUSIC INDUSTRY OF AMERICA TO CHOOSE THE BEST RECORDS AND RECORDING ARTISTS OF 1951

VOTE TODAY—FILL OUT AND MAIL PREPAID POSTCARD IN THIS ISSUE

Sponsored and Conducted Exclusively by

THE CASH BOX

"The Official Publication of the Automatic Music Industry of America"
“SLEEPER OF THE WEEK”

**“SING, SING, SING” (2:28)**
**“I DON’T CARE” (2:30)**

TERESA BREWER

(Coral 6059; 9-60591)

- Teresa Brewer makes her debut on Coral records with a disk which should send her into the top selling class again. Teresa offers ‘Sing, Sing, Sing’ in authoritative fashion as she gives it one of the greatest recordings it’s had— and this tune has had some great recordings. The side is tailor made for the boxes and ops are gonna be counting plenty of coin on it. Jack Pleis and his orchestra come up with some fine instruments which really send the tune flying and of course Teresa’s singing tops it all.

- This is a potent half. The second side is a cute novelty which the chimp also lends a lot of vitality to as Jack Pleis again backs her up. But the first side, with its steady beat and rhythmical bounce looks like it should climb high. Ops would be smart to climb with it.

**“BE MY GUEST” (2:37)**

GORDON MckAY

(Capel 1836; F-1836)

- Gordon McKaye takes two ballads and gives them a pipe on this platter. Both get some good vocalizing from the singer although the commercial potential of the tunes is not as strong as it might be. The top half gets a ‘Van Alexander backing. Paul Weston provides the orchestra on the lower end.

**“MY CONCERTO” (3:01)**

RAY ANTHONY

(Capel 1835; F-1835)

- Ray Anthony has one of his most likely disks to date in a ballad which could very well make it. Tommy Mer- cer handles the lyrics beautifully as the band backs him up with some smooth music. The second side is an oldie which also makes for grand listening. The top deck gets the nod.

**“I WANT TO SAY HELLO” (2:35)**

TONY MARTIN

(KCA Victor 20-4344; 47-4344)

A new ballad that is on the verge of busting wide open is given a big push in that direction by Tony Martin. The number is made for Tony’s heralded crooning and this side should establish itself as a strong contender.

**“DOMINO” (2:20)**

VINCE MARTIN

(KCA Victor 20-4344; 47-4344)

- A new ballad that is on the verge of busting wide open is given a big push in that direction by Tony Martin. The number is made for Tony’s heralded crooning and this side should establish itself as a strong contender. The lower deck is a pretty ballad that Tony can turn to a fine finish. Henri Reis does the haton twirling for both sides. Ops can’t afford to miss this one.

**“IN THE CHAPEL IN THE MOONLIGHT” (2:50)**

FOUR KNIGHTS

(Capel 1840; F-1840)

- The Four Knights continue turning out the harmony with two more sides. The first one is a novelty with #75545 playing a big part and some good vocalizing. The bottom side is a standard which the boys do very slowly with a wonderful nostalgic aire.

**“WHITE CHRISTMAS” (2:52)**

**“WINTER WONDERLAND” (2:40)**

**VOICES OF WALTER SCHUMANN**

(Capel 1841; F-1841)

- The Walter Schumann chorus comes up with a terrifically effective side in which it sings Irving Berlin’s Christmas standard. The group does this one in beautiful style which should give it a run in the next few months. The bottom half is also a seasonal number done in a lighter vein. The top half can’t miss.

**“CHANCES ARE” (2:39)**

**“JAZZ PIZZICATO” (2:20)**

**JIMMY DORSEY ORCHESTRA**

(Capel 1852; F-1852)

- A new ballad with a terrific amount of potential gets a heartfelt going over from Bob Shore. Bob puts his all into this piece as Harold Mooney’s orchestra provides him with the musical setting. The lower half is a standard which Bob does matter of factly. Deck should get a play.

**“NEAR TO ME” (2:46)**

**“LET THE WORRYBIRD WORRY YOU” (1:44)**

**NELLIE LUTCHER**

(Capel 1829; F-1829)

- Nellie Lutcher has a wonderful side in this oldie on the upper end. Nellie really goes to town in making it one of her better halves. Billy Mooney comes up with an orchestra which fits in and helps send this across. The bottom half is a novelty, a fast little item. The top deck looks good.

**“I LIKE IT, I LIKE IT” (2:12)**

**“DOMINO” (2:55)**

**MARY SMALL**

(King 15129)

- Mary Small has a novelty which should have the juke boxes rocking. This cute number gets a lively, boisterous performance from Mary and an appropriate backing from Vic Mizzy’s orchestra. The lower end is the current hit song which has been recorded all over the place. Mary’s version stands up with the rest of them. The top side looks as though it could easily break out.
NEW YORK:
Leo Levine has been taking April Stevens around to local disk jockeys this week, visiting Art Ford, Robert Q. Lewis, Bob Posee and many others. April made her television debut over the Ed Sullivan show last Sunday. Dave Greenman has joined Times-Columbia in a disk promotion capacity. Formerly with Zenith, the DSM district in N. Y., Dave has interrupted himself with everyone in town.

London Records is caught by the dock strike in New York. London's hit, "Charmaine" by Mantovani, is tied up on the docks with quantities that have been sent over from England. London now plans to cut the disk here to meet the demand. "Charmaine" by the way, has been assigned to the Lion Music firm under the helm of Oscar Robinson. Originally assigned to the Miller catalogue, it was found that there were too many Xmas tunes that needed immediate attention there. Some metropolitan stations have a great opportunity to start a hillbilly program with a ready male audience by getting hold of Dave Miller. Dave leaves WAP in November 30 and he has a tremendous audience that goes for his disk spinning. One of the most exciting events to take place in N. Y. for a long time will be the one on a couple of nights through the South.

CHICAGO:
April proving himself biggest hearted of charity performers in town:
Johnnie Desmo Desmond, who gave of his time this past Tuesday for Mt. Sinai Hospital, did one of the highlights of the day. With Champion, (Champion being the top dramatic material with his latest performances on "Study's Place". A great TV show). Ordecho to Johnny and to the Foster Care. Johnny was in top form with the new and unique sound that features seven speakers. It's on his newest release, "Cold Gold Heart", backed with "Walk Softly" and features Edie Johnson's terrific tenor sax. Tim Gayle all pep up over the way Bud Brande cranked onto Larry Raine's "I Am I Blue". Buddy placed them in all Century's top Loop spots.

Morry Godman of Sharp busier than a busy bee with the way The Four Jackals just kicked off the first waxing, "Love Lies", Over 6,000 the very first week. And orders growing bigger. (Does that make Jimmy Martin smile? And here.) Iris Victor & Joel Cooper of Jeb all set up over their disk, "Big Blue Eyes". It's catchy. Even Sunday Smith, who does the vocal with Don Bell's ork, is surprised herself. This was a complete switchover from her usual torrid style.

London's biggest thing Mahalia Jackson's 25th Anniversary Concert at the Coliseum, This is true spiritual music. The piece was packed. The way Mahalia sings these tunes, and noting their tremendous acceptance, simply caused me to begin to understand just what they mean when they say that spirituals are "it". Rees Berman of Apollo came into town for the concert and I was staying at the star place to Miss Jackson's concert, and acted as emcee. Many pastors present. Sam Evans of WGN said a few words. And distribute for Apollo's disk of Miss Jackson's great voice, Ernie Leanaer, just beams. Rumors from the 4th that something that definitely should not have been missed by anyone in the music biz. It was terrific. One of the all-time greats of the world, Syd Nathan of King, tells us he got something coming up in this disk that is most definitely and emphatically "it".

LOS ANGELES:
Had a call from Swingtime's general sales mgr. Franklin Kert to effect that, notwithstanding other labels notwithstanding, both Lowell Fasold and Lloyd Glenn were very much under exclusive recording contract present to Swingtime. In fact both artists have just signed a five year renewal and Glenn continues as the label's musical director.

Kert also informed us that he had a sweet thing in Ray Charles' "Honey, Have I Told You," Another bust from Irving Marcus, who travels out of Houston for Peachcock on such missions as visiting new local distributor Irving Shorten of Allied Sales. Breaking big on the label currently are Memphis Slim's "Mean Little Woman," a new Joe Fritz and a Robert Arnold, with the Blind Boys, of course, continuing as one of the most welling spiritual groups in the country.

BETTE MAURIN

handling stock shipments from florist and garden supply plants, dealers and retail shops in classic, pop, blues and rhythm platters.

Raced Lee Palmer and his Studebaker over Laurel Canyon to learn that he was burned out for another big road of "Mr. Ed," The Eddy Howard type of same. At Jim Warren's Central Records, John Dolphin was stocking up and flying high with olister Joe Christmas, who will introduce his "super- sonic music" in a dance at the Shrine Arb on Oct 26. And the Remembered in Hollywood label with "East of the Sun" and "Thrust." For Jimmy, it's a big one in Dot's "San Antonio Rose" and Joe Aird's that Art Rupe will be pushing the Specialty name to the chart tops soon with Roy Milton's "Best Wishes" and Joe Liggins' "So Alone." Hal Cook of Capitol due back from the East by end of October after an extensive tour of key promotion spots back there.

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

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November 3, 1951
Record Stars Entertain Deejays

NEW YORK — A half-dozen of New York’s prize deejays take a moment to pose with Les Paul & Mary Ford at a cocktail party which Capitol Records held in honor of their top-selling recording team. Standing left to right: Bill Williams (WOV), Hal Tunis (WMGM), Max Cole (WOV), Dave Miller (WPAT), Fred Robbins (WINS) and Jack Lacy (WINS). Party was held in Cottage Room of Hampshire House a few days prior to Les & Mary’s Paramount Theatre engagement.

O. P. S. Permits MGM To Raise Prices

WASHINGTON, D. C.—According to a regulation issued by the Office of Price Stabilization this week, MGM Records will be permitted to raise its prices to bring them into line with those of the other companies which hiked prices before the freeze went into effect last January.

The new MGM price will be 6c per disk more to operators and dealers.

MGM through its president Frank Walker, announced last Fall that it would hold the line on prices in accordance with the President’s request. But when all other diskeries raised prices and then the freeze was put on, MGM was caught in a squeeze.

Supplementary Regulation 74 to the General Ceiling Price Regulation permits MGM to adjust the difference in its charges to come up to those of the other major disk manufacturers, including Columbia RCA Victor and Decca.

Miller Announces Diamond Stylii

CHICAGO—The M. A. Miller Manufacturing Co. has announced that it can furnish on request Diamond Stylii for all phonograph replacement needles listed as Sapphire (Syn) tips.

This type of needle is reported to provide perfect reproduction equivalent to 90 times the playing life of similar needles with sapphire tips. Sapphire is rated as the second most durable material.

THE ORIGINAL
RUTH CASEY

Recording of

“CRY”

b/w

“HOLD ME JUST A LITTLE LONGER DADDY”

Cadillac Record #103
Ops, Dealers and D-Js send for sample

CADILLAC RECORD CO.
1619 Broadway, N. Y. 19, N. Y.

A JUKE BOX WINNER!

Eileen Wilson
SINGING

“LIES, LIES, NOTHING BUT LIES”

DECCA 27774 (78 RPM)—9-27774 (45 RPM)
America’s Fastest-Selling Records

THE DISC THAT’S DIFFERENT BREAKING BIG!

TOMMY TUCKER’S
DYNAMIC! DIFFERENT! DISTINCTIVE!

RENDITION OF

THE CASH BOX SLEEPER OF THE WEEK

“LITTLE BOY” and
“IM FROM TEXAS”

M-G-M RECORDS
THE GREATEST NAME IN ENTERTAINMENT
701 SEVENTH AVE., NEW YORK 19, N. Y.

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

HITS B-I-G...

with her first NEW Release

"I Like It
I Like It"

and

"If I Can
Love You
in the
Morning"

Orch. under direction of VIÇ MIZZY

King 15129

Exclusively

King

RECORDS, INC.

1540 BREWSTER AVENUE,
CINCINNATI 7, OHIO

Please mention THE CASH BOX when answering ads—it proves you're a real coin machine man!
Bud Brees
1. SIN (Four Acres)
2. IT'S ALL IN THE GAME (Tommy Edwards)
3. AND SO TO SLEEP AGAIN (Patti Page)
4. UNDECIDED (Amos Bros-Les Brown)
5. TENDERLY; WISH ME ALL THE WAY (ียว Sarah Vaughn)
6. IT'S ALL IN THE GAME (Tommy Edwards)
7. I'LL NEVER CRY ANYMORE (Elise Wilson)
8. WHILE YOU DANCED, DANCED, DANCED (Georgia Gibbs)
9. I WON'T CRY ANYMORE (Elise Wilson)
10. UNFORGETTABLE (Net "Kings" Col)

Murray Jordan
WLB—New York, N. Y.
1. SIN (Billy Williams)
2. IT'S ALL IN THE GAME (Tommy Edwards)
3. WHILE YOU DANCED, DANCED, DANCED (Georgia Gibbs)
4. AND SO TO SLEEP AGAIN (Patti Page)
5. TURN BACK THE HANDS OF TIME (Edith Fisher)
6. GOT HIM OFF MY HANDS (Dovey Day)
7. OVER A BOTTLE OF WINE (Tony Martin)
8. I'LL ALWAYS REMEMBER YOU (Net "Kings" Col)
9. THE END OF A LOVE AFFAIR (Harold G. Nichols)
10. LOVE IS SUCH A CHEAT (Andrews Sisters)

Bill Ruff
KNO—Beloit, Wis.
1. BECAUSE OF YOU (Tony Bennett)
2. THE BLUES (Bobby Flanagan)
3. BECAUSE OF YOU (Tony Bennett)
4. MOODY (Makardarova—Paul-Ford)
5. ROLLIN' STONE (Roy Anthony)
6. RAN ALL THE WAY HOME (Sarah Vaughn)
7. VANITY (Don Cherry)
8. WONDER WHY (Billy Eckstine)
9. LILLI MARTINE (Marilyn Tilton)
10. WHISPERIN' (Paul-Ford)

Chuck Thompson
WFOR—Hollywood, Fla.
1. BECAUSE OF YOU (Tony Bennett)
2. THE SAVANNAH CHURCHILL (Paul-Ford)
3. COLD, COLD HEART (Tony Bennett)
4. I CAN GET IDEAS (Tony Martin)
5. AND SO TO SLEEP AGAIN (Patti Page)
6. I'LL BE WAITING FOR THE SUNRISE (Paul-Ford)
7. WAY-UP IN NORTH CAROLINA (Camp Butler)
8. BE MINION TONIGHT (Martin-Snoe)
10. SLOW FKEE (Pew West King)

Earle Pudney
WGY—Schenectady, N. Y.
1. THE WORLD IS WAITING FOR THE SUNRISE (Paul-Ford)
2. BECAUSE OF YOU (Tony Bennett)
3. THE BLUES (Bobby Flanagan)
4. BECAUSE OF YOU (Tony Bennett)
5. I GOT IDEAS (Tony Martin)
6. I'LL CRY ANYMORE (Tony Bennett)
7. WHILE YOU DANCED, DANCED, DANCED (Georgia Gibbs)
8. IT'S ALL IN THE GAME (Tony Bennett)
9. TURN BACK THE HANDS OF TIME (Paul-Ford)
10. I RAN ALL THE WAY HOME (Sarah Vaughn)

Pat Chambers
WFLA—Tampa, Fla.
1. SIN (Eddy Howard)
2. AND SO TO SLEEP AGAIN (Patti Page)
3. THE BLUES (Bobby Flanagan)
4. BECAUSE OF YOU (Tony Bennett)
5. I GOT IDEAS (Tony Martin)
6. I'LL CRY ANYMORE (Tony Bennett)
7. WHILE YOU DANCED, DANCED, DANCED (Georgia Gibbs)
8. IT'S ALL IN THE GAME (Tony Bennett)
9. TURN BACK THE HANDS OF TIME (Paul-Ford)
10. I RAN ALL THE WAY HOME (Sarah Vaughn)

Clarence Hamann
WJMK—New Orleans, La.
1. IT'S ALL IN THE GAME (Tommy Edwards)
2. COLD, COLD HEART (Tony Bennett)
3. AND SO TO SLEEP AGAIN (Patti Page)
4. SOLITAIRE (Tony Bennett)
5. THE WORLD IS WAITING FOR THE SUNRISE (Paul-Ford)
6. OVER AND OVER AGAIN (Tommy Edwards)
7. OVER A BOTTLE OF WINE (Tony Martin)
8. DOWN YONDER (Frank Pettry)
9. ROLLIN' STONE (Roy Anthony)
10. BEYOND THE BLUE HORIZON (Maggie Winterhalter)

Bob Stevens
WVCG—Coral Gables, Fla.
1. TENDERLY (Dave Rose)
2. ONE SWEET LETTER (Patti Page)
3. IT'S ALL IN THE GAME (Tommy Edwards)
4. UNDECIDED (Amos Bros-Les Brown)
5. WHILE YOU DANCED, DANCED, DANCED (Georgia Gibbs)
6. OLD SOFT SIOE MARTINEC-SHOO (Sarah Vaughn)
7. SIN (Buddy Williams)
8. TENDERLY (Rolfe Marlette Oora)
9. TENNESSEE BLUES (Dilling Sisters)
10. SOLITAIRE (Tony Bennett)

Frank White
KMYR—Denver, Colo.
1. DOWN YONDER (Frank Pettry)
2. COLD, COLD HEART (Tony Bennett)
3. AND SO TO SLEEP AGAIN (Patti Page)
4. UNDECIDED (Amos Bros-Les Brown)
5. WHILE YOU DANCED, DANCED, DANCED (Georgia Gibbs)
6. OLD SOFT SIOE MARTINEC-SHOO (Sarah Vaughn)
7. SIN (Buddy Williams)
8. TENDERLY (Rolfe Marlette Oora)
9. TENNESSEE BLUES (Dilling Sisters)
10. SOLITAIRE (Tony Bennett)

Ed Perry
KFRE—Fresno, Cal.
1. DOWN YONDER (Champ Butler)
2. COLD, COLD HEART (Tony Bennett)
3. I CAN GET IDEAS (Tony Martin)
4. IN THE COOL, COOL, COOL OF THE EVENING
5. OVER A BOTTLE OF WINE (Tony Martin)
6. SIN (Vendoson Churchill)
7. HEY, GOOD LOOKIN' (Fran-D'Connell)
8. HEY, GOOD LOOKIN' (Laird-Moore)
9. SHANGHAI (One day)
10. SLOW FKEE (Pew West King)

Don Grady
KHKN—Des Moines, Iowa
1. UNDECIDED (Amos Bros-Les Brown)
2. COLD, COLD HEART (Tony Bennett)
3. BECAUSE OF YOU (Tony Bennett)
4. THE WORLD IS WAITING FOR THE SUNRISE (Paul-Ford)
5. DOWN YONDER (Joe Carr)
6. I CAN GET IDEAS (Larry Armstrong)
7. BECAUSE OF YOU (Les Baxter)
8. COLD, COLD HEART (Tony Williams)
9. SIN (Eddy Howard)
10. MAM AND DAD'S WALTZ (Lefty Frizzell)

Bill Silbert
WWJ—Detroit, Mich.
1. SIN (Four Acres)
2. BLUE VELVET (Bill Farrell)
3. I RAN ALL THE WAY HOME (Buddy Greco)
4. IT'S ALL IN THE GAME (Tommy Edwards)
5. HALF A LOVE (Roy Ellis)
6. PASS THE BASKET (Woody Herman)
7. JUST A MOMENT MORE (Sarah Vaughn)
8. A PETAL FROM A ROSE (Horace Kaye)
9. ADEHRIN (Vivian Vance)
10. I CAN'T HELP IT (Guy Mitchell)

Ted Steele
WMCA—New York, N. Y.
1. UNFORGETTABLE (Net "Kings" Col)
2. AND SO TO SLEEP AGAIN (Patti Page)
3. WITH ALL MY HEART AND SOUL (Perry Como)
4. SIN (Eddy Howard)
5. TURN BACK THE HANDS OF TIME (Edith Fisher)
6. CHARMAINE (Henderson)
7. I'LL HOLD YOU IN MY HEART (Edith Fisher)
8. I CAN GET IDEAS (Tony Martin)
9. WHISPERIN' (Paul-Ford)
10. IT'S ALL IN THE GAME (Tommy Edwards)

Donn Tabbetts
WYGL—Cleveland, N. H.
1. BECAUSE OF YOU (Tony Bennett)
2. SIN (Eddy Howard)
3. I GO CRAZY (The Four Knights)
4. IT'S ALL IN THE GAME (Tommy Edwards)
5. I'LL CRY ANYMORE (Tony Bennett)
6. THE WORLD IS WAITING FOR THE SUNRISE (Paul-Ford)
7. ROOGIE WOOGIE MARSH (Buddy Marve)
8. THE BLUES (Bobby Flanagan)
9. COLD, COLD HEART (Tony Bennett)

David Walshak
KCTC—Springfield, Tex.
1. BECAUSE OF YOU (Les Baxter)
2. DOWN YONDER (Champ Butler)
3. SIN (Eddy Howard)
4. COLD, COLD HEART (Tony Bennett)
5. AND SO TO SLEEP AGAIN (Patti Page)
6. IN THE COOL, COOL, COOL OF THE EVENING
7. COLD, COLD HEART (Tony Martin)
8. UNDECIDED (Amos Bros-Les Brown)
9. HOW NEAR TO A QUEEN YOU ARE
10. NORTHERN WIND (Buddy Marve)

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

November 3, 1951

NO. 1 (IT'S NO) SIN 122.6
AB—Abbey
AL—Adams
AP—Apollo
AT—At-Lift
CA—C™
CH—Chess
CS—Columbia
DA—Dana
DD—Dana
EM—Emerson
GR—Gitan
HI—Hi
INT—Intro
LS—London
MC—Mercury
MG—MGM
MG—MGM
MN—National
NP—National
PF—Peacock
SF—Shades
SM—Small
ST—Sire
SIT—Sit—In
SP— Specialty
TD—Tempo
TR—Tribute
VI—Victoria

1—(IT'S NO) SIN 122.6
CO-39567 (4-39567)—SANY
Jazz Time
Sucks Feet
DE-27719 (4-27719)—ARThUR
Love Of A Dying
DE-27784 (7-27784)—MORGAN
Jambalaya
ME-5711 (571144)—EDDY
HOWARD W.
MG-11066 (110660)—ELLY
HAYNES WILLIAMS Q.
VI-20-420 (47-420)
YV-1-A1—FOUR ACE
2—Because Of You 116.8
CA-1651 (1-1651)—LES BAXTER
Under
CO-39362 (4-39362)—TONY
CR-64640 (646400)—MODERN
IVORY O.
CO-65061 (650610)—ERROL
BUTTERFIELD
You Might Have Been
DE-27666 (9-27666)—LITTLE
Honey & Braven
Out Of Breath
DE-27816 (9-27816)—LOUIS
ARMSTRONG
Soda & Lotion
ME-5643 (564324)—ELLSY
WILLIAM BARBER
Goin' Home For Good
MG-10643 (106430)—JOHNNY
DE MUSOMELLO
VI-10-3425 (47-3425)—JAN FEENEE
What Is It A Drop
3—Cold, Cold Heart 97.8
CO-39449 (4-39449)—TONY
DE-27761 (9-27761)—WILLIE
TENNESSEE BRIDES
DE-27816 (9-27816)—LOUIS
ARMSTRONG
Because Of You
ME-5693 (569320)—TIPPA
FONTEAN
The Second Time
MG-5792 (579224)—DINAM
Mixed Emotions
MG-10094 (100940)—SAMMY
WILLIAMS
VI-20-4274 (47-4274)—FATS
FONTESSORS
I Got The Blues When It Rains
4—1 Grit Idea 91.6
CA-1571 (1-1571)—LOUIE LEE
EAD}
You Talkin' To Me
DE-27720 (7-27720)—LOUIS
ARMSTRONG
Kiss To Build A Hand
VI-20-4141 (47-4141)—TONE
Martin
Tell Me About It
World Is Waiting For The Sun 79.2
CA-1748 (1-1748)—LES PAUL & Q
Whispering
DE-27730 (7-27730)—PERRY
BOTTEN
Bolton's Ramo Piano
Down Yonder 53.7
AB-15053—LAWRENCE "Pine Book"
COOK
Tap Rio Rag
CA-1771 (1-1771)—"FINGERS" CARR
Whispering
CO-39533 (4-39533)—CHAMP
BUTLER
Burlington Railroad
DE-46362 (463620)—SHARKEY
CARMACK
DE-46355 (463550)—STEVE
COLEY
KI-986 (986-986)—EDDIE
SMITH & THE CHIEF
Sweat Band Of Saints
ME-5655—CLEW WATTS
MG-11067 (110670)—PETTY
FRANK
Precious
Nov. 3, Oct. 27

1—(IT'S NO) SIN 122.6
CO-39567 (4-39567)—SANY
Jazz Time
Sucks Feet
DE-27719 (4-27719)—ARThUR
Love Of A Dying
DE-27784 (7-27784)—MORGAN
Jambalaya
ME-5711 (571144)—EDDY
HOWARD W.
MG-11066 (110660)—ELLY
HAYNES WILLIAMS Q.
VI-20-420 (47-420)
YV-1-A1—FOUR ACE
2—Because Of You 116.8
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Under
CO-39362 (4-39362)—TONY
CR-64640 (646400)—MODERN
IVORY O.
CO-65061 (650610)—ERROL
BUTTERFIELD
You Might Have Been
DE-27666 (9-27666)—LITTLE
Honey & Braven
Out Of Breath
DE-27816 (9-27816)—LOUIS
ARMSTRONG
Soda & Lotion
ME-5643 (564324)—ELLSY
WILLIAM BARBER
Goin' Home For Good
MG-10643 (106430)—JOHNNY
DE MUSOMELLO
VI-10-3425 (47-3425)—JAN FEENEE
What Is It A Drop
3—Cold, Cold Heart 97.8
CO-39449 (4-39449)—TONY
DE-27761 (9-27761)—WILLIE
TENNESSEE BRIDES
DE-27816 (9-27816)—LOUIS
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ME-5693 (569320)—TIPPA
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MG-5792 (579224)—DINAM
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CARMACK
DE-46355 (463550)—STEVE
COLEY
KI-986 (986-986)—EDDIE
SMITH & THE CHIEF
Sweat Band Of Saints
ME-5655—CLEW WATTS
MG-11067 (110670)—PETTY
FRANK
Precious
Nov. 3, Oct. 27

"It's What's in THE CASH BOX That Counts!"
Nov. 3 Oct. 27
ME-5610 (569545)—ROBBI WATSON
Sweeat Of Yesterday
VI-20-437 (4-4177)—HEBBIE
GRIFFIN
I Fall In Love With You Every Day
21—Cocktail
DE-27799 (9-17799)—DONNEIL GILBERT
Bule Blinde 2.3
ME-5649 (569645)—VICKY DOMONE
It's A Long Way
22—Sweet Violet
DE-2668 (9-17668)—LONELY
Ladie, Little Bobbi
ME-5673 (476673)—BOBBY DREW
I Don't Care If You
VI-20-4174 (474374)—DINAH SHORE
If You Turn Me Down
23— owned A Bottle
ME-20-4320 (472042)—TONY MARTIN
You'll Know
24—Rollin' Stone
DE-27793 (9-17793)—TERRY STUART
Step Away
VI-20-4260 (474260)—DINAH SHORE
With All My Heart
25—If Teardrops Were
CO-39488 (4-39488)—GILLETTE RANDALL
If You
VI-20-4153 (474153)—TONY MARTIN
Heart
26—Gambella
CO-39370 (4-39370)—STAFFORD & LAINE
Hey, Hey, Hey, Hey Lookin'
27—With All My
CA-1810 (F-1810)—ARLTON ANTHONY
Heart and Soul
LO-1053 — Be My App
VI-20-4156 (474156)—HARRY CONWAY
Rainy Stone
28—Castle Rock
CA-1716 (F-1716)—DAVE BARBER
Lone Bardi
CO-39357 (4-39357)—WINIFRED JAMES
Deep Night
LO-1053 — Be My App
VI-20-4156 (474156)—HARRY CONWAY
Rains On
29— I Won't Cry
ME-20-4159 (9-204159)—JERRY COMO
Raffo Stone
30—The Castle Rock
CA-1716 (F-1716)—DAVE BARBER
Lone Bardi
CO-39357 (4-39357)—WINIFRED JAMES
Deep Night
LO-1053 — Be My App
VI-20-4156 (474156)—HARRY CONWAY
Rains On
31—Couldn't Help
ME-10932 (K10932)—ELLIE MARTIN
On
32—Wonder Why
CA-1A56 (1-156)—HELVIN LYNCHON
Mine And Mine Alone
CR-6050 (9-6050)—GERTIE
Dark Is The Night
33—Is It A Dream
DE-27640 (9-27640)—GOTOMARO
Dark Is The Night
ME-5669 (569669)—VICKY DOMONE
I Can See You
MG-3639 (K0639)—JANE POWELL
MGM-1090 (K0109)—BUBY RANDLE
Pondora
VI-20-4160 (474160)—VAGHNE MONROE O.
Dark Is The Night
34—In the Cool
CA-1703 (F-1703)—DEAN MARTIN
Bansu Nuni
DE-2466 (9-2466)—FRANKIE LANE-JO STAFFORD
That Good, That Good
35—If You Turn Me Down
DE-25260 (9-25260)—LES BROWN
If You Turn Me Down
DE-27670 (9-27670)—SING GROOVE
Miste Cristina Comsoba
MG-11203 (K11203)—NELLIE TUCKER
Louie Train
36—While You
ME-5641 (476641)—GEORGE DORSEY
While We're Young
VI-20-4160 (474160)—FLANAGAN
37—Longing For You
BR-1008 (100845)—LARRY CLINTON & PAULETTE SISTERS
Do What You Feel
CA-1731 (F-1731)—DAVID JENKINS
Dorothy
DE-2466 (9-2466)—FRANKIE LANE-JO STAFFORD
Plumle Nelly
39—You
ME-5646 (476646)—GEORGE CATES
Hi-Diddle-Diddle
DE-27703 (9-27703)—BLISS MORGAN
Jenice
39—You
DE-27706 (9-27706)—DICK SMITH
Sammy Butler
LO-1086 (45-1086)—FRANKIE LANE-JO STAFFORD
Purpose
ME-5655 (365545)—VICKY DOMONE
The Son Of A Sailor
ME-10121 (K10121)—TOMMY DODSON
I'm Ready For You
VI-20-4379 (474379)—CARTER MASTICE
43 — Just One More Chance
CA-1825 (F-1825)—FRANKIE PAUL & MARY FORD
I See You
ME-5768 (576845)—DINAH SHORE
I Love You
35—The Old Soft Shoe
ME-5670 (576745)—MURRY KALLEN
I Wll Find A Daddy
ME-20-4113 (9-204113)—DINAH SHORE
Washington
Conkling Lauds New Record Industry Assn.

NEW YORK—In applying for membership in the new Record Industry Association of America, James B. Conkling, president of Columbia Records, this week issued the following statement:

"In behalf of Columbia Records, Inc., I am pleased to announce that Columbia Records, Inc., has applied for membership in the newly formed Record Industry Association of America, Inc.

"In my opinion, this is the most constructive step taken by the record industry in its fifty or more years of existence. Our industry has not been one that in the past was able to find it possible to work cooperatively among its members to improve relations between the record industry and the public, the dealers, the music publishers, and the many other groups with whom we are in active contact. This Association, in my opinion, represents a real possibility for cooperation among ourselves for the benefit of these many groups.

"This Association presents for the first time an opportunity for all phonograph manufacturers, whether large or small, to work together; and it is my sincere hope that its membership will include everyone presently active in our industry.

"We are deeply indebted to the far-sighted efforts of those gentlemen who have had the courage to undertake the formation of this Association—specifically, to Milton R. Reckmull, President of Decca Records, Inc., Glenn E. Wallichs, President of Capitol Records, Inc., and Frank Walker, President of MGM Records."

Cleveland Ops Hosts To Recording Stars

CLEVELAND, OHIO—The Cleveland Phonograph Merchants Association were hosts to a gala roster of stars at an after theater party in the Brilliant Star of the Hotel Hollenden on Friday, October 19.

Jan Powell, Carlton Carpenter and Fran Warren, all MGM Record stars, Buddy Greco, who's on the Coral label, and Anita O'Day and The Page-Cavanaugh Trio were the honored guests at the affair which had the town's leading disk jockeys, newspaper people and radio and television personalities in attendance.
MGM Appoints Jersey Distrib

NEWARK, N. J.—All State Distributors, 10 Warren Street in Newark, has been appointed MGM Record Distributor in New Jersey. Sid Rosenberg is head of the firm.

Zenith Records, the New York distributor for MGM formerly had the Jersey territory operating out of Orange. Zenith has now given up the Jersey distributorship but retains its position in the New York and Chicago areas.

Coral Signs Dorothy Shay

NEW YORK—The announcement has been made by Jimmy Hilliard, Vice President in Charge of Recording at Coral Records, that "The Park Avenue Hillbillies," Dorothy Shay, has been signed to an exclusive Coral recording contract.

A natural for smart supper clubs, she has worked at New York's St. Regis, La Martinique, the Belmont Plaza, Waldorf Astoria, the Mark Hopkins in San Francisco, the Palmer House in Chicago, Ciro's in Hollywood and other top show places. She has more recently been heard as the feminine singing star of the Coca Cola network, at 99 with Spike Jones. Although known nationally through her night-club and radio appearances, it wasn't until her smash record of "Feudin' Fussin' and Fightin'" that she became a star.

Meyers Follows "Sin" With Xmas Tune

NEW YORK—James E. Myers, who supervised the Four Aces' recording of "Sin" and set up national distribution on it together with doing its initial promotion, is following it up with "I Don't Want To Be Alone For Christmas," written by Dr. Louis Menaker and Ted D'Ondorio. The song is in the Jem Publications catalogue and has already been recorded by Al Russell on the Columbia label.

McKelvey, Okun Join Forces

NEW YORK—Lige McKelvey and Henry Okun, both veteran disk promotion men, have joined forces as disk promotion consultants. The pair's services will be available to publishers, record manufacturers and artists.

Their plan is to build entire campaigns featuring contacts among juke box operators, disk jockeys and distributors.

Both men are considered deans in the field having been in it approximately 15 years.

Garner Inks Columbia Pact

NEW YORK—Erroll Garner this week signed a term contract with Columbia Records. Although Garner has recorded exclusively for Columbia during the past fifteen months, this is the first time he is entering into a term agreement with the disk company. This also marks the first time in Garner's recording career, which has encompassed more than thirty labels, that he has been committed exclusively to any company.

Garner's latest Columbia release is "Robins Nest," backed by "Talk Of The Town." He is currently working with Mitch Miller to plan for another recording date, to take place before he leaves New York, November 7th, where he currently is appearing at the Embers.

Garner's new deal with Columbia calls for twelve sides and two albums per year.

Mindy Carson Has Baby

NEW YORK—Mindy Carson, wife of Eddy Joy, gave birth to a 7-pound baby girl on Saturday, October 30 at Doctor's Hospital in New York. The baby has been named Jody.

Another Big Shipment Arrived

BRAND NEW $10.00 RECORDS PER 100

$85 Per 1000

(1/3 Deposit, Balance C.O.D.)

SAMPLE ORDERS INVITED

HARRIS-RICKLIN

2523 W., PICO BLVD., LOS ANGELES, CALIF.
(PRICE: DUNHILL 3-7005)

Another BMI Pin-Up Hit

"ALWAYS, ALWAYS"

Published by HOLLIS MUSIC

PERCY FAITH (Columbia)

JUNE VALLI with HUGO WINTERHALTER (Victor)

VICTOR YOUNG . . . (Decca)

Licensed Exclusively by

BROADCAST MUSIC, INC.
The Cash Box, Music

November 3, 1951

The Top Ten Tunes Notting Heaviest Play, Compiled From Reports Submitted Weekly To The Cash Box, By Leading Music Operators In New York City's Harlem Area; Chicago's South Side, and New Orleans.

1. SMOOTH SAILING
   Ella Fitzgerald
   (Decca 27693)

2. GLORY OF LOVE
   Five Keys
   (Aladdin 3099)

3. I'M WAITING JUST FOR YOU
   Lucky Millinder
   (King)

4. THE MASQUERADE IS OVER
   Bette McLaurn & Eddie Wilcox Orch.
   (Derby 766)

5. FOOL, FOOL, FOOL
   Clovers
   (Atlantic)

6. I'M JUST A FOOL IN LOVE
   Orioles
   (Jubilee 5061)

7. BECAUSE OF YOU
   Tab Smith
   (United 104)

8. GLORY OF LOVE
   Five Keys
   (Aladdin)

9. I'M IN THE MOOD
   John Lee Hooker
   (Modern 835)

10. BLOODSHOT EYES
    Wynonie Harris
    (King)

11. I GOT LOADED
    Peppermint Harris
    (Aladdin)

12. FOOL, FOOL, FOOL
    Clovers
    (Atlantic)

13. BLOODSHOT EYES
    Wynonie Harris
    (King)

14. I'M JUST A FOOL IN LOVE
    Orioles
    (Jubilee 5061)

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    Clovers
    (Atlantic)

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    (United 104)

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    Five Keys
    (Aladdin)

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    John Lee Hooker
    (Modern 835)

20. BLOODSHOT EYES
    Wynonie Harris
    (King)

21. I GOT LOADED
    Peppermint Harris
    (Aladdin)

22. FOOL, FOOL, FOOL
    Clovers
    (Atlantic)

23. BLOODSHOT EYES
    Wynonie Harris
    (King)

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    Wynonie Harris
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31. I GOT LOADED
    Peppermint Harris
    (Aladdin)

32. FOOL, FOOL, FOOL
    Clovers
    (Atlantic)

33. BLOODSHOT EYES
    Wynonie Harris
    (King)

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    Orioles
    (Jubilee 5061)

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    Bette McLaurn & Eddie Wilcox Orch.
    (Derby 766)

36. FOOL, FOOL, FOOL
    Clovers
    (Atlantic)

37. BECAUSE OF YOU
    Tab Smith
    (United 104)

38. GLORY OF LOVE
    Five Keys
    (Aladdin)

39. I'M IN THE MOOD
    John Lee Hooker
    (Modern 835)

40. BLOODSHOT EYES
    Wynonie Harris
    (King)
HOW MANY MORE YEARS?
The Howling Wolf (Chess)

FOOL, FOOL, FOOL
Cleveland (Atlantic)

T-99 BLUES
Jimmy Nelson (R. P. M.)

SEVEN LONG DAYS
Charles Brown (Aladdin)

I’M IN THE MOOD
John Lee Hooker (Modern)

PRAYIN’ FOR YOUR RETURN
Percy Mayfield (Specialty)

I GOT LOADED
Peppermint Harris (Aladdin)

SMOOTH SAILING
Ella Fitzgerald (Decca)

FOOL, FOOL, FOOL
The Clovers (Aladdin)

GLORY OF LOVE
Five Keys (Aladdin)

BEST WISHES
Roy Milton (Specialty)

ROCKIN’ CHAIR
Fats Domino (Imperial)

SEVEN LONG DAYS
Charles Brown (Aladdin)

BIG TOWN
Roy Brown (De luxe)

JUNCO PARTNER
James Waynes (Sittin’ In)

THE MASQUERADE IS OVER
Bette McLauren (Stereo)

OAKLAND, CAL.
1. Fool, Fool, Fool (The Clovers)
2. Howling Wind (Joe Turner)
3. I’m In The Mood (Joe Turner)
4. I’m Gonna Have Fun Over You
5. I’m Gonna Have Fun Over You (Ella Fitzgerald)

ATLANTA, GA.
1. I’m In The Mood (John Lee Hooker)
2. Glory Of Love (The Clovers)
3. Foot, Foot, Foot (The Clovers)
4. Because Of You (Tab Smith)
5. Smooth Sailing (Tab Smith)
6. The Glory Of Love (Tab Smith)
7. The Glory Of Love (The Clovers)
8. I’m Just A Foot In Love (The Clovers)
9. Seventeen Long Days (Charles Brown)
10. Globe Trotter (Johnny Hodges)

KANSAS CITY, MO.
1. T-99 (Jimmy Nelson)
2. Glory Of Love (The Clovers)
3. I Got Loaded (Five Keys)
4. Foot, Foot, Foot (The Clovers)
5. Because Of You (Tab Smith)
6. Smooth Sailing (Tab Smith)
7. Tonight You Belong To Me (Tab Smith)
8. I’m Just A Foot In Love (Ella Fitzgerald)
9. Seven Long Days (Charles Brown)
10. Globe Trotter (Johnny Hodges)

MILWAUKEE, WIS.
1. Cold Cold Heart (Dinah Washington)
2. Hey, Little Girl (John Godfrey Trio)
3. Still A Fool (Buddy Waters)
4. Smooth Sailing (Ella Fitzgerald)
5. Sixty Minutes Of Happiness (Ella Fitzgerald)
6. Glory Of Love (Ella Fitzgerald)
7. Foot, Foot, Foot (The Clovers)
8. Blow, Joe, Blow (Joe Turner)
9. Chains Of Love (Joe Turner)
10. T-99 Blues (Jimmy Nelson)

SNOOLS, IND.
1. Casile Rock (Johnny Hodges)
2. I Got Loaded (Peppermint Harris)
3. The Howling Wind (Joe Turner)
4. Sixty Minutes Of Happiness (Ella Fitzgerald)
5. Blues In Your Heart (Percy Mayfield)
6. Chains Of Love (Joe Turner)
7. Glory Of Love (Ella Fitzgerald)
8. Smooth Sailing (Ella Fitzgerald)
9. Foot, Foot, Foot (The Clovers)
10. T-99 Blues (Jimmy Nelson)

AL HIBBLET’S
"I Love You"
backed by
"My Little Brown Book"
CHESS RECORD NO. 1481

THE MOST UNIQUE SOUND IN ALL RECORD HISTORY!
Eddie Johnson's
"Cold, Cold Heart"
backed by
"Walk Softly"
CHESS RECORD NO. 1488

NOTICE: Not an echo chamber. But, instead, a brand new and differently unique sound never before used in the entire history of the recording industry. Watch the imitators come piling in one after the other. By first with Eddie Johnson’s great NEW IDEA in record history. After you hear this disk tell us what you believe creates this different and unique sound arrangement.

QUICK RUSH YOUR ORDER NOW!

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Chicago 15, Illinois

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Apollo
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BRAND NEW
SMASH-HIT Releases

ZOOMING TO THE TOP A TWO-SIDED CLICKEROO!
Jo HIBBLET'S
"I Love You"
backed by
"My Little Brown Book"
CHESS RECORD NO. 1481

THE MOST UNIQUE SOUND IN ALL RECORD HISTORY!
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(Tel. Oakland 4-6113)

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

with Sam Evans

Back at our desk after a week of duck hunting in Northern Michigan, the legal limit was easily met and the urge to go beyond was curbed by a big hat man with a shiny badge and most determined manner. The mall bag is hanging with replies to our last bit on Sensational Blues. Never dreamed it would kick up such a dust cloud. A forthcoming article on payments to artists for recording sessions by certain companies may start even more “dust-stirring.” Reports are, that too often, a “half pint,” or maybe a real big half, will serve to “cut a session.” Cash payment is deferred until a later date. This to give the company a chance to see if the record has anything.

HADDAA BROOKS, the piano beauty, is currently grasping the bars across the country, since her picture was chosen to decorate posters for a major beer company, SY GREVER, stranger and hard man, may be seen on the radio circuit, for another of Milwaukee’s brews. “Mr. Castle Rock,” JOHNNY HODGES, this week will join the aforementioned due to make it a trio, when he goes on poster for a third maker of audy froth, ILLINOIS JACQUET, does likewise for a wine. LOUIS JORDAN, must have had a “Three Handed Woman” in mind, when he agreed to endorse an “86% proofer.” The moral is: if you can smile, and look like you’re enjoying either wine, whiskey or beer, you can get $300 or $400 for your pocket, a case of the stuff, and some mighty nice free publicity.

Chicago’s Strand Bar packed riteful with fans of HORACE HENDERSON, who has one of the hottest, maddest five piece outfits heard in these parts in many a moon. Some record company should get in there now and grab this versatile and highly trained band. AL HIBBLES scores again on Chess label with a new, “Little Brown Book,” composed by BILLY STRAYHORN and b/w “I Love You.” ECCIL GANT whose fame has come too late, has a beautiful half-singing, half-recitation number, in “God Bless My Daddy,” on Decca. MONTE PASSARIS glassing out cigars because of the sales on “Pool, Pool, Pool” by THE CLOVERS.

IRV GREEN crying in his glass of milk (sucks, you know) when ELLA FITZGERALD re-rapped with Decca. ELLA would have given Mercury the top names in Rhythm and Blues plus Jazz. New York distributor JERRY BLALINE shipping his own label, Jubilee, with the ORIOLES, doing an excellent job on, “You Just A Fool In Love.” For it is a heartwarming, spirit moving Gospel singing at its best listen to MAHALIA JACKSON on her Apollo record. MAHALIA recently worked to a packed house on the celebration of her 25 years in serving God through the medium of splendid Spiritual and Gospel music. After her sell-out in Chicago, she went on another tour to St. Louis.

SOON THE #1 HIT! SAVOY #2816

“LITTLE BOY” “HOW LONG MUST I BE BLUE” by LITTLE SYLVIA

PRESTIGE RECORD CO. 754 10TH AVE., PL 7-7426

GET WITH PRESTIGE R&B MONEY MAKERS

Current HOT Parade
1. "GLORY OF LOVE" b/w "It’s No SIN"
   Sensational Echo Chamber
   Sax Solo by LEM DAVIS
   Prestige 2911
   Initial Order Shipped Within 24 Hours

2. "EACH TIME"
   Great Quartet by THE CABINERS
   Prestige 2912

3. "GOODBYE BLUES"
   By RALPH WILLIS, Vocal & Guitar
   PRESTIGE 2913

THE CASH BOX

JAZZ ‘N’ BLUES REVIEWS

AWARD O’ THE WEEK

"LONESOME FOR MY BABY" (2:42)
"ROCK MY SOUL" (2:38)
JOAN SHAW & BILLY FORD
(Abbie 1030)

JOAN SHAW
- Joan Shaw and Billy Ford conjure up a bit of pleasant harmony on a lovely tune on the top deck. The duo’s treatment plus the quality of the melody add up to a side that has all the makings of a big seller. This blues ballad titled, “Lonesome For My Baby” is a slow and easy going tune. A pretty sounding sax plus also touching the vocal job turn in by Joan and Billy. The lower half finds Joan taking a jump item by herself and delivering a strong and dynamic vocal. The orchestra, under the baton of Billy Ford, supplies a powerful musical backing to complete a whole half. This level too has great jazz box potential. However, the side that’s gonna be heard again and again will be the first half. One can’t afford to wait if they want to enjoy the play this number is going to.

ROYAL PEACOCK BOOGIE

(2:44)
"NEW KIND OF FEELIN’" (3:09)
CLAY BRADY & ROY MAYS ORCHESTRA
(Decca 48247; 9-48247)

A couple of instrumentalists are obviously a good band. Their arrangement is clean cut, the solos well planned and executed. They are a solid set.

"WEEK DAY BLUES" (3:07)
"SUGAR BOUNCE" (2:42)
RED SAUNDERS ORCHESTRA

- The upper end is a forceful blues number done slowly by the Red Saunders orchestra. Joe Williams turns in a couple nice individual solos that make this a listenable half. The lower deck is a lively jump tune that’s wild and woolly and sounds great real great. We like the number two side.

"THE GLORY OF LOVE" (2:32)
"SIN" (2:29)
WILLS DAVIS ORCHESTRA
(Prestige 911)

- The Wills-Davis orchestra, offering a couple of nice up-tempo numbers that are presently riding high. Len Davis handles the alto sax and comes up with two good ends. The style and treatment mark this disk which has a novel presentation. Osa should definitely get with this one.

"SUNSET TO DAWN" (2:36)
"FEEL LIKE CRYIN’ AGAIN" (2:43)
MEL WALKER & JOHNNY OTIS ORCHESTRA
(Savoy 821)

- An appealing blues item is sent over filled with lots of suspense and features a couple of nice saxophone solos. The sax is soft and with lots of feeling, which helps bring the number through. The bottom lid is a jump tune in which the orchestra shows up strong enough to make this another listenable side.

"CRYIN’ AND SINGIN’ THE BLUES" (2:43)
"TILL HIM THAT I NEED HIM SO" (2:15)
LITTLE ESTHER
(Federal 10242)

- Little Esther with the big voice of the month Braddy and the Red Mays orchestra. The first side is a fast moving number with a boogie beat and featuring lots of piano. The second side is a slow and low down blues item that shows up a good sounding manin sax. Osa needing musical material of this nature ought to check here.

"I GOT LOADED" (2:28)
"CHAIN OF LOVE" (3:14)
EARL BOSTIC
(King 4491)

- A pair of current favorites are belted home by Earl Bostic and his orchestra with a vocal assist by Clyde Terrell. Earl and his great sax also add to this driving number. The under deck is a slow but forceful tune that is carried through easily by the same artists. Osa know what Earl can do for a song.

"BALTIMORE BOUNCE" (2:55)
"NOW RIDE ‘D’ TRAIN" (2:54)
AL SEARS ORCHESTRA
(King 4491)

- A couple of interesting instruments are brewed up by Al Sears and his orchestra on this new waxing. The first end is a slow and feathery tune and features a fine sax. The lower half is a pretty arrangement of a jump tune that shows the entire brass section to good advantage. Osa oughta lend an ear.

"MAKE HER SEE THINGS MY WAY" (2:44)
"I’M NOT SUSPICIOUS, BUT" (2:25)
JOE FRTITZ ORCHESTRA
(Peacock 1581)

- The top end offers Joe Fritz and his crew of two fine blues items. The vocal is piped softly and with lots of feeling, which helps bring the number through. The bottom side is a jump tune in which the orchestra shows up strong enough to make this another listenable side.

HOTTEST RECORD in New Orleans, Dallas and other SPOTS

FATS DOMINO

ROCKIN’ CHAIR

IMPERIAL RECORD CO., INC.

6425 Hollywood Blvd.
Hollywood 28, Calif.

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

CHICAGO—Elated over the grand job turned out on "Whispering Shadows," Jimmy Martin of Sharp Records sits at the piano while Morry Goldman, Sharp sales manager looks on. To the right are Elaine Rodgers and Danny Parker who recorded the number, which is beginning to make noise.

Dot Records Expands

GALLATIN, TENN. — Randy Wood, president of Dot Records, has announced that Al Bennett, formerly with Decca, has joined the firm as national sales and promotion manager.

Dot has been going strong with its hit "San Antonio Rose" by John Maddox and the rest of the Dot catalogue has also been getting attention. During the coming winter Wood expects to place emphasis on the pop, kiddie, and folk and western fields along with the rhythm and blues line.

Witkowski Hits Jackpot

NEW YORK—Bernie Witkowski, (Wyte) famed Polka band leader, heard on Dana label, hit the jackpot on N. B. C. "Live Like a Millionaire" show, Friday October 19th.

Bernie's six year old daughter, Arlene, helped her daddy win by singing a cute ditty called "Passy Cat". Her daddy played the clarinet and gave his interpretation of the "Clarinet Polka". He won by receiving 22,000 points on the applause meter.

As a gift from the sponsor, General Mills, he and his family will live like millionaires at Philadelphia's Penn Sheraton Hotel, for one week. During that week he will drive a brand new Pontiac supplied by the sponsor. Besides this he will receive, interest for one week on a million dollars, a seventeen inch RCA television set with record player, a seventeen jewel diamond Grun precision wrist watch, a Keepsake diamond ring for his wife, Marianne, and a $50.00 bond for Arlene.

Peerce In Pop Release

NEW YORK — About the same time Jan Peerce’s memorable performance of Dona Jose in RCA Victor’s superb full-length recording of "Carmen" makes its appearance, he will be represented on record racks with two Pop tunes in a Spanish vein. "Valencia" and "Amapolita" are coupled in a new 10 inch Special by Peerce, who, like Lanza, is equally at home in the classical or light-classical medium and has a wide following in both fields.

The versatile tenor’s new release follows his straight readings of "What Is A Boy" and "What Is A Girl". Both of the new sides were cut in England during Peerce’s recent sojourn there, with Anatole Fistoulari conducting the Philharmonic Orchestra.

Please mention THE CASH BOX when answering ads—it proves you’re a real coin machine man!
Moon Mullican (King) spent several days last week with his father in Texas who was ill. Ken Marvin subbed for Mullican on a tour set through Georgia and the Carolinas.

Stuart Hamblen (Columbia) spent two days in Nashville on his way to New York from the West Coast.

Ernest Tubb (Decca) played Detroit and three Canadian dates last week. Tubb has set up a schedule of being on the road a week and in Nashville for a week. Schedule will allow WSM to use Tubb on more air and TV spots.

Carl Smith (Columbia) scheduled for Texas dates this week.

Moon Mullican (King) and Carl Smith (Columbia) set for double billing in Jackson, Miss., on November 1st and LaGrange, Ga., on November 2nd. Dates were arranged by A. V. "Bam" Bamford, Nashville booker, and is first time these two names have appeared together on the road.

Hugh Cherry returns to Nashville this week to take over vacancy left at WMKJ by Joe Allison's switch to WSM. Cherry left Nashville's WDKA some months ago for WMPS in Memphis where he has been to date.

William "Tubby" Weeks, well known in the mid-west is now playing with Chuck Thompson and his Melody Ramblers around Rockford, Illinois. Weeks lead own group until a year ago when group disbanded for health reasons.

Others in group are Jimmy Thompson, Horshall Maxwell, and the leader, Chuck Thompson. Groups options at the V & J Club have been exercised for the past eighteen months.

Nancy Lee (London) and The Hilltoppers are in their sixth year at WOWO in Fort Wayne, Indiana, where they do hour and half of live shows across the board. Group made up of Nancy Lee, Sam DeVincenzi, Jack Carmene and Roy Hansen. Group is featured in "American Barn Dance" TV films made in Chicago.

Don Law, Columbia country topster, has scheduled several sessions in Nashville this week.

THE CASH BOX

Folk and Western Record Reviews

"MY OLD PAL" (2:49) "BRAKEMEN'S BLUES" (2:13)

LEFTY FRIZZELL

(Columbia 20841; 4-20841)

- A wonderful tune and Lefty Frizzell can only add up to win a winner. With numbers like "Always Late," "Mom's And Dad's Waltz" and "I Want To Be With You Always" still running strong, Lefty throws another come in the race, titled by "My Old Pal." This row, down ballad carries all the warmth and infectious quality that Lefty is capable, much more than all. The melody is ear catching and with meaningful warbling to boot, nops should start stock up now. The second end is a slow blues item that is also on the receiving end of another Frizzell treatment and this can only mean more play in the boxes. The level that's gonna cause the big turkey is that sweet mess with the top deck and doesn't fare them well. The cleaning up with Lefty's hit, will find another money making friend in "My Old Pal."

"THAT LAST LOVE LETTER" (2:25)

"UNTIL I DIE" (2:30)

RAMBLIN' JIMMIE DOLAN

(Capitol 1832; F-1832)

- Ramblin' Jimmie Dolan cooks up a wonderful rendition of an interesting tune. Jimmie's classy piping of the lyrics makes this top end even stronger. The under lip is a simple and light, that's Jimmie and the boys bring home in a pleasant manner. We think it's gonna be the first level.

"I'M AFRAID OF YOUR KISSES" (2:46)

"BLUE FEDORA" (2:44)

CURLEY LIPHAM

(Decca 46372; 46372)

- Curley Lipham turns in a pleasant performance of a slow and pleasing ballad. Curley's soothing warbling matched with a fine musical backing makes this top end a good side. The level that's gonna cause the big turkey is that sweet mess with the top deck and doesn't fare them well. The cleaning up with Lefty's hit, will find another money making friend in "My Old Pal."

"THE STRANGE LITTLE GIRL NO. 2" (2:20)

"LET'S MAKE A LITTLE NO. 2" (2:35)

LOOZ & OSCAR

(Decca 46378; 46378)

- The harmonizing duo of Looz and Oscar find themselves with a cute jump tune on the upper level. The boys give it a thorough going over and come up with an interesting lip. Looz shows the artists to a greater advantage as they spin through a fast moving number with remarkable ease. We think it's the bottom level.

"SEARCH MY HEART" (2:54)

"MAKIN' BELIEVE, OUR LIE THERE" (2:42)

LEON MCLAULIFFE

(Columbia 20872; 4-20872)

- Leon McAuliffe and his western sound set up a fine musical setting for the vocalizing of Jimmy Hall. It's a slow ballad done in a listenable fashion and should make good jube box fare. The second end features Jimmy doing a great job on the lyrics to make this lower rid a fine sounding number. Ops have their choice of either side.

"ALWAYS TOGETHER" (2:44)

"MAYBE IT'S YOU AND MAYBE IT'S ME" (2:47)

RILEY CRABTREE

(Columbia 20873; 4-20873)

- The first half is a fair sounding item that ought to bounces right through. Riley Crabtree handles the vocal, with the assistance of a female singer, and finishes with a creditable job. The lower deck is a jump number that's given a listenable treatment by Riley. Ops have filler items here.

"It's What's in THE CASH BOX That Counts"
WASHINGTON — Both Defense Mobilization Director Charles E. Wilson and Defense Production Administrator Manly Fleischmann reported this past week that materials would be far short in supply during the first quarter of 1952.

Increased military demands have imposed a squeeze on everything else, they said.

Wilson said, "The decisions which have been reached are not happy ones for those who have had to reach them. They will not be pleasing to many material claimants."

Fleischmann stressed that this heavy first quarter (1952) demand by the military was not unexpected. "We have stated many times," he said, "that the difficulties would begin about now."

Fleischmann also said that most consumer products' producers would be allowed to use about 50% to 60% of what they used in 1951. This concerns steel, copper and aluminum.

But, Fleischmann said, less essential products requiring aluminum and copper will be drastically curtailed in the first three months of next year.

Manufacturers have been anxiously awaiting this news from NPA. They have been in the opinion of manufacturers and distributors that they feared their quota allotments of materials for the first quarter of 1952 would be tremendously curtailed.

They have since urged every operator and distributor to anticipate needs and order whatever possible as fast as possible. "There are manufacturers and distributors that had feared their quota allotments of materials for the first quarter of 1952 would be tremendously curtailed. They have since urged every operator and distributor to anticipate needs and order whatever possible as fast as possible. "There are manufacturers and distributors that had feared their quota allotments of materials for the first quarter of 1952 would be tremendously curtailed. They have since urged every operator and distributor to anticipate needs and order whatever possible as fast as possible. "There are manufacturers and distributors that had feared their quota allotments of materials for the first quarter of 1952 would be tremendously curtailed.

These manufacturers have complimented The Cash Box on its foresight into the probability that all metals would be drastically curtailed, especially in the first quarter of 1952.

They have urged their customers to read what has been printed in The Cash Box in which the facts have been published from time to time regarding slashed quotas of critical materials.

The news which has just come out of Washington was therefore no surprise to these manufacturers, or to others in the industry, who have been expecting something along this line for sometime now.

The only thing that ops and distribs can do is to properly prepare themselves as fast as they can for a dearth of new equipment beginning with the first quarter of 1952 and continuing possibly until the last quarter of that year, provided, of course, that raw materials can catch up at that time with the tremendous demand.

WASHINGTON, D.C. — The 1952 Ice Capades, which has begun its current tour from border to border and coast to coast, is featuring a specially built Wurlitzer Model 1400 phonograph in its ice extravaganzas called "Juke Box Jamboree.""John H. Harris, owner and producer of Ice Capades, contacted Wurlitzer over a year ago and outlined the ice show he had in mind," stated Ed Wurgler, general sales manager. "He wanted a phonograph; which would be colorful and eye-appealing, recognizable to the general public and which would have a name meaning music to millions. In complying with Mr. Harris's request, Wurlitzer prepared a standard Model 1400 cabinet so that it appeared identical both front and back. To accomplish this Wurlitzer designers added a selector panel, upright platters and grille to the rear of the phonograph and installed a plastic dome, clear on both sides as well as on the ends. The entire record stack and visible mechanism is chrome plated.

Since Ice Capades exhibits on arenas where customers must view the activity from all four sides, it was undesirable to have a portion of the audience looking at the rear of the phonograph. Wurlitzer overcame this problem with the new design treatment.

The Ice Capades show for 1951-52 has already appeared in Atlantic City; Pittsburgh; Syracuse, New York; Cleveland, Ohio and is currently playing in Philadelphia. Its next stop will be Buffalo, New York where November 7th has been set aside as "Wurlitzer Night." Hundreds of Wurlitzer employees and their families have already made reservations and will attend Ice Capades to see their product starring in this outstanding show.

Throughout the country Wurlitzer distributors are inviting operators to be their guests at Ice Capades and are reporting that Wurlitzer is tops in show business as well as a top earner in the automatic phonograph field.

The Ice Capades tour will continue until June 8th when it will close after playing the Pan Pacific in Los Angeles. Operators interested in a good show and a good boost for their business are urged to see the Wurlitzer as it appears in this year's Ice Capade.
"D" points the way to bigger play!

Designed to remind, made to be played, that's the new AMI Model "D". Every feature combines to catch the patron's eye and lead his hand (with money in it) to the coin chute.
USED MACHINE MARKET HITS NEW ACTION HIGH POINT FOR YEAR

Prices Continue to Soar as Used Equip’t Becomes More Scarce. Distsribus Combing Territories to Fill Orders. Trades on New Equip’t Sales Become Part of Every Deal. Even Higher Prices Expected as New Machine Production Continues to Fade.

NEW YORK — Distributors who sold equipment short, some weeks ago, and were sudden recipients of orders from almost everywhere in the country, now find themselves up against the serious problem of having accepted deposits with no machines to ship.

These men are literally combing their territories, in an effort to buy used machines, to fill the orders they have already taken, and the orders which they are receiving daily.

Many are crying over this situation. But, months ago, The Cash Box warned these men, and all others in the industry, "not to sell this business short!".

These men, therefore, who did sell the industry short are now suffering the consequences.

In fact, with the situation what it is today, many believe that prices for used machines will continue to go up and that the prices already reached in 1951 will be but piecemeal to what they will be sometime in 1952.

The situation is aggravating to some sellers, especially those who let go of late model used machines at almost sacrifice prices, the majority are heart and soul in the boom and are working with all might and main to meet the orders which they have taken, and are taking today.

It is already common knowledge that "used parts departments" are being set up by distributors.

These will prove even more important, it is reported, as the materials situations grows ever more tight.

In fact, the fading away of the new machines, as the trickle of materials begin to dry up, is one reason that prices of used machines are moving up, up and up each week.

Those who haven’t been checking "The Confidential Price Lists" in each week’s issue of The Cash Box had better start doing so immediately.

Furthermore, leading manufacturers have warned the field that materials are growing shorter in supply every day and that, because of these shortages, the ones had best prepare themselves by buying what they can buy while they can buy it.

The distributors are also echoing this same statement. True, they too because their quotas are being cut almost every week, are in the sad position of trying to supply all of their customers (both jobbers and operators) with new machines and, at the same time, trying to fill orders for used machines.

The situation grows more acute each week.
Rock-Ola’s “Universal Wall Box” Goes Into Production

Meets Demand of Dists To Rush Manufacture

CHICAGO—J. A. (Art) Weinand, vice-president and general sales manager of Rock-Ola Manufacturing Corporation, this city, announced this past week that the firm had just placed into production its new wall and bar box.

“‘This new unit will be called the Rock-Ola Universal Wall Box’, Weinand stated, ‘and will be off our production lines in the very near future.”

Demand from Rock-Ola distributors, almost everywhere in the country, to obtain these wall and bar boxes has continued to grow ever since the first showing.

The box can handle 50 selections. It can also handle 100 and even 200 selections.

J. A. (ART) WEINAND

It is one of the most flexible of all the new-type wall and bar boxes which have yet been shown to the juke box industry.

Art Weinand said, “David Rockola is extremely proud of his new ‘Universal Wall Box’ in view of the fact that it is so extremely flexible and that it will prove of tremendous good help to the nation’s automatic music operators.”

He also reported, “Tho we have just entered into production, we don’t want our distributors, nor the nation’s operators, to believe that ‘Universal Wall Box’ will come popping off our production lines immediately. ‘Just as soon as we possibly can’, he said, ‘we will deliver the new ‘Universal Wall Box’ to everyone who has already placed orders in advance.’

CHICAGO CHATTER COLUMN has a GREAT STORY! Turn To Page 37

NEW ORLEANS NOVELTY CO.
115 MAGAZINE STREET
NEW ORLEANS, LOUISIANA

THERE’S A BRIGHT SPOT IN EVERY OPERATOR’S FUTURE

CALDERON DISTRIBUTING COMPANY
450 MASSACHUSETTS AVENUE
INDIANAPOLIS, INDIANA

"It’s What’s in THE CASH BOX That Counts"
Music Industry Heard on Thursday, Oct. 25.

"The Cash Box" Goes To Press Before Juke Box Industry Representatives Present Their Side. Bill Would Force Juke Box Operators To Pay Royalties To Owners Of Copyright

WASHINGTON, D. C.—Hearings on Rep. Joseph Bryan's (D., S. C.) bill (H.R. 5478) got off as scheduled on Thursday, October 25 before the House of Representatives Sub-Committee on the Judiciary. This bill, similar to others which have been presented over the past number of years, again makes an effort to have the Copyright Act changed so that operators of juke boxes will be forced to pay royalties for copyrighted music.

Otto H. Harbach, president of the American Society of Composers, Authors and Publishers (ASCAP), whose organization has been the leader and staunchest advocate of the amendment asked the House judi-
ciary subcommittee to "grant this ridiculously small royalty on juke box music," according to a report ap-
ppearing in the press.

He is also quoted as saying that sheet music sales have declined and the performance right, particularly on radio and television, is a composer's main income now. But, he stated, if his music had been played on juke boxes he gets nothing.

Bob Merrill, a song writer, and composer of "My Truly, Truly, Fair," "Sparrow In The Tree Top," and "If I Knew You Were Coming I'd've Baked A Cake," is quoted as saying that all performances of the last two years earned him only $439, none of it from the thousands of nickels dropped into juke boxes.

It would appear from these state-
ments that the music industry didn't receive any revenue at all from records purchased by juke box opera-
tors. It is hoped that those represent-
ing the juke box industry when they get their opportunity to voice their arguments, will take issue with these statements.

It is well known that all concerned in the music trade receive royalties from the record manufacturers, paid on the quantity of records sold. It is also well known that ASCAP collects from many sources using copyright music and in turn pays its members. Yet ASCAP, with other organizations of similar nature, also function along the same lines. Prior to its recent change in policy, ASCAP placed its members in a number of classifications, and paid these mem-
bers accordingly. An action by the United States government was started to determine the fairness of this practice. While this action was in pro-
gress, ASCAP made a number of changes.

It's possible Bob Merrill's state-
ment, that he received only $439 in two years, was due to a number of causes, among which was the above classification method. It would be

ludicrous to believe that his total earnings (outside of sheet music) on the songs mentioned in the news re-
port brought him $439.

However, of greater importance to the automatic music industry is to prove to the judiciary subcommittee that the juke box operator already pays money to those in the music trade when he buys his records, as the royalties paid by the record manu-
facturers are evidently added on his cost. In addition, with the cost of running his business, and cost of equip-
ment (including records) is so high that a great majority of op-

erators would be forced into a position of conducting their business at a loss, and in a great many cases would be forced to close up.

According to reports the entire music industry is going all out to get the amendment into the books. It is hoped that everyone of the nation's jukebox operators will be ready to be called upon if necessary for whatever help may be needed.

In the meanwhile, representatives of the Juke Box Industry, with long experience combating these continual copyright bills, are in Washington, and this publication has every confi-
dence that the Juke Box industry is well represented.
CORAL GABLES, FLA.—When Coral Gables city commissioners, a year ago, placed a $1,000 tax on coin-operated amusement devices, they never dreamed their tax would fall afoul of the juvenile citizens, whose cowboy and cowgirl dreams included riding bucking broncos.

This past week the commission attached an emergency rider to the tax bill, making the fee for the bucking horses only $10 instead of the $1,000. This not only made the small fry happy, but added smiles to the operators of Exhibit's "Big Bronco" and "Pony Express."

It also made the officials of Exhibit Supply Company very happy, as it's their equipment being used by the operators.

Celebrating this great event, the Miami Daily News sent its photographer to record the event for posterity, and pictured above we see four-year-old equestrienne, Susan Blake, doing an Annie Oakley.

Please mention THE CASH BOX when answering ads—it proves you're a real coin machine man!
Runyon Plans “D-80” Showings

NEW YORK—Barney (Shugy) Sugerman, Runyon Sales Company, with offices in this city, Newark, and Trenton, N. J., is in a most unusual predicament. He’s both overjoyed at the wonderful reception and sales of AMI’s new model “D-40” phonograph, and is hoping the factory can ship him a great deal more of these phonographs, and at the same time he’s firing his fingers waiting for the arrival of the AMI “D-80.”

“A great many operators have placed orders for the “D-40,”” stated Shugy. “However,” he continued, “other operators, who desire a multiple record phone are eagerly awaiting the arrival of the AMI “D-80,” which we’ve promised to display within a few weeks. Those operators have advised us that they’re holding up the purchase of their machines until they can get a look at the AMI multiple record phonograph.”

Sugerman has already laid his plans for a big time showing of the “D-80” in all his offices, New York, Newark, N. J., and Trenton, N. J. There will be the usual refreshments and appearance of record personalities. In addition, Shugy will take the machine out on the road and hold a number of showings in hotels and at association meetings.

Meeting Dates Of Music Operators’ Associations

Oct. 29—Illinois Amusement Association
Place: 208 North Madison Street, Rockford, Ill.

29—Central State Phonograph Operators’ Assn.
Place: 805 Main St., Peoria, Ill.

13—California Music Guild
Place: 311 Club, Oakland, Cal.

13—Automatic Phonograph Owners’ Association
Place: Narragansett Hotel, Providence, R. I.

15—Michigan Automatic Phonograph Owners’ Association
Place: Maccabees Building, Detroit, Mich.

21—Westchester Operators’ Guild, Inc.
Place: American Legion Hall, White Plains, N. Y.

Mixed Drinks? Ask Joe Young!

NEW YORK—The World’s Cocktail Mixing Championships were held in the Heineken Hotel on October 15, and bartenders from all over the nation gathered to compete for awards.

Joe Young, Young Distributing, distributor for Wurlitzer phones in this area, was selected to act as one of the judges in the “tall drink division.” The officials of the contest selected Wurlitzer’s model 1400 phonograph to display at the affair, and Young reports it attracted a great deal of attention.

CINCY CHIT-CHAT

The Automatic Phonograph Owners Association held its first meeting in three months, having passed them up during the summer months. Charles Kanter, president, was on hand to conduct the meet, looking mighty healthy after his long vacation in Miami Beach. The meeting was held on Tuesday evening, October 28, at the Sheraton Gibson. A committee on good-will and advertisement was appointed, being headed by Milt Silver, who will serve for the next four months. Another committee was selected to serve on the Christmas Party program, which will be held on December 11 in the Victory Room of the Hotel Sheraton-Gibson. Named on the committee are Sam Chester, Nat Bartfield, and Fred Engel. Guests on hand from the record companies were: Vern Hawks of Decca, Peter Gayak of Capitol and Masmie Rose of Columbia. They promised to work with the committee for the Christmas party in an effort to make this year’s celebration the biggest and best of all time. Many business discussions took place among which were bills in legislation, and record promotion. Also seen at the meet were Phil Ostend, Abe Villinsky, Sam Gerros, James Drivakis, Charles McKinney, Bill Harris, and others. Robert Bernstein, who operated the Robert Music Company, made application for membership in the association. He had purchased the phone route of Leo Weingartner, who operated the Dot Sales Company. Next monthly session will be held on Wednesday evening, November 13, in Parlor “B” at the Sheraton-Gibson.
Amusement Machines?  
Gaming Machines?  
Prizes As Awards?

BUREAU OF INTERNAL REVENUE STATES ITS RULES

WICHITA, KANS.—In May of this year, M. Y. (Pete) Blum, president of United Distributors, Inc., this city, requested the U. S. Treasury Department to give him a ruling concerning the special tax imposed by section 3276 of the Internal Revenue Code in respect to coin-operated devices.

Blum desired to be advised as to whether or not the game "Chicago Bowling Alley" would be classified as a coin-operated amusement device or a coin-operated gaming device under the five methods set out below:

Method 1: As a stimulant to induce competition a prize is offered to the player who obtains the highest score for the week.

Method 2: A tournament is conducted at the end of the week between the five players who have obtained the highest score, and a prize is awarded to the player obtaining the highest score.

Method 3: This method was adopted along the lines contained in Bureau letter to Mr. Barnett which held that a coin-operated electric shooting game target called "Gun Patrol" is a coin-operated amusement device. Under the mode of operation in Method 3 each player would receive a ticket indicating skill at certain fixed scoring points. The tickets are then placed in a box or jar once a week or month, a ticket is drawn from the box or jar, and the player whose name has been drawn receives a prize or gift.

Method 4: One or more up to five engage in competitive play at one time. A ticket is awarded to the player who has obtained a higher score than all his opponents. The ticket is then placed in a container for a weekly drawing as outlined in Method 3.

Method 5: A prize or ticket is awarded to a player obtaining a certain score. This ticket may be used to receive a package of cigarettes or a glass of beer or a trinket of some kind.

The Wichita office referred this request to the Bureau of Internal Revenue for a ruling. Under date of June 6, 1951, the Bureau of Internal Revenue advised the Wichita office, in part as follows:

"The Bureau holds that all coin-operated pinball machines, including one-ball machines which do not contain pay-out mechanisms and which may merely afford free plays, or where a prize is offered for the high score made on the machine during a stated period, such as a day, week, or month, are considered coin-operated amusement devices. However, in instances where appropriate evidence discloses that free plays obtained in the playing of the machine are redeemed for cash, premiums, merchandise or tokens, or where prizes are given for certain designated scores the machines are considered gaming devices.

In view of the many types of devices in operation for which prizes are normally awarded for successful operation or high score attained, the Bureau holds that the classification of a machine as a coin-operated amusement or gaming device is not determined solely by the giving of prizes.

If the successful operation of a coin-operated device depends upon the application of the element of chance, the machine is considered a gaming device. Generally on this type of device the player after inserting the coin in the machine has no further control over the final result, which is attained by the element of chance, such as pulling a lever, setting reels into motion, activity of dices, or, in the case of pin-ball machines, propelling a ball over the playing surface by means of a plunger.

However, those devices where the insertion of a coin merely releases the machine for play and the high score or successful operation depends upon the player's skill, as distinguished from the element of chance, are regarded as amusement devices. The play of the game after the insertion of the coin is controlled by the skill of the player either in throwing or rolling balls, picks or disks (manual operation), or shooting a gun at a target, such as skee ball, pokerino, X-Ray poker, target games, and also the many variations of skee ball bowling machines now currently in use. These types of devices are thus distinguished from those machines where the element of chance controlled and the fact that prizes might be offered for successful operation would not alter their classification as coin-operated amusement devices.

Very truly yours,  
LYNN R. BRODRICK,  
Collector

"It's What's in THE CASH BOX That Counts"
CAN YOU AFFORD 1¢ PER WEEK TO OBTAIN EACH OF THESE FACTS VITAL TO THE CONTINUED SUCCESS OF YOUR BUSINESS?

Editorials that simply sizzle with true facts. That contain predictions of things to come. That carefully and completely analyze problems of vital importance to all members of the industry. Courageous, fearless, truthful, edited editorial page that is the key historical news in the industry.

Feature articles covering every vital phase of the industry. Written in easy-to-read, easy-to-understand style. Completely clarify the problems of the trade. Written by men with over 20 years of experience in writing for this industry.

News reports from everywhere in the world, many times printed before they become news anywhere else. Every news source and every news service used to obtain news facts for the industry. Every news item carries a story and before being put into print.

Advertisements of all the leading manufacturers, distributors, jobbers, suppliers, and all the related industries. Ads that tell what these leaders are featuring. What they have for the members of the field.

Pictures of all outstanding personalities and events. More pictures printed in The Cash Box than any comparable出版物. Special photographers in loading centers always on hand for this great service.

Completely analyzed reports of all Governmental regulations referring to fashion which are written to industry interests. Legal features, Tax reports, License reports and license changes. The Cash Box is the only journal in the United States. Giving all market changes as they occur each and every week.

The world famous, officially accepted, original and authentic, "Confidential Price Lists." The one and only recognized official guide for all news and used edition prices in the United States. Giving all market changes as they occur each and every week.

Thousands of dollars have been saved by members of the industry because of close and consistent attention to each week's issue of "The Confidential Price Lists." In the matter of sales of machines, purchases of machines, personal property taxes, income taxes, and other national and local taxation.

Loans have been made by and from finance firms, factors, loan companies, banks, and other financial institutions thru use of "The Confidential Price Lists" as their official and only, completely recognized guide to all machine prices in the industry.

The courts of the United States, Canada, Mexico, and many other countries have adjudicated and settled estates and claims by official use of "The Confidential Price Lists." ("The Confidential Price Lists" are over 12 years old. A little over nine years ago the first issue of the Cash Box. This 12 years of experience is an invaluable aid to everyone of The Confidential Price Lists.

The Cash Box is recognized by various associations of operators throughout the United States as their "official magazine." Operators, themselves, call The Cash Box—The operator's bible." Operators make the Cash Box a part of their daily routine. The Cash Box and completely favor The Cash Box BECAUSE: The Cash Box IS NOT SOLD ON NEWSSTANDS. It is their truthful, fearless and confidential friend.

One noted feature of The Cash Box that is growing ever more important is "Subscription." The Cash Box is the finest, most complete new guide.

Other new features of great importance to The Cash Box readers are being arranged. Right now. Each and every week there's something new, better, more valuable added for the reader's benefit.

Aside from all the above, for operators of all types of coin operated amusement, vending and service equipment, operators of music machines find tremendously important features to continue their business successfully only in The Cash Box. The "Nation's Top Ten Money-making Coin Box Tunes," compiled from reports received from juke box operators all over the nation. Big and small, new and old are featured. Important information appears in the outstanding radio shows, by leading disk jockeys, and is officially accepted by noted record dealers of the country.

"The Cash Box Record Reviews" featuring the "Disk Of The Week" and the "Sleeper Of The Week" records. plus complete reviews of all the new week's records and "Only Records Considered Best Suited To The Industry." All these are reviewed each and every week. Completely invaluable to music operators for they can then buy with full confidence and know that they are buying only the best moneymaking records of the week.

"Best Bits" featuring a column that tells about new records which have just been released and are those which are considered the best bets to earn money for juke box operators.

Music news and editorials that are slanted to bring bigger, steadier profits to the nation's music centers. Namely: The news reported each week. Readers acclaim the music news of The Cash Box.

The "Juke Box Regional Report" gives a full page featuring the top ten tunes in twenty-four individual cities each week. This is absolutely invaluable to the music operator. He knows what's tops in his field. Can follow right along to grab the biggest play. More money for every operator who reads this page.

"Round The Wax Circle" offers a column of intimate and breezy news from the Tin Pan Alley of New York, Chicago and Los Angeles, and brings music operators closer to the artists and critics who make the records for them. An extremely interesting column.

"Disk Jockey's Regional Report" features the top ten tunes of 35 outstanding disk jockeys in the nation. A perfect tieup between the juke box operator and the disk jockey. Each knows the other's playing. Each cooperates to please the public. Important for every juke box owner to know.

The world famous, original, exclusive, unequalled "Hot Charts" of The Cash Box are acclaimed by all juke box operators and all others in any fashion who are engaged in music. Here are compiled from hundreds of reports directly from leading juke box operators the top ten "Jazz & Blues" records in New York, Chicago, Los Angeles, New Orleans, Dallas and five other important cities. These are the finest and officially-accredited "Jazz & Blues" record ratings in the nation.

The Cash Box started it. Crusaded for it. Demanded it. Today it's becoming more and more the fact. Two minute records for operators. To help keep this a featured fact The Cash Box publishes a special column each week that features the speediest playing records reviewed in that week's issue. Records only under 2:30 are featured in this column.

"Jazz & Blues Reviews" of all the records in this great field plus a special choice "Awards Of The Week" record is a section that is absolutely priceless to any operator in jazz and blues locations. The Cash Box listing and reviews are acclaimed by all the manufacturers of the records themselves, as well as by all the music trades and, especially, by the jazz and blues juke box operators.

The "Big 10 hillbilly, Folk & Western Juke Box Tunes" features the top ten records in this category. These are compiled from dozens and dozens of reports received each week from juke box operators.

The "Folk & Western Record Reviews" featuring the "Ballhays Of The Week" record is acclaimed by all users of this type of recording all over the nation. These weekly reviews of all the records produced in this field are the most outstanding in the history of the nation's recorded music.

"Folk & Western Roundup" is an intimate, newsy, breezy column containing the most outstanding news with this great music category, written by a man with great knowledge of, and experience in, this field.

"Disc-Rite Box Score" features the top 50 big selling records around the nation. Complied each week exclusively for The Cash Box. Jack Tunnis whose "One-Spot" record system is the outstanding necessity of every record dealer in the country. A terrific full page report rating the top 40 tunes.

IF YOU CAN AFFORD* 29¢ A WEEK TO OBTAIN THE ABOVE FACTS VITAL TO THE CONTINUED SUCCESS OF YOUR BUSINESS EACH AND EVERY WEEK—THEN SUBSCRIBE TO:

THE CASH BOX

EMPIRE STATE BUILDING

NEW YORK 1, N. Y.

OKAY! Enclosed find my check for $15 for a Full Year's Subscription (52 Weeks' Issues). Start sending me "The Cash Box" each week!

NAME

ADDRESS

CITY—ZONE—STATE

*NOTE: On the Full Year's Subscription of $15 "The Cash Box" costs you less than 29¢ per week.
Defense Machinery For Bally Plant

CHICAGO—We can't recall just how many citations and awards were won by Bally Manufacturing Company, this city, in World War II, but they were plenty.

With the country once again devoted to the production of vital war materials, Bally began its mobilization for defense production in August and September, when 10 truckloads of heavy machinery arrived from Navy warehouses.

Pictured above is the first truckload of Navy machinery arriving at the Bally plant.

A second contract, awarded by the Air Force, will require large additional installations of equipment. It is reported that actual production is scheduled to commence this month, when game production will be crowded into a comparatively small section of the Bally plant.

Ray Maloney, Bally president, announced the award of these contracts. "This is only the beginning," stated Maloney. "Because of the unusual performance of Ballyfolks during World War II, the Government has mobilized all of the Bally plants for important defense materials, and, as the national defense program speeds up, the Bally plants will be called on for larger and larger contributions to the great task of strengthening our country's defense."

PREMIUM BIZ BOOMS

CHICAGO—If there were any skeptics some months ago, when The Cash Box first published the fact that there was a big premium boom under way, surely these men have now turned to believers.

The premium boom has grown to such proportions that almost every distributor is now engaged in the sale of these items to help stimulate and maintain big play on shuffle games and rebounds.

Many new angles are being presented almost every week to the operators. The board deals, the coupon plan, and even a few new angles, which haven't yet been announced, are bringing the alley players some of the most practical, as well as the finest premium merchandise, ever used by the field.

The premium use for play stimulation isn't at all new, it has caught on again. This time stronger than ever.

In fact, some believe that it has reached the point where the average shuffle game operator just can't expect any play, unless he turns outstanding premiums. And each day this grows and grows bigger and bigger and more factual.

Away back premiums were used in the eastern market to stimulate early pinball game play. From there premiums jumped into what became known as "Spontaneous," or stores where pinball games were grouped together and where players received a coupon the moment they started to play while, at the same time, enjoying the opportunity of obtaining more coupons by skillful play action.

This reached the point where one noted arcade firm in New York was stocking over $250,000 worth of premiums, ranging from small pocket knives to brand new automobiles.

The new premium boom is growing so fast that few can yet keep step with it.

The board deals seem to predominate at this time. One noted distributor here is reported to be shipping over 700 of these board deals each week, while selling almost as many right from his own place to local ops.

Action is fast, and premiums are being grabbed up at such a rate, that one firm has now introduced an outstanding catalog whereby the same system of coupons (as used by soap and cigarette firms) is being featured.

A further plan than this also ready for introduction and, very soon, it is believed that the players will start wandering from location to location to learn where they are assured of the finest premium merchandise for the least play action.

Iron And Steel Scrap Needed

WASHINGTON, D. C.—Defense Mobilizer Charles E. Wilson has issued the word that this country is desperately in need of Iron and Steel scrap. "This is no longer a shortage," he declared, "it is an emergency!"

There is a need at this time for 26,000,000 tons of Iron and Steel scrap. It was pointed out that Steel production in 1950 used 96,700,000 tons; in 1951 it is estimated that 110,000,000 tons will be used; and in 1952 we will use approximately 117,500,000 tons. Scrap consumption for the corresponding years were, 1950—29,500,000 tons; 1951—36,000,000 tons, and in 1952 an untold number of added millions of tons will be needed.

SURE THERE'S A BRIGHT SPOT IN YOUR FUTURE
GET IN TOUCH WITH US NOW

ALLAN SALES, INC.
928-30 MARKET STREET
WHEELING, WEST VIRGINIA

"It's What's in THE CASH BOX That Counts"
Dime Play Increases Take 35 to 40%

WOODBURN, ORE.—Marshall R. McKee, who operates the Marion County Amusement Company, this city, is another music operator who is mighty happy over his changeover to dime play on his music machines. "At the present time" states McKee, "I have over 100 Juke Boxes on 10c or 8 for 20c play. The increase in play has been between 35% and 40% additional revenue.

"The only drawback I can see in 10c play is getting the balance of operators to change over. My locations were all against the raise at first, but now 96% are in favor of it. Their talks against it is only because their customers can drive 30 or 40 miles and still play for 8c. I believe our increase would be much greater providing the balance of operators in Oregon would change."
B. D. LAZAR CO.
1635 FIFTH AVENUE
PITTSBURGH, PA.

Ops View "D" In Roanoke, Va.

ROANOKE, VA. — Frank Page,
Roanoke Vending Machine Exchange,
this city, has held several showings
of the new AMI model "D-40" phono-
graph in this and other cities thru-
out the state.

"We have been highly pleased with
the numbers of operators who have
appeared to view the 'D'" stated
Page, "and, of course have been
thrilled over the fine comments made
by these music men. As expected,
we have written a number of orders, and
alio deliveries haven't kept pace with
these orders, we are assuring our
customers that they will be taken care
of to the best of our ability."

The photo above was taken at the
showing of the "D" in the show-
rooms of the Roanoke offices. Jack
Mitrick, eastern regional representa-
tive for AMI can be seen (2nd from
left) pushing a button; and watch-
ing the operation facing the camera
is Frank Page.

Others in the picture are: Messrs.
Atkins, Alley, Martin, Childress,
Bess, and Poff; and the Misses: Gibbs,
Martin, Poff, DuLaney, Yates and
Hobrock.

F. C. Steffens, V. P.
& Gen. Mgr. National
Rejectors, App't'd
To Defense Production
Authority For Trade

ST. LOUIS, MO.—F. C. Steffens,
vice president and general manager
of National Rejectors, Inc., this city,
has been appointed Advisor to the
Defense Production Authority for the
Vending Machine Industry, according
to John Cleary, assistant to the gen-
eral manager.

Steffens, who has spent a greater
part of his business career in the au-
tomatic merchandising field as a
manufacturer of equipment and ac-
cessories, is well qualified to advise
this branch of the government on
problems relating to the vending in-
dustry.

As an industry leader he has origi-
nated and supported efforts to im-
prove manufacturing standards of
quality and has pioneered the estab-
lishment of service organizations to
provide technical instruction to users
of vending machine equipment.

Under the management of Steffens,
National Rejectors has grown to an
organization employing in excess of
450 people with branch offices lo-
cated in Los Angeles, Chicago and
New York. Practically all manufac-
turers of vending machine equip-
ment use National Coin Mechanisms
of one type or another.

"It's What's in THE CASH BOX That Counts"
Local coinmen are heading for a couple of nights of fun in the next two months. The 14th Annual Banquet another conducted by the Automatic Music Operators Association brings out the music trade on Saturday evening, November 3. Music operators, distributors, representatives of the manufacturers, recording artists and recording executives will join the Wurlitzer Bally Showmen at the Astor Hotel and have themselves a time. A month later, on December 9th, will be the Associated Amusement Machine Operators of New York (game operators), holds its annual banquet. Joe Hird, business manager of this organization, just returned from Chicago where he had been in touch with the manufacturers for advertising for their souvenirs just ahead of Christmas. While the date has been set, the night club where the affair will take place has narrowed between two choices, and an announcement will be made later.

The building on the corner of 43rd Street and 10th Avenue has been completely demolished, and construction now starts on the new building which will house the business of Albert Simon, representative for Chicago Coin. Al Simon expects the new building to be ready for occupancy by January, 1962. While visiting at Al Simon's this week, we thought we'd run into a miniature convention. Congregated there were Willie Aronson, Harry Green, Marty Rosen, Harry Frier, and Humbert Betti, Sr. These operators all agree that the games business is fine, but that the past summer's collections were much better. Their experience during the past two years brings out the interesting information that the summer months are great, fall months until November or December are off, and then business picks up very noticeably from that time and runs right through the holidays. They came with Jack Semel and his son "Happy" Horbie Semel. Jack keeps the conversation on business, but Harry S. Raveau about his going days. We understand Harry Brown was a visitor on coontron this week. Henry Graup and his missus, Foy, visitors at Mike Munves', tell us that they enjoyed their best year of business at their Henry's Playland, Seaside Heights, NJ, and that, by the way, also reports the best business year of his entire career, is still busy shipping amusement machines.

Barney (Shugy) Segerman, Runyon Sales Company, tells us he has two problems—(1) He has so many orders for AMI model "D-40" he can't get enough machines to fill them—and (2) Operators clamming up on the forthcoming AMI model "D-50," and at the same time holding up purchasing both their new "D-40" model and those multiple record phonographs of other manufacturers. Shugy expects to hold them back. The Koeppl brothers, Harry and Hymie, Koeppl Distributing Company, are really moving like jet planes these days. In addition to a marked increase in the sale of used machines, their line of phonographs, or phonographs that are ready market throughout the country, and they are being flooded with orders. Dave Lowy, Dave Lowy & Company, one of the hustling whale salesmen on the street, out of the office when we dropped in. Lowy has gotten's new's 8 player shuffle game on the floor, and Ann, Dave's secretary tells us that the operators are going for it in a big way. Joe Hird, business manager of this—now it's about Joe Yeung, Young Distributors, distributors for Wurlitzer phonos. Joe, evidently because of his experience and highly developed skill in such matters, acted as a judge in the recent "World's Cocktail Morning Championships." More important to Joe, however, was the fact that a Wurlitzer model #1015 was selected by the group's current worry is his 20 year old son, Teddy. Teddy who is attending Adelphi College, has just been classified into class "A" by his draft board. Also living in the household this time he had his last boy, and has come within their jurisdiction. Which might mean, explains Nat, that his call may come much faster.

The State Fair of Texas is now in the record books. And what a fair. During the last three days the city and fair officials closed all the gaming devices on the midway. Most of the coin machine operators killed two or maybe three birds with one stone, when they visited the state fair this week. They were able to see the fair, then came for the baseball game between Rice and Southern Methodist University and they came on to the fair—next day. Harry S. Raveau and Leonard Metassa over at American Distributing Company took in the fair with their wives and children. Leonard had his three boys and Joe had his boy and little girls. On their way to the fair, the boys saw Don Houston and Bob DePriest came for both the football game and the fair dropped in to see the surfers at American... From over over at World Box Sales Company reports that they had their share of fair visitors. Among those that have been visiting regularly are: Jack Donald, Harry Hooser and Tom Larrimore of Forth Worth; C. M. Davis of Sherman, Walter Wiggins of McKinney; Buddy Chem of Paris; and Jimmy Garlong of Longview.

Jack Eskew at Commercial Music Company had a visit from Harry G. Sutton of Sutton's Amusements, Dallas, La., who was in Dallas for the football game. La. Jack had bad news from two sources this week. Tommy Chatten of Commercial has been the manufacturers for advertising for their souvenirs just ahead of Christmas. While the date has been set, the night club where the affair will take place has narrowed between two choices, and an announcement will be made later. In order to miss the bus she had to drive her car in a ditch. We understand that her injuries are not serious—a hurt arm and back. She is at the hospital having X-rays made.

It's What's in THE CASH BOX That Counts
Important news this past week were the announcements by Charles E. Wilson, Defense Mobilizer, and Manly Fleischmann, Defense Production Head that metals allotments for the first quarter of '52 would be slashed. This announcement was met with downcast expressions by many here. This means, beginning '52, that the trickle of new equip't will grow even smaller. NPA head Herman Myer and all-time teaching never Gil Proffit proves H. and Irv Secore advise that operations of their "Scatter Ball" going very great in many areas. Wally Finke last heard from Marshall Black and first's station wagon, which was on route to Chicago from Omaha, from Casey, Neb. Entire motor burned out. Quick action. Lots of expense. The boys don't yet know what happened to pies they took at Omaha show or the merchandise in the wagon. Jack Nelson very busy this past week with Bally defense work. Dave Walch who heads the Los Angeles music ops saw passed thru town from New York. His dad passed away in New York. Jack Nelson, Jr., doing a very fine job. Vendors. But, as Jackie bible, he just can't get up. Vic Weiss of Allied is going in for horses. "Not because I'm a cowboy," Vic says, "but because these horses are money-makers." Never met a luckier guy than Bill Fitgerald of AML. The guy just wins anything that anywhere. We know for certain that there's Johnny Casella. But, Selm is asking us to come out and get some real lowdown-lowdown—all about you. Myer Gensburg donated a room to the Mt. Sinai Hospital. It costs 5,000 bucks. Am still waitin' for that blind pig from Mitch Lazarus. Herb Perkins of Purveyor tells us he handled the last column on the Omaha show to perfection. (Thanks for the roas. Herb.) Adman Fred Kleinman going to work on that "Lost We Forget" day at the Hines Hospital, Sacred Lodge of B'nai Brith. The boys bring out many thousands of gifts for all the soldier wounded there as well as lots of entertainment. If you have something to donate get in touch with Fred. S.W. man just filling orders for that great "Spark Plug" game—Bill Ryan over at Williams. Only thing is Bill usually had his deck fiddled away up to that high in the work. Joe Cohen of Riga-taurat phoned in to report that, when he added it all up, the firm had done 117 jobs at the Omaha show of DeFour's. "That is a record that will soon have a very interesting story to tell. Gil Kit, Pappy of a gorgeous boy girl. That makes three in the Kit manege. Here's something else to think about - "seed parties." They've grown because they're important. Sooner you're aware... Joe Abraham of Lake City Amusement, Cleveland, popped in and out of town so fast (just to see a football game) that you, if any knew he was even here... George Kilmer of MOA in town. MOA Show will be at Palmer House, Mar. 3, 4, 5, 1952.

Saved this one for last. Here's a story that will thrill every operator in the nation. When we addressed our editors to Sen. Kefauver and to Otto Harbach head of ASCAP some months ago, we stated that the fathers and mothers in this business were no different than all American fathers and mothers. That they worked hard, and tried harder, to raise their children up and above and beyond whatever position and standard in life they had reached. They had chosen the coin operated entertainments field for their livelihood. Their purpose, like the grand, great purpose of all American fathers and mothers, is to bring up their children (and even their children's children) to enjoy a finer and better education than they had ever had, as well as assume a standard in life which they had never reached. Well, out on the South Side of this aggressive big-shouldered city of Chicago, we have a junk box operator named Moses Proffit, Moses Proffit has raised a son. His son is Dr. Morris Proffit. Dr. Morris Proffit was head surgeon of Orthopedic Surgery at Michael Reese Hospital as well as at Providence Hospital here in Chicago. Dr. Morris Proffit has been operating at one of these two hospitals for some three years. Today, Dr. Morris Proffit is getting ready to enter Gallgher Hospital, Washington, D. C., where, on June 1, '52, he becomes head of Orthopedic Surgery. In the meantime, awaiting this great and outstanding appointment, he is teaching orthopedic surgery in Washington. Perhaps Otto Harbach and also Senator Estes Kefauver may continue to believe that every apple in the barrel is rotten. ASCAP reported, in a special pamphlet, that people
WANT

WANT—Used Records from 500 to 50,000, we buy them all. Special payments for large quantities. Will retain your prices. Country, State, make, condition, per 1000. Any conditions. Only light faced type used.

ALL CLASSIFIED ADS CLOSE WEDNESDAY NOON AT THE CASH BOX, Empire State Building, New York, N.Y. Tel.: 2100.

WANT—Used Records from 500 to 50,000, we buy them all. Special payments for large quantities. Will retain your prices. Country, State, make, condition, per 1000. Any conditions. Only light faced type used.

WANT—Used from 500 to 50,000, we buy them all. Special payments for large quantities. Will retain your prices. Country, State, make, condition, per 1000. Any conditions. Only light faced type used.

WANT—Published in the Classified Advertising Section of CASH BOX, Bob May, P.O. Box 6608, New York, N.Y. Tel.: 2100.

WANT—Users in 500 to 50,000, we buy them all. Special payments for large quantities. Will retain your prices. Country, State, make, condition, per 1000. Any conditions. Only light faced type used.

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FOR SALE—25 Acorn Charm Vendors, 10 Dale Guns $69.50 ea.; 3 Chicago Coin Pilots $119.50 ea.; 1 Mutoscope Sky Fighter $125; 1 Quiz Time $139.50; Seeburg Bear and Mutoscope Allys $295 ea.; 3 Gottlieb Watch My Line $175 ea.; 6 Six Million Dollar Man $229.95 each; write; Jalopy $365.90; 6 Player United write; Bowlette $135; Scott's '46 Superspecial $185 ea.; S S SPECIALTY CO., 826 NO. BROAD ST., PHILADELPHIA 30, PA. Tel.: Popular 5-3299.

FOR SALE—Waltham Bxcs 5/10/25/34; W,156 wireless boxes $27; Seeburg Radiograms $42; Waltham Clocks $450; 1015 $925; Wurlitzer Skee Rolls $40 ea.; 6 Bankrolls $130; Irish Pool $90; Dale guns $85. Y. YONTZ, BYEZSVILLE, OHIO.

FOR SALE—Finest premiums for stimulating your play on amusements. Every premium proven by operators. The premiums are features and only. We don’t sell stores. Write for our descriptive price list. Hasting & Sons, 401 model telephone, 1200 BLUEMOND RD., MILWAUKEE 13, WIS. Tel: Blenman 8-7600.

FOR SALE—Exhibit Pilot $45; Thing $93; Three Musketeers $85; Rodding Champions $100; Mist $21 60; Buffalo Bill $760; South America $850; A. P. SAULSON, 7525 GRAND RIVER AVE., DETROIT 4, MICH. Tel: Tller 4-3810.

FOR SALE—Complete line of used equipment on hand: Phonographs: Skee-balls; etc. Tell us what you need. Our prices are good and we are distributors for: AMI; United; Williams; Universal; Exhibit; Genco and others. We have the whole line new and used. Write for further information. Seeburg, 1874 N. WEST ST., STANLEY DIST. 2, MINNEAPOLIS 19, MINN. 610-1515.

FOR SALE—Needles, Top-quality juke box needles at lowest prices. All type needles to fit any machine; includes needles, and immediate delivery! Call or write: JENSEN SPECIALTY & CO., 29 SOUTH WOOD STREET, CHICAGO 12, ILL.

FOR SALE—Reconditioned Wurlitzer: 1250; $500. 1100; $350. 1015; $150. 910; $100. 8100; Seeburg: 147-M $225, Rock-ols: 1422 $125 $175; Parasol $250. 1474 $325. C. MELHORN, 5120 W. DAVIS ST., CHICAGO 38, ILL.

FOR SALE—This is the special for closouts and clowns, and Empire is the place where you can get em and save. Write, phone or phone new, EMPIRE COIN MACHINE INDUSTRIES, 420-421 BRYCE BLDG., CHICAGO 1, N. Y. (Phone: Longacre 4-5324).

FOR SALE—Chicion Bowling Allrs $55; Seeburg Guns $75; Lite Clauss $49.50; DeLuxe Bowler $34.50; DeLuxe Bowler $34.50; DeLuxe Bowler $34.50; supply. WEISE AMUSEMENT GAMES, 1114 E. 55 ST., CHICAGO 15, ILL.

FOR SALE—Hard-to-get Parts and Supplies. We have stock on hand. Let us know your needs. Our prices are right. We are handling Mutoscope, Shuffle, Bally, and stock of used games and phonographs of all kinds, COVEN DISTRIBUTING CO., 2266 1140 E. 1ST ST., NEWSTON AVE., CHICAGO 18, ILL. Tel.: Independence 3-2120.

FOR SALE—Guaranteed used phonographs, all makes; Pinball Machines; Used Pinball Machines (all makes); Gum Machines; We make sure that your machines are perfect, the price is right. Write for literature, A. A. B. DIST. TRADING CO., 504 IVY ST., DECATUR, NEW ORLEANS, LA. 911 GEVA STREET, COLUMBIA, S. C.

FOR SALE—Watch My Line $175; Six Million Dollar Man $229.95 ea.; write; Jalopy $365.90; 6 Player United write; Bowlette $135; Scott's '46 Superspecial $185 ea.; S S SPECIALTY CO., 826 NO. BROAD ST., PHILADELPHIA 30, PA. Tel.: Popular 5-3299.

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FOR SALE—Guaranteed used phonographs, all makes; Pinball Machines; Used Pinball Machines (all makes); Gum Machines; We make sure that your machines are perfect, the price is right. Write for literature, A. A. B. DIST. TRADING CO., 504 IVY ST., DECATUR, NEW ORLEANS, LA. 911 GEVA STREET, COLUMBIA, S. C.
FOR SALE—America’s finest reconditioned phonographs and music accessories. Everyone of our reconditioned machines guarantees condition of original. Prices varied. Call or write what you need. Get our prices before you buy. ANGOTT DISTRIBUTING CO., INC., 2616 PURITAN AVE. DETROIT 21, MICH. Tel.: University 4-0773.

FOR SALE—Empresses; Thrones; ’39 and ’40 Standards and Deluxe; Classic; Ray-O-Vac; Alarming; Counter Models; Wailing Hilboy Seals; Arcade Equipment; Misc. Pinballs, SOUTHSHIRE TENDING, 308 N. SYCAMORE ST., PETERSBURG, VA., Tel.: 349.

FOR SALE—The famous lightweight Jockey Club Bats, Arnie Frank, and phonographs. Get it from your nearest distributor. JACOBS NOVELTY CO., STEVENS POINT, WIS.

FOR SALE—All makes of post-war equipment completely overhauled and in first rate condition for sale at reduced prices. Phone or write for particulars. We are distributors of Seeburg equipment for North Carolina MUSIC DISTRIBUTORS, INC., 213 FRANKLIN ST., FAYETTEVILLE, N. C. Tel.: 3992.


FOR SALE—Special Entry $35; Jockey Super Trophies $35; Classic Coin Cup $35; United Shuffe Alley $25; United Super Shuffle 330, $30; Kooy-Ols Shuffe $30, etc. Free catalog. E. J. C. TROPH BOWL 8125; Universal Super-Twin Bocce Set $30; United Shuffle Cade $200; Single A. Schomb $150; MAYHAW SKILL CAMES 67-67 S. PAGETT STREET, SCHENECTADY 2, N. Y.

WURLITZER WAREHOUSE
SPECIALS

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FOR SALE—Williams Double Header 875; S. A. Express $50; Speed Bowler (Jr.) $45; Bally Hook Book (B) $45; 9-28; 9-28 $245; C. C. Trophy B owl $125; Universal Super-Twin Bocce Set $30; United Shuffle Cade $200; Single A. Schomb $150; MAYHAW SKILL CAMES 67-67 S. PAGETT STREET, SCHENECTADY 2, N. Y.

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AND ALL IT COST WAS 92¢ A WEEK

That 92¢ a week allows me to use a 40 word classified ad in each and every week’s issue of The Cash Box for a full year of 52 weeks—plus, giving me a full $15 per year subscription free of charge. What a bargain that is—a total value of $181.40 for only $48.

But, that isn’t all. The fact is that my first classified ad in The Cash Box brought me back more than my entire total investment of $48 and, I still have 51 ads more to use in the biggest and most outstanding classified advertising department in the entire industry. Remember The Cash Box publishes more classified ads each week than all the other magazines publish in a month.

Brother, that’s where I want to spend my money—where everyone reads my ads—for whatever they want to buy or want to sell. And, when I can get a bargain of such a history-making nature, I’m going to invest my 48 bucks, which actually amounts to only 92¢ a week, to let the entire industry know that I’m in business.

Take my advice, friend, and start making yourself some real money while getting yourself recognition from everyone in the industry—send your check for $48 along with your first 40 word classified ad today to: THE CASH BOX, EMPIRE STATE BLDG., NEW YORK 1, N. Y.

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### Shredded Documents

#### ROCK-OLA

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### The Cash Box, Page 41

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### Manufacturer and Date of Game's Release Listed

#### (CC) Championship (Ex) Exhibit; (Ge) Genie; (Got) Gottlieb; (Un) United; (Wm) Williams.

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### This Week's Used Market

Readers following the reports in this column have noted that each week both prices and activity keep increasing, although in the past, this week showed this trend, but in a more pronounced manner. Not only have prices for less than sold on the wholesale market, but prices keep moving upward, in most cases. The division showing the greatest activity this week was pinball machines, in some instances almost doubled in asking price, and many that haven't been offered for sale for quite a while appeared on the market. Music in general kept at a more stable trend, although some of the higher priced units are up. Quite a bit more activity in the arcade field, with again a noticeable increase in many pieces.

Pin machines led the field this week. The popular sellers remained extremely active, with prices up, while the trade was given the opportunity to buy some that have been dormant a number of weeks. It was noted that prices being asked on these machines are in line with what is being paid for them.

Music was most active than the previous week, although the trend here showed variation. The used pinball machines up a bit, and also some of the post-war models dropping off slightly. The sale for the shelf device, however, has decreased probably more due to activity of the wholesalers, who are taking in these models in trendier colors of the newer models. Some of these dealers, for example, reported they would like to hold these for the future, but space isn’t available.

Shuffle board trend was too be about the same as the previous week, with little variations — some equipment showed in new asking prices, while others dropped a bit off.

Arcade machines, for this time of the year, was most lively. Both models were offered, but again, it is noted that the prices were up but not as much as those that were up or remained at last week’s level.

### The following was the most active equipment in this week’s used market:

#### Most Active Used Music

<table>
<thead>
<tr>
<th>Model</th>
<th>Price Range</th>
</tr>
</thead>
<tbody>
<tr>
<td>Held—Wurlitzer</td>
<td>$57.50-$79.50</td>
</tr>
<tr>
<td>Up—Wurlitzer</td>
<td>$75.00-$95.00</td>
</tr>
<tr>
<td>Down—Wurlitzer</td>
<td>$115.00-$129.00</td>
</tr>
<tr>
<td>Up—Composer</td>
<td>$85.00-$115.00</td>
</tr>
<tr>
<td>Up &amp; Down—Gold Cup</td>
<td>$85.00-$145.00</td>
</tr>
<tr>
<td>Up &amp; Down—Jockey Special</td>
<td>$35.00-$45.00</td>
</tr>
<tr>
<td>Just 21 (Got 1/10)</td>
<td>$45.00-$75.00</td>
</tr>
<tr>
<td>Up &amp; Down—South Pacific (Ge 1/1)</td>
<td>$80.00-$115.00</td>
</tr>
<tr>
<td>Up &amp; Down—Turf King (6/60)</td>
<td>$210.00-$345.00</td>
</tr>
<tr>
<td>Up—Winner</td>
<td>$150.00-$275.00</td>
</tr>
</tbody>
</table>

#### Most Active Used Pinballs

<table>
<thead>
<tr>
<th>Model</th>
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<tbody>
<tr>
<td>Held—Bally Hook Bowler</td>
<td>$265.00-$275.00</td>
</tr>
<tr>
<td>Up &amp; Down—Bally Hook Bowler</td>
<td>$254.00-$50.00</td>
</tr>
<tr>
<td>Up—Bally Speed Bowler</td>
<td>$45.00-$79.00</td>
</tr>
<tr>
<td>Down—Bally Speed Bowler</td>
<td>$45.00-$79.00</td>
</tr>
<tr>
<td>Held—Bally Coin Operated</td>
<td>$95.00-$145.00</td>
</tr>
<tr>
<td>DeLuxe Bally</td>
<td>$95.00-$135.00</td>
</tr>
<tr>
<td>Held—Bally</td>
<td>$95.00-$135.00</td>
</tr>
<tr>
<td>Up—Bally</td>
<td>$95.00-$135.00</td>
</tr>
<tr>
<td>Up—Gardenia</td>
<td>$95.00-$135.00</td>
</tr>
<tr>
<td>Up &amp; Down—Gardenia</td>
<td>$95.00-$135.00</td>
</tr>
<tr>
<td>Up &amp; Down—Bally</td>
<td>$95.00-$135.00</td>
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<td>Up &amp; Down—Bally</td>
<td>$95.00-$135.00</td>
</tr>
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</table>

### Manufacturers New Equipment

Products listed here are currently in production. Prices are manufacturers’ list prices, F.O.B. factory.

**AMI, INC.**
- Model D-40 Photograph... $795.00
- Model D-40 Photograph... $795.00
- Model U-S-MM Hideaway... $575.00
- Sc-10c Wall Box (40 Selections)... $59.50
- Sc Wall Box (40 Selections)... $25.50

**BALLY MFG. CO.**
- Shuffle Line...
- Future...
- Bright Spot...

**BUCKLEY MFG. CO.**
- Shuffle & Wall Box...

**CHICAGO COIN MACHINE CO.**
- 6 Player Bowling Alley...
- 8 Player Shuffle...

**D. GOTTLEIB & CO.**
- Rose Bowl...

**GENCO MFG. & SALES CO.**
- 8 Player Shuffle...

**J. H. KEENEY & CO., INC.**
- 6 Player Bowling Alley...
- 8 Player Shuffle...
- Automatic Coin Vend...

**ROCK-OLA MFG. CORP.**
- Super Rockes '52 Photograph... $145.00
- Model 1330, Sc-10c-Sc Wall Box...
- 40 Selections...
- Model 1330, Sc-10c-Sc Wall Box...
- 23 Wire...
- Model 1342 Playmaster...

**RISTRUCIA, INC.**
- S-45 Photograph...

**UNITED MFG. CO.**
- 6 Player Shuffle Alley...

**WILLIAMS MFG. CO.**
- Spark Plug...

**THE RUDOLPH WURLITZER CO.**
- “Model 4400” Photograph...
- “Model 4400” Photograph...
- Model 4400 Photograph...
- Model 4400 Photograph...
- 48 Selections...
- Model 5100 S. Speaker...
- Model 5110 12" Speaker...
UNITED'S
6 Player Shuffle-Alley
Larger Group Play for Greater Earnings

1,2,3,4,5 or 6 Can Play!
10¢ PER GAME...EACH PLAYER

FAST REBOUND ACTION
(ROLL-OVER SWITCH REBOUND)

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DISAPPEARING PINS
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9 FT. BY 2 FT.

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3401 N. CALIFORNIA AVENUE, CHICAGO 18, ILLINOIS

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3-in-line, 4-in-line, 5-in-line scoring, plus the powerful attraction 
of "spotted" numbers. At mystery intervals the center number of 
one of the 6 cards lights up, when first ball is shot, "sporting" 
that number only on the card in which number is lit. The 
tantalizing appearance of the "spotted" number on a card that 
was not played emphasizes the advantage of playing several 
cards and stimulates multi-coin play.

FUTURITY
All the profit-proved play-appeal of Turf King
PLUS NEW
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SHUFFLE-LINE
SHUFFLE-BOWLING ACTION
PLUS "IN-LINE" SCORING

ORDER FROM YOUR BALLY DISTRIBUTOR TODAY